

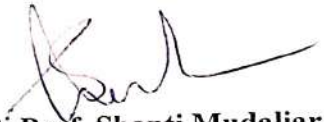


South Indian Children's Education Society's
Degree College of Arts, Science and Commerce
Jambhul Phata, Ambarnath - Badlapur Road, Ambarnath (west), 421505
Accredited by NAAC with B+ Grade
Permanently Affiliated to University of Mumbai


Date: 03/02/2024

NOTICE

All the students of FYBCom & SYBCom are here by informed to submit the project book of Foundation Course II & IV, Sem II & IV, on or before 13th Feb 2024. Presentation of the same will start from 14th Feb on wards.


Asst. Prof. Shanti Mudaliar
Incharge Teacher




Dr. Swapna Samel
PRINCIPAL
SICES DEGREE COLLEGE OF
ARTS, SCIENCE & COMMERCE
AMBERNATH - 421505



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Date: 03/02/2024

NOTICE

All the students of FYBMS, FYBBI and FYBAF are here by informed to submit the project book of Foundation Course II, Sem II, on or before 27th Feb 2024. Presentation of the same will start from 28th Feb on wards.

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19/7/2029.

NEGOTIATION

* Defination of Negosition :- Negosition refers as a interpersonal decision making process that is necessary when-ever we can't acheive our objective single handedly.

* Meaning of Negosition :- According to Max H. Bajerman and Don A. Moore writes when two or more parties need to join decision but have different preferences they negotitate.

Q1 What is Negotitation?

Many feilds of business multiple organization must work together to acheive goal. However people are process does not always work in same and this occurance may lead to conflict between certain area within or between company. Conflict can be resolved or avoided through negotitation.

Allowing each business to proceed peaceful with its specialized roles or operations on a set of agreed talks.

* Process of Negotiation

Negotiation is a process that involves many unique elements and aspects of consideration. In business fields, the negotiation process must account for internal factors, such as people (workers), equipment, procedures, and external business ventures, including the economic climate, market competition, and interests of business partners and shareholders. When utilizing the negotiation process, all parties must consider the consequences of their choices and determine the best possible outcomes to present to other negotiating parties before a final decision is reached.

For example, if one company chose to buy out another company and both parties were mutually interested in creating the best merger outcome. The negotiation process would likely be used to reach a final decision. When the company being acquired is fully integrated into the acquiring company, negotiations may decide that all employees from the prior company would retain their positions with equal benefits. Likewise, the equipment from the acquired company would be incorporated into the acquiring company. Inevitably, both negotiating parties realize that the merger will create a stronger, more competitive business that will interest both the ~~buy~~ buyer and the company being acquired.

* Purpose of Negotiation

The main purpose of negotiation process is to peacefully resolve a conflict between two or more parties and return operations to a satisfactory state. During negotiation, each party will gather evidence to support their claims, determine a meeting location, discuss small details with the other parties, contribute and sacrifice benefits to create a viable contract, and finally agree upon specific terms to implement.

* Concept of Negotiation

Negotiation is a fundamental process in which two or more parties with differing interests and goals work together to reach a mutually acceptable agreement. It is a dynamic and interactive communication process where parties seek to find common ground, resolve conflicts, and make decisions that satisfy their respective interests.

* Definitions

1. Roger Fisher & William Ury :- Fisher and Ury are known for their seminal work "Getting to Yes: Negotiating Agreement without Giving In" negotiation as:

"Negotiation is a basic means of getting what you want from others. It is back-and-forth communication designed to reach an agreement when you and the other side have some interests that are shared and others that are opposed."

* Case Studies with one possible solution.

Case Study 1:-

Title :- Business Merger/Negotiation :-

Context :- Two Indian technology companies, TechNova and Infotech solutions, decided to merge to expand their market reach and technological solutions, a leader in hardware innovation, believes that merging its resources and expertise will allow it to dominate the tech market more effectively.

Key Negotiation Concepts :-

- BATNA (Best Alternative to a Negotiated Agreement) :- Both companies have alternative plans if the merger fails such as seeking other partners or continuing their independent growth strategies.
- ZOPA (Zone of Possible Agreement) :- Exists the within the shared financial and operational benefits, including cost savings, expanded market access, and combined R&D efforts.

25/9/23

ASSIGNMENT

A1* Essay Types questions

1) Explain what negotiation means and it Income Parties, working, together to reach in agreement

→ Negotiation is a strategic discussion between two or more parties to reach agreement on a matter of mutual interest. It involves give and take and usually required one or both parties to make concessions, to reach or resolution.

Negotiation can be used to resolve conflict from business relationship or prevent future conflict peacefully and create lasting relationship. It can occur between many different parties such as buyers and sellers, employers and employees or government.

Here are some tips for successful negotiation

* Prepare :-

Before negotiation begin, research the other party and determine what you want to gain what you're willing to give and your desired goal.

* be open - minded :-

Try to be flexible and willing to explore innovative solution.

* Communicate effectively :-

listen carefully to what the other side is saying and acknowledge it.

* Create a win-win :-

Try to create options for mutual benefit.

* Consider the psychological process :-

The outcomes of a negotiation can be influenced by both rational and psychological elements.

2] Outline the key elements that make up a negotiation and why each are important for the process.

→ Here are some key elements of negotiation and why they are important.

1) Communication :-

Clear Communication help both Parties understand each others Intentions and Prevent misunderstanding.

2) Active listening :-

Active listening help you, understand what the other Party is trying to say and build.

3) Emotional intelligence :-

Persuasion strategies are essential in negotiation and invite moving people to position they do not currently hold.

4) Persuasion :-

Persuasion strategies are essential in negotiation and invite people to a position they do not currently hold.

5) Problem solving :-

Problem solving is at the foundation of negotiation.

6) Compromise :- It is important to make Concessions and allows for compromise, especially after reaching a point of no return.

• Positions :-

Positions are specific demands or offer made by parties during negotiations

2) BATNA (Best Alternative to a Negotiable Agreement)

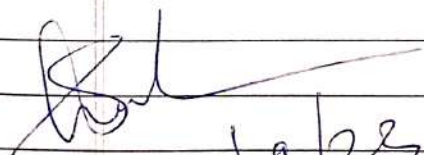
BATNA refers to the alternative course of actions a party can take if negotiations fail and no agreement is reached. Knowing your BATNA provides leverage and helps assess the value of agreements proposed during negotiations. A strong BATNA increases negotiation power and provides a safety net if negotiation do not succeed.

3) Reservation Point :-

The reservation point is the minimum acceptable outcome or the point at which a negotiator is indifferent between reaching an agreement or walking away.

4) Negotiation styles :-

Negotiations often exhibit different styles or approaches such as competitive, collaborative, accommodating, yielding to the other party.


11/1/23

S.I.C.E.S

DEGREE

COLLGE OF

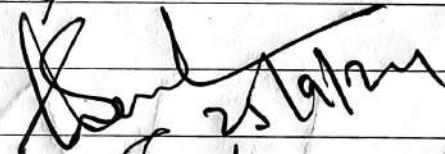
ARTS, SCIENCE

COMMERCE

CERTIFICATE

This is to certify that student group of class Syblcom has successfully completed the project on the topic Issue of child marriage during academic year 2024-2025

~~She~~ ^{we} ^{are} has prepared the project under my guidance & as per the names by the Mumbai university board


Subject Teacher
Shanti Mudaliar Mam

ISSUE OF CHILD

MARRIAGE AND

DOMESTIC

VIOLENCE



What is a child marriage?

child marriage defined as formal marriage or informal union before age 18, is a reality for both boys & girls although girls are disproportionately the most affected. child marriage is widespread & can lead to life time of disadvantage & deprivation

• Why does child marriage happen ?

→ Tradition

→ Poverty

→ Security of girl child [Daughters]

→ Gender Role [Not Value of girls]

STOP

CHILD

MARRIAGE...

INTRODUCTION OF CHILD MARRIAGE

- DEFINITION :- child marriage defined as a formal or informal union where one or both parties are under the age of 18.
- GLOBAL CONTEXT :- Globally, over 12 million girls are married before the age of 18 each year.
- Each year, some 12 million more girls will marry before reaching age 18 - & those, 4 million are under age 15.
- By 2030, it is estimated that 150 million girls will lose their childhoods due to child marriage.
- WHY IT MATTERS :- CHILD MARRIAGE ENDS CHILDHOOD. Child marriage is a global issue fueled by gender inequality, poverty, social norms and insecurity. Child marriage disrupts children's right and places them in high risk of violence, exploitation and abuse. child marriage has devastating impacts all over the world.

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STUDY ON

LOCAL

DISASTER

FOUNDATION

COURSRI

SEM - III

MAN-MADE DISASTERS

- 1 Nuclear and Radiological Disaster
- 2 Biological Disaster
- 3 Chemical Disaster
- 4 Terrorist Attack
- 5 Bomb Blast

DISASTER

A serious disruption of the functioning of a community or a society at any scale due to hazardous events interacting with conditions of exposure, vulnerability and capacity, leading to one or more of the following: human, material, economic and environmental losses and impacts.

Annotations: The effect of the disaster can be immediate the localized but is often widespread and could last for a long period of time. The effect may test or exceed the capacity of a community or society to cope using its own resources, and therefore may require assistance from external sources, which could include, neighbouring jurisdictions, or those at the national or international levels.



ON SITE MANAGEMENT PLAN

The on-site management plan will be circulated to all concerned members of emergency team. It is essential that all concerned personnel familiar themselves with the overall on-site emergency plan and their respective roles and responsibilities during mock drills. It is essential to be in a state of perpetual preparedness at all times to meet any emergency.



The risk assessment report may cover the following in terms of the extent of damage with resources to MCA Analysis and delineation of risk mitigation measure with a approach to DMP.

- Hazard Identification - identification of hazardous activities, hazardous materials, past accident records, etc.
- Hazard quantification - consequence analysis to assess the impacts.
- Risk presentation.
- Risk mitigation measure.
- DMPs

the overall objective of emergency planning is to maximize the resource utilization and combined efforts towards emergency operation in short time.

College Name :- S.I.C.E.S Degree college
Ambemath Badlapur Road.

Topic :- Laser & Satellite technology

Subject :- foundation course

- Introduction
- Application
- positive impact of laser technology
- positive impact of satellite technology
- Negative impact of laser
- Negative impact of satellite
- challenges & limitation of laser
- Conclusion
- bibliography (link)

• Asst. prof. Shanti mudaliar

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SC24038	PANCHAL ABASH ANIL	-
SC24039	PATEL ALOK RAMSINGH	-
SC24040	SHARMA SHIVAM	-

LASER AND

SATELLITE

TECHNOLOGY *

Introduction :

Laser and Satellite technology are transformative innovation with diverse are applications.

- Laser technology lasers produce higher focused, coherent light beams used in field like medicine, manufacturing and communication. Their precision and efficiency make them indispensable in modern technology.
- Satellite Technology orbit Earth to enable global communication, navigation (e.g GPS) and environmental monitoring, significantly enhancing connectivity and data gathering.
- Together, these technology drive advancement in science, industry and daily life.

Application :-

1. Laser Technology :-

a. Medicine :-

Used in Surgeries, eye treatments and diagnostics.

b. Communication :-

Fiber-optic networks for high-speed internet.

c. Industry :-

precision cutting, welding and engraving.

2. Satellites Technology.

a. Communication :-

facilitates global broadcasting and internet access.

b. Earth observation :-

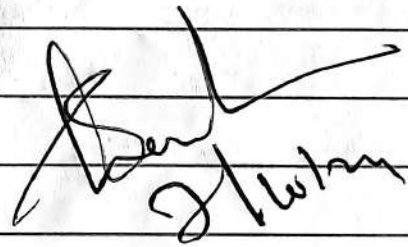
Weather forecasting, disaster management, and environmental monitoring.

Certificate

This is to certify that student group of class 54.BCOM has successfully completed the project on the topic myths and superstitions during academic year 2024-25

They have prepared the project under my guidance and as per the names by the mumbai university board

Subject Teacher
Shanti Mudaliar Ma'am



Acknowledgment

I would like to express my special thank to my teachers Shanti Mudaliar Maam who gave us the golden opportunity to this wonderful project.

Myths and superstitions helped us to get the scientific reason about it. This topic helped us to learn a lot in the research and course of completion of this project.

I am also indebted to my friends for their valuable support advise and love which help me to do this project in the given time frame

ISSUES OF ORPHANAGES

WHAT DO YOU MEAN BY ORPHANAGE?

- * Orphanages are institutions that care for children whose parents are either deceased, unable to care for them, or have abandoned them. Historically, orphanages have provided shelter, food, education, and care to these children, especially in situations where family-based care (like foster care or adoption) is not available.

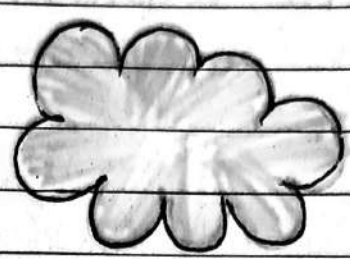
POVERTY

- * **POVERTY** Nearly half of the world's population live on less than 20¢, 53¢ or a day. Even more, 1.3 billion people are considered to be living in extreme poverty with less than 10¢ a day. This means that many people cannot afford to provide nutrition, shelter, and care for their children. Many children who become orphans are abandoned by parents, not due to

of love, but through a lack of resources to care for their basic needs.

Unemployment

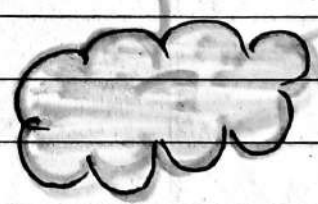
UNDERFUNDING



* Many orphanages struggle with insufficient funds, which limits their ability to provide adequate food, clothing and healthcare.

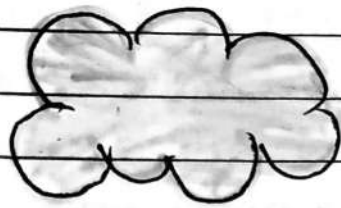
* Inside orphanages, young people experience depersonalisation, a lack of freedom, support or personal attention.

ABUSE AND NEGLECT



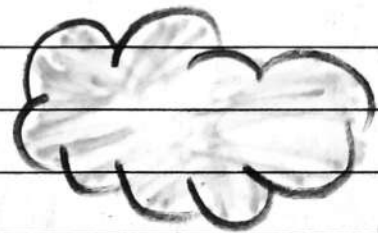
* Abuse and Neglect unfortunately some orphanages are places where abuse (physical, emotional) and neglect occur due to lack of oversight and proper regulation.

- * Children who grow up in institutions show cognitive and development delays, as well as decreased brain activity and a greatly elevated incidence of psychiatric disorders.



5 PROBLEMS FACED BY ORPHAN CHILDREN

- * Child Abuse one of the most prevalent issue facing orphan children in india is Child Abuse,...
- * **Malnutrition,.....**
- * **Lack of Schooling,.....**
- * **Absence of Healthcare Services,.....**
- * **Homelessness,.....**



ACKNOWLEDGMENT

I would like to express my special thank of gratitude to my teachers ghanthi mudaliar mam who give me the golden oppertunity to do this to wonderful project and and amany project on the topic.

Issue of orphanages which help me to learn a lot in the reasearch and course of completion of this project.

I am also indebted to my family and friends for their valuable support, advise and love which help me to do this project with the given time frame.

ISSUE OF CHILD MARRIAGE

- Introduction of child marriage
- Causes of child marriage
- Consequences of child marriage
- Legal framework.
- The role of education
- Effort to combat child marriage
- Difference
- How can we help
- Key parts
- Conclusion
- Bibliography

INTRODUCTION OF CHILD MARRIAGE

- Definition :- Child marriage is defined as a formal or informal union where one or both under the age of 18.
- Global context :- Globally over 12 million girls are marriage before the age of 18 each year.
- Each year some 12 million more girls will marry before reaching age 18 and of those million are under age 15.
- By 2030 it's that 150 million girls will lose their childhoods due to child marriage.
- Why it matters :- child marriage ends childhood. child marriage is a global issue by gender inequality, poverty, social norms and insecurity, poverty and place them in high risk of violence exploitation and abuse child marriage has impacts and over the world.