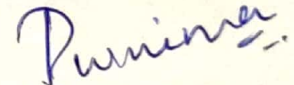


CERTIFICATE

This is to certify that the project report entitled "A STUDY ON SALES PROMOTION" with reference to "VARUN MOTORS", is a bonafide work done by SUNNY NAGAIAH, a student of BBA, Department of Commerce and Management(UG), Dr.L.Bullayya College, Visakhapatnam, for the award of the degree of "Bachelor of Business Administration" (BBA), from Andhra University, done under my guidance, during the academic year 2018 - 21.

Date: 07.04.2021
Place: Visakhapatnam



J.L PURNIMA

ASSITANT PROFESSOR
Dept. of Commerce and
and Management(UG)
Dr. L. Bullayya PG College

EXTERNAL SIGNATURE



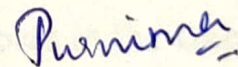
N K Mahesh

Incharge, Dept. of BBA
Dr. L. Bullayya College
Visakhapatnam

CERTIFICATE

This is to certify that the project report entitled “**CUSTOMER SATISFACTION**” with reference to “**ZOOMCAR PVT.LTD.**”, is a bonafide work done by **VARANASI SANDEEP**, a student of **BBA, Department of Commerce and Management(UG), Dr. L.BullayyaCollege, Visakhapatnam**, for the award of the degree of “**Bachelor of Business Administration**” (BBA), from **Andhra University**, done under my guidance, during the academic year 2018 - 2021.

Date: 07.04.2021
Place: Visakhapatnam

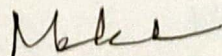


J.L PURNIMA

Assistant Professor

Dept of Commerce and Management(UG)

Dr.L. Bullayya PG College



N K Mahesh

Incharge, Dept. of BBA

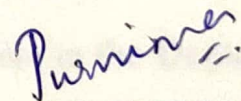
Dr. L. BullayyaCollege

Visakhapatnam

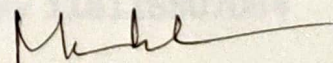
CERTIFICATE

This is to certify that the project report entitled “**A STUDY ON CUSTOMER PERCEPTION IN RETAIL**” with reference to “**VAIBHAV JEWELLERS**”, is a bonafide work done by **PREETI RAWAT**, a student of **BBA**, Department of Commerce and Management (UG), **Dr. L. Bullayya College, Visakhapatnam**, for the award of the degree of “**Bachelor of Business Administration**” (BBA), from **Andhra University**, done under my guidance, during the academic year 2018 - 21.

Date: 07/04/2021
Place: Visakhapatnam



J.L PURNIMA
ASSISTANT PROFESSOR
Dept of Commerce and
Management (UG)
Dr. L. Bullayya PG College



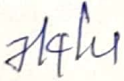
N K Mahesh
Incharge, Dept. of BBA
Dr. L. Bullayya College
Visakhapatnam

EXTERNAL SIGNATURE

CERTIFICATE

This is to certify that the project report entitled “**WORKING CAPITAL MANAGEMENT**” with reference to “**HINDUSTAN PETROLEUM CORP. LTD.**”, is a bonafide work done by **SHWETA KUMARI**, a student of **BBA, Department of Commerce and Management(UG), Dr. L. Bullayya College, Visakhapatnam**, for the award of the degree of “**Bachelor of Business Administration**” (**BBA**), from **Andhra University**, done under my guidance, during the academic year 2018 - 21.

Date:



Place: Visakhapatnam

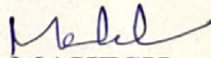


N K MAHESH

In charge

Dept of Commerce and Management(UG)

Dr. L. Bullayya PG College



N K MAHESH

Assistant professor

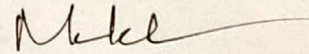
Dept of Commerce and Management(UG)

Dr. L. Bullayya PG College

CERTIFICATE

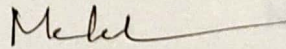
This is to certify that the project report entitled “**WORKING CAPITAL MANAGEMENT**” with reference to “**RASHTRIYA ISPAT NIGAM LIMITED**”, is a bonafide work done by **PUJA SHARMA**, a student of **BBA**, **Department of Commerce and Management (UG)**, **Dr. L. Bullayya College, Visakhapatnam**, for the award of the degree of “**Bachelor of Business Administration**” (**BBA**), from **Andhra University**, done under my guidance, during the academic year 2018 -2021.

Date: 07/04/21
Place: Visakhapatnam



N K MAHESH
IN CHARGE,

Dept of Commerce and Management (UG)
Dr. L. Bullayya PG College

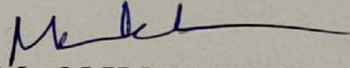


N K MAHESH
Assistant Professor, Dept. of BBA
Dr. L. Bullayya College
Visakhapatnam

CERTIFICATE

This is to certify that the project report entitled “**CASH FLOW STATEMENT**” with reference to “**HDFC BANK.**”, is a bonafide work done by **SURYA CHUNDURI** , a student of **BBA, Department of Commerce and Management(UG), Dr. L.BullayyaCollege, Visakhapatnam**, for the award of the degree of “**Bachelor of Business Administration**” (**BBA**), from **Andhra University**, done under my guidance, during the academic year 2018 - 2021.

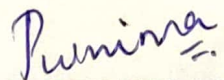
Date: 7/4/21
Place: Visakhapatnam


Mr. N.K MAHESH
Assistant Professor
Dept of Commerce and Management(UG)
Dr.L. Bullayya PG College

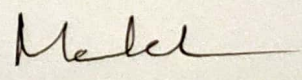
CERTIFICATE

This is to certify that the project report entitled “ **STUDY ON SALES PROMOTIONAL PRACTICES** ” with reference to “ **BIG BAZAR** ”, is a bonafide work done by **PUNEET DAHIYA** , a student of **BBA, Department of Commerce and Management(UG), Dr. L. Bullayya College, Visakhapatnam**, for the award of the degree of “**Bachelor of Business Administration**” (BBA), from **Andhra University**, done under my guidance, during the academic year 2018 - 21.

Date: 07.04.2021
Place: Visakhapatnam


J L PURNIMA
LECTURER (UG)
Dept of Commerce and Management(UG)
Dr.L. Bullayya PG College

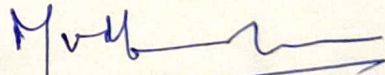
External sign


N K Mahesh
Incharge, Dept. of BBA
Dr. L. Bullayya College
Visakhapatnam

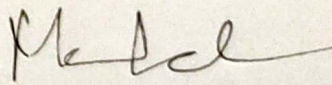
CERTIFICATE

This is to certify that the project report entitled “ **EXPORT DIVISION**” with reference to “ **RASHTRIYA ISPAT NIGAM LTD**”, is a bonafide work done by **JALLI SHYAM KUMAR** , a student of **BBA, Department of Commerce and Management(UG), Dr. L.BullayyaCollege, Visakhapatnam**, for the award of the degree of “**Bachelor of Business Administration**” (BBA), from **Andhra University**, done under my guidance, during the academic year 2018 - 21.

Date: 7/4/21
Place: Visakhapatnam


Dr M V MURALI KRISHNA
Assistant Professor
Dept of Commerce and Management(UG)
Dr.L. Bullayya PG College

External sign


N K Mahesh
Incharge, Dept. of BBA
Dr. L. BullayyaCollege
Visakhapatnam

CERTIFICATE

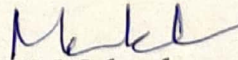
This is to certify that the project report entitled “ **FUNDS FLOW STATEMENT** ” with reference to “ **COROMANDEL INTERNATIONAL LTD** ”, is a bonafide work done by **NAGIREDI SAI ABHINAV** , a student of **BBA**, **Department of Commerce and Management(UG)**, **Dr. L. Bullayya College, Visakhapatnam**, for the award of the degree of “**Bachelor of Business Administration**” (**BBA**), from **Andhra University**, done under my guidance, during the academic year 2018 - 21.

Date: 06.04.2021
Place: Visakhapatnam



J L PURNIMA
Assistant Professor

Dept of Commerce and Management(UG)
Dr. L. Bullayya PG College

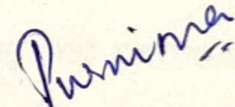


N K Mahesh
Incharge, Dept. of BBA
Dr. L. Bullayya College
Visakhapatnam

CERTIFICATE

This is to certify that the project report entitled “**PRICING STRATEGIES OF STEEL PRODUCTS**” with reference to “**RASHTRIYA ISPAT NIGAM LIMITED**”, is a bonafide work done by **K. JAYESH PRATAP**, a student of **BBA, Department of Commerce and Management(UG), Dr. L. Bullayya College, Visakhapatnam**, for the award of the degree of “**Bachelor of Business Administration**” (BBA), from **Andhra University**, done under my guidance, during the academic year 2018 - 21.

Date: 06.04.2021
Place: Visakhapatnam



J.L.PURNIMA
ASSISTANT PROFESSOR
Dept of Commerce and
Management (UG)
Dr. L. Bullayya PG College

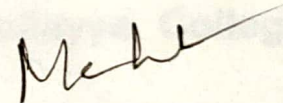


N K Mahesh
Incharge, Dept. of BBA
Dr. L. Bullayya College
Visakhapatnam

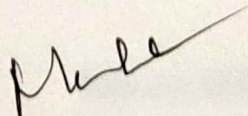
CERTIFICATE

This is to certify that the project report entitled "**INVENTORY MANAGEMENT**" with reference to "**HINDUSTAN SHIPYARD LIMITED**", is a bonafide work done by **BALABOMMALA VENU GOPAL** , a student of **BBA, Department of Commerce and Management(UG), Dr. L. Bullayya College, Visakhapatnam**, for the award of the degree of "**Bachelor of Business Administration**" (BBA), from **Andhra University**, done under my guidance, during the academic year 2018 - 21.

Date: 07-04-2021
Place: Visakhapatnam



N.K.MAHESH
Assistant Professor
Dept of Commerce and
Management(UG)
Dr. L. Bullayya PG College

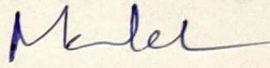


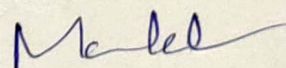
N K Mahesh
Incharge, Dept. of BBA
Dr. L. Bullayya College
Visakhapatnam

CERTIFICATE

This is to certify that the project report entitled “ **INVENTORY MANAGEMENT** ” with reference to “**PEARL BOTTING PVT.LTD** ”, is a bonafide work done by **B.JYOTHIKA** , a student of **BBA, Department of Commerce and Management(UG), Dr. L. Bullayya College, Visakhapatnam,** for the award of the degree of “**Bachelor of Business Administration**” (BBA), from **Andhra University**, done under my guidance, during the academic year 2018 - 21.

Date:
Place: Visakhapatnam

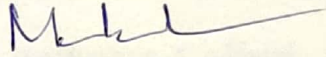

Mr.NK MAHESH
Asst.Professor
Dept of Commerce and Management(UG)
Dr. L. Bullayya PG College


NK MAHESH
Incharge, Dept. of BBA
Dr. L. Bullayya College
Visakhapatnam

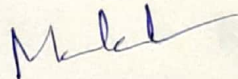
CERTIFICATE

This is to certify that the project report entitled “ **INVENTORY MANAGEMENT** ” with reference to “**BHEL-HPVP** ”, is a bonafide work done by **S.ARUNA KUMARI** , a student of **BBA, Department of Commerce and Management(UG), Dr. L. Bullayya College, Visakhapatnam**, for the award of the degree of “**Bachelor of Business Administration**” (**BBA**), from **Andhra University**, done under my guidance, during the academic year 2018 - 21.

Date: 7/4/21
Place: Visakhapatnam


Mr.NK MAHESH
Asst.Professor


Dept of Commerce and Management(UG)
Dr. L. Bullayya PG College


NK MAHESH
Incharge, Dept. of BBA
Dr. L. Bullayya College
Visakhapatnam

CERTIFICATE

This is to certify that the project report entitled "INVENTORY MANAGEMENT" with reference to "TAJ KRISHNA-HYDERABAD", is a bonafide work done by YARLANKI RAJ KUMAR, a student of BBA, Department of Commerce and Management(UG), Dr. L. Bullayya College, Visakhapatnam, for the award of the degree of "Bachelor of Business Administration" (BBA), from Andhra University, done under my guidance, during the academic year 2018 - 21.

Date: 7-4-21
Place: Visakhapatnam


N K MAHESH
ASSISTAT PROFESSOR
Dept of Commerce and
Management(UG)
Dr. L. Bullayya college

Signature of the external

ACKNOWLEDGEMENT

CERTIFICATE

It is of great pleasure to take the opportunity to acknowledge and express my gratitude to all those who helped me throughout my project work.

This is to certify that the project report entitled “**DISTRIBUTION NETWORK**” with reference to “**RINL STEEL PLANT VISAKHAPATNAM**”, is a bonafide work done by **ALLA ROHITA LAKSHMI PRIYA**, a student of **BBA, Department of Commerce and Management(UG), Dr. L. Bullayya College, Visakhapatnam**, for the award of the degree of “**Bachelor of Business Administration**” (BBA), from **Andhra University**, done under my guidance, during the academic year 2018 - 21.

Date: 07/04/21
Place: Visakhapatnam



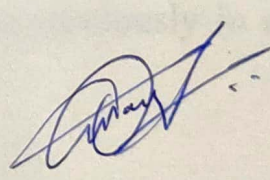
N K MAHESH
ASSISTANT PROFESSOR
Dept of Commerce and Management(UG)
Dr. L. Bullayya PG College

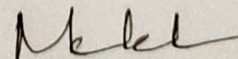
EXTERNAL SIGNATURE

CERTIFICATE

This is to certify that the project report entitled “ **Inventory management** ” with reference to “ **VAMSADARA PAPER MILL LTD** ”, is a bonafide work done by **MULA HARSHA VARDHAN**, a student of **BBA**, Department of **Commerce and Management(UG)**, **Dr. L. Bullayya College, Visakhapatnam**, for the award of the degree of “**Bachelor of Business Administration**” (**BBA**), from **Andhra University**, done under my guidance, during the academic year 2018 - 21.

Date: 6/4/21
Place: Visakhapatnam

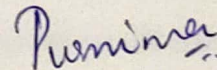

Dr. Vinay Chaitanya Ganta
Assistant Professor
Dept of Commerce and Management(UG)
Dr. L. Bullayya PG College


N K Mahesh
Incharge, Dept. of BBA
Dr. L. Bullayya College
Visakhapatnam

CERTIFICATE

This is to certify that the project report entitled “**RETAIL OPERATIONS**” with reference to “**BIG BAZAR-HYDERABAD**”, is a bonafide work done by **SWETA**, a student of **BBA**, Department of Commerce and Management(UG), **Dr. L. Bullayya College, Visakhapatnam**, for the award of the degree of “**Bachelor of Business Administration**” (BBA), from **Andhra University**, done under my guidance, during the academic year 2018 - 21.

Date: 07.04.2021
Place: Visakhapatnam



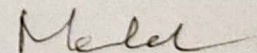
J. L. PURNIMA

ASSISTANT PROFESSOR

Dept of Commerce and Management(UG)

Dr. L. Bullayya PG College

EXTERNAL SIGNATURE



N K MAHESH

In charge

Dept of Commerce and Management(UG)

Dr. L. Bullayya PG College

CERTIFICATE

This is to certify that the project report entitled “ A STUDY ON WORKING CAPITAL MANAGEMENT” with reference to “ TAJ GATEWAY HOTEL”, is a bonafide work done by **MARAM VAMSI KRISHNA** , a student of **BBA, Department of Commerce and Management(UG), Dr. L.Bullayya College, Visakhapatnam**, for the award of the degree of “**Bachelor of Business Administration**” (BBA), from **Andhra University**, done under my guidance, during the academic year 2018 - 21.

Date:

7/4/21

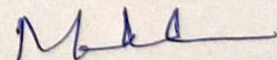
Place: Visakhapatnam



Dr. VINAY CHAITANYA GANTA
Assistant Professor

Dept of Commerce and Management(UG)
Dr.L. Bullayya PG College

External sign




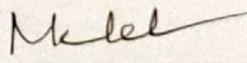
N K Mahesh
Incharge, Dept. of BBA
Dr. L. Bullayya College
Visakhapatnam

CERTIFICATE

This is to certify that the project report entitled “ **Working capital management** ” with reference to “ VAIBHAV JEWELLERS ”, is a bonafide work done by **KUMARI SUCHITRA** , a student of **BBA, Department of Commerce and Management(UG), Dr. L. Bullayya College, Visakhapatnam**, for the award of the degree of “**Bachelor of Business Administration**” (BBA), from **Andhra University**, done under my guidance, during the academic year 2018 - 21.

Date: 07/04/2021
Place: Visakhapatnam

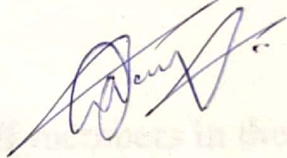

Dr. Vinay Chaitanya Ganta
Assistant Professor
Dept of Commerce and Management(UG)
Dr. L. Bullayya PG College


N K Mahesh
Incharge, Dept. of BBA
Dr. L. Bullayya College
Visakhapatnam

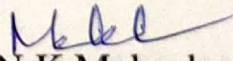
CERTIFICATE

This is to certify that the project report entitled “ **STUDY ON INVENTORY MANAGEMENT**” with reference to “ **BHEL - HPVP** ”, is a bonafide work done by **SARIPILLI BHAVANI BHARATH**, a student of **BBA, Department of Commerce and Management(UG), Dr. L. Bullayya College, Visakhapatnam**, for the award of the degree of “**Bachelor of Business Administration**” (BBA), from **Andhra University**, done under my guidance, during the academic year 2018 - 21.

Date: 7/4/21
Place: Visakhapatnam


Dr. VINAY CHAITANYA GANTA
LECTURER (UG)
Dept of Commerce and Management(UG)
Dr.L. Bullayya PG College

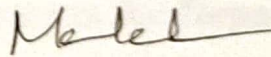
EXTERNAL SIGN


N K Mahesh
Incharge, Dept. of BBA
Dr. L. Bullayya College
Visakhapatnam

CERTIFICATE

This is to certify that the project report entitled “**INVENTORY MANAGEMENT**” with reference to “**PEARL BOTTLING PVT.LTD.**”, is a bonafide work done by **IMMIDISETTY JOEL**, a student of **BBA, Department of Commerce and Management(UG), Dr. L.Bullayya College, Visakhapatnam**, for the award of the degree of “**Bachelor of Business Administration**” (**BBA**), from **Andhra University**, done under my guidance, during the academic year 2018 - 2021.

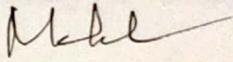
Date: 7/4/2021
Place: Visakhapatnam


Mr. N.K MAHESH
Assistant Professor
Dept of Commerce and Management(UG)
Dr.L. Bullayya PG College

CERTIFICATE

This is to certify that the project report entitled “**RATIO ANALYSIS**” with reference to “**BHEL-HPVP (BHPV)**”, is a bonafide work done by **KALAGA HEMA CHANDRIKA**, a student of **BBA, Department of Commerce and Management(UG), Dr. L. Bullayya College, Visakhapatnam**, for the award of the degree of “**Bachelor of Business Administration**” (**BBA**), from **Andhra University**, done under my guidance, during the academic year 2018 - 21.

Date: 7/4/21
Place: Visakhapatnam

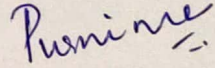

N K MAHESH
ASSISTANT PROFESSOR
Dept of Commerce and
Management(UG)
Dr. L. Bullayya college

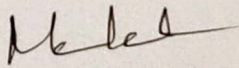
Signature of the external

CERTIFICATE

This is to certify that the project report entitled "**CONSUMER SATISFACTION**" with reference to "**BIG BAZAR**", is a bonafide work done by **PRIYANKA TRIVEDI**, a student of **BBA, Department of Commerce and Management(UG)**, **Dr. L. Bullayya College, Visakhapatnam**, for the award of the degree of "**Bachelor of Business Administration**" (**BBA**), from **Andhra University**, done under my guidance, during the academic year 2018 - 21.

Date: 07 04. 2021
Place: Visakhapatnam


J. L. PURNIMA
ASSISTANT PROFESSOR
Dept of Commerce and Management(UG)
Dr. L. Bullayya PG College


N K MAHESH
In charge
Dept of Commerce and Management(UG)
Dr. L. Bullayya PG College

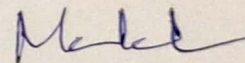
CERTIFICATE

This is to certify that the project report entitled "FINANCIAL PERFORMANCE AND BUDGETING" with reference to "RINL VISAKHAPATNAM STEEL PLANT", is a bonafide work done by TANU SAI UPPALA, a student of BBA, Department of Commerce and Management(UG), Dr. L. Bullayya College, Visakhapatnam, for the award of the degree of "Bachelor of Business Administration" (BBA), from Andhra University, done under my guidance, during the academic year 2018 - 21.

Date:

7/4/21

Place: Visakhapatnam



N K MAHESH

ASSISTANT PROFESSOR

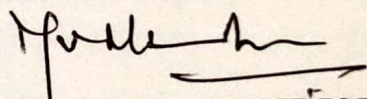
Dept of Commerce and Management (UG)

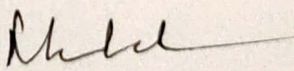
Dr. L. Bullayya PG College

CERTIFICATE

This is to certify that the project report entitled “**CONSUMER BUYING BEHAVIOUR**” with reference to “**RELIANCE JIO**”, is a bonafide work done by **CHANDAKA VEENA**, a student of BBA, Department of Commerce and Management(UG), Dr. L.BullayyaCollege, Visakhapatnam, for the award of the degree of “**Bachelor of Business Administration**” (BBA), from **Andhra University**, done under my guidance, during the academic year 2018 - 21.

Date: 7/4/21
Place: Visakhapatnam


Dr.M.V.MURALI KRISHNA
ASSISTANT PROFESSOR
Dept of Commerce and Management(UG)
Dr.L. Bullayya PG College


N K Mahesh
Incharge, Dept. of BBA
Dr. L. BullayyaCollege
Visakhapatnam

CERTIFICATE

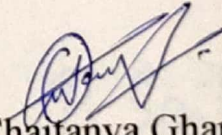
This is to certify that the project report entitled “ **FINANCIAL PERFORMANCE AND FINANCIAL STATEMENT ANALYSIS**” with reference to “ RINL STEEL PLANT VISAKHAPATNAM”, is a bonafide work done by **PEDDINA SAI KIRAN**, a student of **BBA, Department of Commerce and Management(UG), Dr. L.Bullayya College, Visakhapatnam**, for the award of the degree of “**Bachelor of Business Administration**” (BBA), from **Andhra University**, done under my guidance, during the academic year 2018 - 21.

Date:

31/9/21

Place:

Visakhapatnam

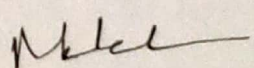

Dr Vinay Chaitanya Ghanta

Assistant Professor

Dept of Commerce and Management(UG)

Dr.L. Bullayya PG College

External sign


N K Mahesh

Incharge, Dept. of BBA


Dr. L. Bullayya College

Visakhapatnam

CERTIFICATE

This is to certify that the project report entitled “ **STUDY ON FUND FLOW STATEMENT** ” with reference to “ **BHEL – HPVP** ”, is a bonafide work done by **SENAPATI MANIKANTA** , a student of **BBA, Department of Commerce and Management(UG), Dr. L. Bullayya College, Visakhapatnam**, for the award of the degree of “**Bachelor of Business Administration**” (BBA), from **Andhra University**, done under my guidance, during the academic year 2018 - 21.

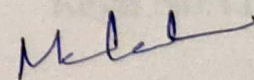
Date: 8/9/21
Place: Visakhapatnam



DR. M V MURALI KRISHNA
LECTURER (UG)

Dept of Commerce and Management(UG)
Dr.L. Bullayya PG College

EXTERNAL SIGN




N K Mahesh
Incharge, Dept. of BBA
Dr. L. Bullayya College
Visakhapatnam

CERTIFICATE

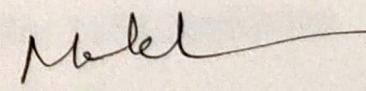
This is to certify that the project report entitled "**FINANCIAL PERFORMANCE ANALYSIS**" with reference to "**CARE HOSPITALS**", is a bonafide work done by **KATTA HARSHITA**, a student of **BBA**, Department of Commerce and Management(UG), **Dr. L. Bullayya College, Visakhapatnam**, for the award of the degree of "**Bachelor of Business Administration**" (**BBA**), from **Andhra University**, done under my guidance, during the academic year 2018 - 21.

Date: 21/4
GANTA
Place: Visakhapatnam


DR. VINAY CHAITANYA

ASSISTANT PROFESSOR
Dept of Commerce and Management(UG)
Dr. L. Bullayya PG College

EXTERNAL SIGNATURE

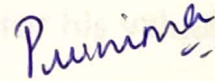

N K Mahesh
Incharge, Dept. of BBA
Dr. L. Bullayya College
Visakhapatnam

CERTIFICATE

This is to certify that the project report entitled "**PRICING STRATEGIES OF STEEL PRODUCTS**" with reference to "**RASHTRIYA ISPAT NIGAM LIMITED**", is a bonafide work done by **SHUBHAM REDDY**, a student of **BBA, Department of Commerce and Management(UG) Dr.L.BULLAYYA College, Visakhapatnam**, for the award of the degree of "**Bachelor of Business Administration**" (**BBA**), from **Andhra University**, done under my guidance, during the academic year 2018 – 2021.

Date: 07.04.2021

Place: Visakhapatnam

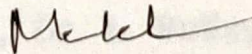


J.L. PURNIMA

ASSISTANT PROFESSOR

Dept of Commerce and Management(UG)

Dr.L. Bullayya PG College



NK Mahesh

In charge

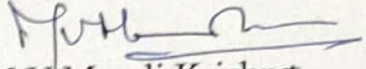
Dept of Commerce and Management(UG)

Dr.L. Bullayya PG College

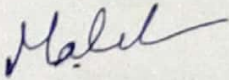
CERTIFICATE

This is to certify that the project report entitled "RATIO ANALYSIS" with reference to "VISAKHAPATNAM STEEL PLANT(RINL)", is a bonafide work done by TMSLV RAJ, a student of BBA, Department of Commerce and Management(UG), Dr. L.BullayyaCollege, Visakhapatnam, for the award of the degree of "Bachelor of Business Administration" (BBA), from Andhra University, done under my guidance, during the academic year 2018 - 21.

Date: 7/4/21
Place: Visakhapatnam
Dr.L. Bullayya PG College


D.r.M.V.Murali Krishna
designation
Dept of Commerce and Management(UG)
Dr.L.Bullayya college

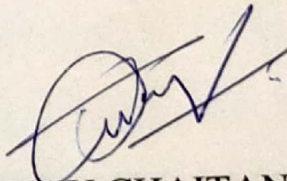
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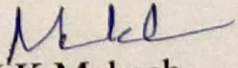

N K Mahesh
Incharge, Dept. of BBA
Dr. L. BullayyaCollege
Visakhapatnam

CERTIFICATE

This is to certify that the project report entitled “ A STUDY ON FINANCIAL STATEMENT ANALYSIS” with reference to “ QUALITY INN BEZ KRISHNA – VISAKHAPATNAM ”, is a bonafide work done by SOMI REDDI MODA MANIKANTA SAI, a student of BBA, Department of Commerce and Management(UG), Dr. L.BullayyaCollege, Visakhapatnam, for the award of the degree of “Bachelor of Business Administration” (BBA), from Andhra University, done under my guidance, during the academic year 2018 - 21.

Date: 4/7/21
Place: Visakhapatnam


Dr. VINAY CHAITANYA GANTA
Assistant Professor
Dept of Commerce and Management(UG)
Dr.L. Bullayya PG College


N K Mahesh
Incharge, Dept. of BBA
Dr. L. BullayyaCollege
Visakhapatnam

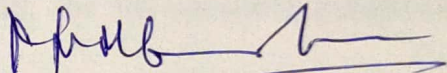
External sign

CERTIFICATE

This is to certify that the project report entitled “**EXPORT PROCEDURE OF IRON AND STEEL PRODUCTS**” with reference to “**RASHTRIYA ISPAT NIGAM LIMITED**”, is a bonafide work done by **SHREYANSH JAIN** , a student of **BBA, Department of Commerce and Management(UG) Dr.L.BULLAYYA College, Visakhapatnam**, for the award of the degree of “**Bachelor of Business Administration**” (**BBA**), from **Andhra University**, done under my guidance, during the academic year 2018 – 2021.

Date: 21/4/21

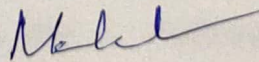
Place: Visakhapatnam


Dr. M.V. MURLI KRISHNA

ASSISTANT PROFESSOR

Dept of Commerce and Management(UG)

Dr.L. Bullayya PG College



N K Mahesh

In charge

Dept of Commerce and Management(UG)

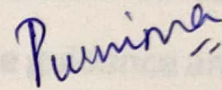
Dr.L. Bullayya PG College

CERTIFICATE

This is to certify that the project report entitled "SALES PROMOTION" with reference to "VARUN MOTORS", is a bonafide work done by PREETI REDDY , a student of BBA, Department of Commerce and Management(UG) Dr.L.BULLAYYA College, Visakhapatnam, for the award of the degree of "Bachelor of Business Administration" (BBA), from Andhra University, done under my guidance, during the academic year 2018 – 2021.

Date: 7. 4. 2021

Place: Visakhapatnam

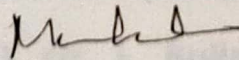


J.L PURNIMA

Assistant professor

Dept of Commerce and Management(UG)

Dr.L. Bullayya PG College



N K Mahesh

In charge

Dept of Commerce and Management(UG)

Dr.L. Bullayya PG College

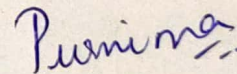
Name: PREETI REDDY

Page No: 1111234567035

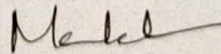
CERTIFICATE

This is to certify that the project report entitled “**SERVICE QUALITY**” with reference to “**STATE BANK OF INDIA**”, is a bonafide work done by **PAWAN KUMAR CHOUBEY**, a student of **BBA, Department of Commerce and Management(UG), Dr. L. Bullayya College, Visakhapatnam**, for the award of the degree of “**Bachelor of Business Administration**” (**BBA**), from **Andhra University**, done under my guidance, during the academic year 2018 - 21.

Date: 07/04/2021
Place: Visakhapatnam



J.L. PURNIMA
ASSISTANT PROFESSOR
Dept of Commerce and Management(UG)
Dr. L. Bullayya PG College




N K Mahesh
Incharge,
Dept. of BBA
Dr. L. Bullayya College
Visakhapatnam

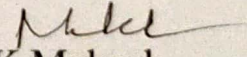
CERTIFICATE

This is to certify that the project report entitled “ **STUDY ON MARKET ANALYSIS AND FEASIBILITY** ” with reference to “ **RASHTRIYA ISPAT NIGAM LTD.** ”, is a bonafide work done by **SIRIKOLLA SHANMUKESH**, a student of **BBA, Department of Commerce and Management(UG), Dr. L. Bullayya College, Visakhapatnam**, for the award of the degree of “**Bachelor of Business Administration**” (BBA), from **Andhra University**, done under my guidance, during the academic year 2018 - 21.

Date: 7/9/21
Place: Visakhapatnam


DR. VINAY CHAITANYA GANTA
LECTURER (UG)
Dept of Commerce and Management(UG)
Dr.L. Bullayya PG College

EXTERNAL SIGN

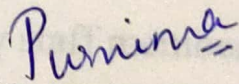

N K Mahesh
Incharge, Dept. of BBA
Dr. L. Bullayya College
Visakhapatnam

CERTIFICATE

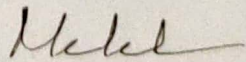
This is to certify that the project report entitled “CUSTOMER RELATIONSHIP MANAGEMENT” with reference to “RASHTRIYA ISPAT NAGAM LIMITED”, is a bonafide work done by HARSH SHARMA, a student of BBA, Department of Commerce and Management(UG), Dr. L. Bullayya College, Visakhapatnam, for the award of the degree of “Bachelor of Business Administration” (BBA), from Andhra University, done under my guidance, during the academic year 2018 - 21.

Date: 7/4/2021

Place: Visakhapatnam


J.L.PURNIMA
ASSISTANT PROFESSOR

Dept of Commerce and Management(UG)
Dr. L. Bullayya PG College

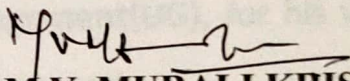

N K Mahesh
Incharge, Dept. of BBA
Dr. L. Bullayya College
Visakhapatnam

CERTIFICATE

This is to certify that the project report entitled "SALES PROMOTION" with reference to "BIG BAZAAR", is a bonafide work done by RAKESH KUMAR PANDEY, a student of BBA, Department of Commerce and Management(UG) Dr.L.BULLAYYACollege, Visakhapatnam, for the award of the degree of "Bachelor of Business Administration" (BBA), from Andhra University, done under my guidance, during the academic year 2018 – 2021.

Date: 07.04.2021

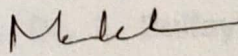
Place: Visakhapatnam


Dr. M.V. MURALI KRISHNA

ASSISTANT PROFESSOR

Dept of Commerce and Management(UG)

Dr.L. Bullayya PG College


N K Mahesh

In charge

Dept of Commerce and Management(UG)

Dr.L. Bullayya PG College

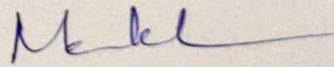
CERTIFICATE

This is to certify that the project report entitled "SECURITIES AND IPO" with reference to "RASHTRIYA ISPAT NIGAM LIMITED ", is a bonafide work done by SEERAM SAI SUDHA, a student of BBA, Department of Commerce and Management(UG), Dr. L.Bullayya College, Visakhapatnam, for the award of the degree of "Bachelor of Business Administration" (BBA), from Andhra University, done under my guidance, during the academic year 2018 - 21.

Date:

7/9/21

Place: Visakhapatnam



N K MAHESH

Assistant professor

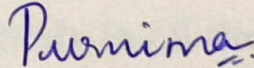
Dept of Commerce and Management(UG)

Dr.L. Bullayya PG College

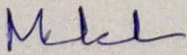
CERTIFICATE

This is to certify that the project report entitled “**SALE OF BY-PRODUCTS**” with reference to “**RINL VISAKHAPATANAM STEEL PLANT**”, is a bonafide work done by **MIHEER KESHARI**, a student of **BBA**, Department of Commerce and Management(UG), **Dr. L. Bullayya College, Visakhapatnam**, for the award of the degree of “**Bachelor of Business Administration**” (BBA), from **Andhra University**, done under my guidance, during the academic year 2018 - 21.

Date: 06.04.2021
Place: Visakhapatnam


J L PURNIMA
ASSISTANT PROFESSOR
Dept of Commerce and
Management(UG)
Dr. L. Bullayya PG College

EXTERNAL SIGNATURE

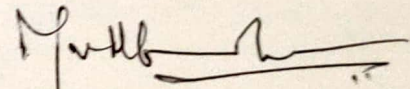

N K Mahesh

Incharge, Dept. of BBA
Dr. L. Bullayya College
Visakhapatnam

CERTIFICATE

This is to certify that the project report entitled “ **STUDY ON COSUMER BUYING BEHAVIOUR** ” with reference to “ **BIG BAZAR HYDERABAD** ”, is a bonafide work done by **G. SAI VENKATESH** , a student of **BBA**, **Department of Commerce and Management(UG)**, **Dr. L. BullayyaCollege**, **Visakhapatnam**, for the award of the degree of “**Bachelor of Business Administration**” (**BBA**), from **Andhra University**, done under my guidance, during the academic year 2018 - 21.

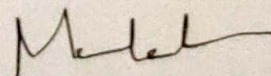
Date: 7/4/21
Place: Visakhapatnam



DR. M V MURALI KRISHNA
LECTURER (UG)

Dept of Commerce and Management(UG)
Dr.L. Bullayya PG College

EXTERNAL SIGN

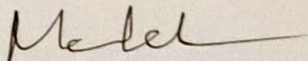


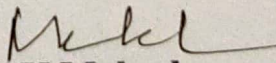
N K Mahesh
Incharge, Dept. of BBA
Dr. L. BullayyaCollege
Visakhapatnam

CERTIFICATE

This is to certify that the project report entitled "**WORKING CAPITAL MANAGEMENT**" with reference to "**MARRIOTT HOTEL**", is a bonafide work done by **DEVESH SINGH RAWAT**, a student of **BBA**, Department of **Commerce and Management (UG)**, **Dr. L. Bullayya College, Visakhapatnam**, for the award of the degree of "**Bachelor of Business Administration**" (**BBA**), from **Andhra University**, done under my guidance, during the academic year 2018 - 21.

Date: 7/04/21
Place: Visakhapatnam


N K MAHESH
ASSISTANT PROFESSOR
Dept of Commerce and Management (UG)
Dr. L. Bullayya PG College


N K Mahesh
Incharge, Dept. of BBA
Dr. L. Bullayya College
Visakhapatnam

CERTIFICATE

This is to certify that the project report entitled "BUDGET AND BUDGETARY CONTROL" with reference to "VIZAG STEEL PLANT", is a bonafide work done by TARUN JANA, a student of BBA, Department of Commerce and Management(UG) Dr.L.BULLAYYA College, Visakhapatnam, for the award of the degree of "Bachelor of Business Administration" (BBA), from Andhra University, done under my guidance, during the academic year 2018 – 2021.

Date:

24/2

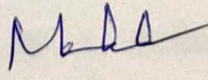
Place: Visakhapatnam


Dr. M.V MURLI KRISHNA

ASSISTANT PROFESSOR

Dept of Commerce and Management(UG)

Dr.L. Bullayya PG College


N K Mahesh

In charge

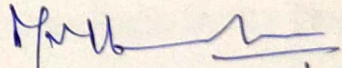
Dept of Commerce and Management(UG)

Dr.L. Bullayya PG College

CERTIFICATE

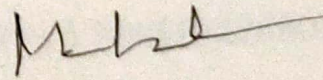
This is to certify that the project report entitled “ A STUDY ON CUSTOMER BUYING BEHAVIOUR” with reference to “ RELAINCE RETAIL LTD ”, is a bonafide work done by MAJJI AKHILESH REDDY , a student of BBA, Department of Commerce and Management(UG), Dr. L.BullayyaCollege, Visakhapatnam, for the award of the degree of “Bachelor of Business Administration” (BBA), from Andhra University, done under my guidance, during the academic year 2018 - 21.

Date: 7-04-2021
Place: Visakhapatnam
andManagement(UG)


Dr. M.V. MURALI KRISHNA
Assistant Professor
Dept of Commerce

Dr.L. Bullayya PG College

External sign



N K Mahesh
Incharge, Dept. of BBA
Dr. L. BullayyaCollege
Visakhapatnam

CERTIFICATE

This is to certify that the project report entitled "**CUSTOMER RELATIONSHIP MANGEMENT**" with reference to "VARUN MOTORS", is a bonafide work done by **PRIYANKA REDDY** , a student of **BBA, Department of Commerce and Management(UG) Dr.L.BULLAYYA College, Visakhapatnam**, for the award of the degree of "**Bachelor of Business Administration**" (**BBA**), from **Andhra University**, done under my guidance, during the academic year 2018 – 2021.

Date: 7-04-2021

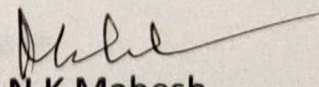
Place: Visakhapatnam


Dr. M.V MURALI KRISHNA

Assistant professor

Dept of Commerce and Management(UG)

Dr.L. Bullayya PG College


N K Mahesh

In charge

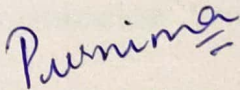
Dept of Commerce and Management(UG)

Dr.L. Bullayya PG College

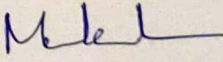
CERTIFICATE

This is to certify that the project report entitled "**COMPETITOR ANALYSIS**" with reference to "**SRI GOPAL TVS**", is a bonafide work done by **MALLAREDDY LAHARI**, a student of **BBA, Department of Commerce and Management(UG), Dr. L. Bullayya College, Visakhapatnam**, for the award of the degree of "**Bachelor of Business Administration**" (**BBA**), from **Andhra University**, done under my guidance, during the academic year 2018 - 21.

Date: 06.04.2021
Place: Visakhapatnam


J.L PURNIMA
ASSISTANT PROFESSOR
Dept of Commerce and Management (UG)
Dr.L. Bullayya PG College

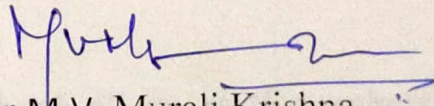
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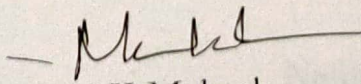

N K Mahesh
Incharge, Dept. of BBA
Dr. L. Bullayya College
Visakhapatnam

CERTIFICATE

This is to certify that the project report entitled "**CUSTOMER SATISFACTION**" with referenceto "**SRI HARSHA MOTORS PVT.LTD**", is a bonafide work done by **BODIGA VINEELA**, a student of **BBA, Department of Commerce and Management(UG), Dr. L.BullayyaCollege, Visakhapatnam**, for the award of the degree of "**Bachelor of Business Administration**" (**BBA**), from **Andhra University**, done under my guidance, during the academic year 2018 - 21.

Date: 7/4/21
Place: Visakhapatnam

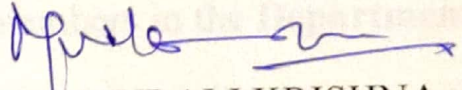

Dr.M.V. Murali Krishna
Asst.Professor
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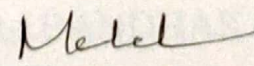

N K Mahesh
Incharge, Dept. of BBA
Dr. L. BullayyaCollege
Visakhapatnam

CERTIFICATE

This is to certify that the project report entitled "A STUDY ON RETAIL SERVICE PRACTICES" with reference to "VAIBHAV JEWELLERS, is a bonafide work done by PRABANDHAKAVI BHAVANA, a student of BBA, Department of Commerce and Management(UG), Dr. L.BullayyaCollege, Visakhapatnam, for the award of the degree of "Bachelor of Business Administration" (BBA), from Andhra University, done under my guidance, during the academic year 2018 - 21.

Date: 07/4/2021
Place: Visakhapatnam


Dr.M.V MURALI KRISHNA
ASSISTANT PROFESSOR
Dept of Commerce and Management(UG)
Dr.L. Bullayya PG College

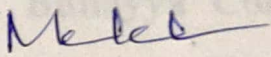

N K Mahesh
Incharge, Dept. of BBA
Dr. L. BullayyaCollege
Visakhapatnam

ACKNOWLEDGEMENTS

CERTIFICATE

This is to certify that the project report entitled “**WORKING CAPITAL MANAGEMENT**” with reference to “**BHEL-HPVP**”, is a bonafide work done by **PENUGANTI BHANU PRAKASH**, a student of **BBA, Department of Commerce and Management(UG), Dr. L. Bullayya College, Visakhapatnam**, for the award of the degree of “**Bachelor of Business Administration**” (BBA), from **Andhra University**, done under my guidance, during the academic year 2018 - 21.

Date: 19/4
Place: Visakhapatnam

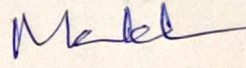

N K MAHESH
ASSISTANT PROFESSOR
Dept of Commerce and
Management(UG)
Dr. L. Bullayya college

Signature of the external

CERTIFICATE

This is to certify that the project report entitled "INVENTORY MANAGEMENT" with reference to "RINL VIZAG STEEL PLANT", is a bonafide work done by K.S.P SREENIVAS ADITYA, a student of BBA, Department of Commerce and Management(UG), Dr. L. Bullayya College, Visakhapatnam, for the award of the degree of "Bachelor of Business Administration" (BBA), from Andhra University, done under my guidance, during the academic year 2018 - 21.

Date: 21/4/2021
Place: Visakhapatnam


N K MAHESH
ASSISTANT PROFESSOR
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Signature of the external