

Date: 03-07-2023
Visakhapatnam,

TO WHOM IT MAY CONCERN

This is to certify that Ms. BADE NOOKARATNAM Reg.No(120130803014) student of Mrs A.V.N College Visakhapatnam belongs to B.Com General. Has successfully completed summer Internship in the field of **MARKETING** from 01-APR-2023 to 30-JUN-2023 under the guidance of Mr. A.SREENU BABU .

During the period of her internship program with us, she had been exposed to different processes and was found diligent, hardworking and inquisitive .

We wish her every success in her life and career.

Sree Siva Sankar automobiles


Authorized signatere



An Internship Report on

Sree Sree Sankar Head

(Title of the Semester Internship Program)

Submitted in accordance with the requirement for the degree of

Mrs. AVN College

Under the Faculty Guideship of

Sri. B. P. PRADEEP KUMAR

(Name of the Faculty Guide)

Department of

B. Com Commerce

(Name of the College)

Submitted by:

BADE. NIDHARATHAN

(Name of the Student)

Reg.No: 120130803014

Department of Commerce B. Com

Mrs. AVN College

(Name of the College)

Student's Declaration

I, BADE NOOKARATNAM a student of Marketing
Program, Reg. No. 19013090304 of the Department of Commerce
College do hereby declare that I have completed the mandatory internship
from 1-4-2023 to 30-6-2023 in 3 month (Name of
the intern organization) under the Faculty Guideship of
Sri. B. P. Pradeep Kumar (Name of the Faculty Guide), Department of
Commerce B. Com Mrs. A.N. College
(Name of the College)

B. Nookaratnam
(Signature and Date)

Official Certification

This is to certify that BEJDE, S. BHUKARAJA (Name of the student) Reg. No. 190120802004 has completed his/her Internship in Maha Linga (Name of the Indus Organization) in Sri Siva Veda Sangha Hall (Title of the Internship) under my supervision as a part of partial fulfillment of the requirements for the Degree of M.A. Social. Collage in the Department of Accounting & Com. (Name of the College)

This is accepted for evaluation.

Endorsements

M.P. Reddy
Faculty Guide

Head of the Department

Mrs. A.V.N.
Principal
Mrs. A.V.N. COLLEGE
VISAKHAPATNAM

M. H. Srinivas Reddy
Sri Siva Veda Sangha Hall
(Signature with Date and Seal)

Certificate from Intern Organization

This is to certify that EGRE. SHREYANATH (Name of the intern)
Reg No 180120503014 of Mans. Akal. College (Name of the
College) underwent internship in _____ (Name of the
Intern Organization) from 14/02/2 to 30/02/2

The overall performance of the intern during his/her internship is found to be
_____ (Satisfactory/Not Satisfactory).

A. SURESH BABU
Sr. Secy. Bank of India
Authorized Signatory with Date and Seal

Acknowledgements

I express my humble gratitude to Mr. Sambhu Prasad, Principal of our college for giving the opportunity of doing this project.

I am thankful to Mr. Prasanna Kumar, Head of the Department of Commerce and College authorities for providing necessary infrastructure and facilities.

I express my sincere gratitude to our lecturer, Sri. B. P. Pradeep Kumar who gave me the guidance and encouragement throughout the development of this project.

I am also pleased to thank to our programme for the valuable cooperation, advice and assistance to complete the project successfully.

I thank to take this opportunity to express my deep thanks to all my class friends who had helped me through the process of every stage.

I also thank our vice-chancellor Hon. V. K. Raghavaram for providing internship opportunity my special thanks to the internship trainer Mr. A. Suresh Babu for their constant support, encouragement and timely advice.

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CHAPTER 1: EXECUTIVE SUMMARY

The internship report shall have a brief executive summary. It shall include five or more Learning Objectives and Outcomes achieved, a brief description of the sector of business and intern organization and summary of all the activities done by the intern during the period.

Learning Objectives :-

- * The purpose of an marketing internship is to provide an aspiring accountant with training and experience they require to succeed in the profession.
- * The second learning objective is to develop the work habit and attitude necessary skills for the success of the job
- * development of Communicational skills Interpersonal skills and other critical thinking skills which will be helpful in the job interview process so by doing this long term internsh it is very much helpful for our futures
- * To Engage in a Career that will allow for the progress in terms of Expective of Advertising and Innovation through well as growth of the Company.
- * To provide Exceptional financial and professional services while maintaining the highest levels of integrity and professional-ism to meet the current and future needs of our clients and help them to attain long-term success.

CHAPTER 2: OVERVIEW OF THE ORGANIZATION

Suggestive contents

- A. Introduction of the Organization
- B. Vision, Mission, and Values of the Organization
- C. Policy of the Organization, in relation to the intern role
- D. Organizational Structure
- E. Roles and responsibilities of the employees in which the intern is placed.
- F. Performance of the Organization in terms of turnover, profits, market reach and market value.
- G. Future Plans of the Organization.

a. Introduction of the Organisation.

As I am doing my internship under the guidance of the "M. Simhadri Maids" this Introduction is completely based and related to marketing and Advertising. It is a Business that has become a pioneer in India because of the significantly increased need for a marketing and retail marketing showroom sales visibility e-commerce and Commercial Properties Digital marketing, Advertising and features of retail real estate, Email marketing, display Advertising and marketing practices are all fields included in the Business.

Mission and vision:

To provide exceptional Advertising and marketing services while maintaining the highest level of Integrity to meet the current and future success To respect needs of our customers and help them to contribute long term success To respect our staff and those who serve as Business and Individual

CHAPTER 3: INTERNSHIP PART

Description of the Activities/Responsibilities in the Intern Organization during Internship, which shall include - details of working conditions, weekly work schedule, equipment used, and tasks performed. This part could end by reflecting on what kind of skills the intern acquired.

We as a team of 4 members started the internship with the guidance of M. Srinivasan Naider from February April 1st 2023 to June 1st 2023. This long term internship is to build and ensure that all the students develop hands on technical skill which will be of a great help in facing the world of work. Every day ended by 6.30 I was assigned to enter all works about the Customers list and sites.

— For completing the entering process I have used excel which helped us in entering all the details the details which we have entered throughout this internship program.

ACTIVITY LOG FOR THE FIRST WEEK

Day & Date	Brief description of the daily activity	Learning Outcome	Person In-Charge Signature
Day-1	went to the firm and learnt about our Comp. - any areas.	Basis of Plot areas	
Day-2	what the types of real marketing showroom sales	1. Commercial marketing showroom sales 2. secondary marketing.	
Day-3	Explain of the 3 rd type of marketing showroom sales	Territory marketing is under 2 million	
Day-4	Briefly explanation of marketing showroom sales	1. residential Prop- -erties 2. Commercial properties	
Day-5	Briefly explain how to invest in marketing showroom sales without buying Property	marketing showroom sales Public funds Hard money	
Day-6	Profit of Investing in marketing showroom sales with out buying Property	entire Investment Plot form	

WEEKLY REPORT

WEEK - 1 (From Dt..... to Dt.....)

Objective of the Activity Done:

Detailed Report:

As this long term internship is to build and ensure that all the students develops or technical skills which will be of great help in taking the world of work. As this first week of our internship we have started learning something about data entry as our daily work is based on marketing. we got and gained some knowledge about the type marketing showroom sales to advertising and also about our works we are assigned to do the work marketing to field work in marketing showroom sales. In here given to some data regarding all the information the marketing showroom sales of subhodya marketing this is the work which I have to done in the week.

All the calls of the customers is relating about the sites and plots regarding to our firm.

ACTIVITY LOG FOR THE SECOND WEEK

Day & Date	Brief description of the daily activity	Learning Outcome	Person In-Charge Signature
Day-1	How to interact with the Customers and Trained the personality development	use analogies develop customer service standards resolve disputing ability	
Day-2	training of the personality development	extraversion, agreeableness, openness, conscientiousness, neuroticism	
Day-3	explanation of the graph of market size	Currently valued at USD 263.37 billion, it is projected to grow at CAGR.	
Day-4	exactly explain about the interaction with Customers	familiarity with sales and marketing showroom sales.	
Day-5	Briefly explain about the interaction with Customers market size	The marketing share - showroom sales industry in India was valued USD 211.14 billion in 2022	
Day-6	what is Communication Interpersonal and other Critical skills in future job.	Integrity, Ethics, Pers. Balance, Passion	

WEEKLY REPORT

WEEK - 2 (From Dt..... to Dt.....)

Objective of the Activity Done:

Detailed Report: This internship is to ensure that each engineering student should be sufficient enough to be an advertiser or to be strong enough marketing to technical skills. This is to explore career alternatives prior to the graduation. I have started to learn about the how to interact with customers and they trained to me of personality which graph of the market size of marketing showroom sales. In India the main objective of this internship long term i.e. to explore career alternative prior to the graduation and assessing interests and abilities in this field of studying and also develop the communication interpersonal and other related skill in the future.

Job.

* In this week we learned the interaction with customers and communication. Advertise the property.

ACTIVITY LOG FOR THE THIRD WEEK

Day & Date	Brief description of the daily activity	Learning Outcome	Person In-Charge Signature
Day-1	Explain about the 25 marketing strategies in marketing sector	1. Know your Audience 2. Professional website 3. Join hands for success	
Day-2	Explain about the 25 marketing strategies	Virtual marketing and 30 steps Professional photography	
Day-3	25 marketing strategies in the marketing showroom sales	Power of Insights Email marketing strategies	
Day-4	About the GST in marketing showroom sales	The developer is liable to pay the GST of 18% under R.C.M	
Day-5	Marketing showroom sales in 2023 in India	India Commercial marketing showroom sales growth trends Impact	
Day-6	Briefly explanation about luxury housing market.	Constructed from premium building materials.	

WEEKLY REPORT

WEEK - 3 (From Dt..... to Dt.....)

Objective of the Activity Done:

Detailed Report: This long term internship is under a marketing show room sales. It is a business that has become a pioneer in India because of the significantly increased need for marketing and strategic visibility marketing, advertising, e-commerce, market size of growth and enterprise regulation are fields included in the along with the sales and marketing of subboshya estate.

I have mechanized all the process of work and data I have taking the calls nearly 100 in this week.

In this week I am also knowing the many useful techniques and methods to give the successful to the firm by own office staff.

ACTIVITY LOG FOR THE FORTH WEEK

Day & Date	Brief description of the daily activity	Learning Outcome	Person In-Charge Signature
Day-1	discussing about the online marketing APPs	99 Acres, housing Com squarecard; APP mobile	
Day-2	explanation about the online service marketing	→ refresh, zillow Pricerunner agent, a loads	
Day-3	How to create the Ad in marketing show room sales of marketing	To sign up with own profile and give the information of marketing area	
Day-4	post the Ad in the square yards, 99 Acres.	Multiple the length yards by the width in yards	
Day-5	explain the benefits of online APPs of marketing.	draw more profits lower costs Boost Brand Awareness	
Day-6	benefits of the online APPs.	Get Competitive Your niche wait to get customers in tonight	

WEEKLY REPORT

WEEK - 4 (From Dt..... to Dt.....)

Objective of the Activity Done:

Detailed Report: This Technical and Practical long term internship is to provide exceptional financial and professional services while maintaining the highest levels of integrity to meet the current and future needs of our customers and help them to cultivate long term success to respect our staff and their core values as professionals and individuals.

I have continued the marketing work market strategies we are worked with all the 25 marketing strategies they are some of know your audience professional website, 100 hands for success content marketing, professional 200 hand photographs strategies, Target a audience know a kidnap 94x7 Availability and clients International. I also working with the cost in marketing showroom sales in 2022 in India, Customer housing market.

ACTIVITY LOG FOR THE FIFTH WEEK

Day & Date	Brief description of the daily activity	Learning Outcome	Person In-Charge Signature
Day-1	Learning how to draw the ventures and make the changes in marketing	<ol style="list-style-type: none"> 1. Get a CRM 2. Create your ideal Personal Plan 3. Build a consistent 	
Day-2	discuss about the changes in marketing size	Time sales market Condition People develop	
Day-3	Briefly about the Habits of successful marketing showroom sales & slot Investment	Make a Plan Know the market Be honest	
Day-4	Habits of Marketing showroom sales in marketing	develop a niche arena age real estate sales Educational etc	
Day-5	simple ways to invest in marketing showroom sales	rental properties Marketing showroom Sales Investment Housing flipping	
Day-6	simple ways to invest in Marketing showroom sales	Marketing showroom sales Investment Tourists online marketing platforms	

WEEKLY REPORT

WEEK - 5 (From Dt..... to Dt.....)

Objective of the Activity Done:

Detailed Report:

After completing fourth week of my internship I have started my fifth week by checking all the payment entries of advertising. In this week sir starts a digital marketing class. Digital market in the effective is the Marketing showroom. Sales - Inventory marketing showroom. Sales Companies may connect with prospective buyers and sellers any where in the world by using digital channels including in this week we media and email marketing. In this week we also learned the types of marketing showroom sales. They are 1. Local 2. Residential 3. Commercial 4. Industrial and also told to be the first.

1. Basics of marketing in online

2. Uses of digital marketing

3. Start digital market for beginners

1. Learn digital marketing fundamentals

2. Build a Port folio

4. Steps to successful digital marketing.