

MEMORANDUM OF UNDERSTANDING

This Memorandum of Understanding (MOU) is made on the 9th April 2025 between Shankar Narayan College of Arts & Commerce, with its address at Mahavidhyalaya Marg, Navghar Road, Bhayandar East, Maharashtra 401105 (hereinafter referred to as "Institute" or "SN College")

AND

ForeVision, (hereinafter referred to as "FV") with its address at B Wing, 3rd Floor, Vasudev Chambers, Old Nagardas Road, Andheri East, Mumbai – 400069

1. Background

1.1 Shankar Narayan College of Arts and Commerce Studies

Shankar Narayan College of Arts and Commerce, conducted by the Shree Shankar Narayan Education Trust's, Bhayandar founded by Chairman Shri Rohidasji Patil, who rose from humble family and civilised background. The Institute started its functioning since 2008, with the permission of All India Council for Technical Education (AICTE)-New Delhi, Recognized by Govt. of Maharashtra and Affiliated to University of Mumbai.

The Institute imparting postgraduate education to the aspirants, with five specialization subjects like, Human Resource, Marketing, Finance, Operations and Systems to get ample opportunities to study according to their inclination and subsequently excellent placement and self-employment. Institute having its imperial building, infrastructure and A/C classroom and computer lab and well-equipped library. The Institute nurture and nourish the academic realm by providing conducive environment and explore the latent potential of the candidates. The Institute shapes and moulds personalities of the aspirant for their sustainable growth by adapting various methods and activities.

1.2 ForeVision

ForeVision, established in 2009, is a growing Training & Consulting firm in Mumbai. ForeVision offers a gamut of skill development solutions that enhance learning in classrooms, corporate and industrial training centres. ForeVision has trained 35000+ B-School students & working professionals.

1.3 Value Added Courses

The purpose of this Memorandum of Understanding (MOU) is to lay down the understanding between SN COLLEGE and FV for the value-added courses offered by FV to be conducted at the Institute Campus.

The details of these courses are provided in Annexures.

2. Terms and Conditions

- 2.1 FV will not enroll any student directly for a course. Enrollment of a student will be done by Institute
- 2.2 FV shall not transact any money with the candidates directly. Any money payable by a student towards course fees, course material or any other item shall be payable at the Institute office
- 2.3 FV will not include any person from outside for the mentioned courses



- 2.4 FV shall not try in any manner to introduce/advertise/divert students from the course offered through the Institute to any other course or training location
- 2.5 The Institute does not assume any responsibility for any financial or legal liabilities that arise out of the training course conducted on the Institute campus by FV.
- 2.6 The Institute does not take any responsibility for the use or violation of any Intellectual Property including but not limited to any Software or Hardware Product: Proprietary Information, Proprietary knowledge, and Proprietary Technology that will be used during the course conducted by FV
- 2.7 The Institute does not take any responsibility for the use or violation of any trademark, brand name, logo or any other lettering, words or symbols in style of content that FV may use for conducting this course.
- 2.8 The Institute will not make any purchases in special equipment, software, tools or any such item required to complete the course
- 2.9 The Institute is not responsible for the loss or damage of any equipment, software program or data used during course work or for the maintenance of such equipment
- 2.10 FV shall not change the time and date of any session of the course without informing the Institute
- 2.11 FV shall complete and compensate any course session that was cancelled and ensure that the entire course module as provided in Annexures is covered

3. Value Added Course Fees and Payment Terms

- 3.1 Fees: Course wise fee details are mentioned in the table below (inclusive of all taxes):

Workshop Name	No. of Hours	Fee / Student (inclusive of all taxes)
Business Analytics – MS Excel	32 hours	2,800/-
Data Visualization with Tableau & Power BI	32 hours	3,200/-
Banking Fundamentals	32 hours	3,200/-
Capital Markets – Derivatives & Technical Analysis	32 hours	3,500/-
Equity Research & Corporate Valuation	32 hours	3,500/-

- All workshops are also complimented by lifetime access to online course on forevision website forevision.thinkific.com
- 3.2 Payment Schedule:
- 3.2.1 Students shall make the course fee payment to Institute
 - 3.2.2 Institute shall be charging 20% of the total course fee as a cost for the use of infrastructure & other expenses related to the value-added courses
 - 3.2.3 Institute shall transfer 80% of the total course fees collected as per 3.1 to FV after all the sessions have been completed by FV
- 3.3 In case the course delivery is not completed, FV shall refund any and all the amount paid by the Institute to FV as soon as a letter demanding such a refund is issued by the Institute to FV.



3.4 Taxes, Levies and Duties: The total amount mentioned above, includes all taxes, levies and duties as applicable by law.

4. Deliverables

4.1 Deliverables from Institute

The Institute will provide the infrastructure such as classrooms and/or laboratory with furniture, PCs, projector, whiteboard/blackboard and stationery.

4.2 Deliverables from FV

4.2.1 FV shall deliver the following items to the students of the Institute who enroll for this course:

1. Course notes and/or training kits and/or access to online course that will help students retain and reuse the learning material of the course.
2. An e-certificate carrying the name of the student, course title, date of the workshop duly signed by FV

4.2.2 Course Syllabus

Detailed course syllabus is mentioned in Annexures

Workshop Name	Annexure
Business Analytics – MS Excel	Annexure A
Data Visualization with Tableau & Power BI	Annexure B
Banking Fundamentals	Annexure C
Equity Markets – Derivatives & Technical Analysis	Annexure D
Equity Research & Corporate Valuation	Annexure E

4.2.3 Format and Total Delivery Duration of Course

FV will conduct the course in terms of session. Session plan with the dates & no. of hours shall be mutually discussed and agreed before starting the course.

5. Implementation

- This MoU is non-binding and any binding obligations will be in any definitive agreement, which Parties may sign as a result of discussions under this MoU.
- Each of the parties shall be fully responsible financially for the activities carried out under its direction or by its staff, except as otherwise agreed by the parties.
- The parties will designate one representative each who will develop and coordinate specific programs or activities between them.
- The relationship of the Parties under this MoU shall be non-exclusive and both Parties, including their affiliates, subsidiaries and divisions, are free to pursue other agreements or collaborations of any kind.

6. Effective Date, Duration & Renewal

This MoU will become effective immediately after signature by the representatives of the Parties. It will be initially valid for a period of two years from the date of execution of this MoU. Thereafter, the

MoU will be automatically renewed for further periods of one year each until terminated by either party on prior written / email notice of 30 days to other party.

IN WITNESS WHEREOF, the parties have entered into this Memorandum of Understanding the day and year first written above.

FOR Shankar Narayan College of Arts and Commerce

Name: Dr. V. N. Yadav, Principal

Place: Thane District, Maharashtra

Date: 9th April 2025

Signature: 

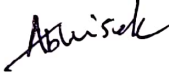


FOR ForeVision

Name: Abhisek Salecha, Co-Founder - ForeVision

Place: Thane District, Maharashtra

Date: 9th April 2025

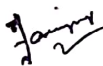
Signature: 

Witness:

Name: Patel Fauziya (M. Com. Coordinator)

Place: Thane District, Maharashtra

Date: 9th April 2025

Signature: 



(Details of Courses offered by FV)

Annexure A

Course Name/ Title: Business Analytics - MS Excel

Duration:32 hours

Course Syllabus:

**Module 1 –
Excel Overview, Basic Excel Tools**

- Introduction to Excel - Menu commands / Working with worksheets / Formatting functions / Shortcuts
- Cell Referencing - Relative / Absolute / Mixed
- Conditional Formatting - Basic conditions / Creating own rules / Managing rules
- Data Bars / Colour Scales / Icon Sets
- Paste special
- Data Sort & Filter - Multiple / Advanced

**Module 3 –
Advanced Excel Tools & Business Simulation**

- Data Validation
- What if Analysis - Goal Seek / Data Tables
- Scenario Manager
- Add-in Solver
- Regression
- Protection of worksheet & workbook

**Module 5 -
Macros & VBA Basics**

- Introduction to Macros & VBA
- Recording Macros
- Basics of The Visual Basic Editor
- Writing codes for Macros in VBA

**Module 2 –
Basic & Advanced Formulae**

- Logical Functions – IF / IF AND, IF OR
- Nesting of Formulas – NESTED IF
- Lookup Functions – VLOOKUP / HLOOKUP
- Dynamic Lookups - MATCH & INDEX
- Statistical Formulas – SUMIFS/ CAGR / CORRELATION / STD DEV / VARIANCE
- Finance, Date & Text Formulas
- Name Manager
- Trace Precedents & Dependents/ Evaluation

**Module 4 –
Charts, Pivot Tables & Management Dashboards**

- Creating Chart and Graphs - Bar chart, Column / Line / Combo Charts
- Special Charts – Candle Stick / Bubble / Waterfall / Gantt / Uncommon style charts
- Pivot Tables - Creating and updating pivot tables / Performing calculation / Grouping / Percentage / Value Field Settings
- Pivot Charts / Slicer / Timelines
- Linking Multiple Pivot Tables
- Management Dashboards



Annexure B

Course Name/ Title: Data Visualization with Tableau & Power BI

Duration: 32 hours

Course Syllabus:

**Module 1 –
Introduction, Basic Tools & Features**

- Introduction to Tableau
- Setting up Tableau
- Loading Data into Tableau
- Transforming Data in Tableau
- Data Sorting & Filtering
- Analyzing Data in Tableau
- Dimensions, Measures & Marks
- Defining Connections and Relationships
- Plotting a Bar Graph
- Customizing a Chart
- Analyzing Charts

**Module 2 –
Introduction, User Interface, Visualization**

- Starting with Power BI
- Building Blocks – Visualization / Data Sets / Reports / Dashboards / Tiles
- Joining Data Sources
- Creating Visualization in Power BI
- Getting used to the User Interface
- Difference in Tableau & Power BI
- Additional Tools in Power BI
- Pin Visuals to Dashboard
- Introduction to DAX formulas
- Publishing Power BI reports

**Module 3 –
Visual Analytics**

- Adding Labels to a Chart
- Conveying Multiple Values
- Using Different Charts to Analyze Data
 - Simple Charts – Bar / Column / Line
 - Heat Maps / Tree Maps
 - Location Map Charts
 - Trendline Charts
 - Scatter Plots / Bubble Charts
- Defining Hierarchies in Data
- Creating Custom Group/Combined Field
- Defining a Calculated Field
- Creating a Set
- Cluster Analysis

**Module 4 –
Visual Dashboards & Story**

- Parameters for dynamic data
- Creating Specific Charts for a Dashboard
- Dashboard Objects
- Customizing a Dashboard
- Action in Dashboards
- Building a Story
- Publishing a Story



Annexure C

Course Name/ Title: Banking Fundamentals

Duration: 32 hours

Course Syllabus:

**Module 1 –
Introduction to Banking System**

- Role of Banks in the Financial System
- Types of Banks
- Key Rules & Regulations governing Banks
- Current Banking Sector Scenario
- Key Products – Deposits / Advances / Fee Based Products for Individuals & Corporates
- Key Roles
- Economy, RBI & Banking System

**Module 2 –
Financial Analysis of a Bank**

- Traditional vs Banking Financial Reporting
- Understanding components of Income Statement / Cashflow & Balance Sheet
- Commonsize & Trend Analysis
- CAMELS Analysis
- Other Key Metrics & Ratios
- Sector Benchmarking

**Module 3 –
Banking Products: Deposits & Advances**

- Funding of a Bank - Deposits / Loans / Govt Support
- Deposits – CASA / FD / RD
- Advances: Use / Features / Calculation / ROI
- Individual Lending – Home Loan / Personal Loan / Auto Loan / LAP / etc
- Credit Cards
- Priority Sector Lending
- Corporate Lending - Term Loan / Working Capital Loan

**Module 4 –
Other Banking Products & Services**

- Bill / Invoice Discounting
- Letter of Credit / Bank Guarantee
- Treasury – Forex / Repo / Debt / Derivatives
- Cash Management Services
- Wealth Management / Mutual Funds / Insurance / Broking / PMS

**Module 5 –
Risk Analysis**

- Overview of Basel Norms
- Stressed Assets / NPA Categorization
- Credit Assessment
- NPA Resolution – History / IBC Process / Current Scenario



Annexure D

Course Name/ Title: Equity Markets – Derivatives & Technical Analysis

Duration: 32 hours

Course Syllabus:

**Module 1 –
Introduction to Capital Markets**

- Overview of Financial Markets
 - Equity Markets
 - Debt Markets
 - Commodities Market
 - Currency Markets
- Current Capital Market Trends
- FDI / FII Trends
- IPO Market

**Module 2 –
Futures & Options**

- Introduction to Stock Futures
- Introduction to Options – Call & Put
- Option Jargons
- Buying / Selling of Call / Put Options
- Margin Trading / Index Trading / Shorting
- Hedging with Futures & Options
- Arbitrage

**Module 3 –
Technical Analysis - Chart Patterns**

- Fundamental Analysis vs Technical Analysis
- Reading Candle Stick Charts
- Chart Movements & Trends
- Trendlines / Support & Resistance
- Single Chart Patterns – Marabozu / Hammer
Shooting Star / Spinning Tops / Doji
- Engulfing Pattern
- Gaps
- Triangles
- Double Tops & Bottom
- Head & Shoulders
- Other Chart Patterns

**Module 4 –
Technical Analysis - Indicators**

- Types of Indicators
- Moving Averages – Simple / Exponential
- MACD / Parabolic SAR
- RSI / Bollinger Bands / Aroon Indicator
- Fibonacci Retracements
- Dow Theory / Elliot Wave Theory
- Other Indicators

Annexure E

Course Name/ Title: Equity Research & Corporate Valuation

Duration: 32 hours

Course Syllabus:

Module 1 – Introduction to Equity Research

- Introduction to Equity Research
- Importance of Financial Models – Type / Uses
- Steps in Developing Financial Models
- Structuring & Designing a Financial Model
- Economic Analysis
- Sector Knowledge - Gauging the Sector Drivers
- Developing Company Knowledge
- Types of Research Report

Module 2 – Financial Statement Analysis

- Commonsize Statement
- Trend Analysis
- Ratio Analysis
- Unit Analysis
- Industry Comparables
- Connecting the dots – Sector / Company / Competitors / Financials

Module 3 – Valuation Techniques

- Concept of 'Enterprise Value'
- Intro to Various Valuation Techniques - Asset / Income / Multiples Approach
- Company Life Cycle & Valuation techniques
- Discounted Cash Flow Method - Introduction to DCF Valuation / Assumptions for DCF / Free Cash Flow for the Firm (FCFF) / Free Cash Flow to Equity (FCFE) / Perpetual Growth / Cost of Capital / Terminal Value
- Multiples Approach – Trading & Transaction
- EV Multiples – EV/Sales, EV/EBITDA, EV/Capacity
- P Multiples – P/Sales, P/E, P/B, PEG Ratio
- Sector Specific Multiples
- SOTP Analysis
- Adjustments to Valuations

Module 4 – Valuation Techniques

- Building a Modeling Dashboard - Basic inputs / Important ratios to consider / Key outputs
- Management Summary
- Sensitivity Analysis & Management Scenarios
- Gravity / Impact Analysis
- Football Field Analysis