Subsitence to sustainability for 1000 SHG women in Gaya District of Bihar

Section 1: Sarva Seva Samity Sanstha

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| Organisation name | | Sarva Seva Samity Sanstha | | | |
| Legal status | | Society registered under 1860 Society registration Act | | | |
| Address | | At/Po Rajan, Block: Gurua, District: Gaya, Bihar, India-824237 | | | |
| Telephone | | 8584060616, 8584060605 | | | |
| e-mail | | [varshamnanda@gmail.com](mailto:varshamnanda@gmail.com) | | | |
| Webpage | | Greenbandhavgarh.in | | | |
| Pro ject Manager | | Mr. Rajani Bhushan | | | |
| Telephone | | 9939840835 | | | |
| e-mail | | [bhushanrajani@gmail.com](mailto:bhushanrajani@gmail.com) | | | |
| Bank details | | Axis bank, 910020003293818, IFSC code : UTIB0000387 | | | |
| **Key figures** | | | | |
| DKK million | Most recent year | | Most recent year -1 | Most recent year -2 |
| Turnover | 1.903 | | 47,91,523 | 1,72,578 |
| Profit after tax | 1.263 | | 16,92,212 | 57,343 |
| Equity | 0.459 | | 3,38,303 | 95,124 |
| Number of full time employees | 30 | | 15 | 15 |
| **Development of key financial figures, human resources and expected development** | | | | |
| *Please comment on economic and human resource standing, relevant experience from and relations in the project country, and briefly describe expected developments. (maximum ½ page)* | | | | |
| The organization has about 30 regular staff with a combined experience of 300 man years.  The experience includes social research, micro financing, agriculture technology, value chain, safe practices in cotton and soyabean, organic farming.  The organization greatly believes in institution building, as development of human beings as individual and into collectives can take the society progressively forward. The various institutions those are promoted are in the form of Self help groups which are later congregated into a federation, Farmer producer organizations which are registered under Companies Act and cooperatives.    These organizations play a great role in projecting its worth because of collective money which gets saved on a weekly basis. However, these are great avenues through which financial literacy gets imparted and new developments in Agriculture technology can be conveyed. Besides, they can solve rural labour problems with regard to Agriculture and agri-allied activities. Women institution have contributed greatly by being part of the Agriculture sector as well as the small and micro enterprise sector. | | | | |
| **About the partner** | | | | |
| Vision, mission, history, status, core business, strategic interest in project, relevant international experience, etc. *(maximum 1 page)* | | | | |
| Vision of the organization : community development through focus on education, environment, (water sufficiency) which has health repercussions and enterprise development  Mission of the organization : Participation of women adopting natural resources conservation through community based organizations  The organization has promoted 4 SHG federations which have combined strength of about 10,000 women.  Sarva Sewa Samiti, Gaya district Bihar is a small NGO, registered as a society in the year 2002-2003, for women-led community mobilization with regard to education, environment (water sufficiency) – with health repercussions and enterprise development; as required by its mother organization BASIX (Indian Grameen Servicees and recently BASIX Krishi Samruddhi Ltd). The promoters of the organization Mr Durga Das and Mr Chandan Das have the experience of working in ASSEFA, a large NGO, operating for more than 20 years. The women federations with membership of nearly 10,000; have been instrumental in implementing the National Innovative Agriculture project, the SHG mobilization project of Women and Child Development Corporation, and recently the CSR project by ACC. The women are wage-laborers, small & marginal farmers and tribal who are facing lot of environmental challenges despite situated at the bank of the mighty river Ganga.  It has engaged with various organizations in execution work related to promotion of livelihoods under agriculture and agricultural services; the idea is broadly described as ’Green Bandhavgarh ’ Concept. This means insitituional development (organizing the community into mutually complemening groups), Inclusive Financial development (bank linkages and availability of various finanial products and agriculture and business development services ( the ideas and means to carve out a niche in the opted livelihoods). The idea is to develop the value chain after the production stage.Medicinal and auromatic herbs are profuse in diversity and quantity in India which can generate a huge amount of livelihoods across the country ; either as a main profession or as a subsidiary one.  During 2015-16 at Bargarh districts in Odisha sponsored by ACC CSR to revitalize and rejuvenate the eco-system ravaged by limestone mining in the area which depletes the water level considerably affecting agriculture. Patches of 0.30 acres have been identified for banana plantation where about 300 plants get accommodated and over a period of 2 years it comes to fruiting 3 times, each time giving the farmer a yield worth 1 lakh of rupees. Scope for inter-cropping reduces the water use by half. The extra plants around the mother plants can also be planted or sold with the same idea. Sprinkler and drip irrigation systems also come with 90% subsidy which reduces further water use by at least 50% while enhancing productivity by further 30%.  During 2013-14, SSS was working with IGS(BASIX) on twin strategy to promote solar solutions for livelihood enhancement with the support from Arc Finance and Greenpeace. A sales and distribution strategy was experimented to meet the solar lighting solution for a household through a mix of products like solar lantern, Solar Home lighting solution etc. Other collaborators were 'Green light planet', 'Barefoot power' and 'ORB energy'. A village named as Dharani has been identified by Greenpeace to develop a mcro grid of 100 KW to meet the requirement of around 500 Households, their energy need for agriculture, processing and other commercial needs . The micro grid project was implemented with such a success that immediately Bihar Govt took war-footing measures to bring the area under on-grid facility.  An attempt was made to bring irrigation to all the 40 villages at both the banks of a flowing stream during 2012-13 when, a grant was received from Jamshedji Tata Trust to build a diversion based irrigation project. The benefiting members were brought into the fold of groups who would monitor, and look after the DBT structure. The long standing enmity amongst the upstream and low-stream villagers was because that the lower end would not receive flowing water for irrigation if it comes under check at upstream. It amounted to a ind of defeat for the downstream villagers. The idea, however was that once water is checked upstream and allowed to infliter to the sub surface void (in-situ conservation), it would recharge the ground water (macro-pore in the soil) and also contribute to the soil-moisture (micro-pore recharging), which would absorb CO2 enriching the soil preventing green-house effect.  The Sustainability Development Investment Programme (SDIP) sponsored by the Consumer Unity Trust Society (CUTS) during 2014-16 which was anchored in Bihar which aimed at increased water, food and energy security in South East Asia. The sponsoring agency was working with different partners to add to value chain development so as to make the development holistic, and it recognized the role of community based organizations as significant; with 4 women federations of more than 10000 membership in the area. In this regard the mapping of available ground water and surface water was undertaken, which would have influenced the state water policy. But the most was achieved with respect to the energy as more villages were converted to on-grid system in place of the costly alternatives as stands it at present.  System of Rice intensification( which requires very low quantity of water to be successful) has been a huge success in Bihar because of small holding and women involvement in the transplanting process. With the women federations taking charge of the labor and other agri-wage activities, SRI has taken root in the present day agriculture when labor has become expensive. SRI reduces the input cost manifold while productivity goes up by at least 1.5 times, benefiting the farmer. Use of machines such as Dry seeded Rice sowing machines have sought to take care of the erratic monsoon, as it becomes independent of the requirement to be transplanted within 10 days of the nursery, saving the full growth cycle of the plants. On the other hand, the drudgery of women farmers also has reduced with the introduction of weeder.  SSS engaged in developing and support entrepreneurs engaged into Sanitation Business. The Entrepreneurs willing to adopt sanitation delivery services as a business model which fulfills the livelihood mission of SSS, as follows   1. Developing a network of suppliers of sanitation materials etc. 2. Training to entrepreneurs with focus on technical aspects and quality control and motivational inputs. 3. Designing promotional campaigns, communication strategy in line with market led approach along with educating end users. 4. Conducting Business Planning Exercise as per schedule on half yearly basis with the selected entrepreneurs to make them sensitize and aware about the business aspects and finalize the strategy for the next half of the year and based on that appointing different suppliers. 5. Customer awareness and education program. 6. Quality Control: regular training and orientation of all stake holders on this aspect for developing a sustainable business model. Also developing a system of Quality check/certification.   SSS was involved in providing necessary/critical inputs for starting the business  The Entrepreneur was expected to ensure the following   1. In all the business transactions, entrepreneurs at all times shall act for its own account & shall have no power to assume, create or make any binding obligation or to make any representation, commitment, guaranty or warranty on behalf of SSS, with respect to any products or services. 2. That the appointment of entrepreneur will be on non – exclusive basis and only to meet its variability gap for a certain time period. 3. Promotion:   SSS provided the catalogue, instruction books, and circulars for promoting the sale of its “Product” s to the “entrepreneurs”.  SSS from time to time may work out the promotion schemes, most suitable to the fulfilling the mission of SSS and support the entrepreneur to quickly meet its viability Gap in his/her own territory.   1. Market Information:   That the “entrepreneurs’’ regularly informed about the achievements and their financials and should mention a transparent books of account so that SSS is able to see the progress of the entrepreneur in terms of reduction of the viability gap and reaching more customers .   1. Protection Of Trademarks: 2. Providing infrastructure for the after sales service for the products, as per requirement of the SSS responsibility of the entrepreneur’s and the cost of same will be borne as per the agreement at the time of entering the contract formally for the same. | | | | |

Section 2: Project presentation

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| **Project Title** |
| Promotion of decent work for rural women through vegetable cultivation and agro-herbi-socail forestry |

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| **Project Summary** |
| 1) increase sustainable income, per capita income, and empower women in India &Bangladesh  2) Increase labour intensive employment with skill development  3) Increase business opportunity and financial services for youth entrepreneurs  4) Increase food security and nutritious food to take care of health issues like malnutrition  5) Increase rural employment  6) Minimize migration from rural to urban  7) Alleviate adverse effect of economic recession and natural disaster |

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| **Project description** | |
| Background and context | *In the identified patches, the women have been mobilized into medium to large federations from the SHG units. They are bank linked to carry out various income generating activities as well as capacity building of their children. Given the fact that India has profuse varieties of herbs across its length and breadth, at times these are taken as weeds by ignorant masses, as the knowledge about the medicinal values of plants is consistently going down. The important thing about herbs is they grow on their own and survive naturally, and can grow anywhere without much agricultural intervention. Therefore not much investment is required if one goes for herbal cultivation. Hence it can be a lucrative business for people with little orientation.*  *The SHGs are constantly looking to diversify their livelihood basket to bring in extra which can be made with locally available resources. This is a ‘green’ activity which also contributes to build environment.* |
| Project objective | 1) Create employment opportunity for to the poor;  2) Provide food security and nutrition;  3) income generation skill development;  *4) Women can expect to add Rs. 3000/- to the family income in the beginning to increase upto Rs.10,000 with product diverfication and the variety in livelihood basket* |
| Project description and theory of change | *It will be an innovation with an outlook keeping the limitation in view, which is why it will be part of an integrated approach where people are already familiar with the concept of processing* |
| Project outcomes and results framework*[[1]](#footnote-1)* | *Each of the 1000 women will be responsible and control over a patch of vegetable farming, will own at least 5 pulp-wood trees and produce a herb (at least 2 kilo a month).* |
| Project costs and financing (USD) | *Project cost is 70,000 USD* |
| Time frame | *Initially the time frame is for two years.* |

Section 3: List of project staff

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| **Key staff** | | |
| **Non-commercial partner staff** | | |
| Name | Title | Responsibility |
| Mr. Mihir Sahana | Advisor | Strategic guidance |
| Sangeeta Naik | Consultant | Project Management, Coordination & documentation |
| Sahasrangshu Sinha | Consultant | Project design & Monitoring, West Bengal & Documentation support |
| Rajni Bhushan | Manager | Training & mobilisation, Gaya, Bihar |
| Ajay Gupta | Manager | Training & Mobilization, Allahabad, Uttar Pradesh |

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| Outcome(s) | | Overall Employment generation at various level  20 people or more will get year round employment. Target group will be conscious of consumption with conservation. | |
| Outcome indicators | | 1. Rural beneficiaries: 90%  2. Urban beneficiaries: 10%  5. Male beneficiaries: 20%  6. Female beneficiaries: 80%    1. 20 days of Employment (decent jobs) for women, men and youth  2. 50 Beneficiaries reached and creation of sustainable income opportunities  3. Its an ever increasing market. Only 3% of requirement is getting fulfilled currently  4. Healthy and eco-friendly practices being already followed.  5. The production volume is 100 kilo per day, will get doubled , t last doubling the income.  6. Project specific indicators | |
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| Baseline | Year | No trained person in West Bengal, Bihar and UP | |
| Annual target | Year 1 | In total 600 farmers will be trained in three states | |
| Annual target | Year 2 | About 30 percent farmers will take up Stevia processing | |
| … | … |  | … |
| Target | Year | Production and processing of Stevia in 3 states | |
|  | | | |
| Output 2: | | Organizing demo patches of 0.30 acres per 20 farmers in each state of West Bengal, UP and Bihar. About 3 acres of Stevia demonstration will be initiated, it is part of the training  Decrease malnutrition of children and women in rural areas of Bangladesh | |
| Output indicator | | A total of 9 acres of Stevia production   1. Increase nutrition intake of beneficiaries. 2. Increase nutrition intake of Children of beneficiaries. | |
| Baseline | Year | 300 acres at Chhattishgarh only  Integrate labour of lay off industry  [Short-term result which is the direct output of the activities carried out] | |
| Annual target | Year 1 | 9 acres in 3 states | |
| Annual target | Year 2 | 30% will start production | |
| … | … |  | … |
| Target | Year | 100% trained lead farmers will be involved in stevia production as well as processing | |
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| Output 3: | | Bee keeping will be initiated | |
| Output indicator | | 10 bee keepers will be identified and trained | |
| Baseline | Year | 0 | |
| Annual target | Year 1 | 10 | |
| Annual target | Year 2 | 10 bee keeping points will be established, bee keeping is beneficial for organic farming | |
| … | … |  | … |
| Target | Year | 10 bee boxes per state | |
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| Output 4: | | Integrate labour of lay off industry  [Short-term result which is the direct output of the activities carried out] | |
| Output indicator | | 1. Employment of labourer of lay off industry created.  3. Alternate source of income created.  4. Off season income generation for rural areas.  [Quantitative or qualitative factor(s) or variable(s) that provides a simple and reliable means to measure achievement or to reflect the changes connected to the intervention] | |
| Baseline | Year | [Situation prior to activities] | |
| Annual target | Year 1 | [Intended situation after first year of implementation] | |
| Annual target | Year 2 | [Intended situation after two years of implementation] | |
| … | … |  | … |
| Target | Year | [Intended situation when activities end] | |
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**Programmatic Risks**

| **Risk Factor** | **Likelihood** | **Background to assessment of likelihood** | **Impact** | **Background to assessment to potential impact** | **Risk response** | **Combined residual risk** |
| --- | --- | --- | --- | --- | --- | --- |
| Lack of interest and/or capability of partners/authorities/ other stakeholders | Uunlikely | It is one of the option in the livelihood basket of the regions of implementation.  It is not for 100 percent of the target group | **Minor** | The livelihood basket consists of agriculture, wage labour and non-farm small enterprises at each geography. Since the selected area are almost identical in climatic conditions, the variety of livelihood choices are almost same, but are many. The activity chosen just one item in the livelihood basket at present, which shall be scaled up with building systems stage by stage | Designed program with identified achievement & impact indicators | **Minor** |
| Commercial failure of Stevia | Unlikely | The demand is rising because it is an alternative for diabetic patients | Medium | The product diversification in terms of extraction of the essence for table use, can get more market share, with proper infrastructure to do so | Estimates of production and business plan with possible damage control will be documented | Minor |
| Disagreement among project partners | Unlikely | The partners are mutually dependent in order to scale up. commercial partner is not dependant on the non-commercial partners. , | Minor | The commercial partner gets the lions share of the rant, while non commercial shall get the idea and its training to begin with | The extended vision will have the plan to build up all partners to successful business collectives at each geography | Minor |
| Delays and lapses in the implementation of interventions. | Unlikely | The small scale implementation is already happening with the commercial partner at rate of 100 kilos a day basis.  We are planning to demonstrate in small patches across the region where the non-commercial partners are operating. The production cycle is independent at different herographies, but the knowledge sharing and training will happen between one another | Minor | Circumstances leading to delay will be learning for training | Alternatives in contingency plan will be documented coming from field experiences of long years by the commercial partner | Minor |

**Institutional (reputational) Risks**

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| --- | --- | --- | --- | --- | --- | --- |
| **Risk Factor** | **Likelihood** | **Background to assessment of likelihood** | **Impact** | **Background to assessment to potential impact** | **Risk response** | **Combined residual risk** |
| Violation of human rights and occupational safety and health standards | **Unlikely** | Its organic environment, registers are maintained to maintain transparency | **Minor** | Practices enumerated shall be vouched by the clients, the laborers | Bimonthly meetings of partners will put every action on transparency | **Minor** |
| Misuse, corruption and fraud by participating partners or other project implementers. | Unlikely | Every partner will be responsible for its on audit, and internal audit by each other will be agreed upn to be taken up | Minor | The extent of trainings imparted and demo patches created | Training registers and photographs and demo patches will be process documented | Minor |

Annex 3: CV format for key staff

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| **curriculum vitae**  **format** | **Please use this or similar format**  **Maximum 3 pages** |

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| **Personal information** |

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| --- | --- | --- |
| Name |  | **[Sahana, Mihir ]** |
| Address |  | **[ B-247, Salt lake sector 1, 24 north pargana, West Bengal, 700062, India]** |
| Telephone |  | **8584060605** |
| E-mail |  | [**mihir@basixindia.com**](mailto:mihir@basixindia.com) |

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| Nationality |  | Indian |

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| Date of birth |  | [ 29, 06,1970 ] |

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| **Work experience** |

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| **•** 2014 –tilldate) |  | Managing director BASIX KRISHI Samriddhi LTd |
| 2011-2014  2005-2011  2002-2005  1999-2002 |  | Managing Director,Indian Grammen Services  Chief Operating Officer, Bhartiya Sammriddhi Finance Ltd.  Marketing Head, IDE  Consultant XISS |

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| **Education and training** |

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| • Dates (1989-1990)  1997-1999 |  | Bachelor of Agriculture from Banaras Hindu University  MBA from Institute of Rual Marketing, Anand |
| 2001-2003 |  | MA in Development studies, Manchester, UK |
| **Personal skills**  **and competences** |  | **Tough negotiator, flexibility, promoting talents, innovative leadership** |

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| Mother tongue |  | **[ Bengali ]** |

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| Other languages |
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|  |  | **[ Hindi, English ]** |
| **•** Reading skills |  | [ Indicate level: excellent ] |
| **•** Writing skills |  | [ Indicate level: excellent ] |
| **•** Verbal skills |  | [ Indicate level: excellent. ] |

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| Organisational skills  and competences  *Coordination and administration of people, projects and budgets; at work, in voluntary work (for example culture and sports) and at home, etc.* |  | [ Coordination and administration of people, networking, liasioning  As the Managing Director and senior advisor of various segments of BASIX social enterprise group. Marketing at IDE ] |

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| Technical skills  and competences  *With computers, specific kinds of equipment, machinery, etc.* |  | [**Strategy development for institution Building & Revenue models**  **Value chains of Banana, Fisheries and Potato** at BASIX social enterprise group. Marketing at IDE |

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| Other skills  and competences  *Competences not mentioned above.* |  | [ Analytical, and documentation of innovations like Pepsi- Potato and Dudh Ganga ] |

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| **Additional information** |  | [ Include here any other information that may be relevant, for example contact persons, references, etc. ] |

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| **Personal information** |

|  |  |  |
| --- | --- | --- |
| Name |  | **[NAIK, sangeeta ]** |
| Address |  | **[ a1-248, safdarjang enclave, new delhi, 110029, India]** |
| Telephone |  | **8584060616** |
| E-mail |  | [**varshamnanda@gmail.com**](mailto:varshamnanda@gmail.com) |

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| Nationality |  | Indian |

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| --- | --- | --- |
| Date of birth |  | [ 24, 10,1965 ] |

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| **Work experience** |

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| **•May’2017 – tilldate**  **Feb 2017 – Apr’2017**  **April 2016 – Jan 2017**  **April 2015 – Mar 2016**  **November 2011 - Mar’2015**  **Nov 2010 to Oct 2011**  *Sep 2008 to October 2010*  *July 2008 to Aug 2009*  **Jan 2008 to June 2008**  **May 2005 to Sep 2007**  **Jan 2004 to August 2004**  **Jan 1991 to Dec 2002**  **Jan- Dec 1990** |  | * **Consultant : Capacity building of Microfinance Institutions, and building sector credibility** * **: Consultant for Convergence for the state of Madhya Pradesh & Sikkim:** Business Development & Convergence, Monitoring & tracking of Organic Agriculture, Watershed and Institution Development of deprived sections of the Society * **– Project Manager at Khunti, Jharkhand** **(BASIX)** : Executing BASIX livelihood triad of Institution Building, Agriculture and Business Devt. Services, and Financial support services. This project is operative in 42 villages in which NRM activities, Livelihood and Production development and microenterprises, involving 7 micro watersheds, over 50 SHGs, 42 Village development Committees, about 150 labour groups and other groups.. * **– HR Head of Indian Grameen Services (BASIX)** : Improving performance of theme-teams in terms of innovation and implementation * **Sr. Manager, Bandhavgarh Tiger Reserve, Madhya Pradesh (BASIX) :**  Execution of an alternative livelihood projects away from forest; involving 500 households in 8 villages of Bandhavgarh Forest Area. Developed a DPSA (Diversified portfolio of subsistence Activities), which involved Agri-base, Agri-allied and non-far mobilized Self Help Groups groups which were federated into Apex bodies like cooperatives. * **: Strategy Planning initiatives with energy alternatives at Hyderabad** : Worked for products like Nuru lighting product, smokeless chullah and other energy alternatives (Financial analysis of Product profitability, Business development Initiatives, attracting socially responsible investment * Assistant Manager, Community Service Centre Project, Meghalaya . Setting up 225 Common Service Centers (CSCs) across the state of Meghalaya, under the National E-Governance Plan. Brought for single window B2C, B2B services. * : Coordinator at Jalore District Rajasthan enlisting women in financial inclusion drive under Bhamashah Project. In the whole of 29 districts 44 lakh women were included in the scheme that included a passbook with an initial deposit of Rs. 500 supplemented with a heath insurance. * **with Social Performance Management as Researcher of the impact of Triad Services** :   + Quantitative analysis of social impact of BASIX’s intervention on livelihood profiles of customers   + Designing Social Performance Indicators (performance monitoring, impact assessment)   + Communicating benefits of maintaining Triple Bottom line values (People, Planet, Profit) to Management and operations team   + Involved in tracking recovery of bad debts in Andhra Pradesh, trend analysis.   + Livelihood Service Agents (LSA) performance analysis   + Product analysis   + Unit wise performance analysis * **Coordinator, Society for Research and Initiatives for Sustainable Technologies and Institutions (SRISTI), Bhubaneswar**   + Formed 15 village level women cooperative societies   + Ladies were leaders in transforming lifestyle with mushroom cultivation along with market linkage to the adjacent thermal town of Anugul-Talcher * **Gender Institutional Manager in Watershed Project of Aggragamee, Odisha**   + Enlisted Women’s and men’s traditional source of income   + Employment opportunities with basic skill building   + Advocated in favour of the right to Access to community forests and development of forests around homestead   + Increase in the efficiency of access to forests and control over forest produce   + Smooth running of forest resource management committees * **Sr. Programmer cum Data Analyst with ORG-Marg Social Research, Bhubaneswar** : Questionnaire formulation, developing data entry package, supervision of data entry & validation, and data analysis * **Software Executive, ORICOM Systems Pvt. Ltd., Bhubaneswar** : |

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| **Education and training** |
| Dates (1985 – 87)  1989-90  1992 |  | * Master of Mathematics, Utkal University, Bhubaneswar * Post Graduate Diploma in Computer Application, International Institute of Management Sciences, Kolkata * Diploma in Computers in Office Management, IGNOU |

1. development of full project proposal. [↑](#footnote-ref-1)