



TECNIA INSTITUTE OF ADVANCED STUDIES

Approved by AICTE, Ministry of HRD, Govt. of India Affiliated To Guru Gobind Singh Indraprastha University, Delhi
INSTITUTIONAL AREA, MADHUBAN CHOWK, ROHINI, DELHI- 110085
Website: www.tecniaindia.com, E-Mail: director@tecniaindia.com
Tel: 27555121-24, Fax No: 011-27555120



Dated – July 18th, 2012

EVENT : **Summer Internship**

COURSE : **BBA 2010-2013 Semester**

PROGRAMME : **On the Job Practical Learning**

TOPIC : **Live Projects**

RESOURCE PERSON : **Mr. Ishan Taneja**

Date : **16th Feb 2012**

Day : **Thursday**

INCHARGE : **Mr. Amit Kumar Dheri, CRC Manager**

Company Name : **AVIVA Life Insurance Corporation Limited**

OBJECTIVE:

To provide first hand and On the Job Practical exposure to the students of Bachelor in Business Administration by working for the Company during their Semester break. Summer Internship Drive for BBA student was done with following objectives.

- Assistance to students on their subject curriculum.
- Corporate Grooming for Students.
- Understanding Work and Work Culture.





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Mr. Ishan Taneja Gupta interacting with the students

COMPANY PROFILE :

Aviva India is a joint venture between one of the country's oldest and largest groups, Dabur, and Aviva Group, one of the UK's largest insurance groups, whose association with India dates back to 1834.

Company vision is to be amongst India's leading life insurers with a quality business model, focused on sustainable growth by building a robust product portfolio meeting all customer lifecycle needs related to – Protection, Retirement, Savings and Investments.

With a strong sales force of over 20,000 Financial Planning Advisers (FPAs), company have initiated and pioneered many innovative sales approaches, including the concept of Bancassurance and Financial Health Check services. They are among the first companies to introduce the contemporary unit-linked products.

SCREENING PROCESS:

Written Test

Group Discussion

Technical Round

Personal Interview



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LEARNING OUTCOME:

The Screening Process to select students for Summer Internship Drive was held on the seminar hall of **Tecnia Institute of Advanced Studies-PG Block** on **12th Feb 2012 (11:00pm to 6:00 pm)**. **55** Students of BBA IV Semester Batch 2010-2013 attended the session.

The Company Official gave the presentation to explain the role which is expected from Interns on Job after understanding their area of Interest. He emphasized that practical knowledge is vastly different from the theoretical knowledge studied by the students in class room teaching, due to fast changing dynamic business environment and the ever changing consumers' preferences. The presentation was followed by Q&A round wherein all the query of the students were answered to their satisfaction. Summer Internship Program of Aviva was discussed in detail. Screening Methodology used was Group Discussion and Personal Interview round. 32 students got selected and finally 14 of them joined. The whole program has been very interactive and the students learned and enjoyed the Internship. The students learned the capabilities which are expected and are required from them in this competitive world.

Student Feedback :

Students undertaking Internship at **AVIVA LIFE INSURANCE CORPORATION LIMITED** has given very encouraging response to the support being given to them during their Internship. Company's feedback on the Students performance too has been very positive.

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STUDENT FEEDBACK



Amit Kumar Dheri <amitdheri@gmail.com>

opportunity to work with aviva

Diva Gurl <dazzling_diva_gurl@yahoo.com>
To: amitdheri@gmail.com

Sat, Jul 14, 2012 at 4:47 PM

Dear sir

Im very thankful to you for providing an opportunity to work with a prestigious organisation as aviva. It helped me groom my skills and personality in various areas like finance sales HR personality development and email writing. I've achieved my sales target to. Its a very friendly company and its also taking us on a trip to manali and fun and food village. I once thank you for giving me such a great opportunity.

Thanks
Regards



Hudaibia nafis khan
Tecnia
Rol num:-07017001710



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Amit Kumar Dheri <amitdheri@gmail.com>

Intern at Aviva

ruchi bhalla <holypink@gmail.com>
To: amitdheri@gmail.com

Sat, Jul 14, 2012 at 12:43 PM

D/sir

I'm really thankful to for providing me this great opportunity to work with Aviva as an intern.

They taught us about the finance, research, marketing according to the commitment. I've achieved my sales target and got a trip to Manali ! We all have been nicely groomed and motivated, Ishan sir being the reason for our personality development and thanks to him that now i know what corporate culture is. I had my best days here in Aviva, honestly. Ever again got a chance to be here, i'll be more than happy. This was not just an internship, but a great time of our lives.

Thanks and regards



Ruchi Bhalla
BBA-4(m)
05717001710



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Amit Kumar Dheri <amitdheri@gmail.com>

Journey with AVIVA as an Intern

pulkit rawal <pulkitrawal1992@gmail.com>
To: amitdheri@gmail.com

Sat, Jul 14, 2012 at 11:46 AM

My journey with AVIVA started on 17th June 2012. It has so far been a great learning experience for me. I have got to know the business etiquettes and the kind of behavior required in a business meeting. AVIVA is grooming me into a good professional. Here we have been taught about Indian Taxation, CTC - Cost To Company and how to pitch a customer for the sales. We have sold policies for AVIVA and have got a good exposure from it. There were some slabs set upon the sales and by qualifying them I have got a trip to Manali and a blackberry which I will be receiving at the end of the training. My experience here has been wonderful and it was made easy and enjoyable with the support of our boss, Mr. ISHAN TANEJA. I thank GGSIP UNIVERSITY, TECNIA INSTITUTE OF ADVANCED STUDIES and AMIT SIR for providing me this opportunity to groom myself and learn about the corporates.

Thanks and Regards



Pulkit Rawal
Tecnia Institute Of Advanced Studies



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Amit Kumar Dheri <amitdheri@gmail.com>

Feedback regarding internship in aviva

bhavya jain <bhavya.swthrt23@gmail.com>
To: amitdheri@gmail.com

Sat, Jul 14, 2012 at 11:32 AM

D/sir

I Bhavya jain , intern in aviva.

Its a great experience working here as an intern. I have even qualified manali club. We have been provided training in various areas like HR , CTC, Finance, Marketing sales. I am very obliged to get a chance in the company like AVIVA LIFE INSURANCE.

Aviva has given me a good oppurtunity to how to deal with corporate world & corporate conversations. It is like the turning point for my career through a wonderful internship.



Thanks & Regards

Bhavya Jain

Campus name: Tecnia instite of advanced studues

BBA - 5th sem