

# THE CENTER OF EXCELLENCE

## MEMORANDUM OF UNDERSTANDING

Non-Committal MOU for QUANTUM LEARNINGS Center of Excellence

This Memorandum of understanding (MOU) is made on this 20<sup>th</sup> day of March 2021 by and between **QUANTUM LEARNINGS-Center of Excellence** (Regd) situated in Delhi herein after referred to as First party.

And

**K S SCHOOL OF ENGINEERING AND MANAGEMENT**, Department of **Computer Science and Engineering**, Bengaluru herein after referred to as Second party.

Thus First and Second party have mutually agreed to this MOU in the following terms and conditions.

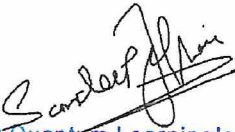
1. This Memorandum of Understanding is being executed on 20-03-2021 date between M/s **Quantum Learnings**. A Microsoft–GTP (Global Training Partner) and Certiport CATC having its Registered office at 193, 3<sup>Rd</sup> Floor, Vinobhapuri, Lajpat Nagar-II, NewDelhi-110024 and represented by Mr. Sandeep Giyyan JJethani (Director Institutional, Collaboration) hence for purpose of MOU known as ‘**Delivery Partner**’ and **K S SCHOOL OF ENGINEERING &MANAGEMENT, Department of Computer Science and Engineering** hence for purpose of MOU known as ‘**Resource Partner**’.

2. As an QUANTUM LEARNINGS Centre of Excellence resource partner would get to offer programs mapped with Certifications of **Microsoft, Apple, EC Council, Autodesk, Adobe, Mississippi State University, University of Texas**, in their campus the same would be applicable for students from all streams like IT/ CS, ECE, E&TC, Civil, Mechanical, MCA, Architecture, Commerce, Finance, Marketing etc. in online / offline mode.
3. **“Resource Partner” is not required to make any investment for the COE program.**
4. **“RESOURCE PARTNER” does not commit to provide any assurance on the number of students to be enrolled for the online training and certification program.**
5. Students enrolment is **purely voluntarily** and if they are interested they would directly enrol online and make payment against certification to Quantum Learnings, “RESOURCE PARTNER” is nowhere responsible or involved w.r.t financials against the same.
6. **“RESOURCE PARTNER” would ensure full students participation for department wise free webinars being conducted by Quantum learnings for their university/College/Institution.**
7. **“RESOURCE PARTNER” will get campus wise COE licence for students and their faculty’s based on the total strength in the campus along with COE Plaque.**
8. As part of QUANTUM LEARNINGS centre of excellence, resource partner would get access to mentorbuddy.com a smart AI based placement and aptitude preparation portal.
9. Though the initial period of campus license issued is for period of one year however in-case of any changes in the program and its structure whether partial or in total, some would be communicated at least 60 days in advance to the institution and it would be solely their voluntary decision whether to continue for the program.
10. **“RESOURCE PARTNER” faculty members can participate in the ‘free’ online Faculty Development Programs being offered throughout the year** for the technical and Non-teaching staff as they would also get their Certification for the same.
11. Free Trainings for students who voluntary enroll for certification will be executed through Instructors live online.
12. In-case if the International certification programs or exams are conducted offline, the resource partner would provide the necessary infrastructure, like labs with computers, LCD projectors, internet etc and for that duration would allocate time slot for the execution of the same as per mutual consent.

13. Prices of the voluntary certification for students and other related services are subject to revision as per the policy and changes due to impact of dollar price or any change in state or central government taxes as and when applicable. However, same would be updated on the portal well in advance.

14. If Resource Partner is satisfied with the services provide by COE they would issue a letter of appreciation for the same.

15. The tenure of the contract would be for a period of three years i.e. from 20/03/2021 to 20/03/2024, same cannot be terminated for min period of one year from the date of signing of the MOU.

  
For Quantum Learning's

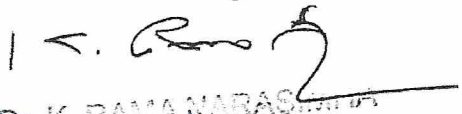
**First Party**

QUANTUM LEARNINGS

Mr. Sandeep Giyyan JJethani

(Head Institutional Collaboration)

**Second Party**

  
Dr. K. RAMA NARASIMHA

Principal/Director  
K. S. School of Engineering and Management  
Bangalore - 560 100

1. Witness

Signature

Date


 (Dr. Vandana Jha), HOD, CSE  
HOD

20<sup>th</sup> March 2021 Dept. of Computer Science & Engineering  
K.S. School of Engineering & Management  
Bangalore-560 062

2. Witness

Signature

Date

 (Deepa Yogesh), Asst-Prof, CSE  
20<sup>th</sup> March 2021



K.S. SCHOOL OF ENGINEERING AND MANAGEMENT, BENGALURU - 560109  
DEPARTMENT OF COMPUTER SCIENCE AND ENGINEERING

**Webinars in association with**

**Center of Excellence**

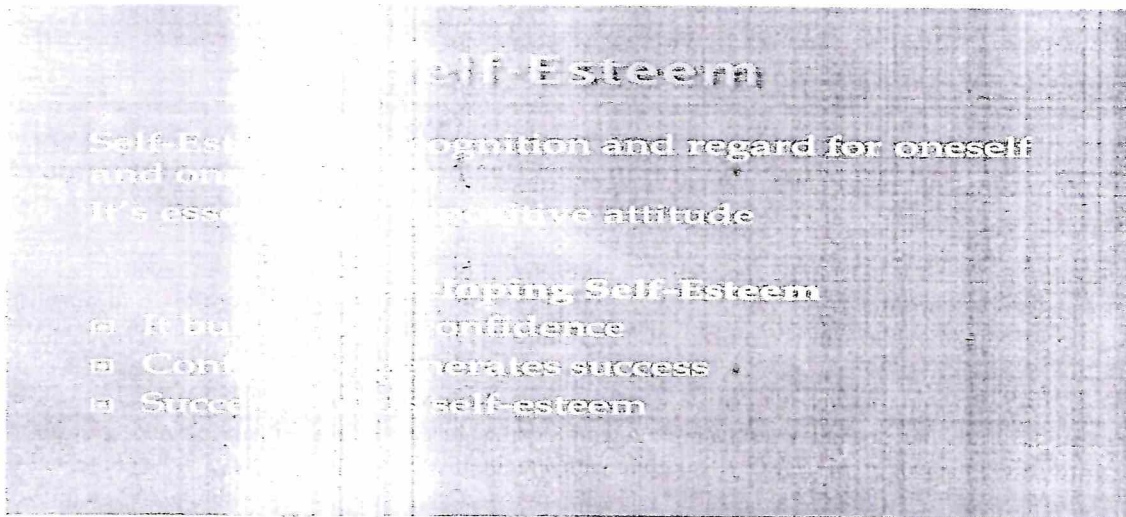
**Academic Year: 2020-21**



## Webinar: Positive attitude and self esteem on 22<sup>nd</sup> July 2021

The Department of Computer Science and Engineering, KSSEM has conducted Webinar on "Positive attitude and self esteem" in collaboration with Quantum Learnings -Center Of Excellence on 22nd July 2021 from 7:30PM to 8:30PM.(60 minute), through GotoWebinar online platform

Ms.Shivani Sharma from Freelancer, Communication skills, Knowledge Solutions India was the resource person for the day. She is expert in handling communication skills concepts for the students. During the webinar, she has explained "Lead a healthy and positive lifestyle by focusing on your self-esteem and thought processes".



Good self esteem and positive thinking lead to positive action (healthy, assertive, solution- focused behaviour) including goal setting, problem solving, dealing assertively with others, taking risks for success and building a balanced lifestyle. Positive action keeps us motivated in achieving the goals we set ourselves which in turn leads to numerous benefits including; feeling happy; increased sense of confidence and control (self-efficacy – 'I can'), improved health and relationships with others, managing challenges better and learning from mistakes. So self esteem is an important thing.

Students of 4<sup>th</sup> and 6<sup>th</sup> sem are actively participated in the webinar. The final outcome of this webinar is to educate the students about, a successful learner starts with having a positive attitude towards learning. A positive attitude lets you relax, remember, focus and absorb information as you learn. You're ready to welcome new experiences and recognize many different kinds of learning opportunities.

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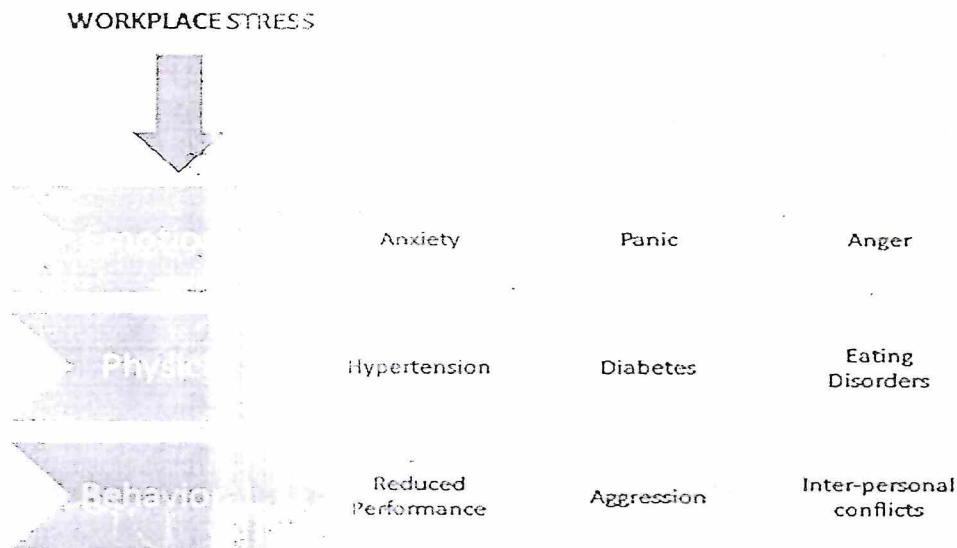
Head of the Department  
HOD

Dept. of Computer Science & Engineering  
K.S. School of Engineering & Management  
Bangalore-560062

## Webinar: Stress Management on 29<sup>th</sup> July 2021

The Department of Computer Science and Engineering, KSSEM has conducted Webinar on "Stress Management" in collaboration with Quantum Learnings -Center Of Excellence on 29<sup>th</sup> July 2021 from 11:00AM to 12:30PM (90 minute), through GotoWebinar online platform.

Ms. Shivani Sharma from Freelancer, Communication skills, Knowledge Solutions India was the resource person for the day. She is expert in handling communication skills concepts for the students. During the webinar, she has explained the importance of stress management.



Stress is just one of the many hurdles that college students experience. Short-term stress can help learners raise a grade, polish an essay, or pursue a coveted career opportunity. However, long-term stress, if not addressed, can have detrimental side effects. More than half of degree-seekers report that stress impacts their schoolwork, and unchecked stress can lead to physical side effects like a weakened immune system.

This webinar addresses the issues related to stress and provide ample resources and opportunities for learners to address stress positively.

### Stress Management Strategy 1: Avoid unnecessary stress

- Learn how to say "no"
- Avoid people who stress you out
- Take control of your environment
- Avoid arguments
- Reduce your to-do list

### Stress Management Strategy 2: Alter the Situation

- Express feelings calmly instead of bottling them up
- Be willing to compromise
- Be more assertive
- Manage your time better

### Stress Management Strategy 3: Adapt to the stressor

- See your problem differently
- Look at the big picture
- Adjust your attitude
- Focus on the positive

### Stress Management Strategy 4: Accept the things you cannot change

- Don't try to control the uncontrollable
- Look for the upside
- Share your feelings
- Learn to forgive

**Webinar: How to Get Internships and 75% Scholarships on Microsoft & Google Certification with Free "Ethical Hacking Training" on 30<sup>th</sup> August 2021.**

WEBINAR ON HOW TO GET INTERNSHIPS AND 75% SCHOLARSHIPS ON MICROSOFT & GOOGLE CERTIFICATION WITH FREE "ETHICAL HACKING TRAINING" ON 30<sup>th</sup> AUGUST 2021. DEPT.

Use the following link to register for the webinar  
<https://attendee.gotowebinar.com/register/7393600387508953358>



Speaker :  
Mr. Tushar Jethani

Co-Founder, Quantum Learnings

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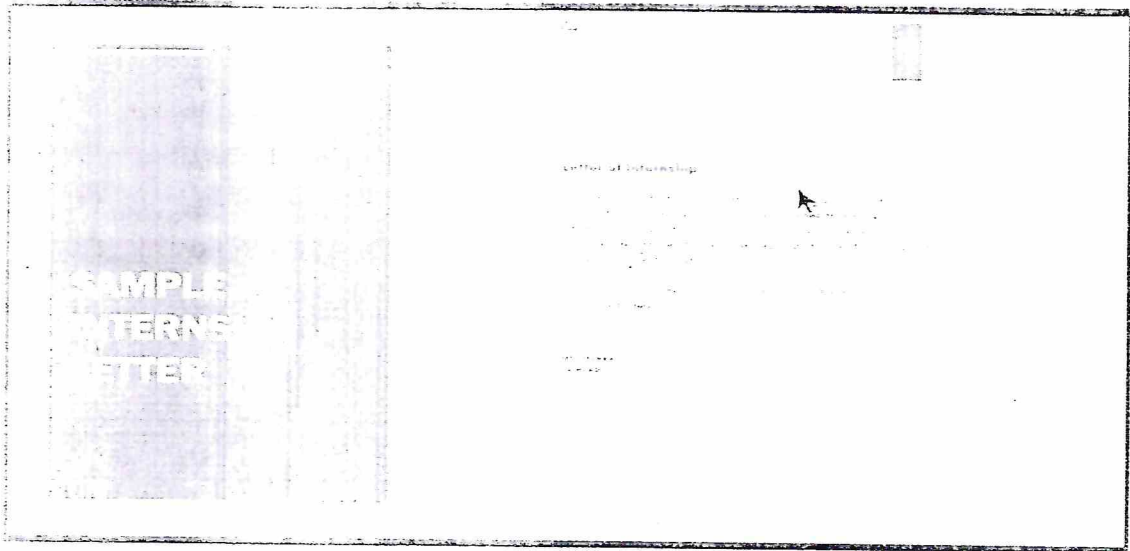
**INTERNSHIPS BUNDLED  
WITH SCHOLARSHIPS  
ON MICROSOFT & GOOGLE  
CERTIFICATIONS**



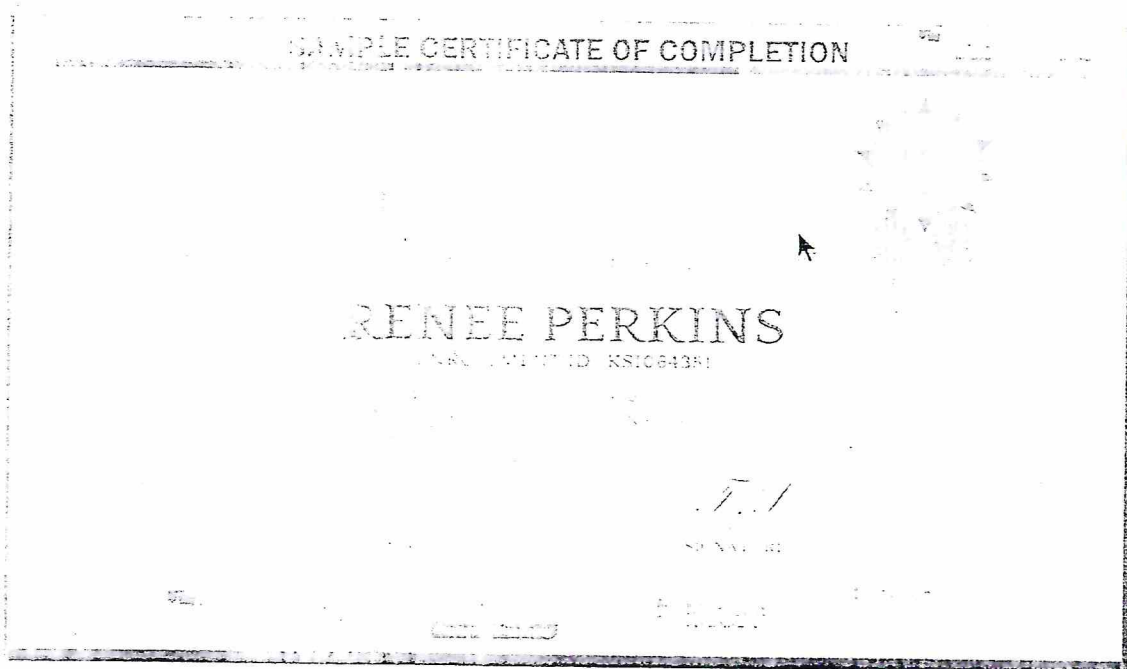
The Department of Computer Science and Engineering, KSSEM has conducted Webinar on **How to Get Internships and 75% Scholarships on Microsoft & Google Certification with Free "Ethical Hacking Training"** in collaboration with Quantum Learnings - Center of Excellence on 30<sup>th</sup> August 2021 from 10:00AM to 11:00 AM, through GoToWebinar Platform.

Mr. Tushar Jethani Co-Founder, Quantum Learnings was the resource person for the day. During the webinar, he explained about how to get Internships and 75% scholarships on Microsoft and Google Certification. This certification program also includes free training on Ethical Hacking.

issued on the completion of project. Also, Quantum Learnings will be providing Letters required for future jobs or studying abroad on the requirement basis.



Sample Internship Letter provided by Knowledge Solutions Pvt. Ltd.



Students of 4<sup>th</sup> and 6<sup>th</sup> sem are actively participated in the webinar. The final outcome of this webinar is to educate the students about the Internship Programs and Scholarships provided by Quantum Learning.

A handwritten signature in black ink.

Head of the Department

HOD

Dept. of Computer Science & Engineering  
K.S. School of Engineering & Management  
Bangalore-560 062





## K.S. SCHOOL OF ENGINEERING AND MANAGEMENT

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Fax: +91-080-28425164 www.kssem.edu.in

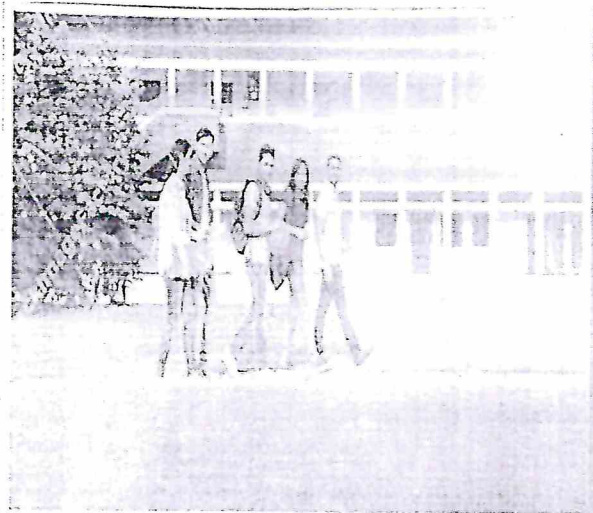
### Webinars Conducted in collaboration with Quantum Learnings - Centre of Excellence

Organised By

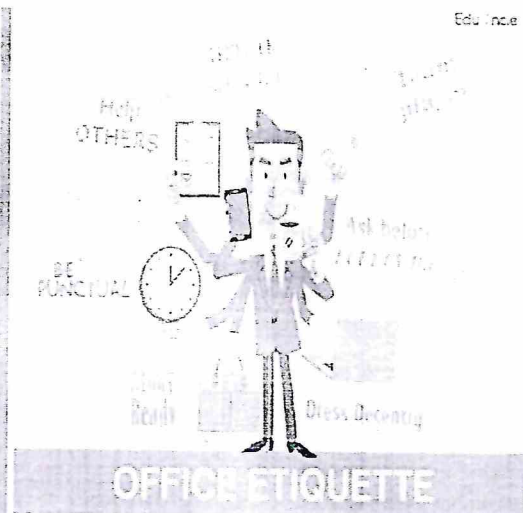
Department of Computer Science & Engineering

#### Webinar: Corporate/Office Etiquette on 20<sup>th</sup> June 2021

The Department of Computer Science and Engineering, KSSEM has conducted Webinar on “Corporate/Office Etiquette” in collaboration with Quantum Learnings -Center Of Excellence on 20<sup>th</sup> June 2021 from 11:00AM to 12:30PM (90 minute), through online Platform.



June 20th 11:00 Am

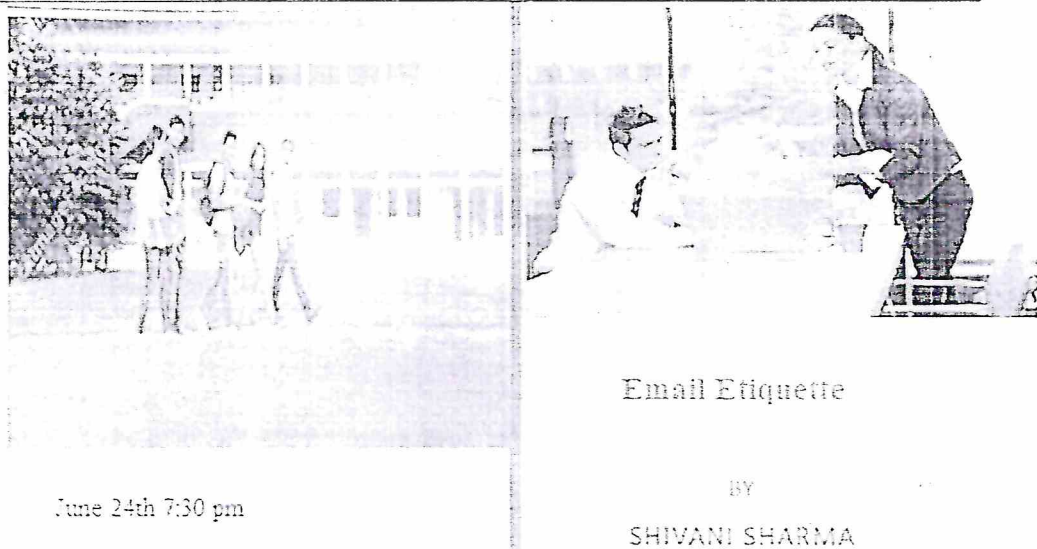


SHIVANI SHARMA

Ms. Shivani Sharma from Freelancer, Communication skills, Knowledge Solutions India was the resource person for the day. She is expert in handling communication skills concepts for the students. During the webinar, she has explained the importance of corporate/office etiquette for students.

## Webinar: Email Etiquette on 24th June 2021

The Department of Computer Science and Engineering, KSSEM has conducted Webinar on "Email Etiquette" in collaboration with Quantum Learnings -Center Of Excellence on 24th June 2021 from 7:30-8:30pm (60 minute), through online Platform.

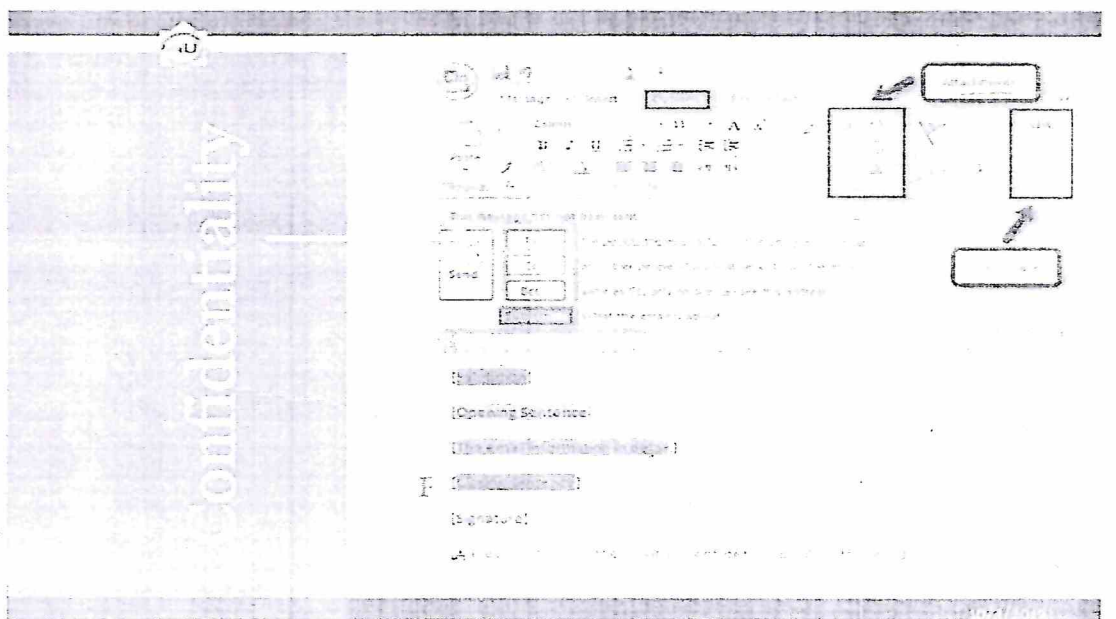


June 24th 7:30 pm

Email Etiquette

BY  
SHIVANI SHARMA

Ms. Shivani Sharma from Freelancer, Communication skills, Knowledge Solutions India was the resource person for the day. She is expert in handling communication skills concepts for the students. During the webinar, she has explained the importance of email writing to students.



Confidentiality

Message to: [redacted]

From: [redacted]

Subject: [redacted]

Body

[Send] [Cancel]

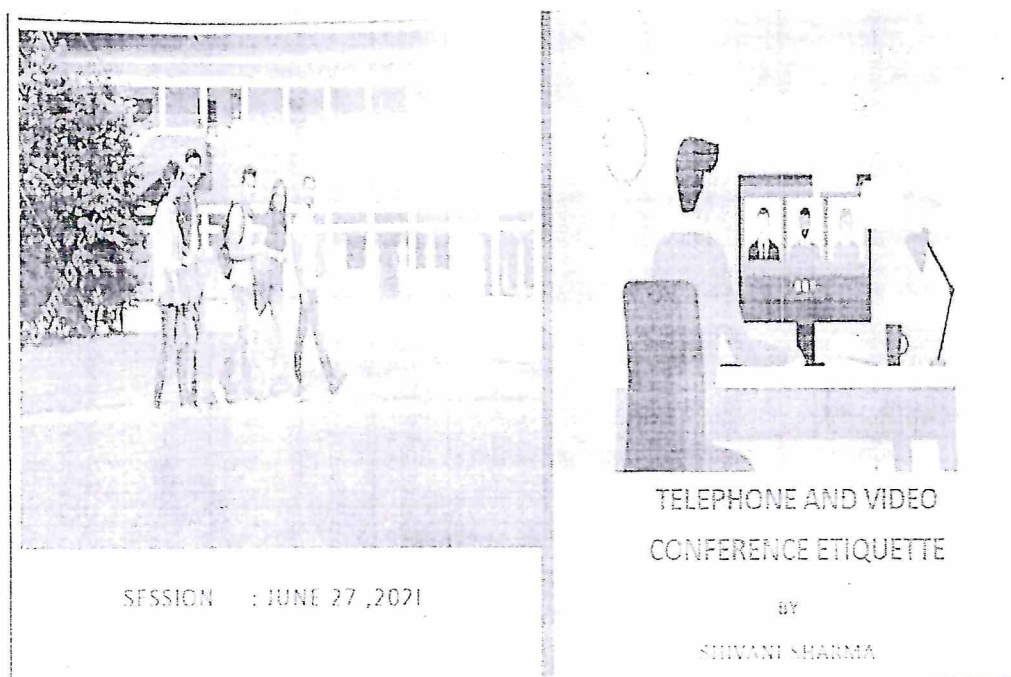
[Opening Sentence]

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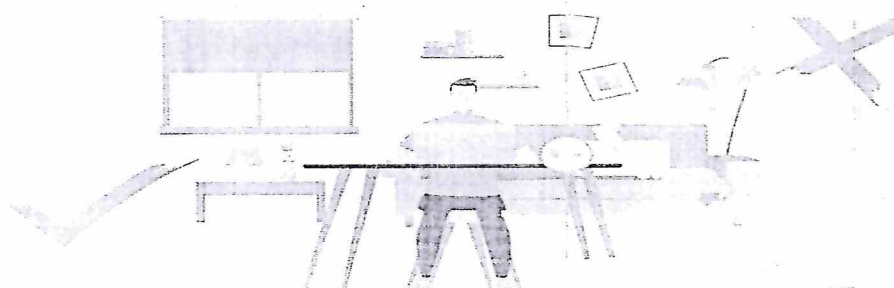
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## Webinar: Telephone and Video Conference on 27th June 2021

The Department of Computer Science and Engineering, KSSEM has conducted Webinar on "Telephone and Video Conference" in collaboration with Quantum Learnings -Center Of Excellence on 26th June 2021 from 7:30-8:30pm (60 minute), through online Platform. Speaker of webinar is Shivani Sharma.



Telephone and Video conferencing has become an essential component of the modern business world and helps improve the connectedness of remote team members.

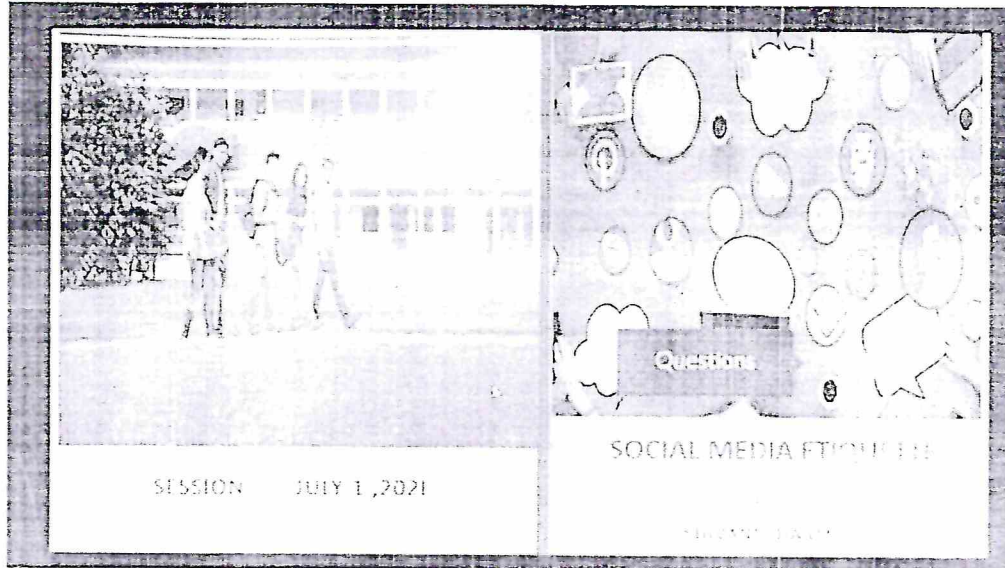


In fact, 80% of executives say video conferencing is taking over audio conferencing as the go-to form of internal team communication, and 84% think it is outpacing audio conferencing in communicating with external stakeholders. That, combined with the fact that some analysts predict 50% of the workforce will work remotely by



## Webinar: Social Media Etiquette on 1<sup>st</sup> July 2021

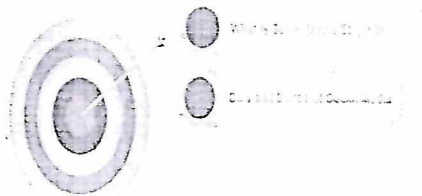
The Department of Computer Science and Engineering, KSSEM has conducted Webinar on “Social Media Etiquette” in collaboration with Quantum Learnings - Center Of Excellence on 1<sup>st</sup> July 2021 from 7:30-8:30pm (60 minute), through online Platform. Speaker of webinar is Shivani Sharma.



Social media etiquette refers to the guidelines that companies and individuals use to preserve their reputation online.

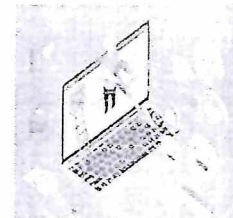
As social media channels have evolved to become one of the primary ways people communicate in the modern world on a daily basis, typical social rules are finding their way into digital environments. Just as social etiquette dictates how people behave around others in the real world, social media etiquette revolves around online guidelines to follow.

### Program Objectives



### What is Social Media ?

It is a form of electronic communication (such as websites for social networking and microblogging) through which users create online communities to share information, ideas, personal messages, and other content (such as videos). (Merriam Webster)







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Webinar Conducted On

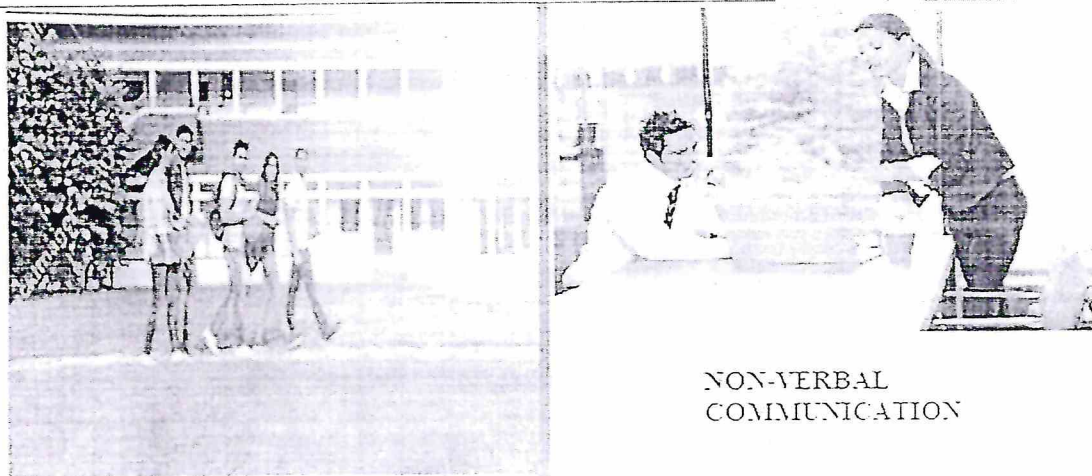
### “Non-Verbal Communication”

In collaboration with Quantum Learnings -Center of Excellence

13<sup>th</sup> June 2021

Organised By

Department of Computer Science & Engineering



June 13<sup>th</sup> : 11AM

BY  
SHIVANI SHARMA

The Department of Computer Science and Engineering, KSSEM has conducted Webinar on “Non-Verbal Communication” in collaboration with Quantum Learnings -Center Of Excellence on 13<sup>th</sup> June 2021 from 11:00AM to 12:30PM (90 minute), through Zoom Online Platform.

Ms.Shivani Sharma from Freelancer, Communication skills, Knowledge Solutions India was the resource person for the day. She is expert in handling communication skills concepts for the students. During the webinar, she has explained the importance of non verbal communication.

speed of voice, posture, and stance all contribute to the message we send and receive when communicating.

Hence, nonverbal communication is just as important as verbal communication when it comes to workplace relationships. Both managers and employees should pay attention to the way in which they communicate with their bodies, as it can greatly affect the message conveyed.

### Nonverbal communication can be:

- **Repetition:** It repeats and often strengthens the message you're making verbally.
- **Contradiction:** It can contradict the message you're trying to convey, thus indicating to your listener that you may not be telling the truth.
- **Substitution:** It can substitute for a verbal message. For example, your facial expression often conveys a far more vivid message than words ever can.
- **Complementing:** It may add to or complement your verbal message. As a boss, if you pat an employee on the back in addition to giving praise, it can increase the impact of your message.
- **Accenting:** It may accent or underline a verbal message. Pounding the table, for example, can underline the importance of your message.

Nonverbal communication skills are essential and can make it easier to convey your point and to read what others are trying to tell you. Some people seem to come by these skills quite naturally, but anyone can improve their nonverbal skills with practice.

Students of 4<sup>th</sup> and 6<sup>th</sup> sem have actively participated in the webinar. The final outcome of this webinar is to educate the students about the effectiveness of the non verbal communication in workplaces.

Head of the Department  
HOD

Dept. of Computer Science & Engineering  
K.S. School of Engineering & Management  
Bangalore-560 062.



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Webinar Conducted On

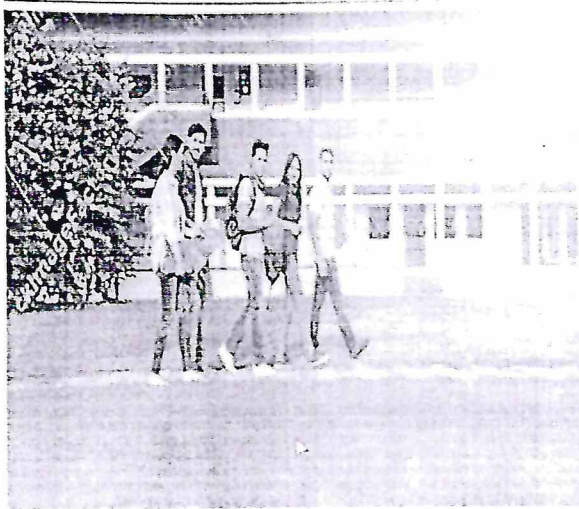
“Types of Interviews and Questions”

In collaboration with Quantum Learnings-Center of Excellence

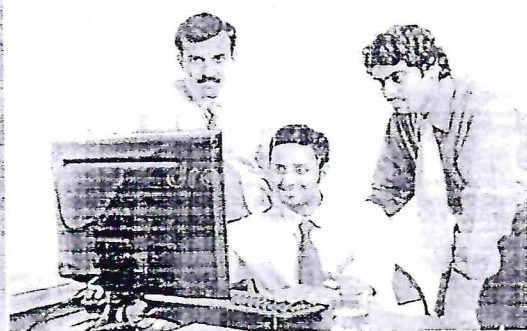
6<sup>th</sup> June 2021

Organised By

Department of Computer Science & Engineering



SESSION 5 : JUNE 6 ,2021



TYPES OF INTERVIEWS  
AND QUESTIONS

BY

SHIVANI SHARMA

The Department of Computer Science and Engineering, KSSEM has conducted Webinar on “Types of Interviews and Questions” in collaboration with Quantum Learnings "Center Of Excellence" on 6<sup>th</sup> June 2021 from 11:00AM to 12:00PM (60 minute), through Zoom Online Platform.

Ms.Shivani Sharma from Freelancer, Communication skills, Knowledge Solutions India was the resource person for the day. She is expert in handling communication skills concepts for the students. During the webinar, she has explained the types of interviews and questions to be prepared for the interviews for B.E students.

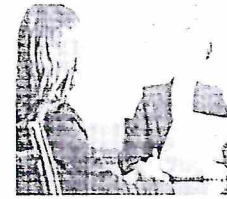
## What are your strengths?

Adaptability  
Hard working  
Honest  
Flexibility  
Optimistic  
Fast decision making  
Persistence  
Self motivated



## What are your Weakness?

Straightforward  
Impatient  
Sensitive  
More talkative  
Trust people very quickly  
I can't say no when someone ask for help  
Take decisions very quickly  
Gets nervous when talk to strangers  
To speak lie is difficult for me .  
I am a bit lazy about which I am not interested



Finally, a few practice questions were provided as an assessment for students.

### List of some more questions to practice

- 1. Have you faced any challenging situation; how did you handle it?
- 2. How you feel about working late or during the weekends?
- 3. Why should we hire you ?
- 4. What makes you unique?
- 5. Are you able to multi-task? Can you give me some examples?
- 6. How would your colleagues describe you?
- 7. How do you organize your typical day?
- 8. What kind of education do you have? How much education do you have?
- 9. What do you like about engineering?
- 10. What is your least favorite thing about engineering?
- 11. What do you think makes a great engineer?
- 12. Why did you apply for this position? What appeals to you about our company?

Students of 6<sup>th</sup> and 8<sup>th</sup> sem have actively participated in the webinar. Speaker gave a confidence for the students to attend interviews and to set their future goals in IT Industry.





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Fax: +91-080-28425164 www.kssem.edu.in

Webinar Conducted On

“Career Opportunities after B.E.”

in collaboration with ACE Academy

5<sup>th</sup> June 2021

Organised By

Department of Computer Science & Engineering



K.S. Group of Institutions

K.S. School of Engineering and Management

*Aim at Perfection. Achieve Excellence*

**Live Webinar**

Organized by Dept. of  
Computer Science  
Engineering

A Guidance Program  
on Career Opportunities  
after B.E.

Date:  
05.06.2021  
Time:  
11 am to 12:30 pm

Speaker:  
  
**Mr. Ramesh**  
Faculty Member  
at ACE Engineering Academy

In  
Association  
with

 **ACE**  
Engineering Academy  
Leading Institute for ESE/GATE/IES

[www.kssem.edu.in](http://www.kssem.edu.in)

The Department of Computer Science and Engineering, KSSEM has conducted Webinar on “Career Opportunities after B.E” in collaboration with ACE Academy on 5<sup>th</sup> June 2021 from 11:00AM to 12:30PM (90 minute), through Zoom Online Platform.

Master course changes the individual's thought process. It teaches us how to approach and solve a problem in the totally new & unknown environment.

**PMRF-Scheme**  
(Prime Minister's Research Fellow)

**Fellowship:**

1 <sup>st</sup> year	Rs 70,000 per month
2 <sup>nd</sup> Year	Rs 70,000 per month
3 <sup>rd</sup> year	Rs 75,000 per month
4 <sup>th</sup> Year	Rs 80,000 per month
5 <sup>th</sup> Year	Rs 80,000 per month

And a research grant of Rs. 2 Lakhs per year  
(Total Rs. 10 lakhs)

Rigorous selection process.

**GATE - Direct Jobs**

**PSU Jobs**

Bar chart showing: No. of Jobs, No. of Candidates, No. of Selected Candidates.

There are certain PSUs that do not conduct their own entrance exams to hire engineers. Instead, they consider the candidate's performance in the GATE exam. Clearing the GATE exam is considered as a compulsory criterion to screen candidates. There were 14 such PSUs, including NTPC, BPCL, BEL and BHEL, that conducted their recruitment via GATE.


**CLASSROOM COACHING**

**UPCOMING BATCHES @ HYDERABAD  
FOR GATE & ESE -2022/2023**

- *College Goers Batch* : 17<sup>th</sup> May, 2021 (Morning & Evening)
- *Regular Batches* : 1<sup>st</sup> & 17<sup>th</sup> June 2021
- *Spark Batches* : 1<sup>st</sup> & 17<sup>th</sup> June 2021
- *Flexible Batches* : 5<sup>th</sup> & 20<sup>th</sup> July 2021, 4<sup>th</sup> & 18<sup>th</sup> Aug 2021

At the end of the webinar details are shared with students. If anyone is interested in GATE, the coaching also will be provided from the aceenggacademy. Total 170 students from 4<sup>th</sup> and 6<sup>th</sup> sem are actively participated in the webinar.

The final outcome of this webinar is to educate the students about the GATE exam and the importance of GATE Score to get public and private sector jobs with high packages.

  
Head of the Department  
HOD  
Dept. of Computer Science & Engineering  
K.S. School of Engineering & Management  
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Webinar Conducted On

“Verbal Communication”

In collaboration with Quantum Learnings -Centre of Excellence

10<sup>th</sup> June 2021

Organised By

Department of Computer Science & Engineering



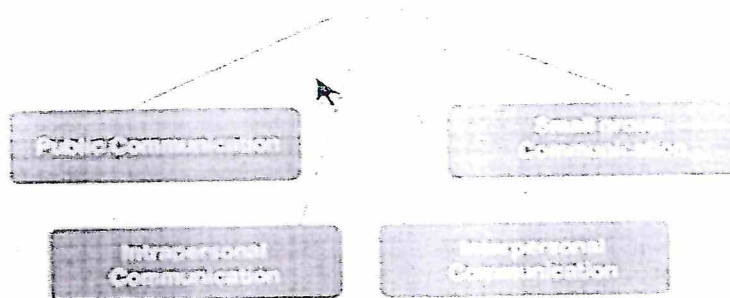
The Department of Computer Science and Engineering, KSSEM has conducted Webinar on “Verbal Communication” in collaboration with Quantum Learnings -Center Of Excellence on 10<sup>th</sup> June 2021 from 07:00PM to 08:00PM (60 minute), through Zoom Online Platform.

Ms. Shivani Sharma from Freelancer, Communication skills. Knowledge Solutions India was the resource person for the day. She is expert in handling communication skills concepts for the students. During the webinar, she has explained the importance of verbal communication in IT industries for students.

The Verbal Communication is a type of oral communication wherein the message is transmitted through the spoken words. Here the sender gives words to his feelings, thoughts,

The speaker discussed the probable answers to these questions along with one example solution to each. She is given scenario for the students for come up with some ideas in conveying information to other with proper communication.

### Types of Verbal communication



The success of the verbal communication depends not only on the speaking ability of an individual but also on the listening skills. How effectively an individual listens to the subject matter decides the effectiveness of the communication.

### 7C'S OF EFFECTIVE COMMUNICATION

- 1. COMPLETENESS
- 2. CONCISENESS
- 3. CONCERN
- 4. CONCISENESS
- 5. CLARITY
- 6. COURTESY
- 7. CORRECTNESS



### Psychological Barriers

- Lack of attention
- Premature evaluation
- Loss in transmission & poor retention
- Distrust of communication
- Failure to communicate properly



With the help of video speaker has explained the factors to be considered for great communication.

