



मध्य प्रदेश MADHYA PRADESH

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MEMORANDUM OF UNDERSTANDING UNDER THE CENTRE OF EXCELLENCE

BETWEEN

Institution 1: Pune Institute of Business Management, Pune

AND

Institution 2: Oriental University, Indore

The MOU is entered into on 15th October, 2025 by and between **Oriental University, Indore** Opp. Reoti Range, Gate No. 1, Jakhya, Sanwer Road, Indore-453555 Madhya Pradesh and **Pune Institute of Business Management**, Pune situated at Gut No. 605/1 Lavasa Road, Pirangut, Tal - Mulshi, Paud Road, Pune - 412115.

The aforesaid institutions are hereinafter referred to individually as institute and collectively as institutes.

The objective of the MOU

The objectives of the MOU are: -

I. Research Development Program (R.D.P)

The above institutions shall actively cooperate to drive, explore and participate in the Research Development program, Collaborative industry training in India and abroad, distance teaching and so forth to promote research, industry knowledge enterprise and

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creation and enterprise training. To enhance the cooperation future research areas will be jointly/individual explored for mutual benefits. Both the Institutions will be conducting National and International Conferences and will encourage faculty participation in these conferences. PIBM, Pune has an association with various industries and International Institutions for consulting and research work. PIBM, Pune will provide the opportunity to the partnering Institution to conduct consulting and research at the national and international level. We will also guide the interested faculties for writing research papers and publishing them in journals.

NOTE: Partner Institute will get benefits in NAAC, NBA and NIRF Accreditation.

II. Placement Opportunities (NEST)

Placement opportunities will be provided to graduate and post graduate student with mutual understanding of both partnering institutions

III. Faculty Development Program

The above institutions shall actively cooperate to drive, explore and participate in several opportunities which may arise for academic and research work through the faculty development program. Faculty development program details will be shared separately by PIBM, Pune. These faculty development programs will enable the faculty to enhance their efficacy to train students practically which will ensure the employability of students.

IV. Student Skilling and Awareness

- a) Students of both the Institutions will be provided training for employability skills required in the industry at the national and international level. Students will be trained for 5 to 30 hours depending upon the skills decided by both institutions. Students can be trained on employability skills such as sales forecasting, financial statement analysis, MS Excel, Power Bi, content writing and digital marketing and many more skills with mutual consultation
- b) Awareness program will be conducted by both the Institutions for students to create an understanding of future job roles and skills required in the industry. The details of the student skilling and awareness program will be shared separately by PIBM, Pune.

V. Faculty Exchange Program

The both institutions shall actively cooperate to drive, explore and participate in several faculty exchange programs announced from time to time by the participating partner institution of the MOU.

- a. The exchange of faculty to the mutual benefit of both institutions,
- b. The exchange of academic materials, publications and Conducting lectures,
- c. Attachment of staff for purposes of curriculum development and review, attendance of courses, upgrading of teaching and research skills,

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- d. Participating in seminars, symposiums, and other types of academic discussions,
- e. Pune Institute of Business Management agree to provide suitable accommodation and living expenses for faculty exchange Program,
- f. To avail travel expenses, faculty can apply for existing funding programs at their respective home institution/universities

Student Exchange Program

The above institutions shall actively cooperate to drive, explore and participate in several student exchange programs announced from time to time by participating partner institutions of the MOU.

- a) Exchange students will be selected by mutual agreement between the home institution and the host institution.
- b) An exchange student will continue to be treated as full-time student at his/her home institution.
- c) His/her program of study at the host institution will be determined by mutual consultation between his/her academic advisor at the home institution and his/her "interim" academic advisor identified by the host institution.
- d) If an exchange student has undertaken research, then the host institution will evaluate the exchange student's performance in the research, and issue a letter to that effect, together with a technical "report" of the research carried out
- e) Pune Institute of Business Management agree to provide suitable accommodation and living expenses for student exchange.
- f) To avail travel expenses, students can apply for existing funding programs at their respective home institution/universities.
- g) The exchange students will pay tuition and other fees at their home institution.

VI. LMS, CMS and Let's Gro Application of PIBM:

Learning Management System and Skill development portal of PIBM will be shared with partnering Institution with mutual consent.

Content Management System (CMS)

The delivery of the training will be provided using sophisticated competency management system (CMS).

Benefits of CMS

- The CMS will be used for monitoring centers.
- The CMS will be able to track, manage and provide hourly feedback of students.
- It will collate the data and generate reports providing insight of daily and hourly learnings of students. These reports will help us understanding the learning curve of students.
- These reports will be generated for each student separately based on learning outcomes of each content.



- The reports can be customized based on various inputs like hourly training data, daily learning data, subject wise learning report.

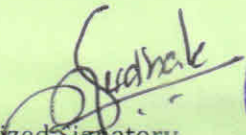
CMS we will give free of cost for basic modules that include timetable, assignment etc. We will charge minimal amount for content that might include videos, infographics, animations of B. Com, Engineering and Marketing contents.

VII. Future Collaborative Efforts


The above organizations will continuously explore the possibilities of enhancement of future collaborations in the areas of students' internship, consulting assignments and other possible areas of collaborations.

VIII. Effective period of the Memorandum

This cooperation agreement shall become effective as soon as the authorized representatives of all sides agree on it. In case that any party wants to terminate the agreement, a written declaration shall be issued in advance one year prior to the termination date. There will be two copies of this memorandum equally valid, one for each party, effective from its dates of signing.


Authorized Signatory
Pune Institute of Business Management, Pune




Authorized Signatory
Oriental University, Indore
REGISTRAR
ORIENTAL UNIVERSITY
INDORE