

Quarterly Profile: ATUL KUMAR DAS**Period: April 2022 – June 2022***A) Academic (student related)*

Courses	Class /Semester	Paper	Chapter /Topics /Action
HS	2	Salesmanship and Advertising	Unit 7 -Buying motives – meaning , types , importance
M.com	IV	Entrepreneurship Development	Unit 3 (a) Opportunity Analysis–Project: search for a business idea, sources and selection. (b) Financial Analysis – SCBA, sources, financial institutions and other institutions assisting entrepreneurs. (c) Marketing channels and institutions. (d) Meaning of Micro Finance, its objective and approach, Trust areas of Micro Finance and the different institutions providing Micro Finance
B.Com (H)	IV	Entrepreneurship –I	Unit 3 – Theories of Entrepreneurship
B.Com (NH)	VI	Personal Selling and Salesmanship	Unit- II Buying Motives: Concept of motivation, Maslow's theory of need hierarchy; Dynamic nature of motivation, Buying motives and their uses in personal selling.

B) Examination related tasks

- 1) Engaged as an invigilator in Sessional Examination, 2022, HS 1st Year annual examination.
- 2) Assistant Zonal Officer under Dibrugarh University for B.Com 1st semester Examination 2021 at Golaghat Commerce College Examination Zone 2022

C) IQAC task

Preparation of Gender Report, Differently abled (Divyangjan) Friendliness Resources Report, Member for cleaning KKHSOU building