

Acknowledgement

First of all, we would like to thank ALLAH ALMIGHTY who granted us with courage and strength to complete this project. Besides that, there were some persons whose support and guidance motivated us at every step of project. Particularly we would like to mention two names whose support was contingent with project success.

After ALLAH, we are thankful to our project supervisor Sir Shahid Haq, who remained very supportive, welcoming and was always ready to help and guide us in path of project progress.

We would like to say special thanks to Miss Aisha Ehsan, who provided us with her valuable guidance in certain aspects of project. Her motivational support throughout the project made it possible for us to complete the project on time.

Thanks to all our friends who helped us in data collection process and encouraged us during the project for successful completion.

CONTENTS

Acknowledgement	<i>i</i>
Abstract	<i>v</i>
<i>1 Chapter Introduction:.....</i>	<i>1</i>
<i>1.1 Project Rationale:</i>	<i>2</i>
<i>1.2 Project Purpose:</i>	<i>2</i>
<i>1.3 Project Goal:</i>	<i>3</i>
<i>1.4 Broad Statement of Scope:</i>	<i>3</i>
<i>1.5 Project Objectives:</i>	<i>3</i>
<i>1.6 Anticipated Benefits:.....</i>	<i>4</i>
<i>1.7 Key Success Factors:</i>	<i>5</i>
<i>1.8 Quality Definition:.....</i>	<i>5</i>
<i>1.9 Major Deliverables:</i>	<i>5</i>
<i>1.10 Estimated Time Frame:.....</i>	<i>6</i>
<i>1.11 Estimated Budget:.....</i>	<i>7</i>
<i>1.12 Constraints:</i>	<i>7</i>
<i>1.13 Assumptions:</i>	<i>7</i>
<i>1.14 Potential risks:.....</i>	<i>9</i>
<i>1.15 Project Structure:.....</i>	<i>9</i>
<i>1.16 Project Organization Structure: (Proposed Training Institute).....</i>	<i>10</i>
<i>1.17 Information Requirements:</i>	<i>10</i>
<i>1.18 Project Outline:</i>	<i>11</i>
<i>1.19 Project Plan:.....</i>	<i>11</i>
<i>1.20 Company Introduction:.....</i>	<i>12</i>
<i>1.21 Background and history:.....</i>	<i>12</i>
1.12.1 Vision:.....	<i>13</i>
1.12.2 Mission:.....	<i>13</i>
<i>2 Chapter Problem definition and Requirement analysis:.....</i>	<i>14</i>
<i>2.1 Problem definition:</i>	<i>15</i>
2.2 Requirement analysis:.....	<i>15</i>

2.3	<i>Research Feasibility:</i>	16
2.4	Background of Study:	16
3	<i>Chapter Testing and Deployment:</i>	20
3.1	Market Research Procedure:	21
3.2	Data Analysis:	21
3.2.1	Table # 01:.....	37
3.2.2	Table # 02:	39
3.2.3	Table # 03:	42
3.2.4	Table # 04:	43
3.2.5	Table # 05:	46
3.2.6	Table # 06:.....	47
3.3	Overall Findings from all three sources:	49
3.4	Suggestions for business schools:.....	50
3.5	SWOT Analysis:	51
4	<i>Chapter Business Plan of Training institute:</i>	53
4.1	Description of Business:	54
4.2	Company Ownership/Legal Entity:.....	55
4.3	Location and Interior:.....	56
4.4	Hours of Operation:	56
4.5	<i>Human Resource Plan:</i>	56
	Program Manager:	57
	Assistant Program Manager:	57
4.5.2	Compensation:.....	58
4.6	MARKETING PLAN.....	58
4.6.1	Internal, Market and Competitor analysis:	58
	<i>Market analysis:</i>	58
	<i>Internal analysis:</i>	59
	<i>Competitive analysis:</i>	59
	<i>Global firms with similar objective:</i>	62
	<i>Finishing School Bangalore: (Residential)</i>	62
	<i>Finishing School Bangalore:</i>	63
4.6.2	<i>Finishing School Model:</i>	64
	Explanation of Model:.....	65

<i>Module 01</i>	65
<i>Module 02</i>	65
<i>Module 03</i>	65
4.6.3 Target market:	67
4.6.4 Price being charged by competitors:.....	67
4.6.5 Price Comparison:	67
4.6.6 Pricing:.....	68
4.6.7 Cost based pricing:.....	68
4.6.8 Place:.....	69
4.6.9 Advertising and Promotion:	69
4.7 Physical environment:.....	70
4.8 Layout:	71
4.9 Process:.....	72
4.10 Financial Plan:	74
4.10.1 Start-Up Expenses:.....	74
Start-Up Expenses.....	74
4.10.2 Quarterly Cash Flow for the Year 2015:.....	75
4.10.3 Cash Flow for next three years:	76
4.10.4 Profit and Loss A/c Statement (Quarterly) for year 2015:	77
4.10.5 Profit and Loss Statement for the next two years:	78
4.10.6 Balance Sheet for the year 2015:.....	79
4.10.7 Balance Sheet for the year 2016:.....	80
4.10.8 Balance sheet for the year 2017:	81
5 Chapter Conclusion and Recommendation:	82
5.1 Conclusion:	83
5.2 Recommendation:	84
Appendix:.....	85
References	144

Abstract:

Need of finishing school was felt in order to enhance the graduates' work related skills and meet the market requirements by providing them with human resource which is competent enough to meet the challenges of workplace. Study conducted to explore the market feasibility of the project gave important insights related to potential areas that need to get enhanced to maximize performance effectiveness at workplace. Main areas of enhancement include public speaking, commitment towards work, industry knowledge, handling workplace pressure, numerical skills and leadership. Insights from all stakeholders were received including industry practitioners, fresh business graduates and final year business students. Whereas business plan part of the project proved the financial feasibility of proposed solution. On basis of research findings and getting proof of financial viability, decision to launch the finishing school has been recommended to university.

Finishing School is basically a three months training program that will be intended to train final year business students and graduates who are hunting for job will be eligible to get enrolled with the program. Training will be given in three modules and graduates will be given option to opt for one, two or all modules. Whole training will be focused to equip graduates with essential work related skills, provide practical exposure through field visits, and enhance understanding of workplace environment by completing real life industry projects. Training will not only enhance graduates worth in market but will also open a separate revenue stream for university.