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**ACC WBF – STEAM (Science, Technology, Engineering, Arts, Maths)
Programme on Entrepreneurship & Career Opportunities in STEAM
on Friday November 24, 2023**

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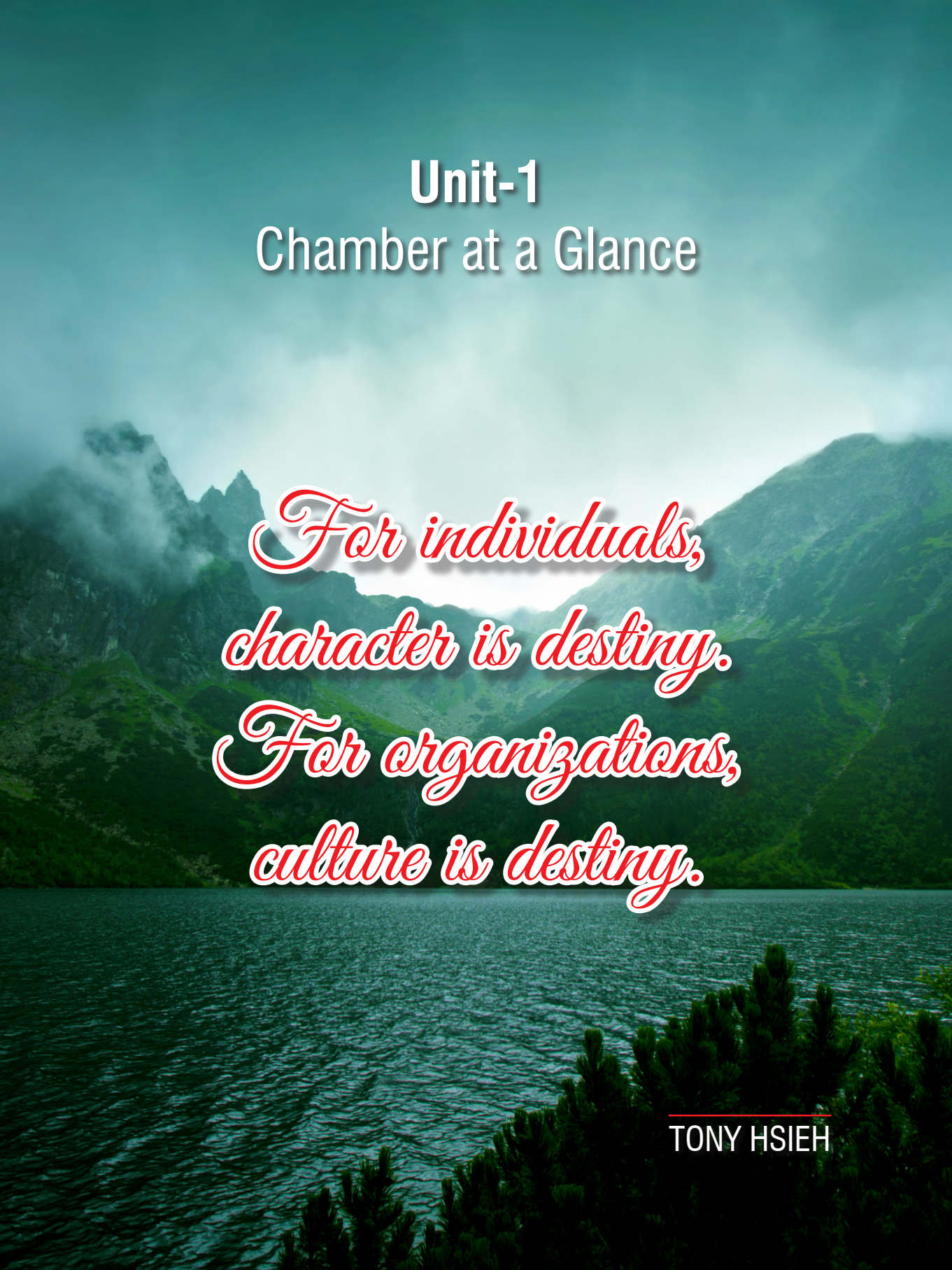
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A scenic landscape featuring a calm lake in the foreground, surrounded by lush green mountains. The sky is filled with soft, white clouds, creating a serene and atmospheric setting. The overall color palette is dominated by greens, blues, and whites.

Unit-1

Chamber at a Glance

*For individuals,
character is destiny.
For organizations,
culture is destiny.*

TONY HSIEH



From the **PRESIDENT'S DESK**

As we enter the New Year, it is time to pause and reflect on the past year and the learnings that has enriched us for our future course. One message that has clearly emerged is that the world needs our attention in the adoption of sustainable growth strategies and policies for business progression.

In the ever-evolving landscape of global business, the convergence of an array of factors has triggered a major reconfiguration of global supply chains.

A seismic shift is fundamentally reshaping the dynamics of competition. For years, India has leaned heavily on its demographic dividend and low labor costs to maintain its footing in the global supply chain arena. However, a new mandate has emerged – one that places great emphasis on environmental, social, and governance (ESG) compliance. It is a clarion call that India must heed if it aspires to secure its place in the international marketplace.

In a world increasingly attuned to sustainability concerns, the traditional metrics of competitive advantage are no longer sufficient. The globalisation of trade and the growing influence of conscientious consumers are steering global brands toward a heightened focus on ESG compliance from their suppliers.

Hence it is imperative for the MSME sector to tune itself to the global requirements of sustainable development goals (SDG) and

remain the important cog in the wheel driving growth. ESG designs the evolving trade dynamics globally and is affects the entire spectrum of business activity – production process, supply chains and financial health.

Today for funding options, banks and schemes have tailored the loans dovetailing ESG and SDG criteria into them. ESG in banking refers to the consideration of environmental, social, and governance factors in the banking industry. It involves evaluating the impact of investments and operations on the environment, society, and corporate governance practices.

For banks, these challenges and components are intertwined and an integral part of the banking system. As Environmental, Social & Governance (ESG) is fast transitioning from voluntary to mandatory, the first step is to prioritize investments to ensure sustainable growth. For example, from customer onboarding, data processing, fraud detection, customer accounting, lending of funds, and regulatory compliance, the entire functions are risky and expected to maintain certain levels of ESG adherence. In fact, banking partners, and investors are looking at ways to optimize the processes for an effective ESG implementation. With this kind of pressure on the financial systems, the cash-strapped MSMEs need to get their act together and gear up to meet global demands on sustainable development and growth and raise themselves on the elbow of ESG, just to remain in the fray.

The Chamber is conducting a series of ESG Awareness Programmes and I encourage you to participate in the programmes and discussions for an elevated purview on the evolving trends in global markets.

Wishing you all a very Happy and Prosperous New Year 2024.



CHAMBER



Tax Arrears Settlement Scheme – Government of Tamil Nadu - November 3rd November 2023

The Government of Tamil Nadu recently announced an amnesty scheme for traders who have commercial tax dues as on date. Under this Tax Arrears Settlement Scheme, lakhs of traders are expected to benefit under various slabs of tax arrears. In this regard, ACC organized an Interactive Session with taxation expert CA R Subramanian, Founder & Senior Partner of Subramanian & Associates . Mr V V Sampath Kumar, Treasurer & Chairman – Indirect Taxation Sub-committee, ACC, moderated the proceedings.

The Scheme was covered comprehensively by Mr Subramanian & the key points in brief are as follows -

- Coverag of the Scheme – the Scheme covered all taxes including GST, VAT, Motor Vehicle Tax, Entertainment Tax, etc

- The eligibility criteria for application was elaborated . In brief 2017-18 to 2020-21.
- Four months time given to apply upto Oct 16, 2023. Subject to extension which is usually done.
- File one application for each year assessed. In such a case, even if one year is rejected , the benefit is eligible to be availed of, for the other years as maybe determined applicable by the assessing authority

In the interactive session that followed various queries of the members were elucidated and clarified jointly by Mr Subramanian and Mr Sampath Kumar. There were about 30 participants in the meeting which was held in hybrid mode.



Building Harmonious Relationships 16th November 2023

Andhra Chamber of Commerce, Telangana State Chapter in association with The Institute of Management Consultants of India (IMCI), Hyderabad Chapter organized an Interactive Session on **“Building Harmonious Relationships”** on Thursday, November 16, 2023 at “Atluri Koteswara Rao Memorial Hall” of the Andhra Chamber of Commerce, Secunderabad for the benefit of the trade & industry.

Shri N. Pardhasaradhi, Hon. Adviser on Foreign Trade chaired the session and welcomed the Guest Speaker and participants for the Interactive Session on **“Building Harmonious Relationships”**. In his welcome address Shri N. Pardhasaradhi observed – Relationships are a fundamental aspect of human existence. They are also the secret for higher productivity, wellness, long-term Win-Win relationships and prosperity. They hold the same meaning for different contexts, whether it is business or service.

A harmonious relationship is one in which two people are able to connect on a deep level, share common goals and interests, and operate in sync with one another. When both partners work together to create a positive, loving environment that is fulfilling and enriching for each person, they are said to be in harmonious relationships. Harmonious

relationships are also viewed as meaningful relationships.

This type of relationship is built on mutual respect, empathy, and understanding and it requires both partners to be fully invested and committed to the success of the relationship. A harmonious relationship is not without its challenges, but it is characterized by a strong foundation of trust, communication, and a shared sense of purpose.

In a harmonious relationship, both partners are able to express their thoughts and feelings openly and honestly without fear of judgment or rejection. This creates a safe space for both partners to grow and learn from each other. Additionally, a harmonious relationship is one in which both partners are able to maintain their individuality while still being part of a team. This means that each partner is able to pursue their own interests and goals, while also supporting their partner in theirs.

There are several key elements that are essential to building and maintaining a harmonious relationship. These include: Communication, Trust and Honesty, Conflict Resolution, Cultivating Emotional Intimacy, Maintaining Individuality, Work life Balance, Forgiveness, mutual support, quality time.

Dr. Alaparti Sudarsana Kumar, Corporate Productivity & HR Consultant and Trainer, addressed the participants on “Building Harmonious Relationships”.



In his address Dr. Alaparti Sudarsana Kumar observed:

1. Relationship is the state of being connected.
2. It all matters with whom you are on your journey to reach your destination.
3. You need to be open, unlearn, learn and relearn.
4. Be relevant to modern context with deep feet in values.
5. Identify the missing links like culture, family values and foster these
6. Make it a point--please forgive, promote trust, be honest, be sincere, be loyal, develop positive mind-set, take care of mutual interests, be open-minded, maintain equal wavelength in understanding, get committed for a win-win, never lose respect and love for the other party
7. Understand the other party and respect his / her likes and dislikes, sentiments, superstitions, temperaments, beliefs, attitudes and values.
8. Family relationships are more deep-rooted than official relationships. Take care of work-life balance.
9. The higher the maturity among the parties, the less is the control required.
10. Never push your self-interest or personal agenda. See what the other person expects from you.
11. While all quadrants of Johari Window are important, one should try to know more about oneself.

12. Remember, poor performers are seldom punished. In other words, performers are more often punished.
13. According to Transactional Analysis, both stimulus and response are the determinants of harmonious relationships. Understand the ego states: Parent, Adult and Child. As long as the interactions are in the same wavelength, relationships continue to be harmonious.
14. Understand different modes of conflict resolution: Avoidance, accommodate, compromise, control/compete, collaborate.

The session was very lively and Dr Alapathy showed great skill and maturity in taking the audience from the basics to advanced tools such as Johari window, Transactional Analysis and modes of conflict resolution.

Earlier Dr. A.R.Arya Sri, Chairman, IMCI-Hyderabad Chapter, introduced the Guest Speaker Dr. Alaparti Sudarsana Kumar. Shri N. Pardhasaradhi, Hon. Adviser on Foreign Trade extended the floral welcome to him.

There was a good interaction between the participants and the speaker. All the questions raised by the participants were answered by the Guest speaker.

Shri N. Pardhasaradhi, presented a Memento to the speaker.

The Programme concluded with a Vote of Thanks proposed by Dr. A.R.Arya Sri, Chairman, IMCI-Hyderabad Chapter

The Number of participants for the Programme were 55.



Business through WhatsApp for MSMEs 21 st November 2023

Workshop on “Business through WhatsApp for MSMEs” held on 21st November 2023 in Vijayawada.

Andhra Chamber along with Friedrich Naumann Foundation organised a one day workshop on “Business through Whatsapp for MSMEs” on the 21st November 2023 in Vijayawada.

The workshop was well attended by participants from varied fields like millet snacks, artificial jewellery, castings, fitness coach, education, consulting etc., Mr Rajaiyah, Chairman, Vijayawada Advisory committee welcomed the participants and urged them to make use of this important workshop. Mr P Lakshmana Rao, EC Member, ACC presented about the Chambers activities. Ms Vijaya Lakshmi, Consultant, FNF programmes, ACC briefed about the partnership with FNF and the programmes organised with the support of FNF South Asia so far and its benefits to the members. She also introduced the Resource person and Mohammed Ilias, Managing Director of BCC Martech and is a branding expert.

The participants were asked to introduce themselves with the products that they manufacture/services they offer. Mr Ilias then gave an overview of the workshop. In the first session, participants were introduced to Whatsapp and how beneficial it is for the business. The participants were then asked to create the business account in whatsapp and the participants were asked to post the

screenshot of the account created in the Whatsapp group of the participants. The participants were asked to add profile photo, company names and also as much details as possible in the Business account. He also said that the Business card can be shared in the Whatsapp business account so the customers can contact directly.

Then Mr Ilias explained in detail about how to do campaign through Whatsapp by adding money in the wallet and the participants were asked to add money and post the ad.

Some of the participants got the business enquiries immediately after posting their advertisement.

Next session was on Whatsapp Business API - This will give Welcome/ permission messages /appointments/booking/ Medical appointment/Reminder etc., The advertisement in Whatsapp reaches based on the radius/age group/areas etc.,

Case studies of success stories in whatsapp business were shown by videos to the participants. Participants then raised many clarifications which was answered by the resource person.

Participants also gave their feedback in the printed form and also their views were captured by videos.

46 industry members attended the workshop. The workshop was well received by the participants who attended from various industries.



Business through WhatsApp for MSMEs, 28th November

Andhra Chamber of Commerce in collaboration with FNF organised a one day workshop on Business through WhatsApp for #MSMEs in Nellore on Tuesday.

Mr Ramesh Babu, Mr Balarama Naidu and Dr Krishnamohan Rao, core members of ACC, Nellore spoke about ACC Nellore and also thanked President of ACC Dr V L Indira Dutt for organising such a useful programme in Nellore. Mr Mohammed Ilias then gave an overview of the workshop and handled the technical sessions. Ms Vijaya Lakshmi, Consultant, FNF programmes, ACC briefed about the partnership with FNF and the programmes organised with the support of FNF South Asia so far and its benefits to the members. She also introduced the Resource person and Mohammed Ilias, Managing Director of BCC Martech and is a branding expert. The workshop was well attended by the participants from varied fields like MSMEs from real estate, rice flour mill, rice mill, yoga institute etc.,

The participants were asked to introduce themselves. Mr Ilias then gave an overview of the workshop. In the first session, participants were introduced to Whatsapp and how beneficial it is for the business. The participants were then asked to create the business account in whatsapp and the participants were asked to post the screenshot of the account created in the Whatsapp group of the participants. The participants were asked to add profile photo, company

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Some of the participants got the business enquiries immediately after posting their advertisement.

Next session was on Whatsapp Business API- Mr Ilias explained the difference in whatsapp account viz., Whatsapp Normal, Whatsapp Business & Whatsapp API.

Whatsapp API will allow Welcome / permission messages / appointments / booking / Medical appointment / Reminder etc.,

The advertisement in Whatsapp reaches based on the radius/age group/areas etc.,

Case studies of success stories in whatsapp business were shown by videos to the participants. Participants then raised many clarifications which was answered by the resource person.

The feedback of the participants were collected through feedback forms and also participants were asked to share their views about the workshop orally and video recorded.

The workshop was attended by 60 members and was well received.



GST Emnesty Scheme 29 th November 2023

Andhra Chamber of Commerce, Andhra Pradesh organized an Interactive Session on **“GST Amnesty scheme for filing of appeals ITC 2A vs 3B Issues” on Thursday, November 29th , 2023** at “Acc Chamber Hall” of the Andhra Chamber of Commerce, Visakhapatnam for the benefit of the trade & industry.

Shri V.Chalamaji Guptha, Executive Committee, Andhra Chamber of Commerce Visakhapatnam chaired the session and welcomed the Guest Speaker and participants for the Interactive Session on **“GST Amnesty scheme for filing of appeals ITC 2A vs 3B Issues . In his welcome address Dr. VBSS Koteswara Rao observed –**

welcome to each and every one of you to this significant gathering focused on the nuances and implications of Goods and Services Tax (GST) and the discussions around the potential amnesty related to its filing.

We gather here today with a shared objective - to delve deeper into the realm of GST compliance and amnesty, seeking to understand its intricacies and the wider impact it holds for businesses and individuals alike. This seminar stands as a beacon of knowledge, aimed not only at understanding the regulations but

also fostering an environment conducive to learning and collaboration.

Throughout the course of this seminar, esteemed experts and practitioners in the field will share their invaluable insights, shedding light on the nuances, updates, and implications of GST amnesty. It is an opportunity not just to enhance our understanding but to engage in constructive dialogue and exchange ideas that can pave the way for smoother compliance and better practices.

There Was a Good each of you to actively participate, ask questions, and engage in discussions. Your contributions and interactions will undoubtedly enrich the collective knowledge .

V.Chalamaji Guptha presented a Bouquet to the speaker.

The Number of participants for the Programme were 30 .



Memories Cherish

Tax Arrears Settlement Scheme – Government of Tamil Nadu - November 3rd November 2023



Procurement through GeM Portal 10th November 2023



Building Harmonious Relationships 16th November 2023



Business through WhatsApp for MSMEs 21 st November 2023



ACC WBF – STEAM (Science, Technology, Engineering, Arts, Maths) Programme on Entrepreneurship & Career Opportunities in STEAM 24 th November 2023



Business through WhatsApp for MSMEs, 28th November



Media - An overview and it's impact on business and society 29th November 2023



GST Emnesty Scheme 29 th November 2023



Unit-2

Nation First

“A nation is not a mere tribe or family group. It is a far more complex and admirable entity, embodying the aspirations, achievements, and hopes of countless generations.”

- Nelson Mandela

Indian Economy Overview



The Indian economy has been remarkably resilient amid a global slowdown, supported by domestic demand. Major globally renowned rating agencies have also shown confidence in India's economic strength. While one agency has retained India's economic growth at 6.7 per cent for FY24, another has raised India's medium-term potential growth estimate by 70 basis points to 6.2 per cent.

The supply-side economy in FY24 so far indicates confidence. Rapid progress in procuring wheat and rice has continuously increased food buffers in the agriculture sector. Rural demand has sustained sequential momentum in Q2 of FY24 as incomes from foodgrain production have been stable and inflationary pressures moderate. At the same time, increasing production and expansion in sales have been driving growth in the manufacturing sector. Services activity has also expanded, driven by favourable demand conditions and a strong influx of new businesses. Despite rising input

costs, overall sentiment in the services sector remains upbeat, driven, among others, by an upswing in the tourism and hotel industry as leisure and business travel pick up momentum.

On the demand side, private final consumption expenditure (PFCE) has emerged as the strongest driver of India's growth in FY24. The festive season has further strengthened consumption demand. While accumulated savings and declining unemployment rates constitute the underlying strength of consumption demand, the wealth effect emanating from rising real estate prices and growing capitalisation of equity markets may have also strengthened consumption. Strong consumption has also been expressing itself digitally, with UPI transactions reaching an all-time high and crossing the 11 billion milestone in October 2023. The digital imprint of consumption, also seen in the substantial volume growth in electronic toll collection, signals a behavioural shift towards a cashless economy.

Merchandise exports during October 2023 have surprised on the upside, with its growth highest in 11 months. Services exports continued to turn out strongly in October 2023 as well. Foreign Portfolio Investors (FPIs), net sellers in October 2023, turned into net buyers in the first half of November 2023. Stability in the rupee and adequacy in forex reserves further support India's improving performance in the external sector.



The Central Government is also on track to achieve the budgeted deficit target for the current fiscal year. Continued buoyancy in revenue collections supported by prudent expenditure management has enabled the fiscal deficit to be contained within 40 per cent of the Budget Estimate during the year's first half. The government's emphasis on capital expenditure has also continued during the year, impeding private investment. The recent steep and rapid decline in global crude oil prices also removes an important source of potential impact on public finances.

Consumer price inflation (CPI) declined in October 2023 due to the dip in core (non-food, non-fuel) inflation. The overall CPI-C inflation was at a four-month low, and its core component was the lowest in the last 43 months. The Wholesale Price Index (WPI) trend also suggests that the cost of principal inputs to production in the economy has declined. Apart from the government's policy measures, the transmission of the monetary policy tightening may begin taking effect. Against a cumulative hike of 250 basis points (bps) in policy repo rate, lending rates have increased by 187 bps for fresh loans and 105 bps for outstanding loans.

The recently released Periodic Labour Force Survey highlights positive trends on the youth and gender fronts. A continuous decline in the annual youth unemployment rate and greater youth participation in the labour force indicates better utilisation of demographic

dividends. This has coincided with steady progress in skill development, with nearly 1.4 crore candidates trained under PM Kaushal Vikas Yojana since 2015. From the gender perspective, the female labour force participation rate (FLFPR) has been rising for six years.

With more than half of the current financial year witnessing positive economic developments, the full financial year should conclude as projected with a strong growth performance and macroeconomic stability. Yet risks on the downside persist. Inflation is one of them that has kept both the government and the RBI on high alert. Financial flows in the external sector also need constant monitoring as they impact the value of and the balance of payments. A fuller transmission of the monetary policy may also temper domestic demand. The rapid reversal of rate hike expectations in the US and the US 10-year Treasury yield slide, coupled with the decline in oil prices, is good news for emerging markets in general, India included. However, the 'priced to perfection' US stocks remain a source of potential risk for global stocks. However, India's growth experience in FY24 will continue to be a positive outlier compared to other major economies. In the medium term, thanks to the sustained focus on public investment in infrastructure and advances in digital public infrastructure, India can look ahead to the prospect of a longer economic and financial cycle than in the past, subject to global factors.

Source: <https://dea.gov.in/>

Disclaimer: The views expressed in this article are solely those of the author



India Success Story

One more feather on the cap after Chandryan - 3 Aditya L-1 captures the Sun.

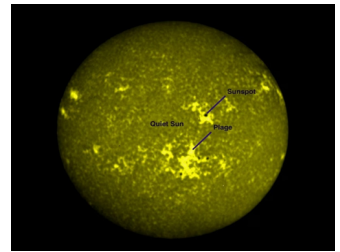
The Solar Ultraviolet Imaging Telescope (SUIT) aboard the Indian Space Research Organization's (ISRO) Aditya-L1 spacecraft has captured the first-ever full-disk images of the Sun in near-ultraviolet wavelengths. This remarkable achievement marks a significant milestone in solar observation and research.

Developed by a team of 50 scientists, researchers, and students from Pune's Inter-University Centre for Astronomy and Astrophysics (IUCAA), SUIT is one of seven payloads onboard Aditya-L1.

SUIT is crucial for understanding various solar phenomena, including sunspots, flares, and prominences, which can profoundly affect space weather and Earth's climate.

SUIT was powered on November 20, 2023, and after a successful pre-commissioning phase, it captured its first light science images on December 6, 2023.

The telescope utilises eleven filters to provide detailed observations of the Sun's atmosphere, revealing sunspots, plage regions, and the quiet Sun. These filters allow scientists to study the dynamic coupling of the magnetized solar atmosphere and the effects of solar radiation on Earth's climate.



The mission aims to address core questions about the propagation of energy from the photosphere to the chromosphere and beyond, the triggers behind dynamic solar events, and the initial kinematics of erupting prominences.

The data collected by SUIT will revolutionize our comprehension of solar atmospheric dynamics, shedding light on the intricate coupling and energy transfer mechanisms within the Sun's layers.

By capturing images at different heights of the solar atmosphere, SUIT will also contribute to our understanding of the Sun-climate relationship and the potential impact of UV radiation on skin cancer risks.

As Aditya-L1 continues its journey to Lagrange Point 1, the scientific community eagerly anticipates the first images from India's maiden solar probe.

ISRO said that SUIT observations will help scientists study the dynamic coupling of the magnetized solar atmosphere and assist them in placing tight constraints on the effects of solar radiation on Earth's climate.

Source: <https://www.indiatoday.in/science/story/>

Disclaimer: The views expressed in this article are solely those of the author



A scenic autumn forest with a stream flowing over rocks. The trees are in various shades of orange, yellow, and red, indicating the fall season. The stream is clear and flows over large, mossy rocks, creating small cascades. The overall atmosphere is peaceful and natural.

Unit-3

Kaizen Corner

*Don't Demand
Perfection. But Insist
on Continuous
Improvement.*

BUSINESS MATTERS



Mr. S. Prakash

Unleashing Success in 2024 - A Strategic Blueprint for Setting Business Goals

As we stand on the cusp of a new year, the anticipation of opportunities and challenges beckons us. For the vibrant community of traders, manufacturers, industrialists, and businessmen within our esteemed chamber, the journey into 2024 is a passage of time and a canvas awaiting the strokes of purposeful goals and strategic visions.

Understanding the Power of Purposeful Goals:

Every successful enterprise begins with a clear sense of purpose, a North Star guiding its trajectory. As we step into the year 2024, the first imperative is to reflect on the overarching purpose of your business. What is the driving force that fuels your endeavours? Is it innovation, customer satisfaction, sustainability, or market leadership? Define this purpose clearly, as it forms the nucleus around which all your goals will orbit.

Framework for Goal Setting:

SWOT Analysis:

Conduct a thorough analysis of your business's Strengths, Weaknesses, Opportunities, and Threats. This introspective exercise lays the foundation for setting goals that capitalize on your strengths and address potential challenges.

SMART Goals:

Ensure your goals are Specific, Measurable, Achievable, Relevant, and Time-bound. This SMART framework transforms abstract aspirations into tangible, actionable steps. For instance, instead of setting a vague goal like "increase sales," articulate it as "achieve a 15% increase in quarterly sales by implementing targeted marketing strategies."

Customer-Centric Focus:

In the competitive landscape, placing the customer at the center is non-negotiable. Set goals that enhance



customer experience, satisfaction, and loyalty. Whether it's through personalized services, improved communication channels, or innovative product offerings, align your goals with your customer base's evolving needs and expectations.

Innovation and Adaptability:

The pace of change in the business environment necessitates a commitment to innovation and adaptability. Set goals that foster a culture of continuous improvement, whether through technological advancements, process optimization, or product innovation.

Financial Health and Sustainability:

Ensure the financial health of your business by setting goals that address revenue growth, cost management, and profitability. Simultaneously, weave sustainability into your goals, aligning them with environmental and social responsibility to future-proof your business.

Action Plan for Goal Implementation:

Establish Clear Action Steps:

Break down each goal into actionable steps. Define who is responsible for each task, set deadlines, and establish measurable milestones to track progress.

Regular Monitoring and Evaluation:

Implement a robust monitoring system to track the progress of your goals. Regularly evaluate performance against benchmarks and be prepared to adapt your strategies if needed.

Employee Engagement and Alignment:

Communicate your goals clearly to your team. Foster a sense of ownership and alignment with the organizational objectives. A motivated and engaged workforce is instrumental in achieving ambitious goals.

Celebrate Milestones:

Acknowledge and celebrate achievements along the way. Recognizing milestones boosts morale and reinforces the collective effort towards overarching success.

In the canvas of 2024, let our businesses be masterpieces painted with purposeful goals and strategic intent. As members of this dynamic chamber, let us embark on this journey with a shared commitment to excellence, innovation, and sustainable growth. By setting clear, purpose-driven goals and aligning them with actionable strategies, we pave the way for a year of unprecedented success.

Here's to a prosperous and goal-driven 2024!

Best of luck and wishes.

Prakash

Founder & CEO - See Change Consulting

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Disclaimer: The views expressed in this article are solely those of the author



NATURAL INTELLIGENCE

- EMPLOYEE MATTERS

Six key steps to building and maintaining a strong, cohesive, and effective team.

1. Define the purpose: Clearly define the team's purpose, including the overall outcome it has been brought together to achieve. What do you want to create, improve, or change? What is the purpose of each person's role in the team? A clear, inspiring vision sets the foundation for successful teamwork and helps guide the group's direction when facing challenges and decisions.

2. Assemble the team: High-performance teams comprise individuals who passionately embrace the vision, believe their contribution is meaningful and are motivated to give their best effort. All team members should trust, respect, and support each other. Select members with complementary skills and abilities who can bring diverse viewpoints and ideas to the table. A good balance of personality types will enable the group to work together harmoniously and challenge each other when necessary.

3. Determine the goals: Once the team is established and united behind a shared, compelling purpose, the next step is to break the vision down into smaller, manageable goals and tasks. Outline the required tasks in a schedule

with agreed deadlines, milestones, and responsibilities. Decide the role that each team member will play. Be sure to consider other resources required regarding time, materials, space, support and money.

4. Set expectations: To ensure that each member understands their expectations, define a standard of conduct for the team. Will communication be frequent, open, honest, and transparent? Will contributions be encouraged, valued, and recognised? Will conflict be handled constructively? Will team decisions and feedback be respected? Setting clear standards from the outset will ensure that each member's conduct and contributions are appropriate.

5. Monitor and review: Regularly review the group's performance through team meetings and one-on-one catchups to ensure progress. Good questions to ask are: how are we doing? What have we achieved so far? What have we learned? What isn't working so well? How can we improve? Monitoring and reviewing progress allow for adjustments and improvements to be incorporated along the way.

6. Celebrate and reward: Make time to regularly recognise, reward and celebrate team and individual performance. This will help to build morale and bolster the motivation of the group to continue their hard work. Find the most appropriate way to celebrate team milestones, such as a personal 'thank you' at a team meeting, an email copied to senior managers, or a team lunch. Ensure that recognition is consistent and that the method you choose inspires and reinforces the team members to continue their positive contribution to the team's progress.



Madras High Court Judgments in VAT CST GST

GSTR 3B not filed: Petitioner submitted that he was unable to upload Form-GSTR-3B as he was unable to avail file input tax credit on purchases made. It is further submitted that without allowing the petitioner to avail the proportionate credit on inward supplies, the petitioner cannot be mulcted with tax liability. It is therefore submitted that the impugned orders are liable to be quashed. Impugned orders have been passed on 15.10.2019. Limitation for filing the appeal expired long before the WP was filed on 17.09.2020. If the petitioner had furnished a valid return within 30 days of the service of the aforesaid assessment orders u/s 62(1) of the Act, the said assessment orders would have been deemed to have been withdrawn u/s 62(2) of the Act but the liability for payment of interest u/s 50(1) or for payment of late fee u/s 47 was to continue. Thus, there is no scope for interfering with the impugned orders. Stating so, these WPs were dismissed with directions. **M/s. M.K.N.Coconut Industries Vs. STO (Intelligence), (Adjudication-1 wing) O/o the JC ST, Salem W.P.Nos.14334 & 14341 of 2020 dated 10.10.2023**

Limitation: There is no scope for setting aside the impugned order on the ground of limitation since the impugned order has been passed during covid 19 pandemic and Apex order saving was also in force. However, since the order has been passed without following the principle of natural justice and without giving an opportunity to the petitioner to reply to the SCN No.10/2021 (ST) dated 28.04.2021, Court was inclined to set aside the impugned order and remits the



Shri V.V. Sampathkumar
EC Member & Chairman, Indirect Taxes Sub-Committee, ACC

case back to the respondent to pass a fresh order on merits in accordance with law. **M/s. David Stansislaus vs AC GST & CE, TVK Nagar Divn – GST, Chennai North Commissionerate, Chennai-40. W.P.No.7661 of 2022 dated 10.10.2023**

Mistake in TRAN 1: The question that arose for consideration is that the impugned order has been passed without granting personal hearing to the petitioner in compliance with Section 75(4) of the TN GST Act, 2017 read with Section 73(5) of the TN GST Act, 2017. It is submitted by the learned counsel for the respondents that they will redo the assessment after granting an opportunity of hearing to the petitioner. Recording the same, the WP. **M/s. Star Royal Distributors Vs. 1. STO, Egmore Assessment Circle, Chennai-31. 2. Principal Commr of GST and CE, Chennai 34. W.P. No.185 of 2021 DATED: 17.10.2023**

Alternative Remedy: Aggrieved, by the order of the AO, the petitioner preferred an appeal and the same was dismissed by the 1st Respondent herein. The Ld counsel for the Respondents would raise a preliminary objection that the present WP ought not to be entertained inasmuch as alternative remedy by way of appeal is available before the Appellate Tribunal u/s



49 of the Puducherry VAT Act, 2007. The Ld counsel for the petitioner submitted that he may be granted liberty to file an appeal before the Sales Tax Appellate Tribunal, Puducherry, to which, there was no serious objection by the learned counsel for the Respondents. In view of the above, the WP stands disposed of by the Hon'ble Court, with liberty to the petitioner to approach the Tribunal within a period of 6 weeks with directions. **M/s. Welcord Component Industries, Vs. 1. AC (Appeal), Puducherry. 2.DCTO (IAC), Puducherry. W.P. No.8070 of 2021 DATED: 06.10.2023**

Rectification Application: WP is filed praying for a writ of Mandamus directing the Respondent to dispose of the Application dated 07.09.2019 filed u/s 84 of the TNVAT Act, 2006 before taking any recovery proceedings against the petitioner. The Ld counsel for the Respondent would submit that the rectification application would be disposed of in the event the rectification application has not been disposed of yet. Recording the submission made by the leaned counsel for the Respondent, the WP stands disposed of by the Court. **Tvl.N.R. Electricals Vs. STO (Additional), Gudiyatham (West). W.P. No.8182 of 2021 DATED: 06.10.2023**

Input Tax Credit: The issue that arises for consideration in this WP is whether proviso to Section 19(2) (v) of the TNVAT Act, 2006, which restricts the availment of input tax credit (ITC) in excess of 3% of tax is applicable only to traders and not to manufacturers, (since the petitioner herein is a manufacturer of automobile engineering parts). In a decision in the case of State of Tamil Nadu, and another Vs. M/s.Everest Industries Ltd., in

W.A.No.1260, 1508, etc. batch of 2017, dated 31.03.2022. which has taken into consideration the entire legal gamut of case laws on the issue and culled out ratio decidendi an it would be beneficial to refer the operative portion of the said decision which is reproduced as under:~
"140. In the light of the view expressed by us on the scope of the curative/declaratory nature of Amendment to Section 19 (2) vide Act 5 of 2015, there is a possibility that the State may have to deal with the claims of refund on account of excess ITC to the credit of the assessee, consequent to the above view." Thus, in the light of the law laid down by the Hon'ble Division Bench, this Court holds that the petitioner is entitled to the benefit available u/s 19(2)(v) of the TNVAT Act. Stating so, this Writ Petition was allowed, the impugned order, reversing the ITC, dated 02.01.2017 as well as the consequential order, levying penalty, dated 06.09.2021 are set aside. **M/s. Nixon Engineering Vs. CTO, Patravakkam Assessment Circle, Chennai-35. W.P.No.24295 of 2021 DATED : 04.10.2023**

Recovery : WP filed praying for the issuance of a Writ of mandamus directing the first respondent to refund a sum of Rs.81,53,038/- which was recovered from the petitioner's bank a/c in Axis Bank, Tiruchengode Branch towards the alleged arrears of tax and penalty of the petitioner's sister concern M/s.Eagle Earth Movers, The Ld Government Advocate for the respondent-Department pointed out that, by virtue of the agreement, petitioner succeeded the business of proprietary concern in the name of Tvt.Eagle Earth Movers and which culminated in recovery proceedings, whereby, the petitioner's bank account was attached and a sum of Rs.81,53,038/- was recovered from the petitioner's bank account. In view of



the order passed by this Court in setting aside the assessment made against the petitioner's sister concern, and the amount realized out of the attachment of the petitioner's bank account, Axis Bank, to an extent of Rs.81,53,038/- is liable to be refunded. Therefore, this Court issued orders, directing the respondent to refund the amount, as prayed for by the petitioner.

M/s. Eagle Earth Movers (P) Ltd., Vs. 1. STO, Thiruchengode Town Assessment Circle, 2. AC (ST) Thiruchengode Rural Assessment Circle, 3. The Branch Manager, Axis Bank, Thiruchengode -11. 4. Commissioner of CT, Chennai -5. W.P.No.11282 of 2023 DATED: 06.10.2023

Appeal filing opportunity: Instead of filing the appeal, the petitioner had not taken any steps to challenge the said impugned order till date. Now, he had filed this writ petition only because of the attachment order dated 06.10.2023 passed by the first respondent. In view of the above, this Court is not inclined to entertain this writ petition. However, liberty is granted to the petitioner to file a Statutory appeal before the Appellate Authority within a period of 30 days from today (20.10.2023).

Tvl.Rahman Steel Traders Vs.1.AC(ST), Broadway Assessment Circle, Chennai-3. 2.The Branch Manager, HDFC Bank, Chennai -1. W.P.No.30450 of 2023 Dated 20.10.2023

Rectification petition: Impugned order came to be passed on 22.06.2023, wherein it has been clearly stated that the notice for personal hearing was provided vide reminders dated 16.11.2022, 28.10.2022 and 15.05.2022. Further, it appears that the petitioner had asked for extension of time on 27.02.2023 and 29.03.2023 and in spite of the same, no reply was filed by the petitioner. In such

case, this Court was of the considered view that no interference is required with regard to the said impugned order passed by the respondent. However, it was submitted that a rectification application was filed by the petitioner on 25.07.2023 and no order has been passed till date. Therefore, the respondent is directed to consider the said rectification application and pass appropriate order within a period of 15 days from the date of receipt of copy of this order. **M/s.Nelson Travels, Vs. AC (ST), Ambattur Assessment Circle, Chennai 35. W.P.Nos.30649, 30656 & 30659 of 2023 Dated 20.10.2023**

Opportunity: SCN, dated 04.03.2023, was alleged to have been issued, the same was not served directly to the petitioner by any other modes of communications such as Post, e-mail, etc. but, was only uploaded in the online Portal. The respondent proceeded to confirm the proposals contained in the show cause notice, without waiting for reply to be filed by the petitioner. Even the SCN, dated 04.03.2023 was not served upon the petitioner directly by means of post or any other communication, whereas, the same was uploaded in the online Portal. All these would go to show that the opportunities, alleged to have been granted to the petitioner are not the real ones, but were the opportunities provided at nominal level and the same cannot be construed as fair opportunities. Therefore, as rightly pointed out by the learned counsel for the petitioner, the impugned order is in gross violation of principles of natural justice and set aside. **M/s.Sundar Prabhu Deva Vs.1. STO (ST), Alwarpet Assessment Circle, Chennai-35. 2. DC (ST), South I, Chennai-35. 3. Kotak Mahindra Bank Ltd., Chennai-18. W.P.No.30453 of 2023 DATED: 19.10.2023.**



Natural Intelligence- Employee Matters

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SHOUT - SALES AND MARKETING MATTERS

Why should MSME entrepreneurs be involved in sales and Marketing- Part-1



Mr.M.K. Anand
Chairman, MSME
Sub-Committee, ACC

Micro, Small, and Medium Enterprises (MSME) entrepreneurs should be actively involved in sales and marketing for several important reasons:

There are 15 Reasons Entrepreneurs must be involved in Sales and Marketing to build their Businesses.



1. Understanding the Customer

You are the one who started your business by solving your potential customers' unsolved challenges. Hence Direct involvement in sales and marketing allows entrepreneurs to understand their customers' needs, preferences, and

pain points. This first-hand knowledge is invaluable in tailoring products or services to meet customer demands effectively. Then, your organisation will follow your footprint in building your sales and marketing division in the future.

2. Market Feedback:

Engaging in sales and marketing activities provides entrepreneurs with real-time feedback from the market. This feedback loop is essential for refining products, improving services, and staying responsive to changing market conditions. You must have hands-on experience in the market before guiding your team to build on it further.

3. Building Customer Relationships One on One is Pivotal:

Personal involvement in sales enables entrepreneurs to build strong relationships with customers. This personal touch



can increase customer loyalty, repeat business, and positive word-of-mouth referrals. In the initial days of your business, the customer walk-in customer engagement has a stronger bond with the business owner, creating a long-standing relationship with the organisation for repeat customer engagement. This is most applicable to MSME and Start-up Entrepreneurs. The automation comes much later!

4. Brand Building:

Entrepreneurs are often the face of their businesses. Active participation in sales and marketing contributes to brand building by showcasing the passion and commitment behind the business, which can resonate with customers. Experiment in the marketplace with your team on the difference between your articulation of the brand positioning versus your team's articulation. Your passion for pitching your brand is quite different, as the brand is your brainchild and lifeline. Remember, you are the Brand of your Organisation.

5. Sales Strategy Development:

Entrepreneurs play a pivotal role in developing sales strategies aligned with the company's goals and vision. Their involvement ensures that sales efforts align with the overall business strategy. Unless you invest your time in Building Business Strategies, you may not be able to achieve your dream vision. Hence, strategy is critical.

6. Resource Allocation:

Entrepreneurs are responsible for allocating resources; sales involvement allows them to strategically direct resources. Based on your market understanding, you can prioritize marketing channels, sales teams, and promotional activities. Resource management is an art and science. Involve in the initial days to set the house in order and then delegate it to the team.

7. Adaptability to Market Changes:

Direct involvement in sales and marketing keeps entrepreneurs attuned to market changes and trends. This adaptability is crucial for quickly adjusting strategies in response to shifts in consumer behaviour or competitive landscapes. Feel the market directly so that it helps you to stand for a long time.

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for guidance!

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Unit-4

Self Development Corner

*Personal Development -
the never ending chance to
improve not only yourself but
also attract opportunities and
affect others.*

- JIM ROHN

Business Stories–Inspiration Matters

Inspiration Matters

The Story of Balvant Parekh- From a Peon to Head of Pidilite Industries with a revenue of US\$1.5 Billion supported by 6000 plus employees.

People who don't have a strong sense of self-belief always blame their luck and others for their failure. If you want to learn how to touch the pinnacle of success against all odds and difficulties, you must read about Balvant Parekh, 'India's Fevicol Man.'

Who is Balvant Parekh?



Balvant Parekh was born in the small town of Mahuva in the Bhavnagar district of Gujarat. As per Gujarati's trend, Balvant

also wanted to become a businessman, but his parents wanted him to study law and become a lawyer. After much family pressure, Balvant Parekh moved to Mumbai to pursue law at Government Law College in Mumbai.

Failures and upsets galore

It was a tough situation for him as he had to make his own living and survive without any support. During these days, Balvant lived with his wife in a friend's warehouse. Peon's job was not working out for him, and he was looking for a better opportunity, and here he had started developing contacts and began supplying a list of import-export items to the relevant businessmen. Through one of these contacts, Balvant got an opportunity to go to Germany. During his foreign trip, he learned the tips and tricks of business, which later benefited him.

When was Fevicol founded?



Parekh got his first major break while working for a firm representing Hoechst



in India. Later, in 1954, he finally set up shop with Parekh Dyechem Industries in Mumbai's Jacob Circle. Here, Balvant Parekh started manufacturing pigment emulsions used for textile printing along with his brother Sushil Parekh.

Pidilite was born later, in 1959, as an industrial chemicals company, as adhesives were sold unbranded at the time. Since then, Fevicol has become synonymous with glue, and Indian carpenters swear by it. Starting with just one small shop and manufacturing a single product, Fevicol Pidilite Industries soon tasted success in the Indian market when Fevicol successfully built a monopoly in the adhesive space. Pidilite launched two other products, Feviquick and M-Seal, which went on to build around 70 per cent market share each, making Pidilite the known and go-to brand for adhesives in the country.

Pidilite Industries Limited international expansion



In 1984, the company's consumer product division was born, and in 1989, the company entered the Fevicyl Acrylic Colours transform fabric and multi-surface painting market. Fevicol, the company's premier brand, ranked among the Top 15 Indian brands by FE Brandwagon Yearbook 1997. Beginning with Fevicol, Balvant Parekh's company makes over two hundred products like M-Seal, Fevikwik, Fevistik, Dr. Fixit and Hobby Ideas. Pidilite was the first company in India that started the production of violet pigment in the year 1973.

Since 2006, Pidilite Industries Limited has focused on international expansion, with factories in the United States, Thailand, Dubai, Egypt, and Bangladesh. Pidilite also built a research centre in Singapore.

Awards and achievements

On 28th October 2011, The Institute of General Semantics in Texas conferred BKP the prestigious J Talbot Winchell Award, making him the first Asian to receive this honour. Ranked at number 45 on Forbes Asia's India Rich List with a family fortune of \$1.36 billion, Parekh passed away in 2013 at 88.

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Inspiration Matters

Wisdom From Shaking the Tree



A young man approached an old monk meditating under the tree; after some time, the old monk opened his eyes and smiled at the quiet young man. The young man asked, “What should I do to get the best out of my Gurus”.

The old monk said, “Sit next to me for a while and remain silent”.

After some time, the old monk asked, “What did you gain by sitting under this tree?”

The young man said, “I experienced some fresh air & shade.”

The old monk got up & extended his hand for the young man to stand. He invited the young man to shake the tree along with him, and they both were doing it vigorously; after some time, a few fruits fell on the ground, and the old monk instructed the young man to pick up the fruits; the young man followed the instruction and placed all the fruits opposite the old monk.

The old monk said, “Gurus are like these trees; you can either sit for their lectures to take some lessons or ask questions to gain their insights and wisdom.” Your ability to ask questions helps you to gain more from a Guru.

The young man with a smiling face said, “That was a wonderful lesson”.

The old monk smiled and said, “On your way to the city, there are many more trees; you can shake to get a variety of fruits; keep doing that to get more fruits”.

The young man greeted him with respect & started his journey.

It is better to learn by asking questions rather than to listen passively.

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FITNESS MATTERS



Living 360o
| **By Gita Krishna Raj**

CEO, Maverick
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Living 360o Part 5-December 2023
By Gita Krishna Raj

My Dear Readers,

Greetings from Maverick!

Imagine being stranded on an unknown island with a mere 1000 rupees in your pocket to help you survive until your pickup arrives, say, three days from now. In that situation, will you spend 1000 rupees to pick up gifts and memorabilia for your family & loved ones back home? Or will you be stringent in using that money, ensuring it lasts for your survival over the next three days? Naturally, our survival instinct far outweighs any need for fancy gifts. One would rather conserve the resources to survive till help arrives than spend them on unnecessary things that we believe are not essential for survival. Do you agree?

In the same way, when your body feels threatened for energy, it will not use up

the stored fats by not having enough for its daily basic activities. Instead, it will burn healthy muscle tissue for fuel and store even that up as fat for future use.

When you go on a very stringent diet and exercise a lot, hoping to create a calorie deficit in your body, that is, ensuring that your calorie intake is far less than the calorie expenditure, you are hoping that the body will burn the stored fats to make up for the deficit. Unfortunately, this myth has spread a great deal, making people believe that 25 years of aberrant eating and a stressed lifestyle can be set right by a strict diet and heavy workouts in 4 weeks. That's not how it works! Your body is not a profit and loss statement of calorie intake versus calorie expenditure to give you a net profit or loss. It is more like a balance sheet of genetic assets versus genetic liabilities.





When people go on an extreme calorie-restrictive diet, most often, you will find all that bounces back - they regain all their lost weight - and some! This is because if your body doesn't get adequate nutrition, it begins to burn healthy muscle tissue to make up the deficit in calories. It will rather burn muscle and store some of it as fat than burn fat. Why? Because it takes the body just 580-kilo calories to burn a pound of muscle.

In contrast, it takes 3500 kilo calories to burn a pound of fat! You may think a pound is a pound. But the process is certainly not the same! So, when calories are restricted for normal use by the body when you don't have enough energy available to complete your daily chores when you are stranded with just 1000 rupees for survival, you would instead save the energy of 3500 Kcal required to burn fat and instead burn muscle which needs 580 kcal.

The role of muscle and the role of fat are very different. Muscles are the furnaces that convert fat into energy. Fat, on the other hand, is the deposit your body collects for

lasting survival. So, in a starvation diet, you do two things simultaneously that are detrimental to your long-term health - one, you lose muscle tissues, which are the tools needed to burn more calories. Two, you train your body to start storing fat because it believes it is under threat of survival without enough food! And it is worse for women because we have a far greater number of fat-storing lipogenic enzymes than fat-burning lipolytic ones!

So, what should one eat ideally? Let us see in the next issue...

Yours in wellbeing

Gita Krishna Raj

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Travel-Relaxation Matters

Papikondalu Tourism



Papikondalu mountain range runs along the Godavari (Western Godavari) and is in Rajahmundry, Andhra Pradesh. Papikondalu is a sheer fest to the eyes regarding its scenic beauty. As the hills become closer and closer to the visitor, the width of the mighty Godavari becomes narrower. This view resembles the middle partition of a woman's hair, initially named 'Papidi' Kondalu- Paidi in Telugu means the middle partition of a woman's hair. Later, it came to be known as Papikondalu in the local language. The river narrowing, its twists and turns along with the Papi Hills form a breathtaking visual experience.

Its beauty is often compared to that of Kashmir, as the area around the ranges is quaint and bountiful with nature. The ranges also boast of waterfalls at Munivaatnam.

Places to Visit



Gandi Pochamma Temple: The Gandhi Pochamma Temple is situated in Gonduru village at the banks of the river Godavari.

Perantapalli Village: Perantapalli Village is a quaint little village along the banks of the river Godavari. Ramakrishna Muni



Vatika (Ashramam) and Veereswara Swamy Temple are two famous spots tourists visit.

Papikondalu National Park: Covering a significantly vast area of over 1000



km square, Papikondalu National Park in Andhra Pradesh's East and West Godavari districts is a beautiful forest reserve offering stunning views of nature and rich biodiversity of flora and fauna. The area was declared a national park in 2008.



Reading - Knowledge Matters

Blue Ocean Strategy

Blue Ocean Strategy, published in 2004, is one of the best-selling and most important books on business strategy written by W. Chan Kim and Renée Mauborgne, professors at INSEAD. This book has sold more than 4 million copies.

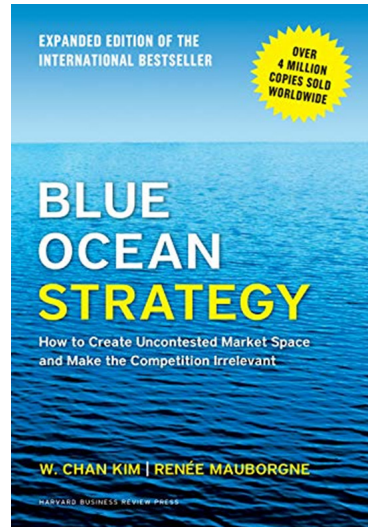
Would you rather operate in a highly competitive market or a competition-free one? That's the question posed by the book Blue Ocean Strategy. It is about getting "out of the red ocean of bloody competition and into a blue ocean of uncontested market space characterised by new demand and strong, profitable growth". The strategy advocated by the authors W. Chan Kim and Renée Mauborgne is underlined by descriptions of the success stories of many companies that have implemented blue ocean strategies.

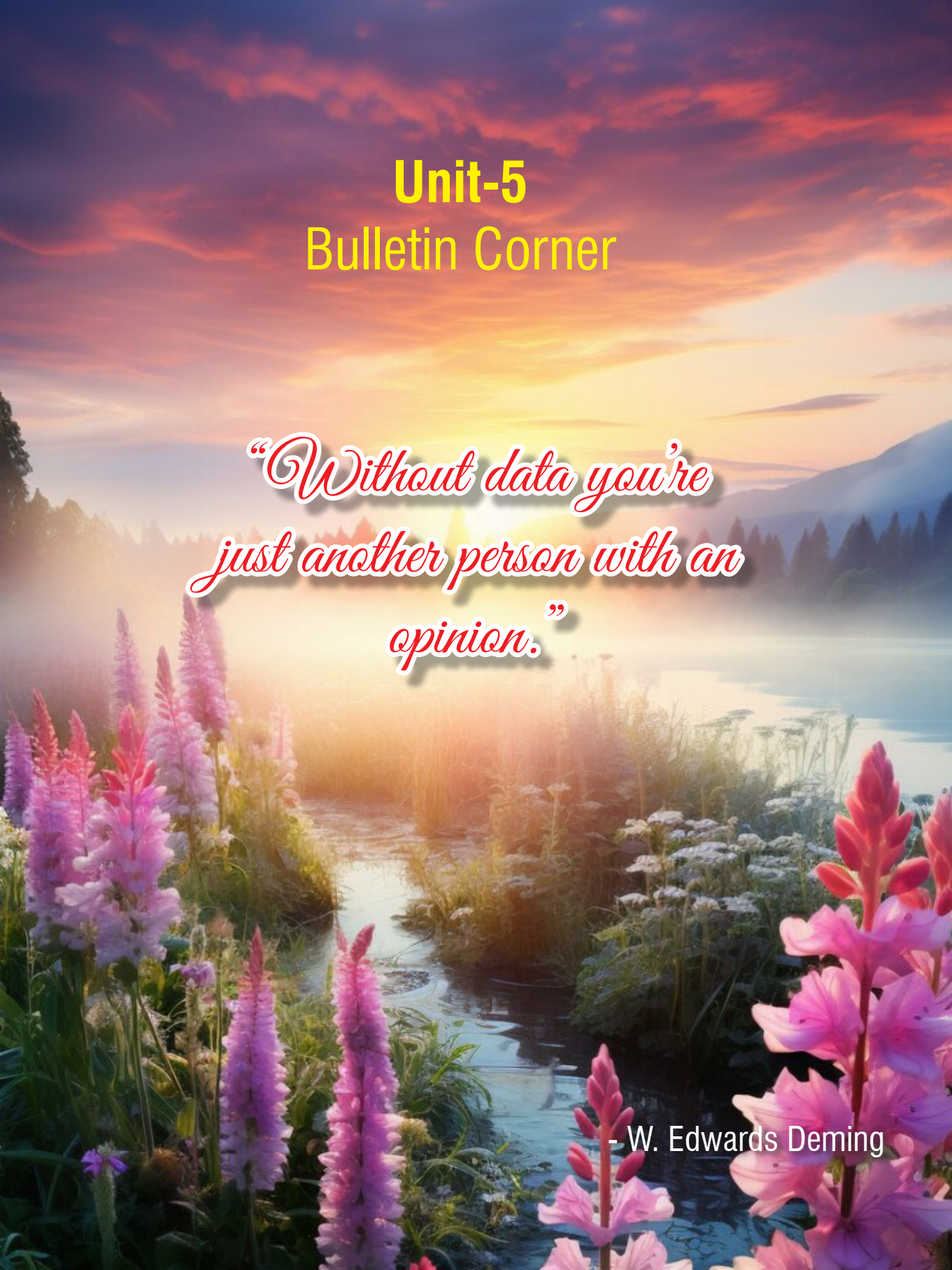
Many industries we know today started out as blue oceans – automotive, electronics, computers, aviation, shipping containers, petrochemicals, biotechnology, smartphones, mobile banking, etc. In time, competition emerged, but firms still found new blue ocean opportunities in these markets.

The authors make five key points:

1. Competition should not occupy the centre of strategic thinking.
2. Industry structure is not given; it can be shaped.
3. Strategic creativity can be unlocked systematically.
4. Execution can be built into the strategy.
5. There is a step-by-step model for creating a strategy.

A Blue Ocean Strategy is about growing demand and breaking away from competition. The paradox is that the only way to beat the competition is to stop trying to beat the competition. Successful blue ocean companies follow a different strategic logic that the authors call Value Innovation.



A scenic landscape at sunrise or sunset. The sky is filled with vibrant orange, red, and purple clouds. A river flows through the center of the image, reflecting the warm light. In the foreground, there are several tall, pink, spiky flowers. The background shows a range of mountains and a forest of evergreen trees.

Unit-5

Bulletin Corner

*“Without data you’re
just another person with an
opinion.”*

- W. Edwards Deming



GLOBE DETECTIVE AGENCY

FOR TOTAL SECURITY SOLUTIONS IN INDIA

Investigation

- Industrial
- Commercial
- Domestic
- Banking & Insurance
- Global Level

Security

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- Infotech
- Hospital / Hotels
- Malls / Plazas
- Escorts

Housekeeping

- Maintenance
- Cleaning Services
- Pest Control
- Electrical Carpentry / Plumbing
- Provision of unskilled labours

Training

- Security
- Owners Training
- Investigators Training
- Facility Training

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Life Membership Details

| Categories | Life Membership Fees (20 Years) | GST@18% | Total Rs. |
|----------------|---------------------------------|---------|-----------|
| Public Ltd Co | 45,000 | 8100 | 53,100 |
| Private Ltd Co | 45,000 | 8100 | 53,100 |
| Firms | 20,000 | 3600 | 23,600 |
| Associations | 20,000 | 3600 | 23,600 |
| Individuals | 20,000 | 3600 | 23,600 |



MEMBERSHIP SUBSCRIPTION

ANNUAL MEMBERSHIP FEES DETAILS

| Categories | Admission Fee for the first year only | Annual Subscription | GST @18% | Total |
|----------------|---------------------------------------|---------------------|----------|--------|
| Public Ltd Co | 5000 | 5000 | 1800 | 11,800 |
| Private Ltd Co | 5000 | 5000 | 1800 | 11,800 |
| Firms | 2500 | 2500 | 900 | 5,900 |
| Associations | 2500 | 2500 | 900 | 5,900 |
| Individuals | 2500 | 2500 | 900 | 5,900 |

SECUNDERABAD RENTAL TARIFF



| | Members | Non-Members |
|--|----------|-------------|
| Conference Hall | Rs. | Rs. |
| First 4 hours | 1,650.00 | 2,000.00 |
| Every additional hour | 200.00 | 300.00 |
| Meeting Hall - First Floor | | |
| First 4 hours | 700.00 | 900.00 |
| Every additional hour | 100.00 | 150.00 |
| Hire Charges for LCD Projector & Laptop | | |
| LCD Projector (Per DAY) | 700.00 | 700.00 |
| Laptop (Per Day) | 700.00 | 700.00 |

**FOR BOOKING MEETING AND CONFERENCE HALLS- PLEASE CONTACT
SECRETARIAT AT CHENNAI, SECUNDERABAD AND VISAKHAPATNAM**



ACC FACILITIES



Andhra Chamber has an air-conditioned, well-furnished Conference Hall with a seating capacity of 50 people. This hall is given for hire on a rental basis.

DR V.L. DUTT AC HALL, CHENNAI RENTAL TARIFF

| | Members | Non-Members |
|--|---------|-------------|
| Meeting Hall – First Floor (Capacity 50 persons) | Rs. | Rs. |
| First 4 hours | 3500.00 | 5000.00 |
| Every additional hour | 750.00 | 1000.00 |
| Hire Charges for LCD Projector & Laptop | | |
| LCD Projector (Per Day) | 800.00 | 800.00 |
| Laptop (Per Day) | 600.00 | 600.00 |
| *Electricity charges applicable Rs. 100/- for every additional hour after 4 hrs & GST 18% EXTRA | | |
| Note: For Hall booking please contact Andhra Chamber of Commerce | | |

**FOR BOOKING MEETING AND CONFERENCE HALLS- PLEASE CONTACT
SECRETARIAT AT CHENNAI, SECUNDERABAD AND VISAKHAPATNAM**



VISAKHAPATNAM RENTAL TARIF



| | | Members | Non-Members |
|---------------------------|-----------------------|---------|-------------|
| Meeting Hall | - | Rs. | Rs. |
| First Floor | | | |
| | First 4 hours | 750.00 | 1,000.00 |
| | Every additional hour | 300.00 | 300.00 |
| * GST @ 18% Extra. | | | |

**FOR BOOKING MEETING AND CONFERENCE
HALLS- PLEASE CONTACT**

**SECRETARIAT AT CHENNAI, SECUNDERABAD
AND VISAKHAPATNAM**

CHENNAI



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ANDHRA CHAMBER OF COMMERCE

SERVICES AT A GLANCE



Issue of Certificate of Origin and Attestation / Certification of documents for export shipment



Issue of introductory letters to Members proceeding Abroad on Business.



Issue of recommendation letters to Foreign Embassies / Consulates in India for grant of visa to Member-Businessmen proceeding Abroad on Business.



Statistical data regarding Industries, Exports, Imports etc



Information on Trade prospects, Business and Economic conditions in India and Abroad.



Information on sources of supply – India and Abroad



Aid through Sister Chambers of Commerce in India and Abroad in establishing trade contacts.



Aid through the Representatives of the Chamber on various Public bodies in removing anomalies or irregularities in the administration of various public services / statutory measures.



Access to Chamber's panel of Consultants on Taxation Matters



Establishment of Commercial / Business Incubator / Start Up Cell & Skill Development Centre – Academic and Industry Connect.



Provision of Free Consultancy Service on GST, Labour, Income Tax, Customs, Import & Export, Banking & Finance, Patents, Trademarks & IPR, Company Law & Civil Laws, Technical Standards, Inspection & Testing and Startups – Business Consultancy by a Panel of Experts between 11 AM and 12.30 PM on the Second Saturday of every month at Chennai and Secunderabad offices of the Chamber.



Business Delegation Tours to foreign countries for development of two way trade between Indian and respective countries.



Organising Conferences, Seminars, Presentation Meetings on topics of Interest to trade & industry.



Special focus on Entrepreneurship Development.



Business facilitation Services Desk @ AMTZ.

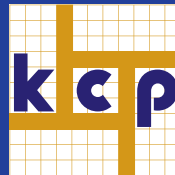
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