



B2G business operations of Shajib Polymers & Engineering Co.

Submitted to:

Mr. Shamim Ehsanul Haque

Assistant Professor

BRAC University

Submitted by:

Ahata Shamul Haque

ID: 13104160

Semester: Spring 2017

Major: Marketing & Finance

BRAC University

Submission Date: May 02, 2017

Letter of Transmittal

May 02, 2017

Mr. Shamim Ehsanul Haque

Assistant Professor

BRAC Business School

Subject: Letter of Transmittal

Dear Sir,

I am very pleased to submit the Internship report on “B2G business operations of Shajib Polymers & Engineering Co.”, which you have assigned to me as an important requirement of BUS 400 course. I have found this topic to be quite interesting, beneficial & insightful. I have tried my level best to prepare an effective & creditable report.

The report contains aspects of the B2G business operation of Shajib Polymers & Engineering Co. briefly.

Here I have gathered all information mostly based on my three month working experience, secondary information sources such as reports published by the company and other trust worthy internet material.

I also want to thank you for your support for me and I appreciate the opportunity provided by you through assigning me to work in this thoughtful report.

Yours sincerely,

Ahata Shamul Haque

ID: 13104160

Email: haque.shamul@gmail.com

Contact: +88 01671 42 82 61

Acknowledgement Letter

Nothing can be accomplished alone. Without the help of the number of persons the success remains silent. Firstly, I want to pay our gratitude to almighty Allah for the preparation of the report successfully. Then, I thank our respected course instructor Mr. Shamim Ehsanul Haque for giving an overall concept on the process of preparation of an internship report on this important topic. Also I am really acknowledged my supervisor, without his instruction such of our endeavor couldn't be possible. Basically our report titled on “*B2G business operations of Shajib Polymers & Engineering Co.*”, as assigned to me.

I also thank all staff members and our co-mates for their cordial assistance by providing information and chance to observe activities there.

Yours sincerely,
Ahata Shamul Haque

Executive Summery

Main objective of this internship report is to understand the B2G business operations of Shajib Polymers & Engineering Co. By preparing this report I came to know about B2G business field in Bangladesh and future of this field. I also know about the brief process of this business structure. There are three strong reasons behind the success of Shajib Polymers & Engineering Co. These are: excellent product quality, reputation of their suppliers are good in the market and after sales service. I collect most of the information from the three mounts experience of my internship and also collect some information from different websites. To link up my findings with BBA courses knowledge I use my understanding and judgment. I tried my utmost to make a bridge between the real life happenings and textbook theories as I guided from our instructor. Throughout the whole work I have faced lots of difficulties and I have learned a lot. In conclusion, I can say that I have achieved the purpose of this internship report.

Table of Contents

Chapter 01: Company Overview	7
1.1 Company History:	7
1.2 Sister concerns:	7
1.1.1 Advanced Engineering:	8
1.1.2 Trust Security Services Ltd:	8
1.1.3 High Touch Development Ltd:	8
1.1.4 Dream Holiday Tours & Travels:	9
1.3 Goal of the Organization:	9
1.4 Strategic Objectives:	9
1.5 Marketing Management Orientation:	10
1.6 SWOT analysis of Shajib Polymers & Engineering Co:	11
1.7 Duties of different departments:	12
2.8 Hierarchical Structure:	14
1.9 Successful Projects of Shajib Polymers & Engineering Co:	15
1.10 Company Profile:	15
Chapter 02: Reflection of my Internship	16
2.1 My department in Shajib Polymers & Engineering Co:	16
2.2 My role as an Intern:	16
2.3 Working Environment:	17
2.4 Specific tasks done in my Internship:	19
2.5 Complications observed in the Organization:	19
2.6 Academic Theories vs. Real Life Implementation:	19
Chapter 03: Key Lessons from Internship	21
3.1 Real life experience about the operations of an organization:	21
3.2 Management Skills:	21
3.3 Maintaining Interpersonal Relationship:	21
3.4 Particular Progress:	22
3.5 Improvement in Analytical Thinking:	22
3.6 Learning about B2G business:	22
Chapter 04: Difference between Expectation and Experience	23

Chapter 05: Internship Influence on my Future Career 25

 5.1 Opinion about career:..... 25

 5.2 Inspirational Factor: 25

Chapter 06: Recommendation & Conclusion..... 27

Reference 28

Chapter 01: Company Overview

1.1 Company History:

Bangladesh is a country of opportunities. Different types of business are existing in Bangladesh. Among all the businesses, Business to Government (B2G) is very different because of culture of our government offices. Shajib Polymers & Engineering Co. (SPEC) was established in the year 2000 and since their establishment they have developed themselves as one of the key contractors for Ministry of Energy & Mineral Resources & Ministry of Agriculture. Shajib Polymers & Engineering Co. (SPEC) fully involves itself in the importing and supplying of various Gas field equipment and agricultural equipment as per tender requirements of the Government organizations. These are the main products of SPEC:

- SPEC are supplying different sizes of
- Casing Pipes
- Tubing Pipes
- Drill Pipes
- ERW API 5L Line Pipes
- Seamless Line Pipes
- LSAW Pipes
- X-Over Subs
- Pup Joints

1.2 Sister concerns:

SPEC have four sister concern and all the companies are following B2G business format. These are the sister concerns of SPEC:



1.1.1 Advanced Engineering:

This company deals with importing heavy machinery. Advanced Engineering is the sole distributor of different reputed Chinese machinery company. Product list of advanced engineering company:

- Submersible Pumps
- Centrifugal Pumps
- Floating Pumps
- Star delta Starter
- main switch

They are dealing this business since their establishment for more than 12 years till now with entire customer satisfaction. They are also supplying different types of sand, stone, bamboo etc. to different projects for a very long time.

1.1.2 Trust Security Services Ltd:

Trust security Service Ltd. and Shajib Polymers & Engineering Co. were started their journey at the same time in the year of 2000. Trust security Service Ltd. provides security services for the government offices. Their big clients are:

- WASA
- DESCO
- Jiban Bima Corporation

Under this company more than 400 people are working. They are also providing securities for the Padma Bridge project in some of the places.

1.1.3 High Touch Development Ltd:

High Touch Development Ltd stated their journey in 2013. This company deal with different government construction project. They mostly work on building constructions. They already successfully completed:

- Comilla University Students Hostel.
- Mymensing Medical College New building

These were the big projects they had done so far. Apart from these they also done some small projects for different government organization.

1.1.4 Dream Holiday Tours & Travels:

In 2015 SPEC start this sister concern and this is the only company that are following B2C business format. Dream Holiday Tours & Travels are offering different types of tourism packages. Recently they are offering packages for:

- India
- Nepal
- Singapore
- Malaysia
- Thailand
- Indonesia

Apart from this, Dream Holiday Tours & Travels also offering ticketing and visa processing facilities. Currently, five employees are under this company. This is the most recent and small company under SPEC.

1.3 Goal of the Organization:

To satisfy the Government, meeting their expectations by providing high tech products on time and offering them the best value in terms of standard, quality, rate, environment and after sales service.

1.4 Strategic Objectives:

- Keeping good relation with valued and top priority customers.

- Maintaining worthy relation with the suppliers.
- Achieving competitive advantage by lowering overall cost linked to that of competitors.
- Overtaking competitors by giving after sells servicing facilities.
- Establishing the company's brand position in national and international market.

1.5 Marketing Management Orientation:

In any organization marketing management orientation is very important. No matter what types of business you are doing you need marketing. Here is the marketing management orientation for Shajib Polymers & Engineering Co. (SPEC):

Production Concept: Shajib Polymers & Engineering Co. is doing B2G business. Therefore, their main strategy is serving good quality product at a minimum cost. They have contract with well reputed companies those have good reputation in the market already.

Product Concept: their product is not fixed because they are fulfilling the requirements of different government contracts.

Selling Concept: their selling concept is their connection with the government official, they believe that in B2G business sector lobbying is very important for selling product.

Marketing Concept: their marketing based on their service they are providing. In B2G business service quality is very important such as delivery time, product quality, after sales service etc. So, Shajib Polymers & Engineering Co. focusing on these aspects of their service and do their marketing in the market.

Societal Marketing Concept: In this concept Shajib Polymers & Engineering Co. is little bit back dated they don't have concentrated that much about their societal marketing concept.

1.6 SWOT analysis of Shajib Polymers & Engineering Co:



1.7 Duties of different departments:

An origination need different departments for the smooth operation and efficient performance. Shajib Polymers & Engineering Co. is well reputed organization so they have organized departments for their betterment. All the departments are observed by managing director of the organization. SPEC have five different departments and these are:



Communication Department:

This was my assigned department in Shajib Polymers & Engineering Co. My supervisor set me under this department after one week of observation. Maintaining communication with the suppliers and buyers are the core responsibilities of this department. Apart from this, maintaining lobbying with the government's official and also retaining good relation with the suppliers are the very important task of this department.

Accounting & Finance Department:

This department is responsible for all kind of financial work. Forecasting the cost of any project is very important to bid a tender, accounting and finance department are doing this very important job very effectively. Importing goods from other countries need lot of paper works with the bank such as LC, Loan Papers etc. Accounting and finance department are doing all kind of dealing for the loan and LC with bank and other financial institution. Because of company's security I was not able to get detail information about this department.

Purchasing Department:

To maintain the quality of the product purchasing department do their best. Importing from other countries are not very easy all the time. After giving the final order company need to check each and every detail of that product. Bargaining is also a part of any huge purchase. If an organization can't make profit by purchasing technique they can't make profit by selling. There for purchasing is very important for Shajib Polymers & Engineering Co. Responsible officers from this department visits the factory of the foreign suppliers and negotiate the price after giving the final purchase order. This department also search the perfect suppliers for different kind of products. So, this team plays a very important role in Shajib Polymers & Engineering Co.

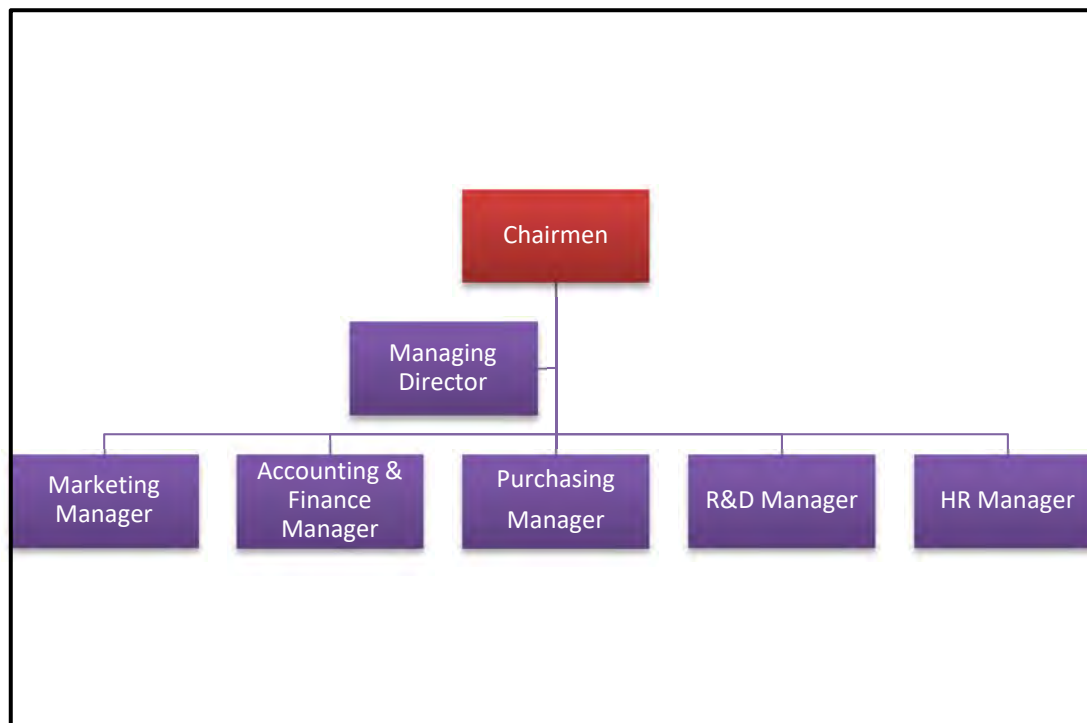
Research and Development:

Research and development is very important for progressing of a company. This team continuously search for new invention in the product that Shajib Polymers & Engineering Co. offers. Its ensure the better service from others. Shajib Polymers & Engineering Co. always wants to bring new technologies to our country that is why this department is working harder.

Human Resource Management:

Recruitment, training, professional improvement, compensation and benefits, employee relations, industrial relations, employment law, compliance, disciplinary and grievance issues, redundancies etc. these are issues that Human resource management department employees are involved with.

2.8 Hierarchical Structure:



The Chairman is in the top of the hierarchy. A managing director is similarly in the upper level. In middle level there are different levels of manager like the Marketing manager, Accounting & Finance manager, Purchasing manager, R&D manager and Human resource manager. The general employees and labor are in the lower level. The higher level management take all the decisions with the help of middle level and lower level employees.

1.9 Successful Projects of Shajib Polymers & Engineering Co:

These are some most successful project by Shajib Polymers & Engineering Co. till now:

S.L No.	Name of Buyer with address	Name of Items	Qty.	Year of Supply
1.	Dhaka WASA , EREWSSP, WASA Bhaban, Kawran Bazar, Dhaka	18" dia ERW Housing Pipe	1572 M	2013
2.	Dhaka WASA , EREWSSP, WASA Bhaban, Kawran Bazar, Dhaka	18" dia ERW Housing Pipe	1650 M	2013
3.	Dhaka WASA, WASA Bhaban, Water (R&D) Div-2, Kawran Bazar, Dhaka	200 m dia S.S. Screen	1401 M	2013
4.	Barind Multipurpose Development Authority (BMDA), Barendra Bhaban, Rajshahi	6" S.S. Strainer	2000 M	2010
5.	BAPEX	Different Types of Casing Pipe	6150 M	2013
6.	BAPEX	Casing Pipe	32000 M	2012
7.	BGFCL	Different Types of Casing & Tubing	1,31,525 ft	2013
8.	BGDCL	16" ERW Line Pipe & 20 Casing	4,991.90 M & 969 M	2011
9.	DWASA , EREWSSP, WASA Bhaban, Kawran Bazar, Dhaka	1.5 Cusec capacity at 75 M Head Submersible Pump	20 set	2010

1.10 Company Profile:

Address	32 (119/1-Old), Segunbagicha (First Floor), Dhaka-1000.
Telephone No.	+88-02-933-2836
Email	spec1551@yahoo.com
Website	http://shajibpolymers.weebly.com/
Year of Establishment	2000
Total employee	50+
Main clients	TITAS

Chapter 02: Reflection of my Internship

2.1 My department in Shajib Polymers & Engineering Co:

Communication department of such organization plays a very important role. This department is responsible for some most important work such as maintaining communication with the suppliers from other countries and also continue the lobbying with government officials.

Communication department is under supervision of Managing Director (Mr. Shakhawat Hossain). Passing all kind of important information to the exporters from different countries is very important. Purchasing department fix every specification of the product and give it to us and we send this information and ask for quotation. Our team also communicate with the government official by visiting them and through email.

Apart from this our team also have some extra work, we assure well accommodation and entertainment when our suppliers from different countries came to Bangladesh for detail meeting.

2.2 My role as an Intern:

My contribution was worth of a three-month period where my only task was to serve my team members with utmost support and help them to ease their workload. I was mainly taken as an intern to help the team in their working processes. So, I was assigned with different roles during my internship. They are following:

- Email communication
- Hospitality of the guests
- Meeting arrangement

Among these three responsibilities I mostly do the email communication. In the very beginning of my internship my first job was observing my coworker and understand how the whole process wok in this organization. After one week my supervisor found me as an effective worker in communication department and give the task that I mention earlier. I tried my level best to give

my best effort for the organization. After few weeks after my internship started I found myself very busy with my work. My supervisor gave me one important responsibilities when some business delegate arrived in Bangladesh for a very important meeting. He gives me the full responsibilities for the hospitality of the guests. I found this job very interesting because during this period of time I have learned a lot from the delegates.

During my internship program, I have strained my level best to give as much as I could for the progress of the organization. My target was to make such as an impression among the employees of the unit that whenever I left the organization after completing the internship, they can feel the essentiality of mine. Since, my assignment on the department was not based on any particular project; it would be difficult for me to quantify the overall value of my work. However, the way I have contributed on the numerous operations of the department can be divided into few parts.

2.3 Working Environment:

According to world renowned psychologist Frederick Herzberg, working environment of an organization plays a major part in employee's job satisfaction. Collaborative coworkers and positive attitude is the most important thing in a work place. Working efficiency is very high in those organizations where employees are collaborative and helpful. The working environment in Shajib Polymers & Engineering Co. (SPEC) is very good because they work together and celebrate together.

Experience of organizational Culture:

In order to achieve success in the corporate world everyone should maintain a sound relation with his/her coworker as well as superior. I have always tried to maintain a good relation with my coworker and supervisor within the organization. The employees of Shajib Polymers & Engineering Co. are very much friendly and helpful. Whenever I needed their help, they helped me relentlessly. They are used to be very busy with their daily activities; still they helped me out whenever I needed. They always show their professionalism, dedication and punctuality towards work. Being an intern, I have always tried to be as much professional as I could. I tried to be

punctual and dedicated to my assigned task. If I needed to communicate with any of my coworker, I tried to go through professional way.

I have always seen that they maintain a very formal beside friendly relation within themselves. On the other hand, they are always there for each other in case of any need/help. I was an intern there but I never found anybody who did not help me in understanding my task. While working in Shajib Polymers & Engineering Co, I found a lot of terms which I failed to understand. My coworkers have always spread their helpful hand towards me. I could not thank enough the supervisor, who was always there for me. Whenever, I stuck in any work, he made me understand it properly. Moreover, he assigned me to my daily activities after reaching office. Without his cooperation I could not have learnt this much.

Activities performed & behavior of coworkers:

At the beginning days of my internship, I was a little bit nervous. I was worried that how I would work with a lot of people who are older than me. But within the first week of my internship I became very much friendly with all, with mostly the coworker of my department. They eased me up and within no time I felt that I am a part of that organization. Sometimes we used to have lunch together outside the office. The behavior I got from them was really appreciated.

The people of my department were used to make the environment livelier. They used to make jokes and share incidents related to their work. Starting from the boss to the employees all of them were very much cooperative and jolly minded people. All the time they tried to make the environment much more lively than other departments. The physical environment was also peaceful. All the employees have separate desk and pc, which make them more comfortable to work. Fully air conditioned space with sufficient lighting make the workplace more pleasant. After considering all the factors, I certainly can say that the working environment in Shajib Polymers & Engineering Co. is admirable.

2.4 Specific tasks done in my Internship:

- In the very first week of my internship my work was working all the departments. If anyone need help to finish his/her work than he/she call me for their help.
- After getting a fixed department, my initial task was giving answers to the email from Hesteel Group (China) after consulting with my supervisor.
- Communicating with government official in TITAS and fixed the time and place for the meeting with my supervisor.
- Interacting with the foreigners from china when they came to Bangladesh for visiting Padma Bridge pipe supply project.

2.5 Complications observed in the Organization:

- Shajib Polymers & Engineering Co. does not give other facilities to their employees. Such as, life insurance, Medical insurance, Retirement program, transportation, house rent etc. Lack of these facilities demotivate their employees to work for this organization long time.
- Working is bit longer from other organization. Shajib Polymers & Engineering Co. expect that their employees will work at least for 10 hours. Apart from this, working time is also odd. For example, in SPEC work load increase after 3pm.
- Work flow is not smooth in Shajib Polymers & Engineering Co. When projects are going on employees need to work a lot but some time employees do not have any major work to do. I think it is not good for regular work.

2.6 Academic Theories vs. Real Life Implementation:

In our university life we use to learn about theories and the terms related to our study area but real life is very different from our university learnings. In the real life no matter what you study in your student life, you need to be get updated about your field of work. Courses that I did for

my marketing major helped me a lot. I learned MS Excel for the purpose of doing market research of DAN cake, which a task of marketing research course. These learning are very basic compare to the real world. In the organizations people are using MS Excel to make their sales reports, which is very unknown to us. After telling all this thing I think in the marketing major courses we should have learned these things. Universities need to emphasize on digital marketing part and technical marketing knowledge more in the major courses. Our education system more emphasize on theoretical learning rather than practical learnings, which is not helpful in the job market.

Chapter 03: Key Lessons from Internship

As an intern my target was gaining knowledge about the real life work and also know about the corporate culture. My thought was like as other interns. Few days later my point of view get chanced, at that point of time I thought that I should learn something about operational work of the organization. Therefore, I gain some practical knowledge from my internship. When I did some specific tasks its help me gain more knowledge about organizational culture. Now I am going to discuss about my key lessons learned from internship:

3.1 Real life experience about the operations of an organization:

In the four years of journey we came to know about the operations of different kind of organizations such as, Bank, financial institutions, NGO, Multinational companies, service industries and so on. We only learn about these organizations from our study material, we did not get the chance to go there and observe their work. Internship opportunity gave me that chance and I took the full advantage.

3.2 Management Skills:

In an organization you need do different types of work after finishing your regular work. My supervisor used to give me different types of work after finishing my core responsibilities. So by this time I have learned some managerial skills. Such as, time management, team work, meting deadline, setting the target, multitasking, forecasting and mane more.

3.3 Maintaining Interpersonal Relationship:

According to fortune 500 CEOs maintain interpersonal skills is the key to success. When I stepped into my internship program I understand the value of their words. In an organization if you want to work effectively you need to communicate with different persons into the organization because without their help you can't do well. By maintaining interpersonal relationship, I have learned organized verbal communication, nonverbal communication,

decision making skills, listing skills and so on. These skills will help me out throughout my career.

3.4 Particular Progress:

Thorough out my internship I have learned how to work under presser. I used to do different task at a time and I need to take care about the deadline. So, under that situation I have learned the most important thing that is how to prioritize the work and work under pressure.

3.5 Improvement in Analytical Thinking:

Decision making in the real world is the most tough job. After taking any decision you need know about the both side of your decision and this is the most challenging part, you need analyze every alternative situation and take the best decision for the organization. In my field of work there is not any scope to learn this analytical skill but I observer my supervisor very closely. I think my analytical skill improved b observing him.

3.6 Learning about B2G business:

In my student life I have learned a lot about B2C and B2B business but after jointing my internship I get chance to know about B2G business very briefly. I came to know about entire business operation of Shajib Polymers & Engineering Co. How this organization maintain corporate lobbying, how they pick a good supplier, how they ensure further contract, how they gain revenue and many more about their operation of B2G business. These experiences excite me very much for continuing my career on this business field.

Chapter 04: Difference between Expectation and Experience

Throughout the four years course learning I have gathered the knowledge about theoretical terms. But there was a gap between my course learning and my internship experience. Being marketing major my dream was to pursue my internship in that area so that I can show some of my analytical skills. When I joined internship in a B2G organization, I have found some differences-

- Academic course and the learning from those courses are very much different from real life implementation. From the theoretical courses we learnt the basic knowledge. But to work in the real life we need to be more knowledgeable and up-to-date. Our MIS courses should have revised syllabus. My marketing courses helped me a lot for this internship, as we have used the Microsoft Excel during project work. But the MIS courses helped me very little. From my personal experience I think that our MIS course should be more structured and more course instruments should be introduced. So that we can learn more from this courses and apply those in practical field.
- Before starting my internship in Shajib Polymers & Engineering Co. I thought that everyone would dress up as formally. Formality and strict working hour will be maintained there. But I found my perception wrong. While working in Shajib Polymers & Engineering Co. I saw that there is no hard rule for maintaining formal attire. We can be casual. They think that being in casual attire increases their working ability. Everyone has their personal preference for dress; they can wear as their preference. Being formal is necessary in some situations only but not always. Moreover, a strict working hour is not maintained there. Employees start their office from 10:00 am and ends at 06:00 pm. They stay at office until they are done with their responsible works.
- Academic knowledge always can guide us proper guideline. But practical knowledge is also important at some points. I have seen from my internship program that my coworkers were used to take some decisions sometimes only based on their previous

experience. In job field, if someone carries any previous working experience, it can add value to his future success. In most of the job, experienced candidates get extra preference. So from my internship period, I have learnt that not only academic knowledge, practical working experience is also very important regarding decision making.

- Working smart is much more valuable than working hard. I have seen in my office that my team mates always used to work as a team rather than working individually. From my BRACU life, I have learnt to work in a group. Moreover, if anyone works in a group, the outcome will surely be much more precise. It is not necessary to work faster and quicker always. But working with full resources and coordination makes the work more accurate and error free. Sometimes working quicker can make conflict, in order to work quick, someone might make mistake. But by working smartly one can have the expected outcome and being preferred by others.

Therefore, from my personal experience, it can be said that there are lot of differences between academic life and practical life working experience. In our academic life, we should shape the academic knowledge according to the need of practical life experience. Our courses should be more practical and give us hand on experience on working life. Academic knowledge can be of great help to solve real life problems; academic knowledge can also provide us with proper guideline but we need to have real life working experience as well.

Chapter 05: Internship Influence on my Future Career

5.1 Opinion about career:

Once I completed under graduation with major in Marketing and Finance, I always want to see myself in the marketing sector in a big organization. However, my perception about jobs get changed after doing my internship. Through my intership I learned a lot about real world, organization like Shajib Polymers & Engineering Co. (SPEC) gives you an endless opportunity to make corporate network.

5.2 Inspirational Factor:

When I saw how dedicated employee of an organization give his best effort to fulfill the need of a company, I really get motivated so much. Each and every worker try their level best to finish the work on time. They all are trying to be faster than others but they are also helpful at a time. This type of working environment motived new comers. When you get a fantastic working environment you will feel motivated towards work and also show your loyalty to the organization.

From this three months' internship program, I have learnt a lot. After working there, I found myself as a part of this kind of activity. From my childhood I have always been trying to maintain a good relationship with my friends and family and coworkers. By working in this organization i got that opportunity. My task was to communicate with Government officials and foreign parties which I found really interesting and enjoyable. Socializing with different kind of people was always my favorite. In my future I would like to see myself as an employee there.

I liked the way my coworkers treated me. Whenever, I failed to understand anything, my supervisor and colleagues helped me with their best. My supervisor was a very kind hearted

person. He used to be very busy throughout the day, but never ignored to help me. My colleagues have always been motivating me through my work. If I did any mistake they took it positively and guided me through the right path. Their motivation and guidance have always made me more enthusiastic towards work. Sometimes one might feel tiresome to work. But my colleagues have never let me feel that way. Whenever in between my work I got any free time, I liked to observe their work, which gave me the real sense of working in the corporate world. I was fortunate enough that I got the best colleagues and supervisor in my internship period.

Chapter 06: Recommendation & Conclusion

Recommendation:

- In the recommendation part there are few things we can include such as think out of the box. For example, Shajib Polymers & Engineering Co. can try other business strategy. This company is very sound about their financial condition. So, they can invest in other business field also. It will minimize the risk.
- Decision making process is very conservative in Shajib Polymers & Engineering Co. chairmen and managing director take all the decision. Therefore, this process slower the speed of work and also make their employees inactive sometime.

Conclusion:

In the report on B2G business operations of Shajib Polymers & Engineering Co. I have covered the important and random strategies of B2G business operations of the organization. I have tried to relate the theories of business studies with Shajib Polymers & Engineering Co. organizational policies. The experiential work I have done in order to get my internship report done properly and correctly, I had to go through different departmental structure thoroughly and understand their works I hope after analyzing the whole report readers will be able to understand all the functions of B2G business field in a broader way and the readers will also gain informative knowledge about how to implement the theories get implemented in real life.

Reference

- Ally, S. (2014, December 16). explains about marketing management orientations. Retrieved from <https://www.slideshare.net/suleymans19/marketing-management-orientations>
- Ally, S. (2017, April 26). Shajib Polymers & Engineering Co. Retrieved from <http://shajibpolymers.weebly.com/>
- K, M. (n.d.). *Ergonomics: Man in His Working Environment*. New York: John Wiley & Sons.