



# **SINHGAD INSTITUTE OF MANAGEMENT**

S. No. 44/1, Off, Sinhgad Rd, Vadgaon Budruk, Pune, Maharashtra 411041, India  
Phone No.: 020 66289600, Website: www.sinhgad.edu

**REPORT**

ON

**TRAINING PROGRAM BY**  
**NATIONAL INSTITUTE OF SECURITIES**  
**MARKETS (NISM) & KOTAK SECURITIES ON**  
**INVESTMENTS AND SECURITIES**



**Dr. Daniel Penkar**  
**Director SIOM**

# SINHGAD INSTITUTE OF MANAGEMENT

S. No. 44/1, Off, Sinhgad Rd, Vadgaon Budruk, Pune, Maharashtra 411041 Pune, India

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## 1. Event Details in Brief

<b><u>Name of the Event</u></b>	<b><u>TRAINING ON INVESTMENT &amp; SECURITIES BY NATIONAL INVESTMENT &amp; SECURITIES MARKET (NISM) &amp; KOTAK SECURITIES</u></b>
<b><u>Type of Event</u></b>	<b><u>Certification Program for finance specialization students</u></b>
<b><u>Theme of the Event</u></b>	<b><u>Imparting knowledge of investments and securities</u></b>
<b><u>Date &amp; Time</u></b>	<b><u>From 31<sup>st</sup> January, 2023 to 2<sup>nd</sup> February, 2023 (3 Days)</u></b>
<b><u>Mode</u></b>	<b><u>Offline Mode</u></b>
<b><u>Venue</u></b>	<b><u>Institute Campus - SIOM G10</u></b>
<b><u>For Year</u></b>	<b><u>MBA II Year</u></b>
<b><u>For Specialization</u></b>	<b><u>Finance Specialization</u></b>
<b><u>Number of Participants</u></b>	<b><u>97 Student Participants</u></b> <b><u>6 Faculty Participants</u></b>



<b><u>Name of Speaker/Guest with Designation</u></b>	<b><u>Mr. Rohit Warman</u></b>  <b>Founder &amp; Principal Offer Quanti5</b>
<b><u>Faculty Coordinators</u></b>	<b><u>Dr. Manisha Badgujar and Ruha Deshpande</u></b>

## 2. Introduction

In every economic system, some units which may be individual or institutions are surplus-generating, others are deficit-generating. Surplus-generating units are called savers while deficit-generators are called spenders. In our country, at spectral level, households are surplus-generating while corporate and government are deficit generating. This is, however, true only at an aggregate level. One would definitely come across individual households who are deficit generating and corporate bodies who are surplus generating at some point of time. The question that arises here is: What do the surplus-generating units do with their surpluses or savings? Specially this question arises in front of youth of the country who have many more innings to play.

As the complete training program was conducted in association with NISM i.e. National Institute of Securities Markets. NISM is a public trust established in 2006 by the Securities and Exchange Board of India (SEBI), the regulator of the securities markets in India. The institute carries out a wide range of capacity building activities at various levels aimed at enhancing the quality standards in securities markets. It works for the Indian securities market, having taken major strides to carve a niche for itself within the global securities markets. The institutional milestones which enabled its journey are reflected in improved market microstructure, performance and innovations. The part of their journey they have joined hands with Sinhgad Institute of Management to deliver the securities and investment training to its students.

This is an introductory training delivered to students on the fundamentals of investments. Which has covered topics such as corporate and government securities, real property and financial intermediaries, risk-return tradeoff, mutual funds, security markets, stock and bond valuations, security analysis, and derivatives.

Today's youth are very aspiring and having the role models like Warren Buffett and admires his strategy to earn more with less and wants to become the successful investor. As per is true advice to youth of the country, to generate more number of source of income if they need to spend the satisfied and successful life. So to obliterate the aspiring thirst of our youth generation we have conducted the 10 hours session for 3days by one of the representative/ trainer from SEBI, Mr. Rohit Waram, who elaborated more on how they can either invest or hold their savings in the form of liquid cash. Holding liquid cash is required to meet transactionary, or precautionary or speculative needs.

### **3. Objectives**

The aim of this workshop is to nurture the philosophy of the income and saving of that income. The other specific objectives of this workshop is mentioned below.

- Creating awareness of personal finance framework.
- Awareness of pre-requisites for investing in securities markets.
- Understanding of precautions and awareness of risk involved while investing in securities markets
- Capacity building for evaluation of investment opportunities in securities markets.
- Awareness of employment opportunities in financial service industries.

- Creating awareness of self-employment opportunities viz. investment

Day & Date	Time	Areas Covered
Day 1		

advisors or authorized persons of brokers.

- Empowerment of students for facing interviews with financial services industry employment opportunities.

#### **4. Schedule of Training**

Tuesday – 31 <sup>st</sup> January, 2023	•2.30pm	to	<ul style="list-style-type: none"> <li>• Inuaration &amp; Felicitation of guest, Mr. Rohit Warman.</li> <li>• Session Started and topics covered are as follows:</li> </ul>
	2.45pm		
	•2.45pm	to	<ul style="list-style-type: none"> <li>✚ Importance of Investment</li> <li>✚ Financial Investment Opportunities</li> <li>✚ Process &amp; Pre-requisites to invest in Securities Markets</li> </ul>
	5.40pm		
<b>Day 2</b>			
Wednesday – 1 <sup>st</sup> February, 2023	9.00 am	to	Session Started and topics covered are as follows:
	1.00pm		<ul style="list-style-type: none"> <li>✚ Investment in Primary Markets</li> <li>✚ Investing in Secondary Markets</li> <li>✚ Introduction to Mutual funds and ways to invest in them</li> </ul>
<b>Day 3</b>			
Thursday- 2 <sup>nd</sup> February, 2023	2.30pm	to	Session Started and topics covered are as follows:
	5.30pm		<ul style="list-style-type: none"> <li>✚ Precautions while investing in Securities Markets</li> <li>✚ Career in Securities Markets</li> </ul>

## 5. Event Description

The training session for 10 hours, is arranged for all second-year students in the finance specialisation, in collaboration with National Institute of Securities Markets (NISM) and Kotak Securities. Under their campaign known as "Kona Kona Shiksha", the programme will include thorough sessions focusing on the value of investments and also to instil

the fundamentals of financial education for young citizens over the course of three days. Mr. Rohit Warman, who was a esteemed speaker and the representative from NISM and Kotak Securities.

He had delivered the session in an very well manner and delivered eight comprehensive session as follows:

- Session I – Importance of Investment
- Session II – Financial Investment Opportunities
- Session III – Process & Pre- requisites to invest in Securities Markets
- Session IV – Investment in Primary Markets
- Session V – Investing in Secondary Markets
- Session VI – Introduction to Mutual funds and ways to invest in them
- Session VII – Precautions while investing in Securities Markets
- Session VIII – Career in Securities Markets

Money touches all aspects of our lives; without financial literacy, our financial decisions and actions lack a robust foundation for success. From saving for a comic book to planning for retirement, effective money management is vital for financial well-being. Mr. Rohit truly focused on the same aspect also to cultivate the basic financial skills in individuals from all walks of life, ranging from students to young investors, working professionals and retired personnel

Before the start of the session the pre test were conducted to observe the current knowledge of the securities and investment markets. Later, the post test was also been conducted to assess the increment or enhancement in the knowledge to measure the impact of the training program.

## 6. Speaker's Profile

**Mr. Rohit Waram**

**Founder & Principal Offer Quanti5**

Rohit Warman is a qualified Chartered Wealth Manager, has 16 years of financial services experience. He is directly involved in real world finance in



automation, fund raising and academia. On corporate financial service side, he is working as 'subject matter expert' for fintech projects in 'Asset Management' and Financial Modeler for Private Equity. He is also associated with SEBI (Securities and Exchange Board of India) as Securities Market Trainer for investor education

program. On academia side, he is involved in training for US based finance program.

## 7. Student Pre and Post Training Assessment:

As NIMS is heavily invested in fostering excellence in regulatory practises among regulators and market participants, they purposefully encouraged our students who registered for the training programme to take the before and post test to increase their capacity. The session began with a 10-point test based on broad market knowledge. Following the delivery of many topics (as listed above), on the last day, a post-test with a total score of 30 was given to determine the participants' level of financial literacy. The students are qualified to obtain a copy of the certificate if they attended the entire training session and achieved at least an 80 percent score on the post-test. The training was attended by the most students possible, all of whom earned certifications for finishing the programme.

## 8. Outcome of the training program:

The course aims to give students a fundamental knowledge of different investment options and how to value those investments. Here are a few significant results:

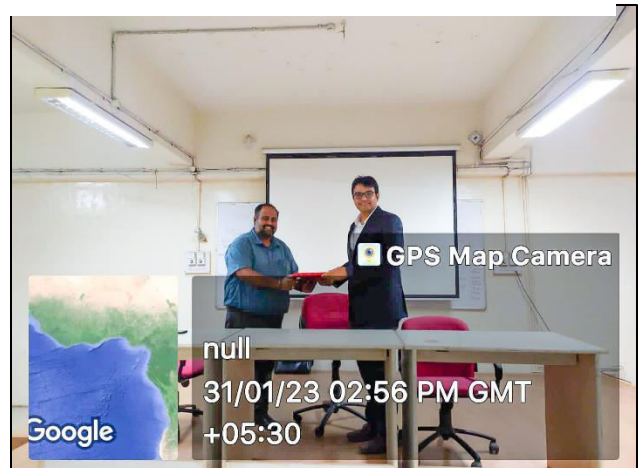
- Understand different investment alternatives in the market
- Understand how securities are traded in the market
- Be able to analyze and price different securities
- Be able to manage a portfolio
- Understand basics in derivatives

## 9. Generate the source of passive income

## 10. Snapshots (minimum 4)



**Pic No: 1** Meeting of Mr. Rohit Warman with our honorable Director of SIOM, Dr. Daniel Penkar



**Pic No: 2** Felicitation of Mr. Rohit Warman, from the august hands of Dr. Sagar Pawar, Head Academics







**Pic No: 5** End of training program.



**Dr. Daniel Penkar**  
**Director , SIOM**





# Certificate of Excellence

This is to certify that

**Piyush Subhash Kasat**

From **Sinhgad Institute of Management**

participated in the Financial Literacy program “**Kona Kona Shiksha**”, a CSR initiative of Kotak Securities Ltd. organized by National Institute of Securities Markets (NISM)

On **03-Feb-2023**, and scored **97.0 %** in the subsequent Quiz.

Serial No : KKS1010064



General Manager, NISM

# Certificate of Participation

This is to certify that

**Hritik Subhash Agrawal**

From **Sinhgad Institute of Management**

participated in the Financial Literacy program “**Kona Kona Shiksha**”, a CSR initiative of Kotak Securities Ltd. organized by National Institute of Securities Markets (NISM)

On **03-Feb-2023**

Serial No : KKS1010073



General Manager, NISM



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**Activity Title:** “ Induction Program 2022-2024 ”

**Speaker:** IPS Sandeep Karnik Sir  
Dr Daniel Penkar sir

**Anchors:** Adarsh Anil Surag  
Shivani Bhuhibar

**Report Writer:** Roshni Tharwani

**Date:** 21/11/2022

**Day:** Monday

**Time:** 11:00 AM to 12:30 PM

**Venue:** Conference Hall ( Second Floor )

Induction Program was hosted on 22<sup>nd</sup> November 2022 by Sinhgad Institute Of Management Vadgaon , Pune . Program started with lighting of lamp by IPS Sandeep karnik sir and Dr. Daniel Penkar Sir . Dr. Daniel Penkar Sir felicitated IPS Sandeep Karnik Sir , Senior PI Shailesh Sankhe Sir, PSI Mr Lohar Sir , API Dipak Khatbani sir and Mr Pandre Sir . A brief indrouction was given by shivani bhuhibar for IPS Sandeep Karnik Sir who served Police department at various cities like Mumbai, Nanded, Jalna, Thane, Nagpur & Pune rural .After completing MBA he worked in an MNC. Sir left the job and started preparing for UPSC . Sir got his first tier in railway.  
Karnik Sir is very passionate in maintaining good health & is very fond of various exercise such as swimming , jogging ,trekking .

Session was interactive students and faculties asked question about career ,struggles faced by him and what motivates sir to which sir answered

Routine is important

Either you should work hard or play hard

You should have reading habit in the evening

Reading newspaper is compulsory so that you can be aware what is happening around you and the opportunities that you can grab

You should have to be strong inside you whatever comes it comes from inside

Everywhere you have to give result any job you take it is important to get satisfied with the work you do

Only enemy who can block your success is your laziness



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Some other question were also asked and sir answered in particular way

Who is your role model ?

My Father He is a Banker and I am an IPS Officer and I feel major success is what your next generation become .

What message you want to give people who want to join civil services ?

When you start on path just work very hard put efforts and dedication you will be successful .

This was interesting session we got a chance to interact with such a lustfull personality who struggled in his life and with hard work and passion he fulfilled his dreams

While concluding the session sir said "FOR BEING SUCCESSFUL YOU HAVE TO WORK HARD AND PLAY HARD AS WELL.



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## Activity Report

<b>Activity Title</b>	<b>Capital Market Awariness.</b>	<b>Date &amp; Time</b>	<b>21st April 2023</b>
<b>Activity Category</b>	<b>In-house Activity(MBA)</b>	<b>Activity Venue</b>	<b>Conference Hall G10</b>
<b>Participants</b>	<b>MBA-I Students</b>	<b>Numbers of Participants</b>	<b>120</b>
<b>Name of the Trainer/Guest</b>	<b>Mr. Pankaj Mathkar</b>	<b>Faculty Coordinator</b>	<b>Dr. Manisha Badgujar, Prof. Piyush Aole</b>

**Date:** 21<sup>st</sup> April 2023      **Day:** Friday      **Time:** 9 am to 11 am

**Venue:** Offline Mode (G10)

**Class:** MBA 1st Year 2023

“Capital Market Awariness” event was hosted on 21<sup>st</sup> April 2023 by Sinhgad Institute of Management Vadgaon, Pune. The session started with the welcome note and a brief introduction of the guest of the session MR. Pankaj Mathkar.



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With about 120 students the speaker started with an interactive session and asked students the questions such as How Many Of you are active in capital market?, How many of you have Dmat account ? Late, he shows E-trading screen and explained some technical terms such as Avg, price , high and low price , bid quantity , 52 week high and low . He also advised wisely and said “ study before investing or else take proper advise from right person”, Sir gave important insights into the Pre Requisites for buying and selling shares in securities market .

Mr. Pankaj Mathkarsir gave significant knowledge about How capital market operates and dematerialization and covered it some points such as Savings vs investment , How to be disciplined investor , Basic features of asset classes to get high returns.

Sir also briefed about Financial products available at BSE i.e., Equity , Derivatives , Debt , Mutual funds etc. Sir also explained what are the do's and don'ts of investments , what are the rights and obligations of investors , the system of Grievance Redressal Mechanism.

At the end of the session sir concluded by Quoting the world famous words of Warren buffet which really inspired the students towards share market. The session ended with a Q & A session.



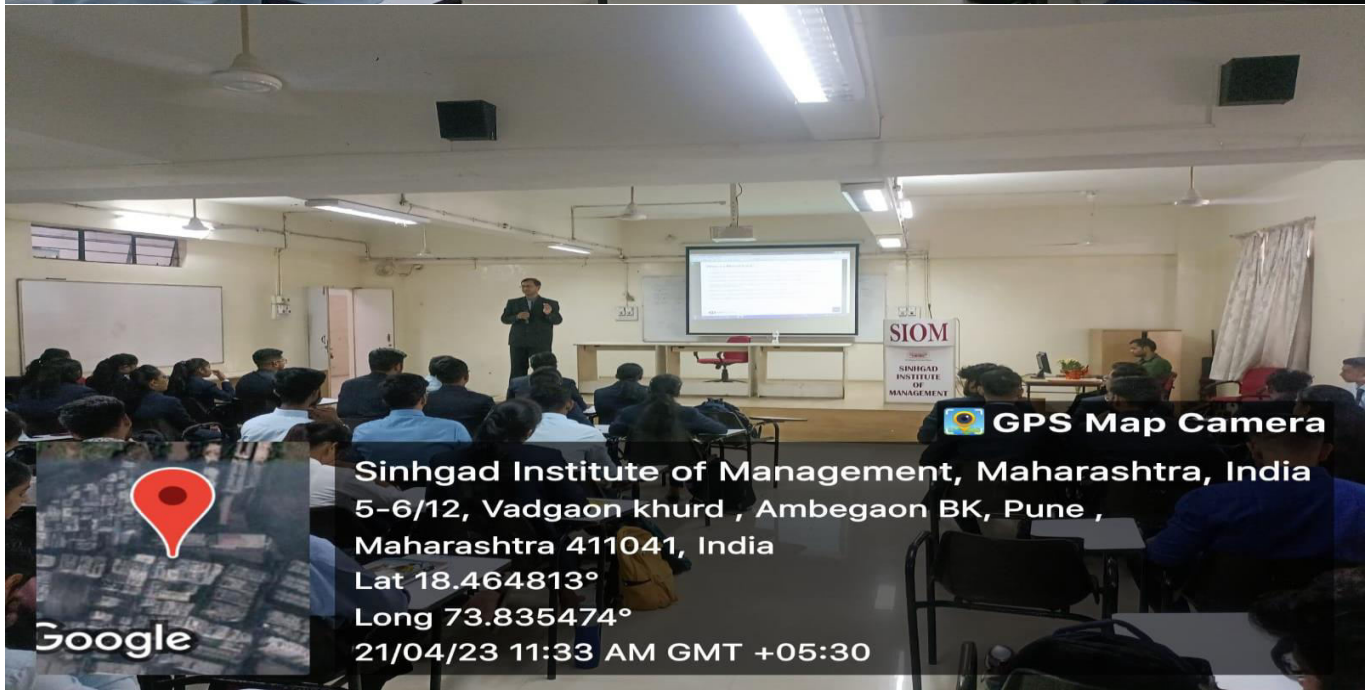
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## Activity Report

<b>Activity Title</b>	<b>Cyber Security Awareness Quiz</b>	<b>Date &amp; Time</b>	<b>6th January 2023</b>
<b>Activity Category</b>	<b>In-house Activity(MBA)</b>	<b>Activity Venue</b>	<b>S-12, Conference Hall</b>
<b>Participants</b>	<b>MBA-II Students</b>	<b>Numbers of Participants</b>	<b>300</b>
<b>Name of the Trainer/Guest</b>	<b>Ministry of Electronics &amp; Information Technology</b>	<b>Faculty Coordinator</b>	<b>Dr. Sagar Pawar, Prof. Prachi Deshpande</b>

### **Cyber Security Awareness Quiz:**

The Ministry of Electronics & Information Technology (MeitY) will run a Cyber Awareness Campaign titled 'Stay Safe online campaign' to raise awareness among various user groups on safe use of social media platforms, informed usage of digital payment and internet during India's presidency of the G20.



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In view of the above **Green Cell** of **Sinhgad Institute of Management** conducted cyber security awareness quiz for all MBA students and all faculty members on Friday 6<sup>th</sup> January 2023. Google form link was shared to all students and all faculty members and certificates for participation generated automatically and participants received certificate in email. Total 300 students participated in a quiz.



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### **Soft Skill Activities Report**

Soft Skills is a very popular term now a days, used to indicate personal transversal competences such as social aptitudes, language and communication capability, friendliness and ability of working in team and other personality traits that characterize relationships between people. Soft Skills are traditionally considered complementary of Hard Skills, which are the abilities to perform a certain type of task or activity. Soft Skills are strategic to be successful in personal and professional life then is essential for the students when they try to obtain any kind of job.


Enterprises generally hire new employees, in particular recent graduates, taking more in consideration their Soft Skills than their Hard Skills. This happens also for technical professions, because the company, in order to be competitive, needs to create good and effective teams and a collaborative working atmosphere.

The Sinhgad Institute of Management has organized various types of activities to develop the soft skills of the students enrolled with the institution. These activities of the departments and platforms available helped the learners to learn and acquire soft skills like Communication Skills, Presentation Skills, Written Communication, Interpersonal Skills, Creativity and Leadership etc. Following are the activities conducted by the department:

<b>Name of the activity</b>	<b>Date of implementation</b>	<b>Number of students enrolled</b>
SIOM HR Meet	12-07-2022	400
Soft Skills: National Unity Day	31-10-2022	50
Soft Skills: GTT	09-01-2023 to 25-01-2023	527
Soft Skills: First Naukri	30-01-2023 to 02-02-2023	266
Soft Skills: TCS ION	10-02-2023 to 24-03-2023	274
Soft Skills: FUEL	27-03-2023 to 01-04-2023	295
Soft Skills: RUBICON	03-04-2023 to 07-04-2023	370
Soft Skills: Six Sigma	15-06-2023 to 19-06-2023	42
Soft Skills: Human Rights, Indian Judiciary System and the Constitution of India	16-06-2023	100

Soft Skills:STP	28-11-2023 to 30-06-2023	678
SIOM HR Meet	30-06-2023	350
Soft Skills (GD)	29-09-2022	70
Soft Skills (GD)	15-11-2022	120
Soft Skills (GD)	25-11-2022	95
Soft Skills	18-10-2022	210
Soft Skills (Interview)	20-10-2022	105
Soft Skills	27-10-2022	217
Soft Skills	14-10-2022	190
Soft Skills (Interview)	22-10-2022	160
Soft Skills (GD)	01-06-2023	160
Soft Skills (Interview)	02-06-2023	130
Soft Skills (Interview)	01-06-2023	120
Soft Skills	05-06-2023	180
Soft Skills	06-06-2023	190



  
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### Language Activity Report

Students who speak more than one language have improved memory, problem-solving and critical-thinking skills, enhanced concentration, ability to multitask, and better listening skills, keeping all these points into consideration Sinhgad Institute of Management has conducted German language course for three months and celebrated Marathi Bhasha Diwas. Following are the details for language activities.

Name of the activity	Date of implementation	Number of students enrolled	Name of the agencies
German Language	14-07-2022 to 14-09-2022	20	Yes Germany
Marathi Bhasha Diwas	27-02-2023	200	Sinhgad Institute of Management



  
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### **IT Activities Report**

Information technology (IT) is the use of computer systems or devices to access information. Information technology is responsible for such a large portion of our workforce, business operations and personal access to information that it comprises much of our daily activities. Information technology has brought numerous benefits, including improved communication, increased productivity, enhanced decision-making, streamlined processes, and greater access to information and knowledge. To improve information technology skills of students Sinhgad Institute of Management has conducted various activities for students. Following are the details of IT activities.

<b>Name of the activity</b>	<b>Date of implementation</b>	<b>Number of students enrolled</b>	<b>Name of the agencies</b>
Advance Microsoft Excel Certification	27-01-2023 to 06-02-2023	151	Sankhya Upskilling
Power BI Certification	27-01-2023 to 06-02-2023	90	Sankhya Upskilling
Java Programming	13-10-2022	150	Sinhgad Institute of Management
ReactNative	10-11-2022	135	Sinhgad Institute of Management
Technical Aptitude Training	09-01-2023 to 14-01-2023	110	Outside Expert & Alumni
Python	17-05-2023	95	Sinhgad Institute of Management
NodeJS	06-05-2023	107	Sinhgad Institute of Management
DevOps	19-05-2022	65	Sinhgad Institute of Management



  
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### **Life Skill Activities**

Life skills teach us how to make our lives easier and simpler, how to live a positive life, and how to spend our time wisely. As a result, life skills are essential in our lives. It hones the ability to adapt to a variety of situations and succeed in all aspects of society. Teaching life skills in schools and colleges helps students build confidence in communication and collaborative skills, provides them with the right developmental resources, find out of the box problem-solving solutions, gives them a way to communicate and develop relationships and teaches them accountability.

Life skills enable student to think critically. They teach students how to analyze critically their surroundings and the very many messages that come their way. Promote sound decision making. Every day we are confronted with situations that require us to make decisions. Sinhgad Institute of Management has conducted various life skill activities for students.

<b>Name of the activity</b>	<b>Date of implementation</b>	<b>Number of students enrolled</b>	<b>Name of the agencies</b>
Eye Checkup Camp	20-06-2023	200	ASG Eye Hospitals
International Yoga Day	21-06-2023	150	Anadi Slimming Center



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**Dr. Daniel Penkar**  
**Director-SIOM**



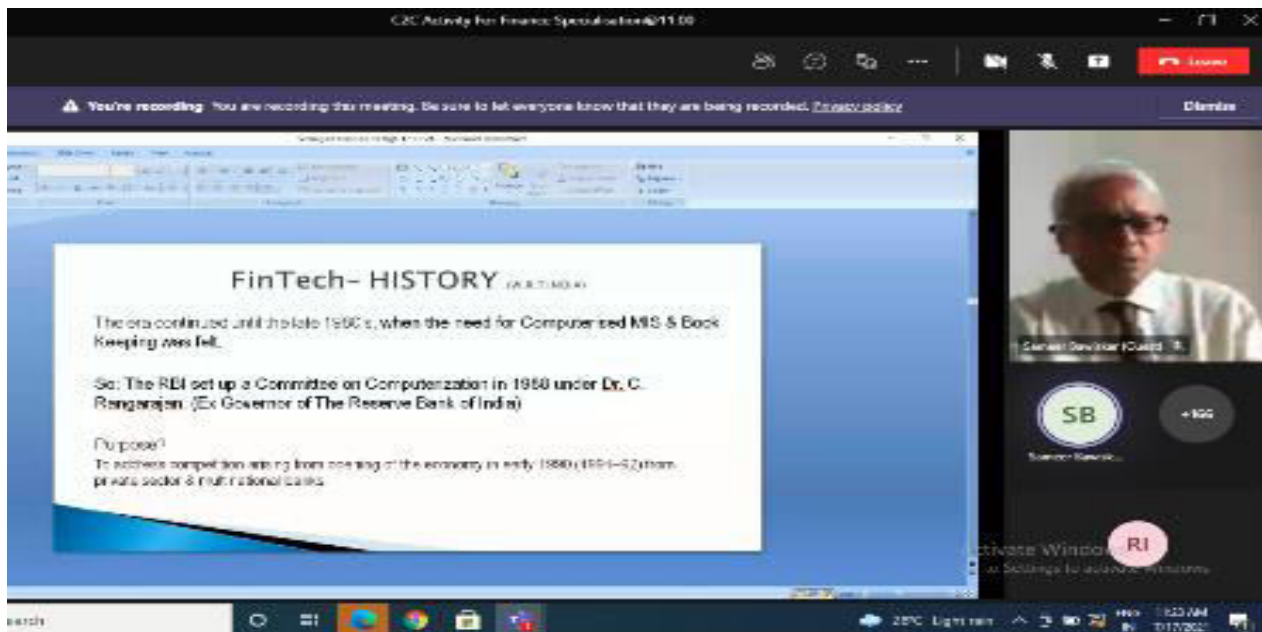
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**Name of Guest Speaker:** Sameer Bawiskar  
**Date:** 17<sup>th</sup> of July, 2021 **Day:** Saturday  
**Time:** 11:00am to 12:30pm **Class:** Online

**Venue:** Microsoft Teams  
**Total No. of Students:** 174



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**Profile of the Speaker:** Mr. Sameer Bawiskar is a banker of good judgement with an accomplished career of delivering sustaining revenues and profits. He has worked extensively in the BFSI industry. Having founding experience in multinational NBFC - GE Capital, private sector banks - ICICI, DCB in marketing, sales, and credit underwriting he has worked at the bottom of the pyramid in the banking industry before being posted at the Head Office in Mumbai

He brings along with him Retail Banking Retail Assets and Account Management skills along with expertise in Strategic planning, process designing, market plan execution while identifying business opportunities through technology.

A true visionary, Mr. Sameer in 2010 realized that banking without technology is incomplete and since has encouraged colleagues and customers to adopt technology in everyday banking: from the use of Internet Banking to offering payment solutions to MSME's, customers, amongst others on the liability side to designing CAM while underwriting retail cred on the asset sides.

**Brief Report of the Session:** Mr. Sameer began with addressing everybody who was present at the session, and then went on with introducing the topic of Fintech. The presentation was kicked off with depicting how banking was done over a century ago, to which he also showed a YouTube video which explained how banking developed and has evolved, furthermore, he went on to explain the technological revolutions in



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**Director SIOM**



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banking such as MICR codes invented by IBM, moving forward and also giving real life examples he explained how banking has changed over the years and had in fact become easy and fast for the customers, and for the bankers, the cost had significantly reduced.

He then defined the word Fintech and its advantages as well as the reasons for Fintech to come at the forefront, as well as providing appropriate data and examples alongside. He then continued on with explaining the current state of Fintech in the context of India, explain how India has adopted to the new advancements in Fintech such as UPI's and mobile payment apps, digital wallets and so on, while also backing them with the related statistics. And after talking about the way forward for Fintech, he concluded his presentation and took on the queries on the students and also guided them with regards to making a career in the Fintech sector, after which the session was concluded.

\*



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**Activity Title:** The Emerging Trends and Career Opportunities in Digital Marketing.

**Speaker:** Mr.Amol Tolbande Sir, Digital Marketing Consultant at Carroll.

**Co-Ordinator:** Dr. Rijwan M. Shaikh, Prof. Aanchal Sharma and Prof. Rajit Panickar

**Date:** 26th Feb 2022 **Time:** 3:30 PM to 5:00 PM

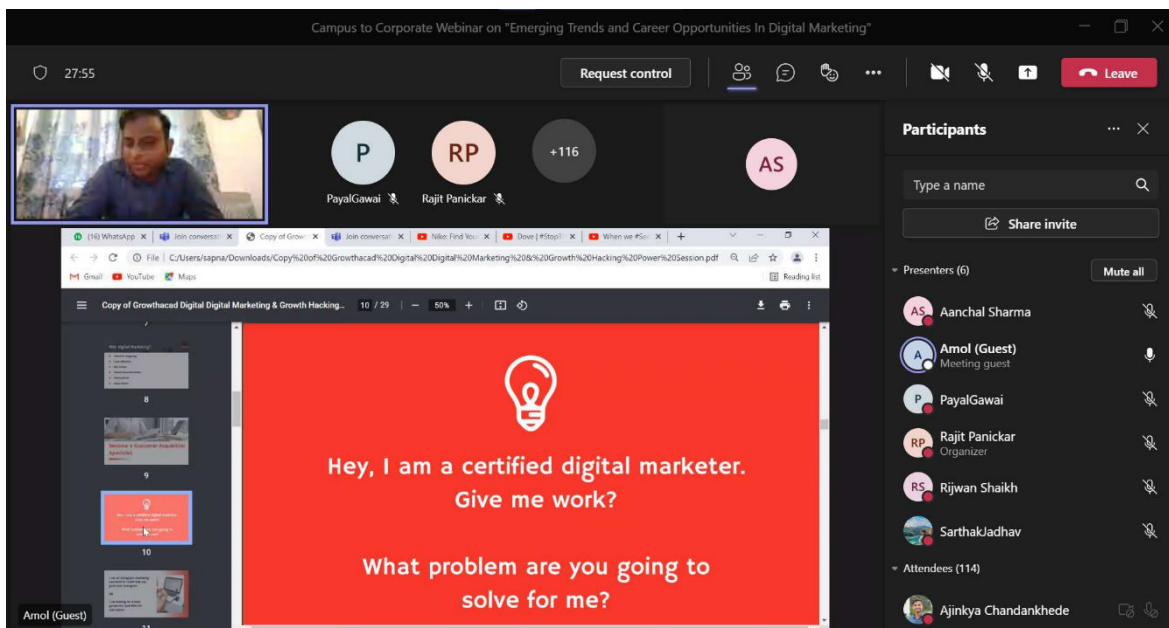
**Venue:** Through Virtual Mode (Microsoft teams)

**Class:** MBA 1<sup>st</sup> Year 2021 **Total No. of Students:** 150

**Anchors:** Payal Gawai and Sarthak Jadhav

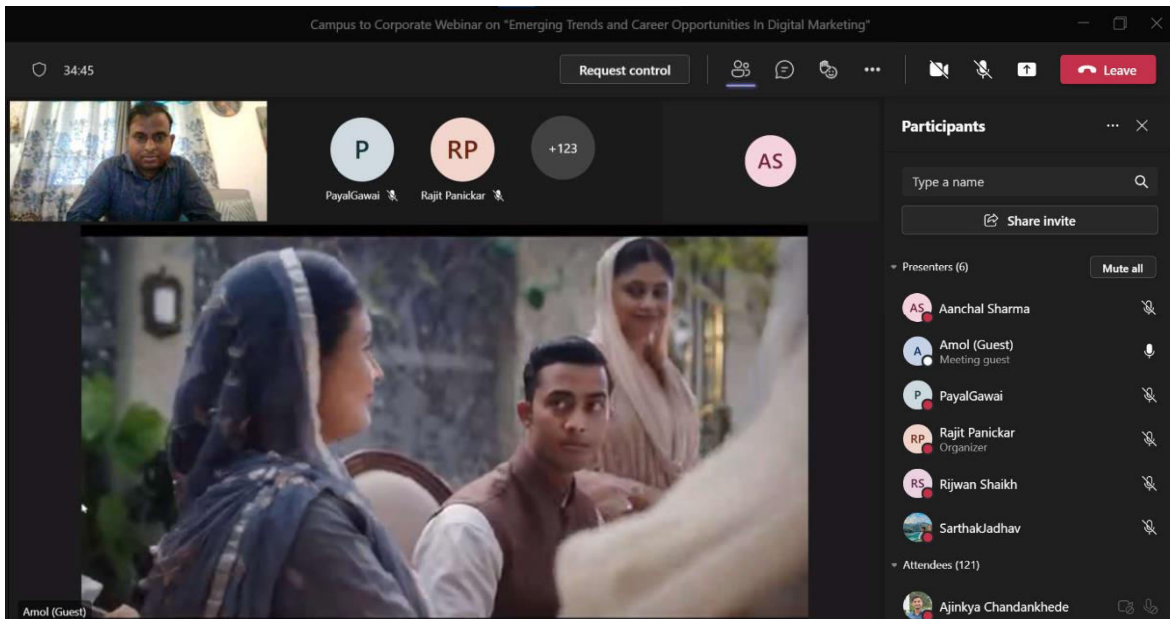
**Report Writer:** Piyush S Kasat

The Emerging Trends and Career Opportunities in Digital Marketing session was hosted on 26th February 2022 by Sinhgad Institute of Management Vadgaon, Pune. The session started with the welcome note and a brief introduction of the guest, Mr.Amol Tolbande Sir who is currently working as a Digital Marketing Consultant at Carroll.

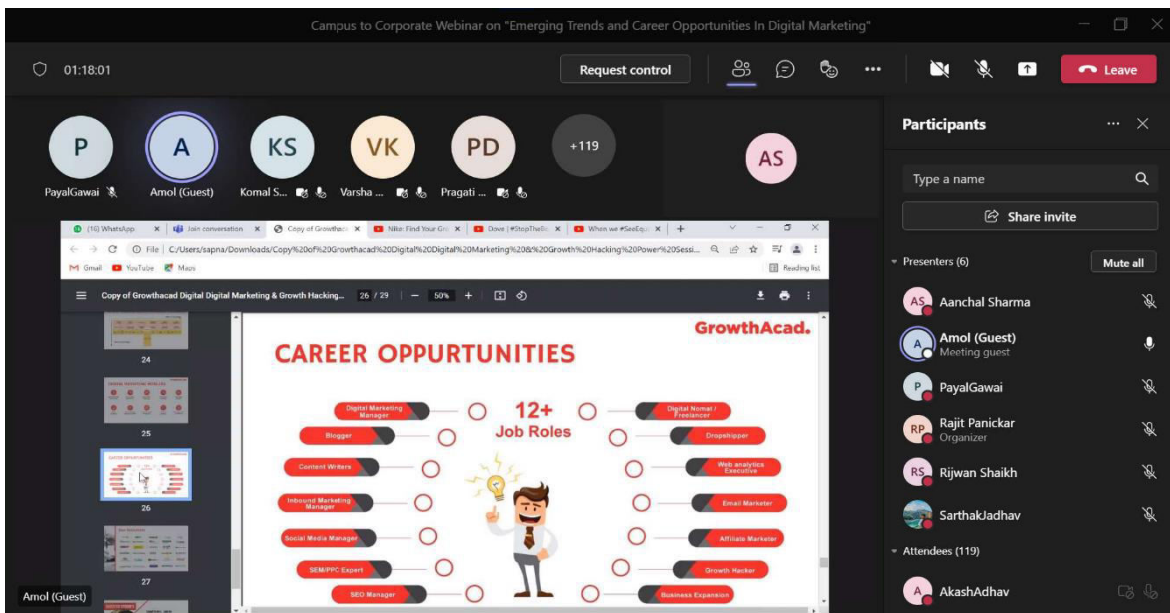


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Director, SIOM**

The speaker started with a basic question about, What Marketing is? Then moving forward he explained it in a great manner how it's the same thing we do in our daily lives. Then he explained to us the importance of Digital Marketing, why we should choose it, and how it works in a very detailed manner. Further he showed us some ads of great brands, as how the use the digital platform as a marketing site, and how it's helpful in the business growth.



Speaker gives some very important messages from this session; they told us how to become a customer acquisition specialist which will definitely help us in the field. They also provided some top industries information which should be our aim to work with and also explained many Career Opportunities in the field.



In the end, students enjoyed the session, and also, they got useful information related to how the digital marketing works and what qualities one should acquire to get to the top. After that students did a Q&A session, which was very interactive.



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**Activity Title:** "SCM in Real World"

**Speaker:** Mr. George Joseph (Wholtime Director, Polybond India Pvt. Ltd, Ex. Group Manager- Manufacturing, Apollo Tyres)

**Coordinator:** Dr. Rijwan M. Shaikh

**Anchor:** Ms. Sayali Bhalerao (MBAI Sem II HR)

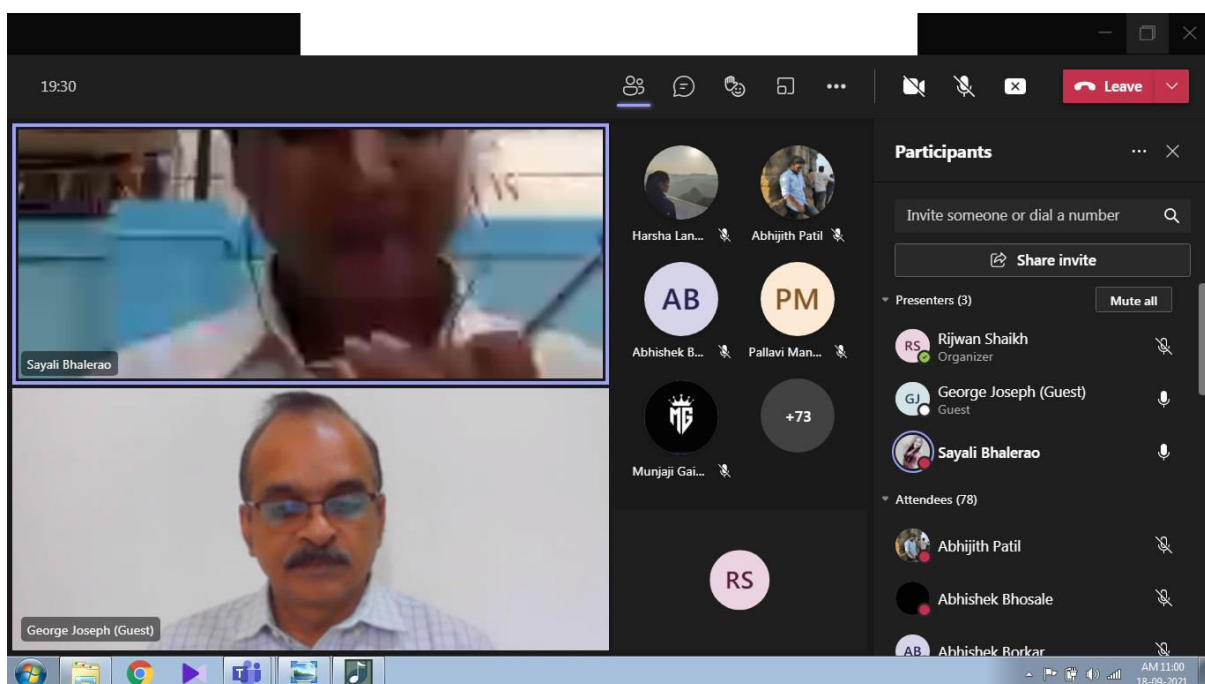
**Report Writer:** Dr. Rijwan M. Shaikh

**Date:** 18<sup>th</sup> September 2021 **Day:** Saturday **Time:** 11:00 AM to 12:30 PM

**Venue:** Virtual Mode (Microsoft teams)

**Participants:** MBA I students

'SCM in Real World' C2C activity was hosted on 18<sup>th</sup> September 2021 by Sinhgad Institute of Management Vadgaon, Pune. The session started with the welcome note and a brief introduction of the speaker of the session Mr. J. George, Wholtime Director, Polybond India Pvt. Ltd and Ex. Group Manager- Manufacturing, Apollo Tyres.





With about 125 students the speaker started with an interactive session and asked students the questions such as what you think of the SCM? He started with the recent Supply chain disruption that the world experienced because of stranded ship 'Evergiven' at the narrow Suez Canal. He also gave simple examples to establish the importance of SCM in real world by mentioning the distribution of milk from farm to home of the customer. He also gave his opinion on managing of SCM in uninvited situations like Covid pandemic.

He didn't stop with real industry examples while explaining SCM but the theoretical concept of Cash Conversion Cycle was considered by him to make student better understand its relevance with their MBA syllabus by correlating it again with inventory management. He also pointed out that SCM is the hotcake in the present era because ever increasing preference of e commerce by the customers. He also showed how concepts like express deliveries of goods, food and groceries are emerging nowadays. It is also leading to heavy investment with the further increase in competition.

Finally he also discussed the career opportunities and various roles students can occupy in the industry were discussed. Many students like Anand Giri, Akshay Pawar interacted with the guest during question answer mode.



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20<sup>th</sup> September 2021,

### Overview of Financial Markets Five Days Student Training Program

Sinhgad Institute of Management, Pune in association with Bombay Stock Exchange Brokers Forum organized a **Five Days Student Training Program** on '*Overview of Financial Market- Series: I*' from 13<sup>th</sup> to 17<sup>th</sup> of September 2021.

<b>Activity Title:</b>	<i>Overview of Financial Market – Series: I</i>		
<b>Name of the Guest Speaker:</b>	Dr. Aditya Srinivas		
<b>Designation:</b>	Chief Operating Officer and Chief Economist		
<b>Organization Name:</b>	Bombay Stock Exchange Brokers Forum		
<b>Contact Number:</b>	Shenaz Shaikh: 8082766643 / 8691811258 Sania Shaikh: 7039479362		
<b>Email Id:</b>	Shenaz Shaikh: mum.shenaz@gmail.com> Sania Shaikh: saniashaikh707@gmail.com		
<b>Date (From to To)</b>	13 <sup>th</sup> to 17 <sup>th</sup> September 2021 (Five Days)		
<b>Time:</b>	10:45 to 11:45 AM	<b>Venue:</b>	Online (Google Meet)
<b>Divisions:</b>	MBA-I (A to E) Marketing and Finance Specialization		
<b>Number of Students Registered:</b>	260	<b>Number of Students Completed Training Program Successfully</b>	151

### Profile of the Speaker:

Dr. V. Aditya Srinivas is working as Chief Operating Officer and Chief Economist at the Bombay Stock Exchange Brokers Forum. He has totally 16 years of corporate experience. He has represented India at Harvard University USA, South Korea, Japan, Maldives, Oman, Dubai, Hong Kong, Taiwan, Sweden, Indonesia, Turkey to name a few countries. He has taken more than 2000 sessions on Indian Economy and stock market and trained more than 65000 participants across India. His qualifications are BBF Finance (Dist), MBA



Finance (Gold Medal), Ph. D (Economics) MDP (IIM Ahmedabad), CWM, D.Litt (USA), ISO 9000 Lead Auditor. He has also presented 23 research papers in National and International conference and has published 35 Research papers.



## Day-1:

Dr. Aditya Srinivas briefed about the origin and history of Bombay Stock Exchange. The Bombay Stock Exchange (BSE) was formed on 9<sup>th</sup> July 1875, 146 years ago. It was started by Premchand Roychand. Its original name was '*Native Shares and Stock Brokers Association*'. During those days its membership fees was Rs. 1. It has about 318 members. He also discussed about the use of trading account and accessing demat account. Three types of accounts are required to trade in stock market:

1. Trading Account
2. Demat Account
3. Savings Account

Trading Account is used for buy and sell of transactions. A code is generated and transactions are punched into the code. Demat account is opened to store the securities which are purchased. It consist a number which is known as Client ID. Securities and Exchange Board of India (SEBI) has recently allowed eKYC, which makes it very easy to open demat and trading account without much documentation. It invited fresh investors to enter the market during Covid 19 pandemic.

Further, he explained how the trading takes place once the accounts are opened. The client calls the broker or sub-broker, tell him the trading code in which the transactions are to be kept. Once the transaction is done the broker or sub-broker will call the client and confirm about the trades/transactions.

There are two types or levels of trading:





1. **Intra-day Trading:** It is about buy and sells transactions in one day only. The profit and loss is settled by way of difference.
2. **Delivery Base Trading:** Here the entire payment is made by the client. The securities are then transferred to the demat account of the client after the client makes the full payment. If client does not pay then the securities lie in the broker's pool account.

He further explained that stock market or capital market is the long-term source of investment. Equity shares are the best financial assets to create long-term wealth creation. BSE Sensex formed in 1979 with the base of 100 today it is at 50,000. In last 40 years the CAGR returns is 16.6 % approx.

He also discussed the current standing of India's economy. He mentioned Indian Economy is called '**Heaven of Stability**'. India's GDP growth rate is 7.1% compared to the world average GDP growth of 3.1%. Currently the world's Big four economies are in trouble – USA, Europe, China and Japan. According to Dr. Srinivas the three unique features of Indian Economy are:

1. **Demographic Dividend:** It is 75% of the population is less than 35 years of age. Average age of an Indian is 25 years compared to USA which has 40 years, Japan 52 years and Europe 47 years.
2. **Domestic Consumption:** Around 80% of the production in India is consumed by Indians itself and only 20% is exported. Thus, India is not an export dependent country.
3. **High Saving Rate:** The saving rate in India is 27% of GDP, while whole world is 21%.

The screenshot displays a Zoom meeting in progress. The central focus is a presentation slide titled "Methodology" which includes a line chart and a table of financial data. The table lists various financial metrics for different companies, such as TCS, Infosys, and Wipro. The Zoom interface elements include a top bar indicating "Aditya Srinivas is presenting", a list of participants (Aditya Srinivas and 142 others), and a right-hand panel with "In-call messages" listing various courses and a channel link. The bottom status bar shows the time as 11:27 AM and the user "ifp-psay-nfg".

Then, Mr. Srinivas explained about **what is Investment?** Investment is a process where we forego current consumption for future growth. Surplus funds are parked for getting higher future returns. **Why it is necessary to Invest?** According to him people invest to achieve the following goals of life:

- a. To own a house
- b. To buy a car
- c. Child Education



- d. Marriage of children
- e. Retirement Planning
- f. To beat Inflation
- g. To Increase Standard of Living

Dr. Aditya Srinivas, concluded Day-I session by explaining the various avenues of investment- Fixed Deposits, Mutual Funds, Equity Shares, Provident Fund, Insurance, Gold and Property. He mentioned that Fixed Deposits has 8% rate of interest, it is the nominal rate of return. While the real rate of return in  $8\% - 6\% = 2\%$ . It includes inflation which reduces the purchasing power of money. Average inflation in India is 6 to 7 %.

Further, students actively participated in asking questions and clearing their doubts related to today's session and capital market.

## Day -2:

On the day-2 of student training program, Dr. Aditya Srinivas started the session with Fundamental Analysis. It is a study to find out good companies for long-term investment. It answers the questions '*which share to buy?*' Fundamental analysis does three tier analyses:

1. Economic Analysis
2. Industry Analysis
3. Company Analysis

In economic analysis following indicators are studied:

- a. **GDP Growth:** It is the most vital parameter. It indicates the progress of an economy annually. The data is released by government quarterly.
- b. **Inflation and Interest Rate:** Inflation is independent variable while interest rate is dependent variable. When inflation goes up, RBI will increase the interest rates. When the interest rate increases, the economy slows down as demand and consumption decreases.
- c. **Exchange Rates:** This indicates the Rupee=Dollar equation. If currency appreciates then the economy is stronger and foreign inflows will begin. Depreciation indicates that the currency is weak and the outflow will start. Indian currency is determined by RBI considering the inflow and outflow of the foreign currency.
- d. **Current Account Deficit:** It is the difference between exports and imports. If imports are greater than exports then it is called current account deficit. While if exports are greater than imports it is called current account surplus. India is experiencing a current account deficit of 1.2% of GDP. Mainly India imports crude oil which is 77% of the total crude oil requirement.
- e. **Fiscal Deficit:** It is the difference between government's income and expenditure. Foreign investors give more importance to fiscal deficits. Government's income is the taxes paid by people and company. Government's expenditures are the spending on social issues, health, defence etc. Higher fiscal deficit indicates the government's inefficiency to utilize people's money.
- f. **Index of Industrial Production (IIP) or Data:** IIP index indicates the demand in the manufacturing sector. Currently the index is at -1.9%. Lower index means the performance of manufacturing sector in the economy is low and vice versa. In April 2020, the IIP was -57% and in November 2020, it was 3.63% and in December 2020 it was low at -1.9%.

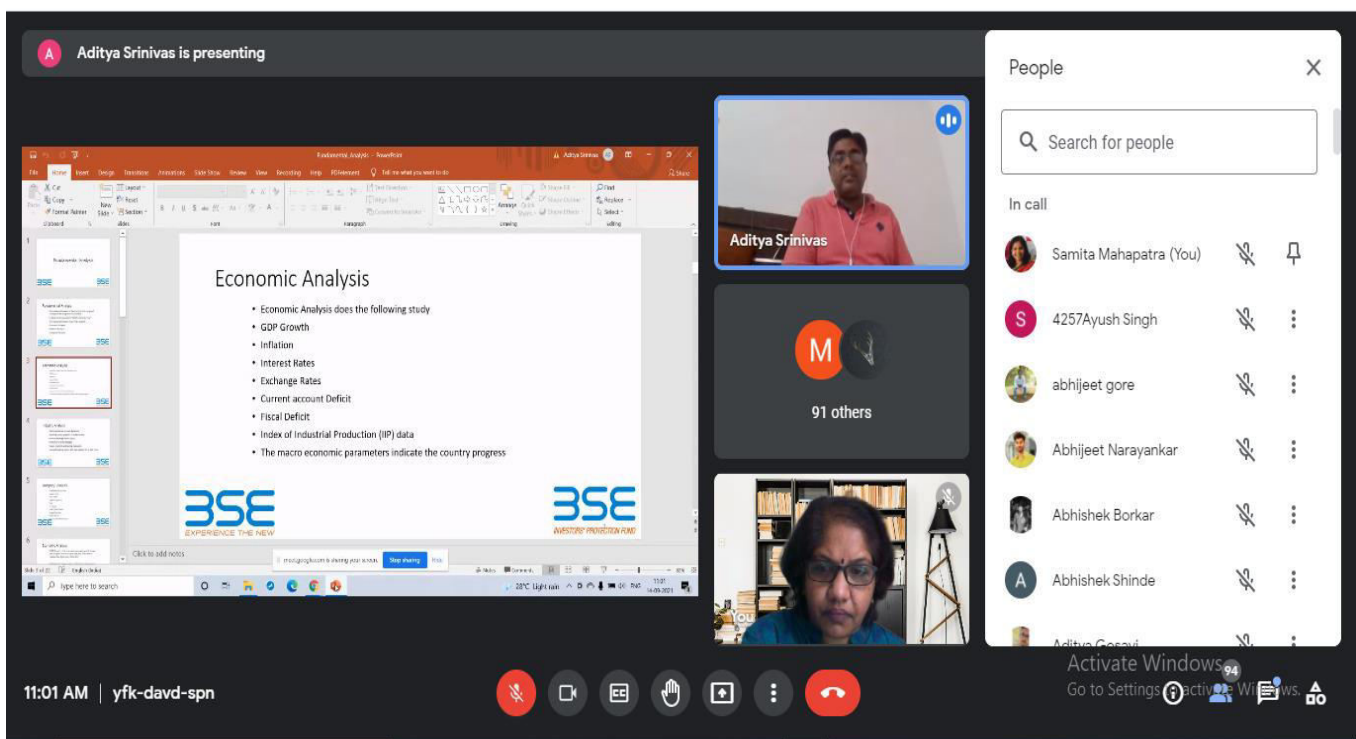


## g. Other Macroeconomic parameters indicating country's progress

Dr. Srinivas mentioned that unless economy is in good shape the foreign capital will not inflow. As India is a labor intensive country, capital is needed to generate employment. India's macroeconomic fundamentals and so there is inflow of foreign capital.

Then he discuss about the industry analysis. According to him, every sector has its own dynamics. For instance, banking sector analysis study would include factors like – Non Performing Assets (NPA), Net Interest Margins (NIM), Current and Saving Accounts (CASA) and more. Current banking sector NPA has reached to Rs. 4 lakh crores. Indian Banking sector is weak since banks have huge NPAs. In 2012, Gross NPA was Rs. 1.86 Lakhs crores. In 2016, Gross NPA was Rs. 4 lakh crores. In 2020, Gross NPA is at Rs. 9 lakh crores. In which, Public Sector Banks have 9.32% NPAs. All Public Sector Banks are in huge losses. Banking stocks have come down. Valuation is attractive for long-term buyers.

On the other hand, India's IT sector earns 80% revenue in US Dollars. USA is the key market for Indian IT companies. Indian IT firms have zero debt and strong cash flows. With the changes in HB1 visa laws the IT stock prices had come down, but these stocks are good for long-term investments.



The screenshot shows a Zoom meeting interface. The main window displays a presentation slide titled "Economic Analysis" with the following bullet points:

- Economic Analysis does the following study
- GDP Growth
- Inflation
- Interest Rates
- Exchange Rates
- Current account Deficit
- Fiscal Deficit
- Index of Industrial Production (IIP) data
- The macro economic parameters indicate the country progress

The slide also features the BSE logo and the tagline "EXPERIENCE THE NEW". The meeting controls at the bottom show the time as 11:01 AM and the user as yfk-davd-spn. A list of participants is visible on the right, including Samita Mahapatra (You), 4257Ayush Singh, abhijeet gore, Abhijeet Narayankar, Abhishek Borkar, and Abhishek Shinde.

Further, he explained the factors influencing company analysis. They are:

- Gross Profit:** It is the total revenue which comes from sells. If the gross profit is decreasing then it indicates the product is not accepted by consumers or the company is not targeting the right market. For example, Tata Nano sells did not pick up so the gross revenue was very low due to low sales.



- b. Net Profit:** It is most important since it is the opportunity cost of capital. Stock price will not rise if the net profit is not rising. The FIII (Forum Merger III) and Mutual funds will not buy the company shares.
- c. Operating Profit:** It is the cash flow coming from the core business activity. It has to be positive means the business is in working condition. DFL and Unitech had negative operating cash flows which mean the business is bleeding and no income is coming from the main operations.
- d. Earnings Per Share (EPS):** This is very important parameter, if EPS does not rise then FIII (Forum Merger III) and Mutual Funds will not buy the shares. EPS is net profit divided by total number of shares.
- e. Price Earning (PE) Ratio:** It is a valuation ratio. Valuation is an art and not science. It depends on person looking at company, what he feels is the value of the company. There are two myths in PE ratio:
- i. Whether Lower PE is good or**
  - ii. Higher PE is good**
- PE depends on sector potential. For instance, IT, Media, Telecom, Private Banks etc. Biotech has high PE ratio because growth is more. Sectors like cement, steel aluminum have lower PE ratio, because growth in these sectors are low.
- f. Debt Equity Ratio:** This has become the most important ratio after the Global Financial Crisis 2008. The lower the ratio the better it is for the company. For example, companies like KFA died due to Rs. 7000 crore loans, DFL has Rs. 22000 crore loans so stocks are NPA, Reliance Communication has Rs. 39000 crore loans, Bharati Airtel has Rs. 66000 crore loans. These are clear examples that if debt is more, the company profit goes for a toss.
- g. Dividend Payout Ratio:** This shows the amount of dividend paid by the company. Higher the ratio the better for the shareholders. It means the company has solid cash to pay.
- h. Liquidity Ratio:** It shows the amount of liquid assets with the company. This ratio should also be sufficient with the company so that short term payment obligations can be well managed. For example, Shubhiksha Stores failed as they had no money to pay salaries to staff.
- i. Order Book:** This shows the amount of orders with the company. Higher the order book then it means more cash flow with the company in the future. Every three months when the companies give the result, order book is declared by the management. For example, Laren and Tubro has Rs. 98000 crore of Order book.
- j. Corporate Governance:** It is about the management honesty which counts. We trust Infosys because of Narayan Murthy. Honesty of top management is the key to the long term success of the company.

Dr. Srinivas concluded the day-2 session by mentioning that fundamental analysis is used for long-term investment. Only stock analysis is not useful. One must do economic and industry analysis also. Stock market will give good returns if the economy is in good state. Stock market is one of the indicators of the economy.

Dr. Srinivas cleared the doubts and answered the questions raised by the students.

- **What should be the approach to invest in the companies with higher PE/PB?**
- **Other than Corporate Governance which qualitative parameters one much consider before investing?**
- **I am planning to invest more money in Tech Fund Direct; will it be good to invest more money in it?**



- Many more...

### Day-3:

On day-3, Dr. Aditya Srinivas discussed about Mutual Funds. Mutual Funds refer to pool of money which collectively belongs to investors. First mutual funds were started in 1964 by UTI. In 1987, Public Sector Banks were allowed to start mutual funds. State Bank of India (SBI) was the first to start with mutual funds. After economic reforms, in 1993 private sectors were allowed to start with mutual funds, in which Kothari Pioneer was the first to start it. In 1996, SEBI issued mutual fund guidelines.



The Structure of Mutual funds consists of Sponsor, Board of Trustees and Asset Management Companies (AMCs). Sponsor creates the mutual funds. For example, Tata Mutual Fund created by Tata. The net worth of sponsor has to be Rs. 50 crores. Boards of Trustees are individuals who are reputed in financial markets. They ensure that interests of investors are taken care of. Asset Management Companies select the stocks for investment and generate return for investors. Following are the types of schemes:

- Equity Diversified:** Funds which invest 100% in stock market.
- Balanced Funds:** Funds which invest 65% in stock market and 35% in debt market
- Debt Funds:** Funds which invest 100% in debt market
- Sector Funds:** Funds which invest 100% in only one sector
- Index Funds:** Funds which have one index like Nifty or SENSEX as benchmark index and replicate that index
- Tax Saver Funds:** Funds which are invested in equities with a locking period of 3 years





**g. ETF Funds:** Exchange Traded Funds are listed in stock exchange.

The screenshot shows a Zoom meeting interface. The main window displays a presentation slide titled "Analysis" with the following table:

Year	FII flows (Rs. Crore)	MF flows (Rs. Crore)
2015	17946	71564
2016	21398	47818
2017	53650	112000
2018	-32000	320000
2019	1,00,000	51000
2020	1,68,000	-47000

Below the table, there are bullet points:

- FII are net sellers in the market as compared to MF which have invested huge amount
- The last 3 years the trend has changed with MF investing much higher amount than FII
- So the markets are not falling even though the FII are selling

The chat window on the right contains the following messages:

**In-call messages**

sheet on a regular basis only will get a certificate. All participants are requested to fill the attendance sheet form & for upcoming webinar, internship program & Demat account opening.plz contact on 8691811258.Friends Plz Fill the Attendance & Feedback Form sheet. <https://forms.gle/ysd1PNGtvnaHnRtC7>

**Aditya Rrs 11:19 AM**  
Friends join the session on time. Only those who attend the 5 days session and fill the attendance sheet on a regular basis only will get a certificate. All participants are requested to fill the attendance sheet form & for upcoming webinar, internship program & Demat account opening.plz contact on 8691811258.Friends Plz Fill the Attendance & Feedback Form sheet. <https://forms.gle/ysd1PNGtvnaHnRtC7>

The benefits of mutual funds are:

- Diversification:** Investment is done in around 50 stocks so the risk is diversified.
- Decent Return:** Since 1964 average return has been between 12 to 15%
- Liquidity:** Redemption money is credited to the account within 3 working days.
- Taxation:** 10% long term capital gains tax above profit of Rs. 1,00,000. Short term capital gain tax at 15%
- Professional Management:** An Asset Management company manages the portfolio of shares.

The current scenario of mutual funds shows that there are 43 mutual funds in India with more than 1000 schemes. The total Assets Under Management (AUM) is Rs. 31 lakh crore. In 2004, the total AUM was Rs. 1.5 lakh crores. In 2014-15, 23 lakh new SIPs were registered. While in 2015-16, 29 lakh new SIPs were registered. In 2015 the market return was -5% but SIP registration was up by 26%. In 2020, total SIP registered is Rs. 3.35 lakh crores. Rs. 5000 crores come into stock market through Systematic Investment Plan (SIPs). Every year 6 lakhs SIP get registered. Numbers of mutual funds investors are 2.28 crores. Numbers of mutual funds distributed are 2 lakhs (only 20000 are active). Average SIP investment size per month is Rs. 3200. Average value of portfolio of a mutual fund investor is Rs. 78,000 which was Rs. 65,000 in 2015.

While selecting mutual funds, one must understand or research about AMC, past performance, consistency of performance and investment style i.e whether it is aggressive or defensive.

SIP is based on Rupee Cost Averaging. Automatic times the market. It is a tool for wealth creation in the long run. For instance, every month Rs. 500 is deducted from the bank account and buying is done. Every month buying brings down the average cost. Rs. 500 invested for 25 years at 15% return. Thus, the invested amount is Rs. 1,50,000 while the amount return is Rs. 16,21,000.





Dr. Srinivas explained about SIP with the help of one more example. Suppose a new wedded couple or parents of newly born baby invest Rs. 5000 every month for 25 years with an expected return of 15%. They invest total amount of Rs. 15,00,000 while they get a total return of 16,21,00,000. When the child is at marriageable age of say 25 years, the parents need not worry about his/her future.

Further, Dr. Srinivas compared stock market investing and mutual fund investing. In stock market, time is required to track the market. Investor need not dedicate time for mutual funds as it is taken care by fund managers. For stock market investment knowledge is required as to what to buy and what to sell? For mutual fund investing, fund manager and his research team does all the buying and selling on behalf of the investor. One needs bulk capital to invest in stock market, while an individual can start SIP with Rs. 500 only. Only rich and affluent people can take the risk of stock market, while in mutual funds anyone can invest – rich or poor.

Dr. Srinivas compared the traditional products with mutual funds. Fixed deposits gives 5.15% interest with TDS and income tax gets deducted, Provident fund has 15 years locking period and return is around 7.10%, while mutual funds have average return of 15% on long term basis and complete flexibility of taking money out whenever required.

Dr. Srinivas concluded the session by mentioning that mutual funds are long-term investment options which generates wealth for long-term. SIP will make small investments on monthly basis and give big results over a period of time. While retail investors want to create wealth for the future without taking much risk.

Students cleared their doubts by asking questions. Looking at the current scenario which fund will be beneficial for the public? It is mentioned in mutual funds add that mutual funds are subject to market risks, what type of risks are involved?

## Day-4

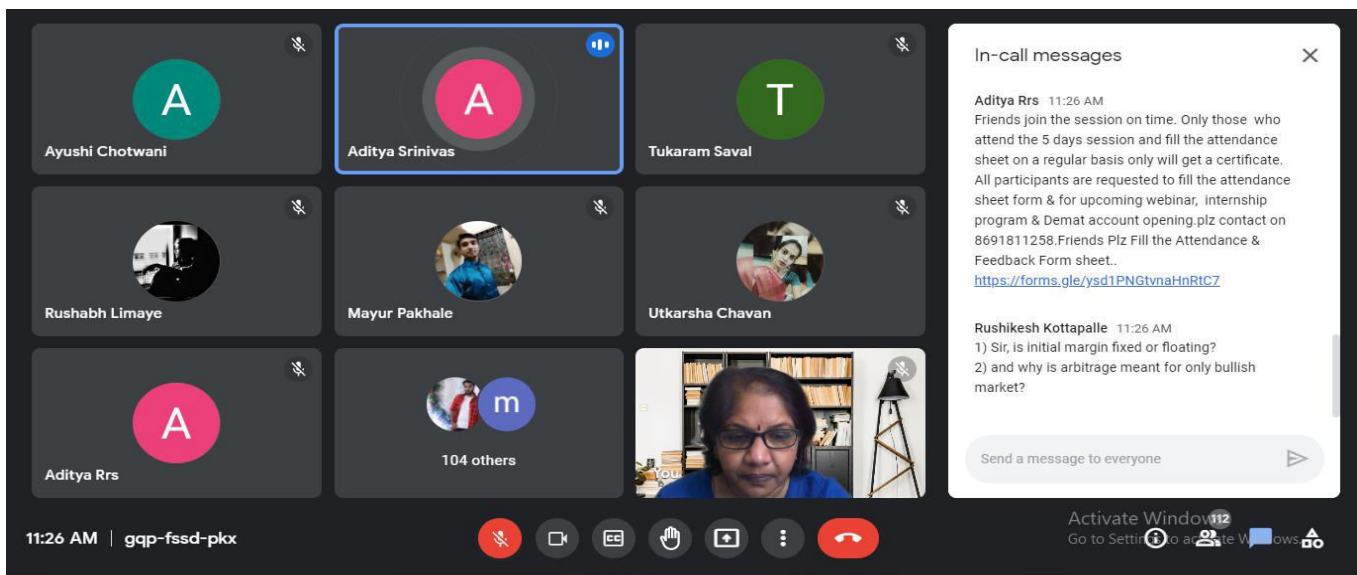
On day-4, Dr. Aditya Srinivas showed the students and explained live the functions of stock market.

The screenshot shows a Zoom meeting interface. The main window displays a presentation slide titled "HDFC securities" with a table of stock data. The table includes columns for "Buy", "Sell", "CMP", "PE", "Dividend Yield", "Company Name", "Big Cap", "Avg Price", "52 Week High", "52 Week Low", "LTP", and "Change". The table lists various stocks such as ITC, KOTAK, and others. Below the table, there are sections for "My Mutual Portfolio" and "Fund valuations". On the right side of the meeting, there is a "People" list showing participants: abhijeet gore, Abhijeet Narayankar, Abhijith N Patil, Abhinav Kulkarni, Abhishek Shinde, Aditya Ghotekar, and Aditya Gosavi. The meeting is titled "Aditya Srinivas is presenting". The bottom of the screen shows the Zoom control bar with icons for mute, video, chat, and other functions. The system tray at the bottom indicates the time as 11:02 AM and the user as ggp-fssd-plx.



Then he explained about derivatives that it is an instrument whose value is derived from underlying assets. The underlying assets can be financial or non-financial, for example, stocks, bonds, gold, silver, temperature, electricity etc. Derivatives started in 1848 at Chicago Board of Trade (CBOT). In 1865, future trading started. In 1900, first index future contract was traded on Kansas Board of Trade. In 1996, L C Gupta committee was formed to study whether derivatives are required in India. The committee studies for 2 years and in 1998 submitted their report stating that the derivatives can be started. In 1998, J R Verma committee was formed to suggest the risk management framework. Finally, in June 2000 derivative market started with Index future contracts.

There are mainly three participants in the derivative market – *Speculators, Hedgers and Arbitrageurs*. Speculators do short –term trading. For instance, buying Nifty contract when GDP is good and then selling after one hour as profits are earned. Hedging is done to remove the risk and not to make profits. Hedging involves taking two opposite positions at the same time. For instance, FII buy of Rs. 10 lakhs Reliance in the cash market. They will sell Rs. 10 lakhs Reliance Future Contract. In case, Reliance value goes down to Rs. 8 lakhs, then in cash market they will experience a loss of Rs. 2 lakhs, while in future market they will make a profit of Rs. 2 lakhs and Net outflow is zero. Why hedging is done? If hedging is not done then the loss is sure to occur, as the objective of hedging is to reduce risk and not make profit. Institutions do hedging in a big way, so as to protect the value of their portfolio. Arbitrage is to buy from one market where the price is low and sell in the other market where the price is high. For instance, Reliance is Rs. 1000 in cash market and Rs. 1010 in future market. Then one can buy Reliance from cash market and sell it in future market. On expiry the price in cash and future will be covered. Arbitrage gives good earnings in the bulls market. In 2007, there was a huge difference between cash market and future market due to Bull Run and so the future prices were quoted very high. The returns were 3% per month.



The two main products of Derivatives are: *Futures and Options*

Futures are a contract between buyers and sellers for a predetermined date. The predetermined date is to execute transaction on a recognized stock exchange. There are three types of margin in Futures: *Initial margin, Maintenance margin and Ad-hoc margin*. Initial margin is the basic i



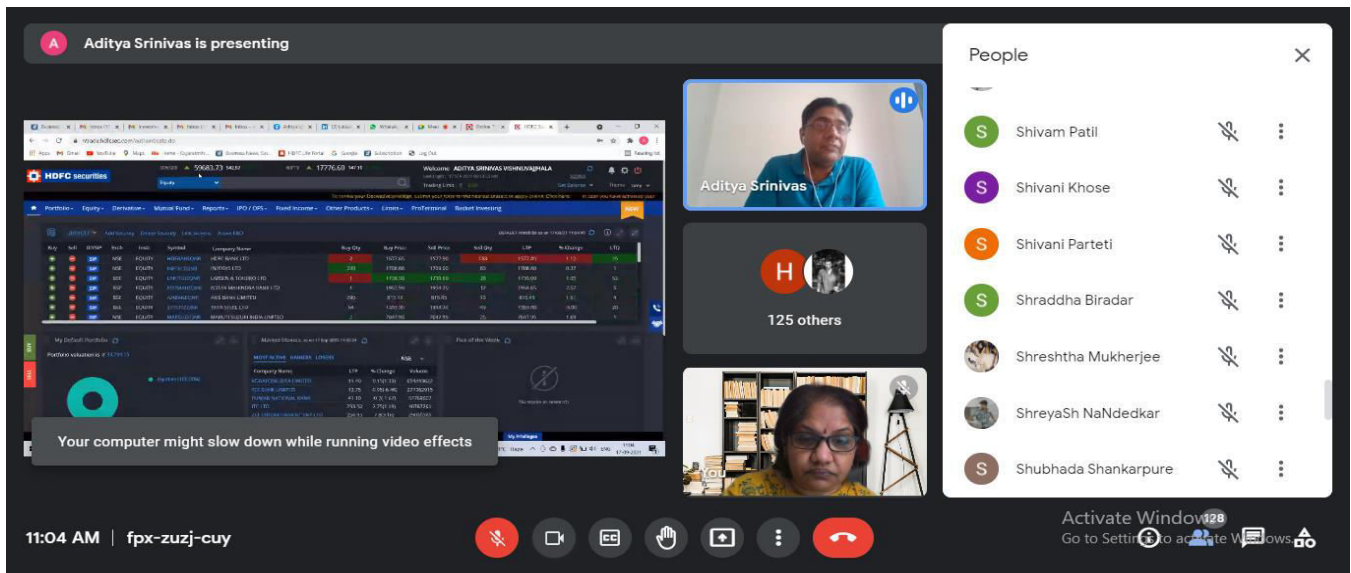
amount to be paid to broker to initiate the trade. Maintenance margin is the amount which has to be in the client's account all the time. It is normally 50% of the initial margin. At times due to volatility additional margin may be imposed called as Ad-hoc margin. Risk management is the key in the derivatives market for long run survival of clients and brokers. Further with the help of an example Dr. Srinivas explained the functioning of futures market.

Options as an investment tool give the buyer the right but not the obligation. There are two types of Options: **Call and Put options**. Call option gives the buyer the right to buy but not the obligation. Put option gives the buyer the right to sell but not the obligation. With the help of an example Dr. Srinivas explained the working of these options.

Finally, he concluded the session by discussing the key aspects of Derivative market. One must understand the risk involved. Buy only options since risk is limited to the amount of premium paid. Futures are very risky, as profit and loss both can be unlimited. FIIs are big players in the market. Index is very heavily traded. Retail investors trade but often incur loss. The minimum contract value is Rs. 5 lakhs which was earlier Rs. 2 lakhs. Thus, retail investors should not trade if they do not understand the risk. Margin is the main tool for risk management. Brokers must guide clients properly for derivatives market trading. Knowledge management is very important for derivative markets.

## Day-5

On day-5, Dr. Aditya Srinivas explained live the moneycontrol website ([www.moneycontrol.com](http://www.moneycontrol.com)).



After explaining the website details and functioning, Dr Srinivas answered the questions and doubts raised by the students.

The session concluded with the online test and feedback. Out of 255 students 151 students completed the test successfully.

\*\*\*\*\*



**Dr. Daniel Penkar**  
Director SIOM



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Telefax: (020) 24356592 E-mail : [director\\_siom@sinhgad.edu](mailto:director_siom@sinhgad.edu) Website :  
[www.sinhgad.edu](http://www.sinhgad.edu)

**Activity Title:** "Cyber Jagrukta Diwas"

**Speaker:** Prof. Sunil Khilari (Cyber Security Expert)

**Coordinator:** Dr. Rijwan M. Shaikh

**Report Writer:** Dr. Rijwan M. Shaikh

**Date:** 11<sup>th</sup> November 2021

**Day:** Thursday

**Time:** 10:30 AM to 12:00 PM

**Venue:** Virtual Mode (Microsoft teams)

**Participants:** MBA and MCA students & All staff

'Cyber Jagrukta Diwas' event was hosted on 11<sup>th</sup> November 2022 by Sinhgad Institute of Management Vadgaon, Pune. The session started with the welcome note and a brief introduction of the speaker of the session Prof. Sunil Khilari, Cyber Security Expert and Faculty at SIOM.

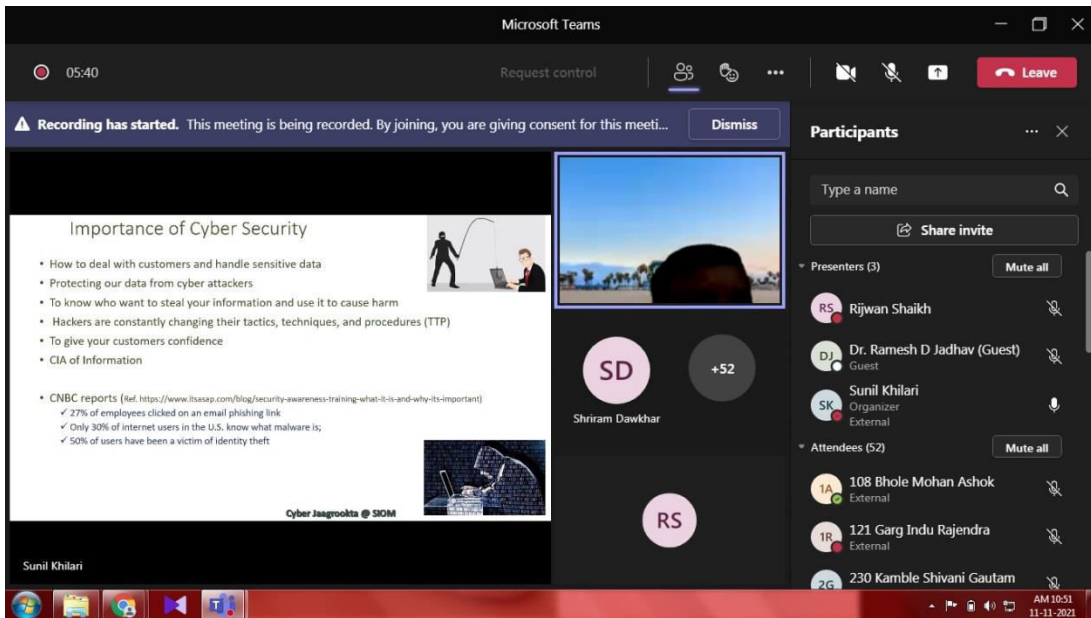


**Dr. Daneil Penkar  
Director, SIOM**

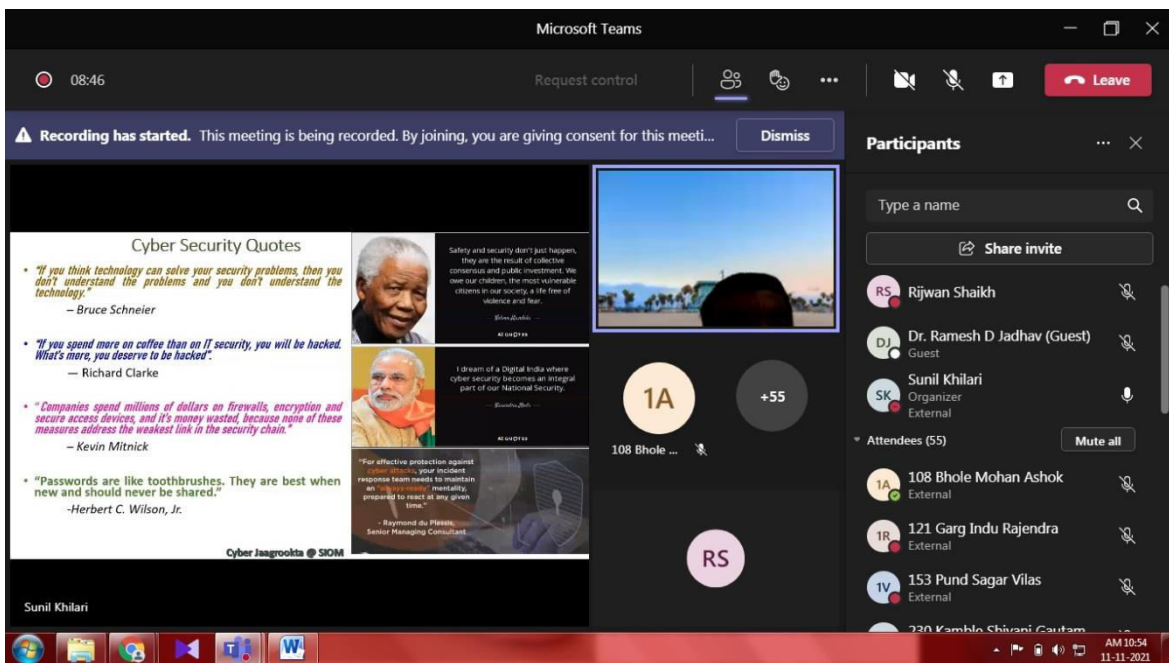




With about 525 students the speaker started with an interactive session and asked students the questions such as what you think are the dominant skills for a Tech or gadget users? Later, he gave a brief introduction about Cyber security, Cyber jagrukta diwas and why all of us need to keep awareness about cyber security. He also discussed the opportunities in the Cyber security field and how we can make all our presence on various online platforms secure. Sir gave some important points and insights such as what are the prerequisites of having a good career in the Cyber security area and the salary offered compared to other fields.

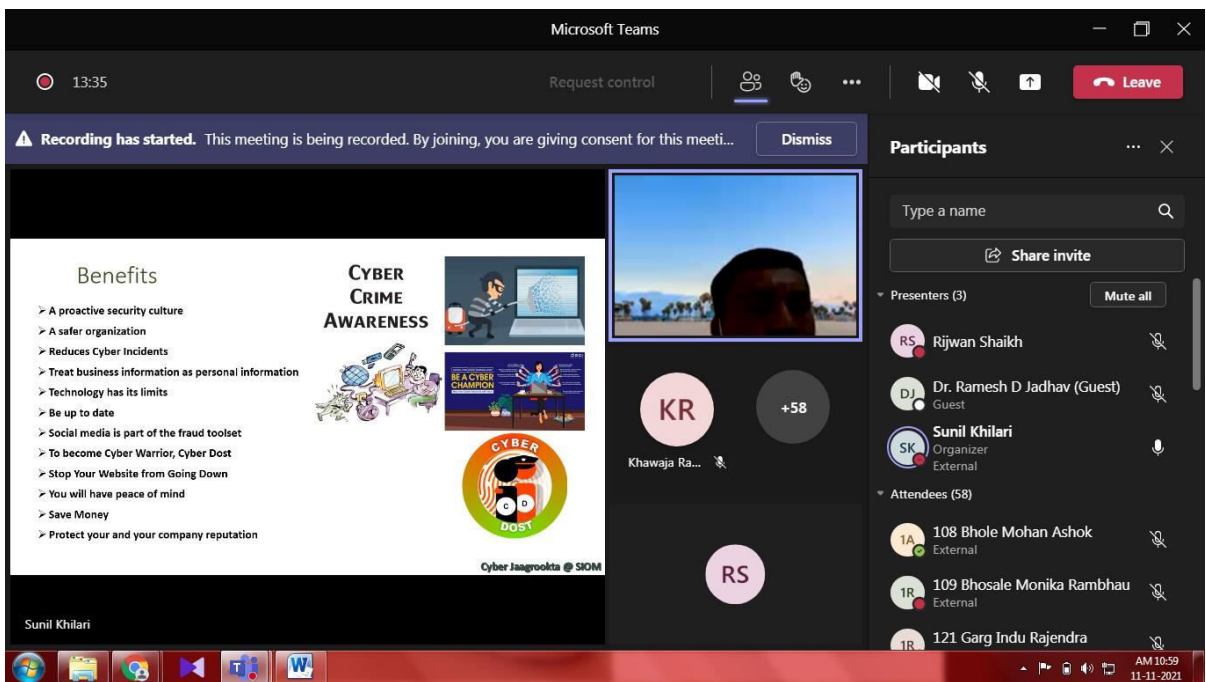






Prof. Sunil Khilari sir gave significant knowledge and covered it with some points, like how tech are new day bringing new challenges, Problem identification, Knowledge and solutions, Networking, Understanding of all Cyber security, Work life balance were also discussed etc.

At the end of the session he concluded by giving some useful tricks to students about Cyber security which are necessary to for us to develop. The session ended with a Q & A session.



Microsoft Teams

16:09 Request control [Icons] [Leave]

**Recording has started.** This meeting is being recorded. By joining, you are giving consent for this meeti... [Dismiss]

**Participants** ... X

Type a name [Search]

[Share invite]

Presenters (3) [Mute all]

- RS Rijwan Shaikh
- Dr. Ramesh D Jadhav (Guest) Guest
- SK Sunil Khilari Organizer External

Attendees (61)

- 1A 108 Bhole Mohan Ashok External
- 1R 109 Bhosale Monika Rambhau External
- 1R 121 Garg Indu Rajendra

**Cyber Crimes**

"Any unlawful act where computer or communication device or computer network is used to commit or facilitate the commission of crime".

- Child Pornography/Child Sexually Abusive Material (CSAM)
- Cyber Bullying
- Cyber stalking
- Cyber Grooming
- Online Job Fraud
- Online Sextortion
- Vishing
- Sexting
- Smshing
- SIM Swap Scam

Cyber Jaagrookta @ SIOM

Sunil Khilari

Windows Taskbar: [Icons] AM 11:02 11-11-2021

Microsoft Teams

19:46 Request control [Icons] [Leave]

**Recording has started.** This meeting is being recorded. By joining, you are giving consent for this meeti... [Dismiss]

**Participants** ... X

Type a name [Search]

[Share invite]

Presenters (3) [Mute all]

- RS Rijwan Shaikh
- Dr. Ramesh D Jadhav (Guest) Guest
- SK Sunil Khilari Organizer External

Attendees (62)

- 1A 108 Bhole Mohan Ashok External
- 1R 109 Bhosale Monika Rambhau External
- 1R 121 Garg Indu Rajendra

**Cyber Crimes**

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- SIM Swap Scam

Cyber Jaagrookta @ SIOM

Sunil Khilari

Windows Taskbar: [Icons] AM 11:05 11-11-2021



Microsoft Teams

40:49 Request control [Icons] Leave

Recording has started. This meeting is being recorded. By joining, you are giving consent for this meeti... [Dismiss]

Participants

Type a name [Search]

[Share invite]

Presenters (3) [Mute all]


- [RS] Rijwan Shaikh
- [DJ] Dr. Ramesh D Jadhav (Guest)  
Guest
- [SK] Sunil Khilari  
Organizer  
External

Attendees (48)

- [1A] 108 Bhole Mohan Ashok  
External
- [1R] 121 Garg Indu Rajendra  
External
- [2G] 230 Kamble Shivani Gautam

The Largest Information Security Awareness Marathon Globally

More than 3000+ participants enter the Guinness book of World Records for the largest congregation for Information Security.



..source: Mohit Kumar-The Hackers News-Thursday:August-2015

10

Sunil Khilari

[Taskbar icons]

AM 11:27 11-11-2021



**Dr. Daneil Penkar**  
Director, SIOM

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**SIOM ED Cell**

**Book**

**Essay Writing  
Competition**



**on**

**Startup &  
Entrepreneurship**



**December 2022**

SIOM ED Cell is grateful to

Respected **Prof. M. N. Navale Sir,**  
Founder President

Respected **Dr. (Mrs.) Sunanda M. Navale Madam,**  
Founder Secretary

Respected **Mrs. Rachana Navale - Ashtekar Madam,**  
Vice-President (Admin)

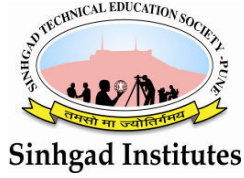
Respected **Mr. Rohit M. Navale Sir,**  
Vice-President (HR)

Respected **Dr. Daniel Penkar Sir,**  
Director, SIOM

Thank you for your continuous support and kind guidance!







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Telefax : (020) 24356592 E-mail : director\_siom@sinhgad.edu Website : www.sinhgad.edu

Date: 12 / 02 / 2023

### **Foreword by Dr. Daniel Penkar Sir**

It gives me an immense pleasure that SIOM Entrepreneurship Cell is publishing the book of all essays written by students in SIOM ED Cell Essay Writing Competition 2022 on 'Startup and Entrepreneurship'. Large number of MBA students from various Sinhgad Management Institutes have participated in this essay competition.

While going through these essays, it exhibits that students have much interest in startups and entrepreneurship. Most of the essays exhibits the excellent quality of research done by the students while writing the essays.

We at SIOM are very happy to publish all essays authored by students who have participated in the competition.

I congratulate and wish all the best to winners and participants.

With Regards,

Dr. Daniel Penkar

Director



Date: 03 / 01 / 2023

## About Essay Writing Competition on 'Startup and Entrepreneurship'

Essay Writing Competition on 'Startup and Entrepreneurship' was arranged by SIOM ED Cell for MBA SEM III students between November - December 2022.

Large number of students from various Sinhgad Management Institutes participated in the competition.

After the stringent assessment of essays the evaluation for winners was done by experts.

The prize distribution ceremony was arranged on 30<sup>th</sup> December, 2022, the auspicious day of our Hon'ble Founder President Prof. M. N. Navale Sir's birthday.

Mr. G. K. Shahani, Trustee of Sinhgad Institutes and Mr. Sangram Kadam, VP Birlasoft were invited as a Chief Guest for the event. Dr. Daniel Penkar Sir, Director SIOM welcomed Chief Guests and felicitated them. Dr. Avinash Joshi gave a brief presentation on SIOM ED Cell activities.

Then prize distribution ceremony took place. All winners and participants received prizes and certificates from Chief Guests and Director Dr. Penkar Sir.

Overall, it was a triumphant event and all participants requested the collection of essays in the form of a book.

Therefore we are very happy to publish this book which is a compilation of all essays written in the essay competition.

Dr. Avinash Joshi

SIOM E D Cell



## SIOM ED Cell

### Book

## Essay Writing Competition December 2022 on 'Startup and Entrepreneurship'

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Sinhgad Technical Educational Society's

# SINHGAD INSTITUTE OF MANAGEMENT

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## Essay Writing Competition



on



## Startup & Entrepreneurship



# Prize Distribution Ceremony



**Mr. G. K. Shahani**

Trustee  
STES

### Chief Guests



**Mr. Sangram Kadam**

Sr Vice President  
(APAC and Middle East)  
Birlasoft

**Venue:**  
SIOM Seminar  
Hall

**Day:** Friday,  
30<sup>th</sup> December  
2022

**Time:**  
11 AM

# Essay Writing Competition December 2022 on 'Startup and Entrepreneurship'



**Dr. Daniel Penkar**  
Director, SIOM

**Prize Distribution Ceremony**



Sinhgad Institutes

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# CAMPUS TO CORPORATE ACTIVITY REPORT

Activity Title: Guest Lecture on leadership skills, team work

Name of Guest Speaker: **Mr. Anish Dixit**

Designation: SEBI registered Research analyst

Contact No.: 9028706985

E-Mail Address: anishdix@gmail.com

Date: 05/10/2018

Day: Friday

Venue: Conference Hall, SIOM

Time: 4:00 to 6:00 PM

### Description of activity in brief with photographs:

Mr. Anish Dixit was felicitated by Dr. Devidas Golhar Sir began the session by saying that this is going to be a interactive session and started to brief us about various specialisation which we will be opting further in our career.

He started with finance specialisation as he is currently as financial modelling and research analyst and so he briefed us about the various job profiles available in those fields and also told us about different companies and the current scenario of the same. Subsequently he discussed about rest of the specialisations.



Dr. Parag Kalkar  
Director SIOM





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Also he told us about leadership skills, team work. Then he individually interacted with students asked them about their graduation background and the specialisation they are going to choose. He helped the students who have not yet about how to choose or decide the specialisation. Also he asked us all to participate in various events like B-Quiz, B-Plan, and taking place in different colleges to make a clear thought about the area of interest of students. He told us to read various books not only the syllabus books but books of different authors not in syllabus.

From this session we came to know about how to decide out specialisation and how to develop or incorporate various skills in ourselves.



Dr. Parag Kalkar  
Director SIOM



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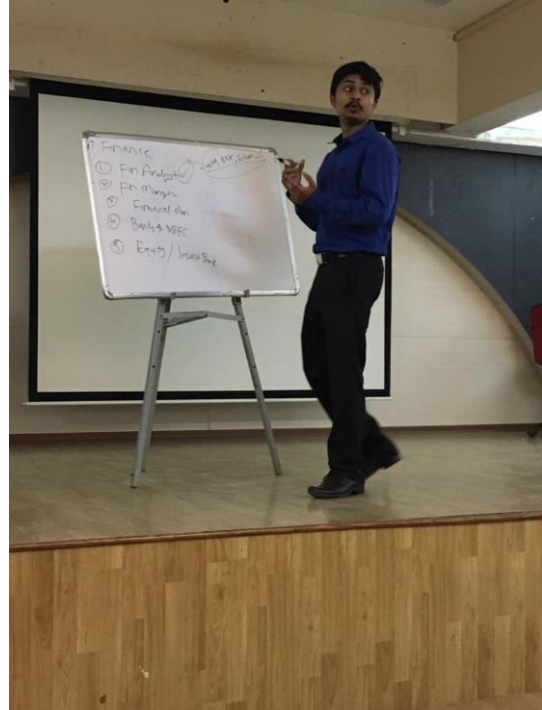
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### **Report On Guest session**

**Title of the Seminar:** "Carrier Opportunities in Foreign Studies"

**Date & Timing:** 13/08/2019, 02:00 PM .To 3.00 PM.

**Speaker's Name:** Dr. Jayesh Minase

**Profile/Designation:** Currently working as Deputy Dean Central Placement Cell (Engineering), Dean Central Placement Cell (Management), Head Sinhgad International Students Center at Sinhgad Institutes and faculty in Mechanical Engineering at Sinhgad College of Engineering.

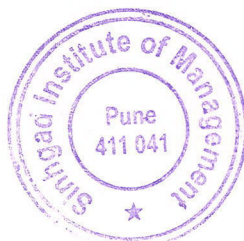
#### **Topics Covered:**

The speaker has covered all the aspects of the following mentioned topics and also shared his industrial experience with our students.

The

1. Foreign studies.
2. Internships and how to achieve a goal in foreign.
3. Opportunities for students for internships, courses and jobs in foreign countries like Japan, Dubai, UK etc
4. Question and Answer Session

**Audience:** MCA-I, Div-A, B, C & D, MCA-II





**Glimpses of the Seminar:**





Dr. Chandrani Singh  
Director SIOM-MCA







## Sinhgad Technical Education Society's Sinhgad Institute of Management, Pune-41

**Title of the Seminar:** "Career Opportunities after MCA"

**Date & Timing:** 02/08/2019, 04:00 P.M.

**Speaker's Name:** Mr. Pranav Tonpe

**Profile/Designation:** Working as Consultant

**Company:** Predictika Inc

### **Topics Covered:**

The speaker has covered all the aspects of the following mentioned topics and also shared his industrial experience with our students. The speaker also mentioned the industrial expectations from the fresh comers.

The highlights of his speech are as follows:

1. Career Opportunities after MCA
2. Current trends in IT
3. Question and Answer Session

**Audience:** MCA-I, Div-A, B, C & D





## Glimpses of the Seminar:



Dr. Chandrani Singh  
Director SIOM-MCA





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**Report on "IOT CHALLENGE 2020"**

**Date: 18/11/2019**

*Sinhgad Institute of Management* in association with *Aakaar IIT Bombay* and *i3 Indya Technologies* organized a two day IoT workshop and hosted the prelims round of the Mega Event of Aakaar IIT Bombay on 14<sup>th</sup> and 15<sup>th</sup> November 2019. The event was inaugurated by Dr. Daniel Penkar Director SIOM, and Dr. Chandrani Singh, Director MCA SIOM.

IoT Workshop was held by i3indiya Technologies. Workshop was conducted by Mr. Anchal Koshta and his two fellow teammates, Mr. Nitin Shivkumar and Mr. P. Kishore Babu. Total 90 registered participants were benefitted due to the workshop.

On first day they imparted knowledge related to IoT to the students. Participants were divided into teams. Total 23 teams were formed. At first the trainers started from, what is IoT, its features and application. They showed a video about how the IoT is going to be used in future in different fields. They informed the students about their project on how to control the human mind. Later they gave a brief about the technologies involved in IoT

IoT kits were distributed among the students to perform practicals. Hands on practical valuable knowledge regarding IoT were delivered and students were trained to execute various programs. Described how to assemble the kit to the laptop, and by programming they taught the students to light and blink the LEDs. They gave brief about the header files, USB\_Drivers, AVR burner, USART\_TEXT.

On second day, they asked students to create the account on Thing Speak IOT. Through their API Keys students turned the bulb switch on and off. They taught students that how to use wifi module. A high tech knowledge was imparted to students after which their grasped knowledge was put to a test through a challenge by the mentor trainers. A total of 5 teams were selected on the basis of their performance and would get a chance to compete at AAKAAR IIT Bombay with such winners selected from throughout the India.





The workshop got a healthy response from the students. It was highly knowledgeable and of benefit for the students.



I3 Indya Technologies and SIOM Association Certificate is handed over to Dr. Chandrani Singh, Director MCA,SIOM and Event Coordinators



Trainers of i3 Indya Technologies, Dr. Daniel Penkar, Director SIOM, Dr. Chandrani Singh, Director MCA, SIOM and Event coordinators @ SIOM Self Wall



Students Registration Desk



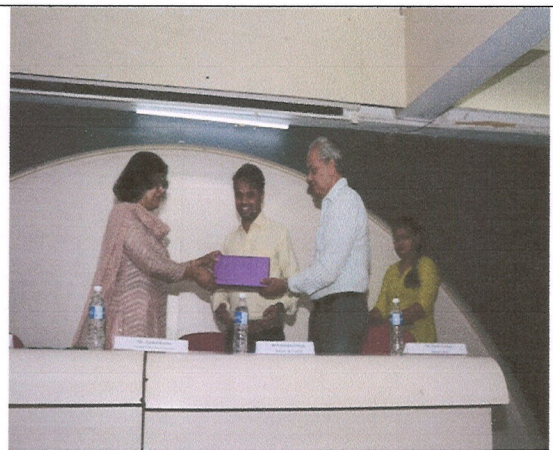
Trainer explaining the IoT Kit to the students







Dignitaries on the daise



Feliciation of Trainer







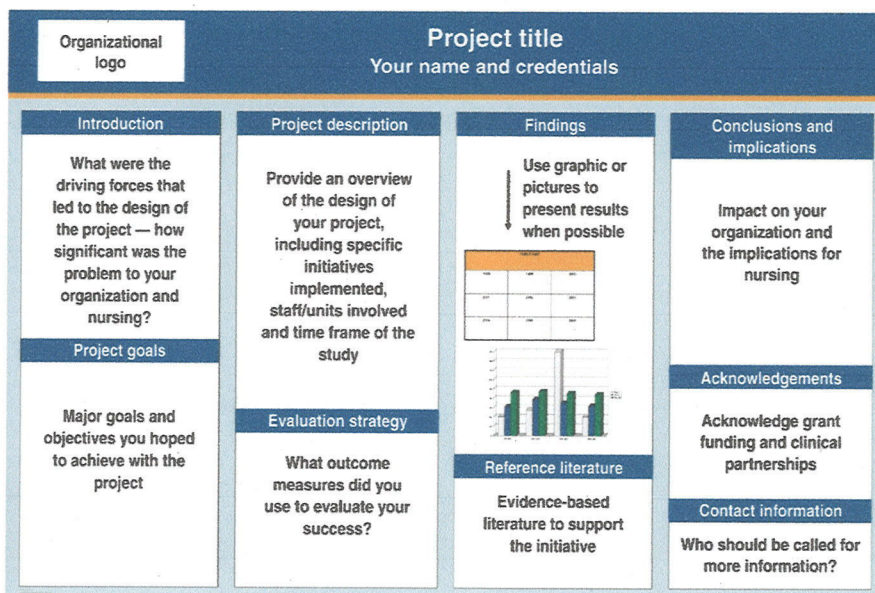
Audience of the program

Dr. Chandrani Singh  
Director SIOM-MCA

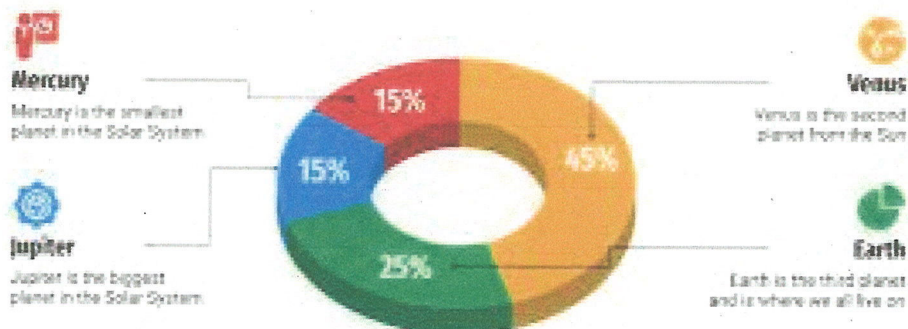




**10. Poster presentation :** Creating an effective poster presentation involves designing a visually appealing and informative poster to communicate your research or project findings.



### 3D Pie Charts Infographics



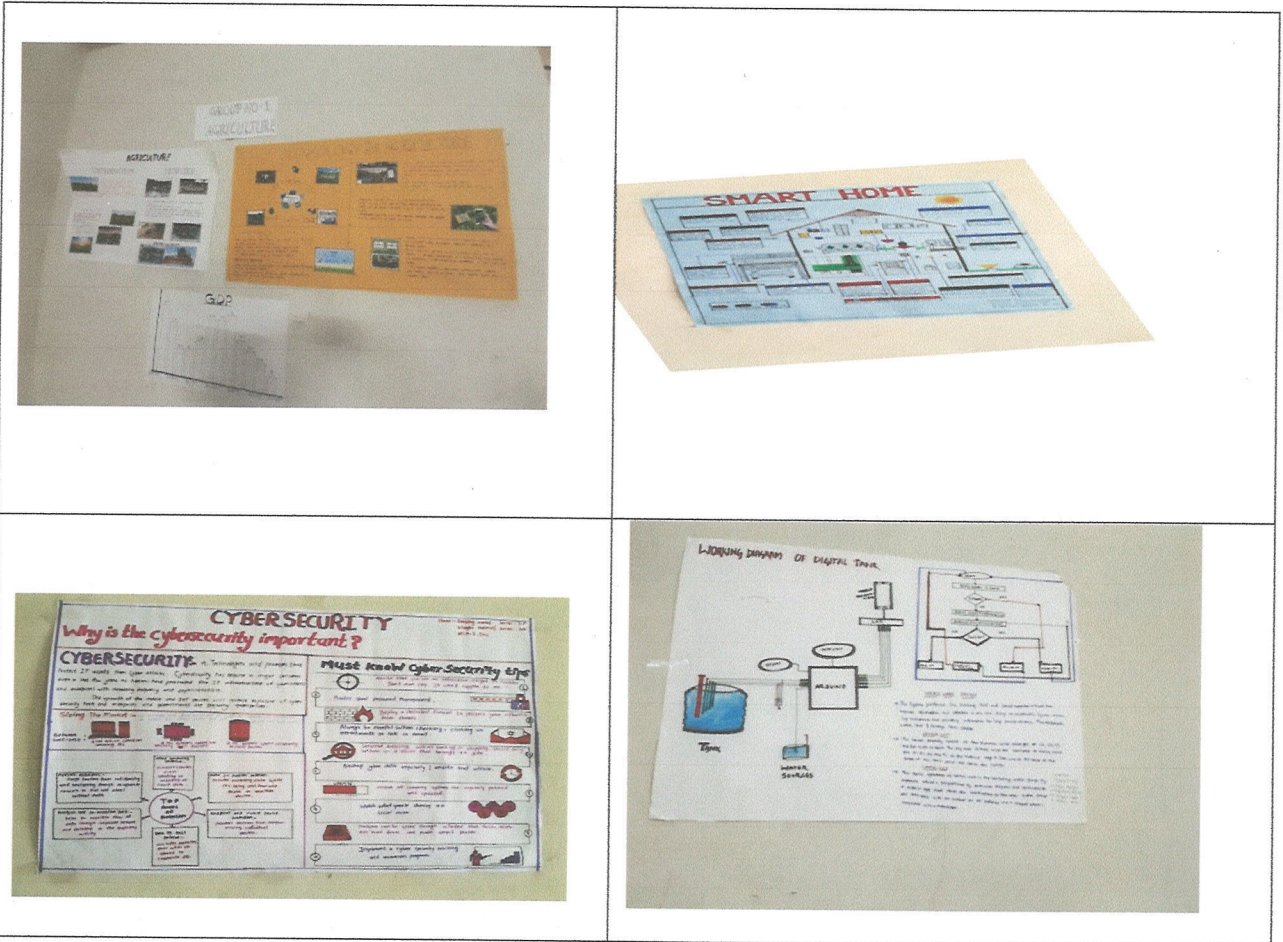
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# POSTER PRESENTATION COMPETITION

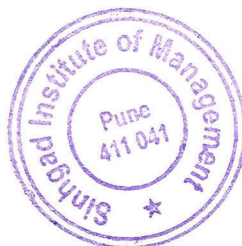
1. Participated Class: MCA-I Div-A,B,C,D
2. Participated Students : 210
3. Visited Students- 250 ( including MCA-II & MCA-III)
4. Date: 12/09/2019
5. Faculty Coordinators: Dr.Sunil Khilari / Prof.Dushnat Bodakey / Prof.Usha Bubane

## Poster Details



Dr. Chandrani Singh

Director SIOM-MCA





**AOL Activity Report**

29/08/2019

On 28<sup>th</sup> Aug 2019 Sinhgad Institute of Management organized a skill building and motivational activity by Art of Living representatives. The activity was open for students as well as faculty members. Mr. Nilay and his team from AOL conducted the activity for a hour between 12.00 noon and 1.00 PM.

The session began with an opening speech by the AOL trainer about youth empowerment and life skills. It was followed by physical activity guided by the AOL team for relaxation. Attendees could learn simple but useful relaxation techniques from them and also enjoyed the fun in those actions.

Role of Yoga and importance of Meditation in the personality building was briefly discussed at the end of session. Students were encouraged to participate more and more in such activities. Faculty members as well as students gave a positive feedback of the activity to the coordinator. More than 100 participants were benefitted through this activity.



Mr. Nilay giving introductory speech



Students involved in the activity



Faculty members enjoying the activity and fun



Audience after practicing relaxation techniques

Dr. Chandrani Singh  
 Director SIOM-MCA







Sinhgad Technical Educational Society's  
**SINHGAD INSTITUTE OF MANAGEMENT**

(Affiliated to Savitribai Phule Pune University, Approved by AICTE  
& Accredited by National Assessment and Accreditation Council (NAAC))

S.No. 44/1, Vadgaon (Bk.), Off Sinhgad Road, Pune 411 041  
Telefax : (020) 24356592 E-mail : director\_siom@sinhgad.edu Website : www.sinhgad.edu

**Lecture series on  
Wellness for Wellbeing  
23<sup>rd</sup> May, 2020**

**Lecture series on “Wellness for Wellbeing”** organized by Sinhgad Institute of Management, Pune and was started at 11 30am on 23<sup>rd</sup> May 2020. The lecture series was organized online through webex software. The total number of registered participant 85 +nos. and 2 speaker's. The registration for the lecture series was made free to all.

**1. Saurabh Sahay, Business consultant, Executive & Life Coach and Mentor –**

**Topic- Staying away from COVID-19 Mentally and Physically.**

He demonstrated on how to stay away from COVID-19 mentally and physically. Understanding how the COVID-19 pandemic and measures to prevent the virus' transmission affect our mental health can help us adapt; From focusing on everyday boosts to mental health to empowering our communities, these expert recommendations can help. Improving our mental health hygiene now could help us create a “new normal” for mental well-being in the future. He has discussed how can we boost our mental health in the COVID-19 era to minimize the impact of the virus and the “social distancing” in our lives, and to develop a healthier and more resilient “new normal” for the future? Will we finally pay serious attention to the link between stress regulation and our health and well-being?

**2. Dr. Pallavi Kasande (Mohadikar), Founder, MindGym Consulting**

**Topic- Overcoming the fear of future**

She has discussed about how to overcome the fear of future, dealing with uncertainty during the Coronavirus Pandemic. The current COVID-19 pandemic has heightened uncertainty over



the economy, employment, finances, relationships, and of course, physical and mental health. Yet as human beings, we crave security. We want to feel safe and have a sense of control over our lives and well-being. Fear and uncertainty can leave you feeling stressed, anxious, and powerless over the direction of your life. It can drain you emotionally and trap you in a downward spiral of endless “what-ifs” and worst-case scenarios about what tomorrow may bring.

### **Invitation to participant:**

#### **Invitation**

#### **Lecture series on “Wellness for Wellbeing” dt.23<sup>rd</sup> May, 2020**

Dear All,

Greetings !!!

Sinhgad Institute of Management is organizing a **Lecture series on** \*"Wellness for Wellbeing"\*

Please find the details below.

\*Resource Person 1:\*

\*Mr. Saurabh R Sahay, Business Consultant , Executive & Life Coach and Mentor.\*

\*Topic: Staying away from COVID-19: Mentally and Physically\*

\*Resource Person 2:\*

\*Dr. Pallavi Shailesh Kasande (Mohadikar), Founder, MindGym Consulting\*

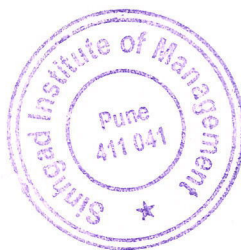
\*Topic: Overcoming the fear of future\*

\*Date:\* 23-05-2020, Saturday

\*Time:\* 11:30 AM to 01:30 PM

\*Who can participate:\* Principals/Directors, TPOs, HODs, Faculties and Students of Technical & Management institutes and Industry Professionals (HR & Others).

\*Note 1:\* Session will be live on Webex App & Youtube.





\*Webex Meeting Link:\*

<https://meetingsapac22.webex.com/meet/pr913505789>

Meeting No: 913505789

\*(Participants will get E - Certificates for attending webinar. Link will be announced during webinar)\*

\*Youtube Live Link:\*

<https://youtu.be/TqU518gM60o>

\*Webinar Registration Link: \*

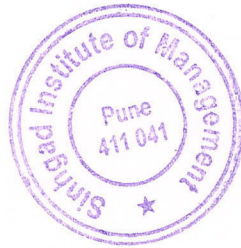
<https://forms.gle/tqSyEkGZ8orKcK6D9>


\*Note 2:\*

The Webex Webinar will be restricted to join Max 100 participants at a time, so join the Webinar at least 5 minutes before the actual start of the Webinar.

However any number of participant can join the webinar on You Tube Live.

\*Register for the webinar ASAP.\*



  
Dr. Chandrani Singh  
Director SIOM-MCA

## “Heath awareness Program for Girls students”

Under Nirbhay Kanya Yojana, Students Welfare Activities 2019-20

Date : 30/08/2019

Time : 11.00AM To 1.00PM

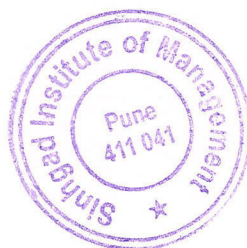
Under the initiative of NIRBHAY KANYA YOJANA, SIOM has organized women's health awareness program for girls' student. The aim was to enlighten their students regarding the women health aspects and how should they take care of their physical and mental health during the normal physiological growth. How should they tackle and face the changes happening in their physical and mental health and this was explained to students by guest Ms. Simran Naik , Divya Health & hygiene.



Health Awareness Programme



Ms.Simran Naik addressing the girls in workshop organized under Nirbhaya Kanya Abhiyan.



Also she has explained about disposable period panties. Since last few decades the same products are serving consumers though the demand is for best comfort & protection. She explained that these sanitary napkins are very comfortable. It is easily deposable. These pants have very soft elastic, so it is easily to wear for long periods.

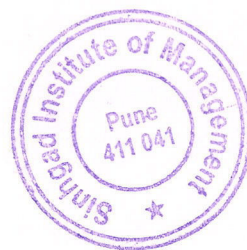


Sample distribution of Sanitary Napkins

Free samples were distributed to the students. These are easily available nearby medical stores. Students enjoyed the whole session thoroughly as it was a two way discussion. Students had lots of questions and various examples were quoted by our presenters and the session was made more interactive and interesting.



Dr.Chandrani Singh  
Director SIOM-MCA







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Department of MCA

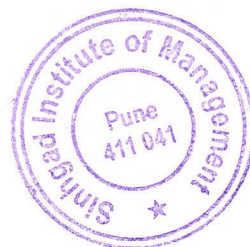
## **Report on Induction Program**

“Education means emancipation. It means light and liberty. It means the upliftment of the soul of man into the glorious light of truth, the light by which men can only be made free.”

–Frederick Douglass

### **ABOUT INDUCTION PROGRAMME**

The induction programme was brought in with a view to uplift the level of the entrants to an elevated stage, promote all-round development and exposing learners' stigmas to minimize and to maximize their learning. Learners come with diverse thoughts, backgrounds & perceptions. Hence it becomes important to help them adjust to the new environment & inculcate the ethos of the institution with a sense of larger purpose. That is where the lacuna lies which demands a program dynamic enough to address the issue. Sinhgad Institute of Management, MCA has organized a Two days induction programme with an objective to provide ample of time and a platform for the transition of students from graduation to the hard-core Master computer Application Programme. An induction programme is a harbinger of various in-campus & off-campus activities specially designed for entrants to fill the gap.





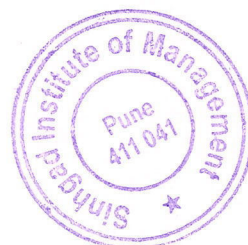
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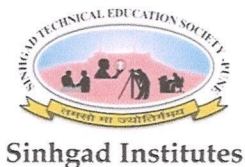
## INAUGURAL FUNCTION

The Induction Programme began with registration followed by Induction programme on 07 August, 2018. The students with their great enthusiasm reported and registered themselves at the college. Induction programme aimed to enhance students' familiarity with the faculties, SIOM Campus, its facilities and a plethora of cultural activities of the institution. With a fresh exposure of the induction programme, the students were exposed to the milieu of the institution with zeal and enthusiasm. Likewise every year, the induction programme was decided to be delivered on three major phases i.e. Welcome Phase, Guest sessions, and Concluding Phase. To make the students feel comfortable in new environment, open them up, set a healthy daily routine, create bonding in the batch as well as between faculty and students, develop awareness, sensitivity and understanding of the self & society.

To mark the beginning of the academic year and Induction Programme, Dr. Parag Kalkar, Director SIOM, Dr. Chandrani Singh, Director MCA, SIOM and chief guest Ms. Avantika Bhardwaj, Vice President of employee success, Abzooba., inaugurated the programme. He emphasized the importance of core values i.e. dedication, discipline. He also emphasized the importance of transcending the knowledge of technologies into application for the betterment of the society. Having given the warm welcome to the students, the guest appealed the students to utilize maximum resources at the most of their capacity for academic enhancement.







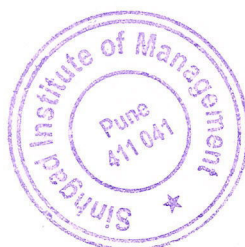
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**Department of MCA**

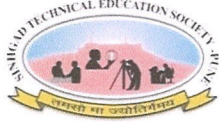
## LECTURES BY EMINENT PERSONALITIES

The committee unanimously decided to have experts from different section of the society which included professionals, corporate trainers, Managers of active firms of the society. The sessions were quite interactive that proved to provide a visualization to distinguish Personal, Professional, Academic and social life with ease and a clear picture of self, the vitality of Human Values and communication in general. The learners felt motivated to get encultured in the color of management college and more significantly they gave emphasis to attach values in professional and individual life.

Following is the list of experts and their topics

<b>Day-1, 7<sup>th</sup> Aug. 2019</b>		
Time	Activity	Details
08.45AM - 9.45 AM	Students Reporting & Refreshment	SIOM Entrance: Ground Floor Reporting  Refreshment : T12 Class Room(Third Floor)
10.00 AM - 10.05 AM	Lighting of the Lamp	Director& Chief Guest
10.05 AM - 10.20 AM	Guest Welcome & Felicitation	Welcome Address by Director, SIOM Director, SIOM-MCA
10.20 AM – 11:20.AM	Session 1	Address by Chief Guest,  <b>Ms. AvantikaBharadwaj,</b>  <b>Vice President Employee Success,</b>





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		<b>Abzooba</b>
11.30AM- 12.30 Noon	Session 2	<b>Mr. DevendraJani,</b> <b>Product Owner,</b> <b>Amdocs, DVCI</b>
12.30 Noon to 1.00 PM	Session 3	<b>Prof. Dhirendra Kumar</b> Topic: A Step towards Career
01.00 PM - 02.00 PM	<b>Lunch Break</b>	
02.00 PM - 02.30 PM	Session 4	<b>Dr. VidyaGavekar</b> Topic: Student's Welfare Activity
02.30 PM – 03.30 PM	Session 5	<b>Mr. Shihaskunju</b> <b>Blockchain Expert &amp; Trainer,</b> <b>Snapper Blockchain Technology &amp; Innovations</b>
03.35 PM – 6.00 PM	Management Games	Motivational and Brain Storming Activities
<b>Day-2 , 8th Aug. 2019</b>		
09.15 AM –10.00 AM	Session 1	<b>Dr. SubodhJagdale</b>
10.00 AM - 11.00 Am	Session 2	<b>Ms. SmitaNarkar,</b> <b>HR Manager,</b> <b>Attrra</b>
11.00 Am to 12.00 Noon	Session 3	<b>Mr. SantoshOstwal</b> <b>CEO &amp; Founder Nano Ganesh</b>
12.00Noon - 01.00 PM	Session 4	<b>Ms. PriyaDhawan</b> <b>Founder Brands &amp; Brunch</b> <b>Founder LinkedIn Local</b>





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01.00 PM - 02.00 PM	Lunch Break	
02.00 PM - 04.30 PM	Session 4	<b>Mr. AjitPandey,</b> <b>Sr. Manager,</b> <b>Industry Connect and E-learning,</b> <b>Seamless Education and Services Pvt. Ltd.</b>
4.35PM – 5.00 PM	Session 5	<b>Dr. ManishaKumbhar</b> Topic: Code of Conduct
4.30 PM to 5.00 PM	MCA SAMAVESH	Faculty Introduction
05.00 PM - 05.30 PM	Library	Library Visit







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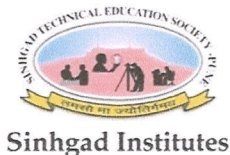


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Department of MCA



Dr. Chandrani Singh  
Director SIOM-MCA





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Sinhgad Institute of Management, Pune-41

Department of MCA

Report on

Agricultural Exhibition – “Krushhi Pradarshan”

Submitted By: - Ekhande Shrikant Bhaupatil

Introduction:-

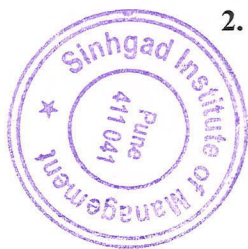
The Krushi Pradarshan, an agricultural exhibition, was held on 20Dec 2021 at Moshi, Pune. The event aimed to showcase advancements in agriculture, promote sustainable farming practices, and provide a platform for farmers, agribusinesses, and agricultural enthusiasts to exchange knowledge and ideas.

Objectives:-

- 1. Showcasing Agricultural Innovations:** The exhibition featured the latest advancements in farming technology, machinery, and agricultural practices. This aimed to educate farmers about modern techniques that could enhance productivity.
- 2. Knowledge Exchange:** The event encouraged the exchange of ideas and experiences among farmers, researchers, and experts. Workshops, seminars, and panel discussions were organized to facilitate meaningful discussions on key issues in agriculture.
- 3. Promoting Sustainable Agriculture:** Emphasis was placed on sustainable farming practices to address environmental concerns. Exhibitors and speakers focused on methods that promote soil health, water conservation, and reduce the environmental impact of agriculture.

Highlights:-

- 1. Technology Showcase:** Cutting-edge agricultural machinery, smart farming technologies, and innovative tools were displayed. This provided farmers with insights into how technology can revolutionize their farming processes.
- 2. Crop Diversity:** Various crop varieties, including high-yielding and climate-resistant ones, were showcased. This aimed to educate farmers about diversifying their crops to enhance resilience against environmental challenges.





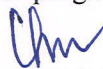
3. **Livestock Exhibition:** An exhibition of different livestock breeds, along with discussions on animal husbandry practices, was organized to address the holistic aspect of agriculture.
4. **Interactive Workshops:** Practical workshops on pest management, organic farming, and financial planning for farmers were conducted. This hands-on approach allowed participants to gain practical knowledge that they could implement on their farms.



**Conclusion:-**

- The “Krushi Pradarshan” served as a valuable platform for the agricultural community to come together, learn from each other, and explore innovative solutions for the challenges they face.
- By promoting sustainability, technology adoption, and knowledge sharing, the event contributed to the overall development of the agricultural sector in the region.
- As we look towards the future, continued support and organization of such events are crucial for fostering a resilient and progressive agricultural community.



  
**Dr. Chandrani Singh**  
**Director SIOM\_MCA**



## Report

### National Level Workshop on Implementation of NEP 2020 – “Adoption of Multiple Entry and Exit”

Sinhgad Institute of Management organized a two-day National level Workshop on the Implementation of NEP 2020 -” Adoption of Multiple Entry and Exit”, under the Quality Improvement Program in association with Savitribai Phule Pune University from 24<sup>th</sup> February 2023 to 25<sup>th</sup> February 2023.

**Objective:** - The main objective of this Workshop was to create awareness about the newly launched National Education Policy-2020 amongst teachers as well as students and to familiarize them with the skills to help them understand its nuances, curriculum changes, shift in the pedagogical skills, and its implementation for the 360-degree holistic development of its stakeholders, the students.

#### Day 1: 24/02/2023, Friday

At the beginning of the workshop, the national anthem was sung as well as lamps were lit.

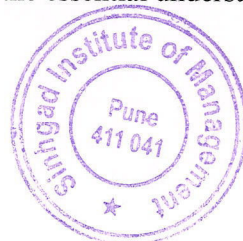
#### National Anthem



#### Lamp Lighting



The Director SIOM MCA, Dr. Chandrani Singh, in her welcome address shared that the New Education policy came into existence when the Union Cabinet chaired by Prime Minister Shri Narendra Modi approved the National Education Policy-2020 on July 29, 2020. This is the third Education Policy in India after independence (1968, 1986, and 2020). The new National Educational Policy 2020 seeks to introduce and implement a sea of changes across all levels of education in India, including the essential understanding of education in the country.





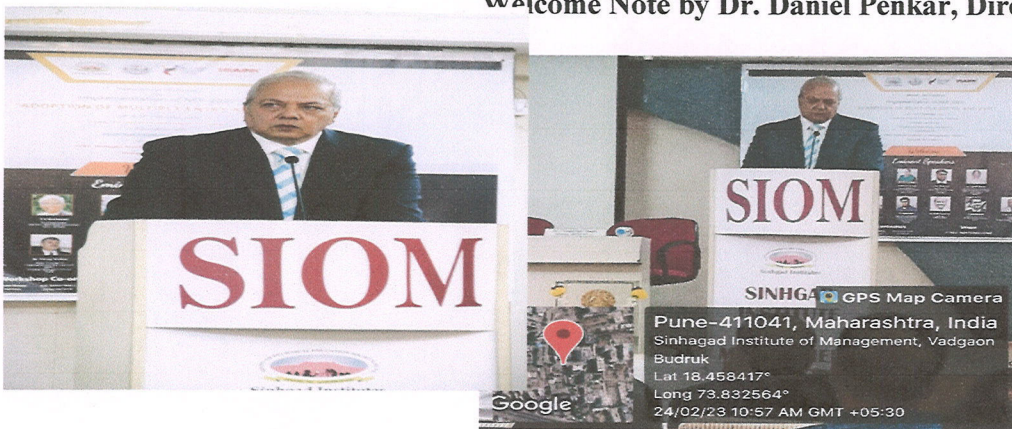
She then outlined the workshop's objective.

**Welcome Note by Dr. Chandrani Singh, Director SIOM MCA**

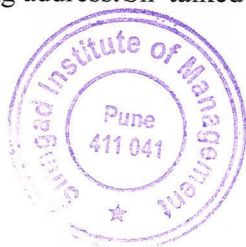


The Director SIOM, Dr. Daniel Penkar, in his welcome address apprised the educators that the New Education Policy is based on the pillars of “access, equity, quality, affordability, accountability” and it will radically transform India into a “vibrant knowledge hub”. Further, he talked about “Challenges in the implementation of NEP” like lack of integration, language barrier, Multilingualism debate, lack of funds, etc.

**Welcome Note by Dr. Daniel Penkar, Director SIOM.**



A session on the “Transformation of higher education under NEP 2020 “was presented by Dr. Parag Kalkar in his opening address. Sir talked about how the NEP 2020 aims at improving





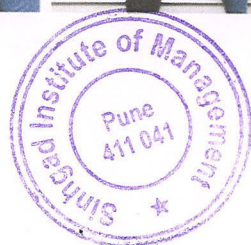
the operative environment for HEIs across India, The NEP reforms introduced in the Higher Education System are set to result in – institutional restructuring and consolidation, holistic education eliminating rote learning, internationalization, teachers training, professional education, high-quality research, quality universities, and colleges

**Opening Address by Dr.Parag Kalkar,Dean, Faculty of Commerce & Management SPPU, Pune.**



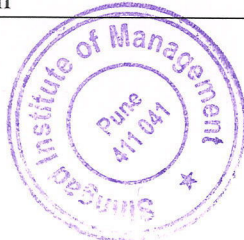
After the welcome speech and the opening remarks, a felicitation program was held that presented a bouquet, a memento, and a pagadi as a token of appreciation for the guests.

**Felicitation of Guests**



A total of seven sessions on various topics under the National Level Workshop on implementation of NEP-2020 were scheduled. The schedule was carried out by the following eminent guest speaker.

Session No.	Name of Speaker	Topic
1.	<b>Dr. Mukul Sutaone</b> Vice Chancellor, COEP Technological University, Pune	Overview of NEP and its role in the adoption of multiple entry and exit
2.	<b>T V Kattimani</b> Member, NEP Draft Committee, Govt. of India. Vice Chancellor, Indira Gandhi National Tribal University	How to prepare the students to handle the unpredictable tomorrow
3.	<b>Dr. Shakila Shamsu</b> Former OSD (NEP), Department of Higher Education, Ministry of Education, Govt. of India.	NEP- Multidisciplinary Higher Education
4.	<b>Dr. R. S. Kureel</b> Member, NEP Draft Committee, Govt. of India. Vice Chancellor, Mahatma Gandhi Udyanikee and Vanikee Vishwavidyalaya, Sankra-Patan, Durg	Problems of university education and the need to bring in necessary reforms
5.	<b>Dr. Sudhir Gavhane</b> Vice-Chancellor, Mahatma Gandhi Mission's MGM University, Aurangabad	NEP 2020: Pathways for Moving Towards Internationalization of Indian Research & Development
6.	<b>Dr. Saji Baby</b> Principal Scientist Chief Consultant and Advisor GEO International Environmental Consultation Company KUWAIT	Concerns of Micro and Nano Plastics on Health and Environment
7.	<b>Dr. Shrihari Honwad</b> Vice-Chancellor GD Goenka University. Former Vice-Chancellor, University Of Petroleum And Energy Studies, Dehradun	Outcomes in content-based education





In the first session, Dr. Mukul Sutaone led participants through “Overview of NEP and its role in the adoption of multiple entry and exit(MEES)”. Sir gave insights into MEES coming into action, a student will get the option to drop their course and resume it at a later stage as and when they desire or deem it worth pursuing. While dropping out is perceived as a negative notion in our society, implementing the Multiple Entry and Exit System(MEES) eases the burden on a student who has to drop out because of financial circumstances or other reasons. On an optimistic note, a student can exit from their education, become an entrepreneur and complete their studies later while already established and successful.

**Address by Dr. Mukul Soutane-Vice Chancellor, COEP Technological University, Pune.**

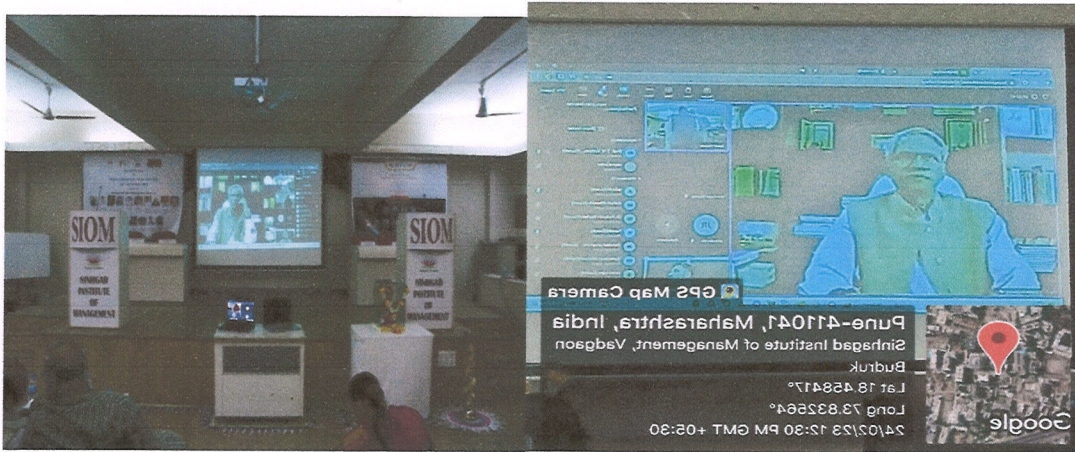


Day's second session was taken by Dr.T. V. Kattimani using an online platform on “How to prepare the students to handle the unpredictable tomorrow”. Sir Explained how we can equip students with the skills they need so that they can adapt and flourish as socially responsible, engaged, and creative global citizens. Sir also focused on the areas of collaboration, creativity, and critical thinking and examples of how pedagogy informs classroom practice.

**Online Address by Dr.T.V.Kattimani-Member, NEP Draft Committee, Govt. of India.**







The third session was led by Dr. Shakila Shamsu, who guided the participants on “NEP- Multidisciplinary Higher Education”. She stated that the focus of making education ‘Multidisciplinary Educational’ is a significant step that will benefit the students.

National Education Policy 2020 has taken a lot of effort to create an enabling Ecosystem. For offering Multidisciplinary Educational to flourish and making a difference to every student. The flexibility to choose subjects from science and humanities with the abilities, as well as art, fine art sports, will give students a wide range of subjects.

**Address by Dr. Shakila Shamsu-Former OSD (NEP), Govt. of India**

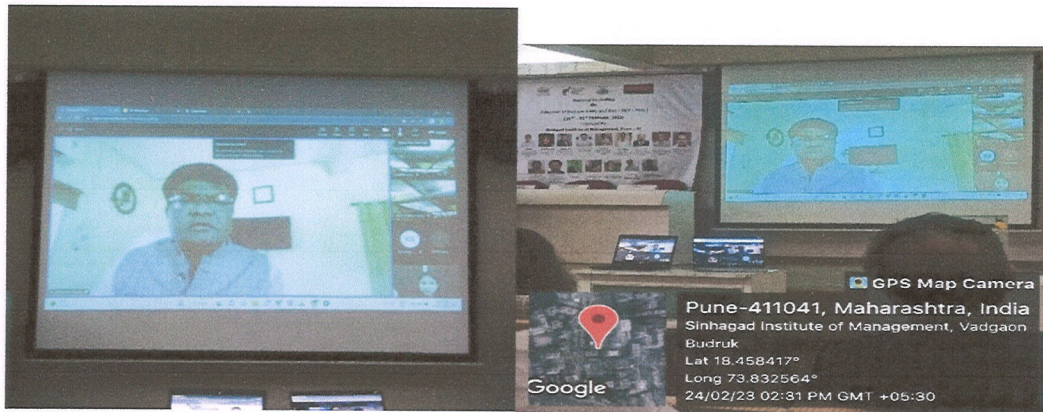


The fourth session was conducted using an online platform by Dr.R.S.Kureel on “Problems of university education and the need to bring in necessary reforms”. In his talk he said there are few reasons that make the case for demanding something different as employers need skills not just knowledge or titles, students are paying more and more to get less and less, and many elite universities prioritize research, often at the expense of teaching, instead of boosting meritocracy, universities reinforce inequality. He further stated Success in the future won’t be defined by a degree, but by potential and the ability to learn, apply, and adapt.

**Online Address by Dr.R.S.Kureel- Member, NEP Draft Committee, Govt. of India.**

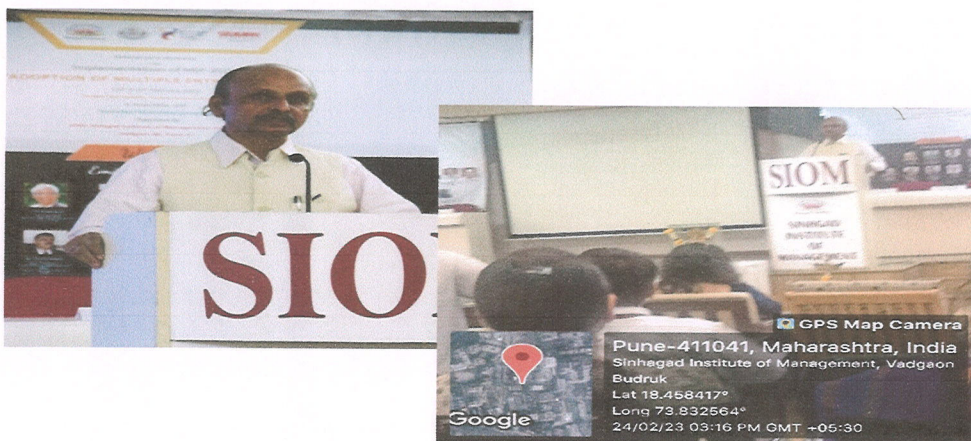






The fifth session of the workshop was by Dr. Sudhir Gavhane on "NEP- 2020: Pathways for Moving Towards Internationalization of Indian Research & Development". Sir stated that The New Education Policy (NEP), 2020 targets to encourage a comprehensive, holistic and participatory approach, which mulls field understanding, stakeholder, empirical research just as lessons gained from best practices. It's a developmental move towards a more logical way to deal with education. The suggested framework help to cater the capacity of the student-phases of Cognitive development just as Physical and Social mindfulness. This Education Policy if implemented in its actual vision, the framework can bring India at standard with the leading nations of the world.

**Address by Dr. Sudhir Gavhane- Vice-Chancellor, Mahatma Gandhi Mission's MGM University, Aurangabad**



Dr. Saji Baby delivered a sixth session on "Concerns of Micro and Nano Plastics on Health and Environment". Sir focused on Microplastics (MPs) and nano plastics (NPs) which are





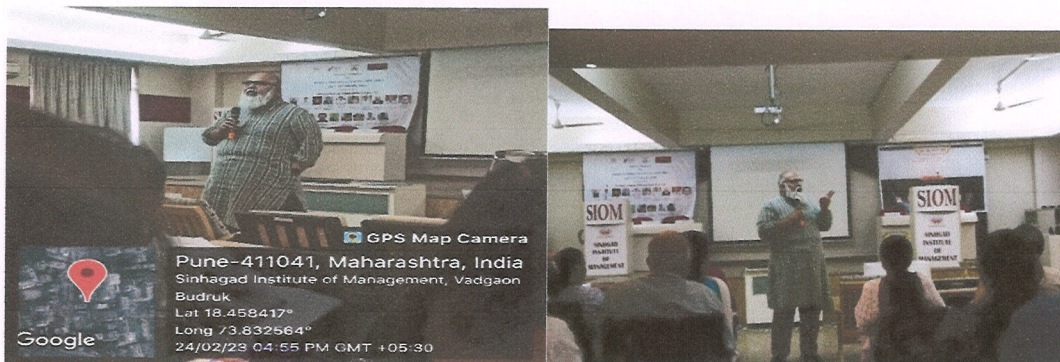
widely spread across different ecosystems. Sir further stated that MPs and NPs become global stressors due to their inherent physicochemical characteristics and potential impact on ecosystems and humans. MPs and NPs have been exposed to humans via various pathways, such as tap water, bottled water, seafood, beverages, milk, fish, salts, fruits, and vegetables. Sir gave information about how these plastic particles can cause risks to human health.

**Address by Dr. Saji Baby- Principal Scientist**



The last session of the day was taken by Dr. Srihari Honwad on “Outcomes in content-based education”. In the session, sir compared content-based and outcomes-based learning. He shared with the participants how content-based learning is a way teaching has been done conventionally where the instructor plays a central role in learning. That is, they do most of the talking and learners need to commit what the teacher is saying to memory. An outcomes-based education (OBE), on the other hand, is learner-centered where the emphasis is on the candidate to understand through mental processing as opposed to rote learning. According to him depending on the subject matter there are pros and cons to each. It is up to the facilitator to decide which is best to make their training not only informative and practical but also inspire lifelong learning.

**Address by Dr. Shrihari Honwad- Vice-Chancellor GDGoenka University.**



**Day 1: 24/02/2023 -Number of Benefitted Participants**

Number of External Participants (Faculty [53] +Students [34]) :-87

Number of Faculty Participants (SIOM) :-16

Number of Students participants (SIOM):-97

**Total Participants (87+16+97) :- 200**

**Day 2: 25/02/2023, Saturday.**

All of the participants sang the national song Vande Mataram at the beginning of the session, which also included a welcoming note. A total of five sessions on various topics under the National Level Workshop on implementation of NEP-2020 were scheduled on the second day. The schedule was carried out by the following eminent speaker.

Session No.	Name of Speaker	Topic
1.	Dr. Milind Pande Pro-Vice Chancellor, MIT World Peace University, Pune	Academic Challenges towards the implementation of NEP in HEI's
2.	Dr. Nitin R Karmalkar Ex. Vice Chancellor –Savitribai Phule Pune University.	Advantages of Multiple Entry and Exit
3.	Dr. Mangesh Kashyap Director of Atharv Communications P. Ltd.	Sustainability and Education
4.	Mr. Prasanna Jha CEO & Co-Founder, JhaMobi Technologies Private Limited	Challenges with the NEP2020 in HEIs and how technology can address them
5.	Dr. Daniel Penkar Director SIOM	Challenges in the implementation of NEP

In the first session of the second day of the workshop, Dr.Milind Pande led participants through “Academic Challenges towards the implementation of NEP in HEI's” which includes





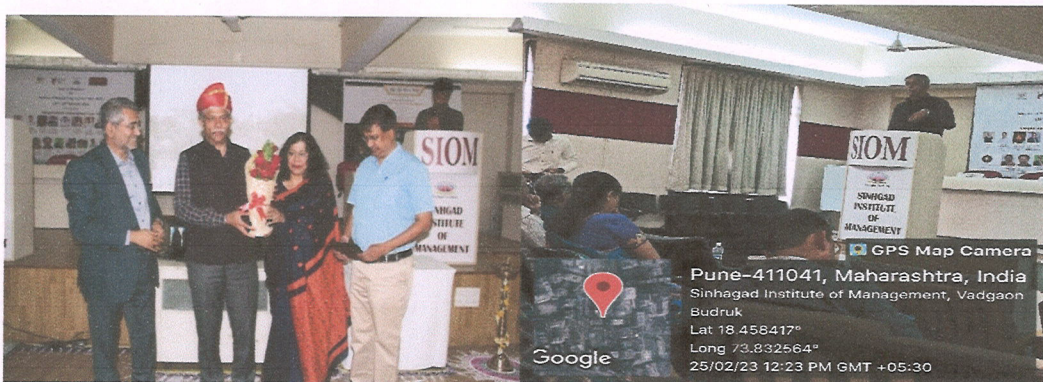
challenges like opening universities every week is a herculean task, funding is a big challenge, need to create a large pool of trained teachers, Inter-disciplinary higher education demands for a cultural shift etc. Sir further said that the National Education Policy 2020 is in many ways just what India needs, as it blossoms into the world's largest workforce in coming years. To realize the dreams it contains, we must overcome substantial execution challenges in a sustained manner for years and decades to come.

**Address by Dr.Milind Pande- Pro-Vice Chancellor, MIT World Peace University, Pune**



Day's second session was taken by Dr.Nitin Karmalkar on “Advantages of Multiple Entry and Exit”.Sir discussed a few advantages like how Students will have greater flexibility and liberty to join a course or leave a course as they like, and they shall be also provided the opportunities to change courses,Increasing Gross Enrolment Ratio in higher education is one of the objectives of NEP 2020. According to sir, this will reduce the drop-out rates of students. One more important advantage is that the credits that the students obtain in their first and second years will be stored using the Academic Bank of Credits (ABC) system. So, at any point in time, if students want to take a break and continue their course within a fixed period, they can utilize these credits for further education.

**Address by Dr. Nitin Karmalkar- Ex. Vice Chancellor, Savitribai Phule Pune University**



The third session of the day was delivered by Dr.Mangesh Kashyap on “Sustainability and Education”. Sir focused on how education in diverse forms and multiple contexts provides





the means whereby each generation passes on its culture, discoveries, successes, and failures to the next. Without inter-generational education, very little in a human context can be sustainable. Education is also important to formulate, challenge and disseminate ideas, knowledge, skills, and values within communities, from young to not-so-young, and between communities, nations, and continents. Education is identified as a key element of sustainability-focused strategies in many contexts and levels.

**Address by Dr. Mangesh Kashyap- Director of Atharv Communications Pvt. Ltd.**



The fourth session was taken by Mr. Prasanna Jha Presented a paper on “Challenges with the NEP2020 in HEIs and how technology can address them”. Sir discussed with participants that how economically and environmentally, digital is cheaper and cleaner than paper-based materials to distribute and update. Accessing remote areas can help expand perspectives. The rationale is that an enhanced infrastructure affords greater access to better education for all. According to sir online learning is useful with the quicker adoption of digital education in HEIs. Open Universities can address the issue of accessibility and availability of high-quality education. Enrollment issues could be addressed by utilizing quick, adaptable, and affordable digital infrastructure.

**Address by Dr. Prasanna Jha CEO & Co-Founder, JhaMobi Technologies Private Ltd.**



The last session was delivered by Dr. Daniel Penkar on “Challenges in the implementation of NEP”. Sir said that due to over-optimism there is an underestimation of the cost and time for a policy to be implemented. Sir also focused on some challenging areas like Implementation in dispersed governance, Lack of collaboration with all the stakeholders, etc. Sir further said to







Sinhgad Institutes

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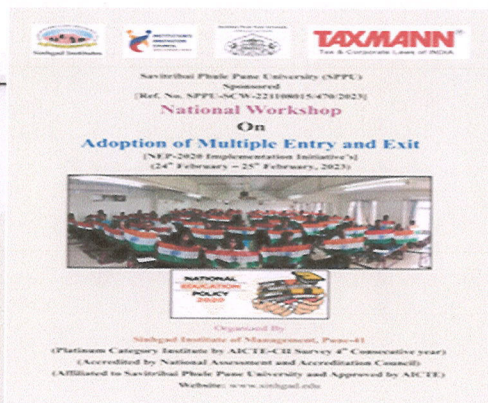
implement the NEP 2020 we need to work on a few major challenges which include Content, Curriculum, Pedagogy, and Blending of technology with the teaching and learning process.

**Address by Dr. Daniel Penkar, Director SIOM**



As an outcome of the workshop, SIOM published the proceedings with the assistance of taxmann publications private limited. This also includes research papers, abstracts, and NEP chapters written by prominent speakers and teachers from SIOM with ISBN numbers in both hardcopy and softcopy versions.

### Workshop Proceeding Published





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There was a Q and A session in which the participants expressed their concerns and raised queries which were addressed by the Speakers.



#### **Day 2: 25/02/2023 -Number of Benefitted Participants**

Number of External Participants (Faculty [47] + Students [36]) :-83

Number of Faculty Participants (SIOM) :-20

Number of Students participants (SIOM):-102

**Total Participants (83+20+102) :- 205**

Co-Ordinated by Prof.Kumudini Manwar, Prof.Shobha Mishra and Prof.Meenakshi Jadhav.

Dr. Chandrani Singh, Director of SIOM MCA proposed the vote of thanks. It was a very enriching and informative session. All the participants were filled with new zeal to start working on its implementation in their own spheres.



**Dr. Chandrani Singh**  
**Director, SIOM MCA**





SINHGAD TECHNICAL EDUCATION SOCIETY'S  
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## ***DynaMark ...Marketing cluster*** (MBA Semester III)

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### **REPORT OF DIGITAL MARKETING CERTIFICATION COURSE**

#### **Certification Details:**

Day: Tuesday - Thursday  
Date: 25<sup>th</sup> - 27<sup>th</sup> September, 2018  
Venue: F-08, Computer Lab, First floor  
Time: 9:00 am to 2:00 pm  
Classes: MBA Second Year students  
Specialisation: Marketing

#### **Trainer for the course:**

Mr. Siji Varghese - MD DigiSas India

#### **Objectives:**

1. To enable Students to learn Practically the Basics of Digital Marketing
2. To learn various tools like Google Adwords , Analytics and Website Designing
3. To apply Digital Marketing in Corporate World.

#### **Event Brief:**

DynaMark (Marketing) cluster organized a 3 Day certification course in Digital Marketing from 25<sup>th</sup> - 27<sup>th</sup> September, 2018 in association with Digisas India Pvt. Ltd. The certification course was headed by Mr. Siji Varghese and his team in the first floor computer lab at SIOM.

A total of 46 MBA marketing students underwent this Certification course. As per schedule the topics were covered by the trainer Mr. Varghese, wherein day 1 Website



designing for the company and Creating a Facebook page of the company with images, videos related to the product and services were posted. Day 2 topic covered was Lead and Traffic Generation, Ad campaign design and Social media marketing. Day 3 training laid emphasis on Google Adwords (PPC) and e-mail marketing for products and services of the company.

All attendees were presented with a Certificate of Completion at the end of the course.

The course contents comprised of the following major modules:

### Syllabus & Schedule Day Wise

Day & Date	Topic	Details
<b>Day 1</b> <b>Tuesday</b> <b>25<sup>th</sup> Sep. 18</b>	Introduction WYSIWYG e-Com Website Designing	Introduction to DIGITAL MARKETING Various Tools Used Complete Designing of e-commerce Website
<b>Day 2</b> <b>Wednesday</b> <b>26<sup>th</sup> Sep. 18</b>	Facebook Advets Facebook Business Manager Facebook Analytics	Learning Tools from Facebook for Social Media Marketing Creation of various Ad Campaigns.
<b>Day 3</b> <b>Thursday</b> <b>27<sup>th</sup> Sep. 18</b>	Google Adwords Google Analytics e-mail Marketing Campaigns	Using Tools from Google for Running Google Ads Analytics for Audience Analysis Create Beautiful e-marketing Campaigns

### List of Participants:

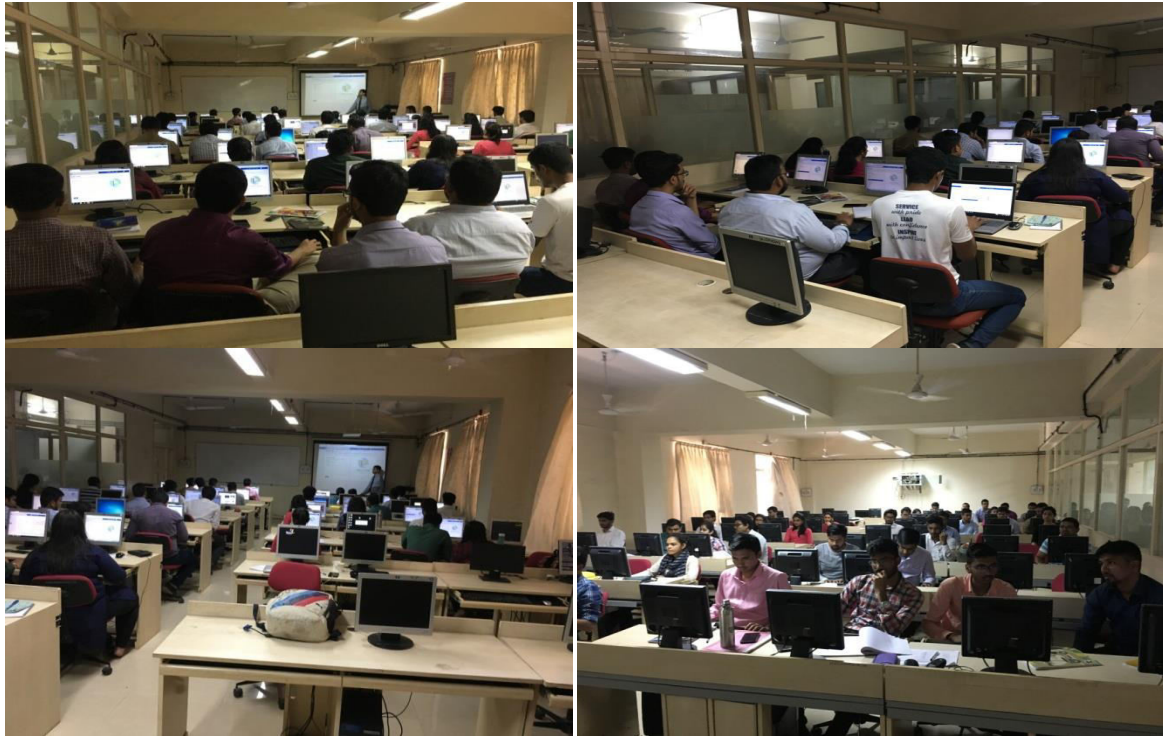
No.	Name	Specialisation	Mobile No.	Div	Count
1	Ameya Paradkar	Marketing	7303346989	A	13
2	Rahul Kumar Kashyap	Marketing	9504487330	A	
3	Gaurav Vyas	Marketing	7742571402	A	
4	Akshay Jagtap	Marketing	9545526743	A	
5	Puja Akhade	Marketing	9421453655	A	



6	Piyush Wani	Marketing	9834038883	A		
7	Rajratna Patil	Marketing	9096709169	A		
8	Mayur Kedar Kale	Marketing	8888895477	A		
9	Puja Kumari	Marketing	8554897672	A		
10	Sachin Anand	Marketing	7903731236	A		
11	Suraj Ghadge	Marketing	8446208035	A		
12	Aishwarya Zond	Marketing	8551015811	A		
13	Padmaja Gujarathi	Marketing	7506438575	A	19	
14	Debanjan Giri	Marketing	8906680511	B		
15	Sanjukta Walvekar	Marketing	9970047004	B		
16	Prathmesh Wani	Marketing	9913013763	B		
17	Shantanu Khambekar	Marketing	9890120249	B		
18	Shubham Gurav	Marketing	9096333565	B		
19	Akash Palkar	Marketing	8660908001	B		
20	Tejas Karche	Marketing	8482998248	B		
21	Harshvardhan Bhise	Marketing	9960251919	B		
22	Rahul Madane	Marketing	9561673464	B		
23	Rupali G Gupta	Marketing	9920193741	B		
24	Karan Rathod	Marketing	9762980694	B		
25	Sushant S Gatkal	Marketing	7741021155	B		
26	Gaurav Kumar	Marketing	7992266158	B		
27	Navin Kumar	Marketing	7004925849	B		
28	Abhishek Singh	Marketing	7070762292	B		
29	Pavan Pardeshi	Marketing	8788583423	B		
30	Vilas Yanganti	Marketing	9860080337	B		
31	Anuja Ramesh	Marketing	8551957243	B		
32	Sushriya Kamble	Marketing	7350680211	B	8	
33	Amev Soplev	Marketing	8698117909	C		
34	Bhojesh Patil	Marketing	9423580770	C		
35	Rushabh A Jain	Marketing	8087871055	C		
36	Ruturaj Huli	Marketing	8484852414	C		
37	Siddhi Kulkarni	Marketing	9765386234	C		
38	Aishwarya Deokar	Marketing	9422476384	C		
39	Jivan More	Marketing	8552926003	C		
40	Akshay Chauhan	Marketing	7775964816	C	3	
41	Aniruddha Nemade	First year student	7276889970	1 - B		1
42	Rohan Borde	First year student	9890545250	1 - E		3
43	Tushar Anthony	First year student	8085999621	1 - E		
44	Kamlesh Gari	First year student	9887770531	1 - E		1
45	Ankit Ramteke	First year student	8390109570	1 - I		
46	Shrikant Gokhale	International Business	8793587124	IB	1	
<b>TOTAL STUDENTS</b>					<b>46</b>	



**Event Photographs:**



**Report Prepared by:**

**Dr. Zamarrud Ansari**  
Cluster Head - Marketing  
MBA Marketing II<sup>nd</sup> Year



A handwritten signature in black ink, which appears to read "Parag Kalkar".

**Dr. Parag Kalkar**  
Director SIOM

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### Report on

### Gandhian Thought

### Act Presented by Arth Cell Members



Once a man asked Mahatma Gandhi Ji, 'What is God', he simply looked at him and said, "First I use to think that God is the only truth, then I realised that Truth is the only God." Such many thoughts of the Gandhi Ji has inspired all of the generations to follow him. But we have forgotten many of their teachings, like truth and non-violence. On the occasion of 2<sup>nd</sup> October, The Gandhi Jayanti, Sinhgad Institute of Management's Arth cell members presented the act on Gandhian Thought.

The narrator started the act by introducing Arth Cell members who are participating in the act and then by reminding us some important points about Gandhi Ji which led the base for act. The act was based on the metaphor that the Gandhi Ji introduced to us about the Three Monkeys. The phrase "See no evil, Hear no evil, Speak no evil" first emerged in Japan in the 17th century and was later adopted worldwide as a message of peace and tolerance due to Mahatma Gandhi's visual metaphor of the three monkeys, with one of them covering his eyes, the second his mouth, and the third his ears.



**Dr. Daniel Penkar**  
**Director SIOM**



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The act was divided into 3 different parts, showing three different situations. In the first part, there were two children fighting over small things, their mother enters the stage and asks them to stop fighting. The small girl starts shouting at her mother in the words and in the tone that the actresses in TV serials use. After this the father of those children enters the scene and says to mother, 'see this is because you always watch those useless TV serials in front of these kids, it is affecting them in a bad way.' Then he asked his children to say sorry to their mother for shouting at her. The small boy again shouts at his father in a words and tone that the crime news report uses to persuade the audience. The moral of this scene was that the thinking and behaviour of children is largely affected by what they see on their daily life. So whatever they see is inculcated in their behaviour and habits. So if they are exposed to such TV serials which does not make any sense and news reporters who instead of providing valuable information to society talks about the crimes which are not relevant to be heard by children. This act interprets the first part of the phrase, "See no Evil".

Second part of the act was the scene where one teenage boy is playing the game. His friend enters the hall and asks him, "What are you doing". He gets irritated and says, "I am playing this game in which I have got a dare to slap an elder person. In this game you get such kind of dares and you have to complete these tasks to improve your level. But this game is just for brave people." After hearing this the second guy also starts playing the same game. Their third friend enters the scene and asked them, "What are you both doing?" then they both explains him the game. He immediately asked second boy who came in influence of the first one not to play such kind of games, just because your fiend asks you to play. The moral of the act was you should not hear what the other person is saying and start repeating the activities as he is doing, first of all you should always see whether what he is asking you to do is right or wrong and then act upon it. This act covered the second part of the phrase, "Hear no Evil."

The third part was the scene in the office. There is an employee who is been promoted for the best performance for the particular period of time. But other employees does not realise it that the promotion that he got was due to his performance and not due to his connections with management. When manager observes this she quickly responds to them and says, "See this Is the reason why he is promoted and you are not promoted. He always concentrates on the task he is having in hand, and you all just keep gossiping and talking about the things which are not at all related to your work. Instead of talking about someone behind his back concentrate on the work that you have been assigned to." Moral of the act was we should not talk anything bad about any person. This act replicates the meaning of third part of the phrase, "Speak no Evil"

This act taught us the one of the biggest lessons, we should not talk bad about someone, we should not come into bad influence by the words of others and we should not see what is not of good moral value.



**Dr. Daniel Penkar**  
**Director SIOM**



Date: 12/07/2022

## Session on 'SIOM HR Meet' – Brief Report

Sinhgad Institute of Management had organized a session by HR Experts. The details are as follows

**Date:** 12/07/2022

**Time:** 2.15 PM to 6.00 PM

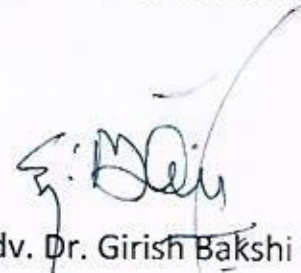
The 1<sup>st</sup> & 2<sup>nd</sup> year Students & MBA Faculty participated.

### Session Details:

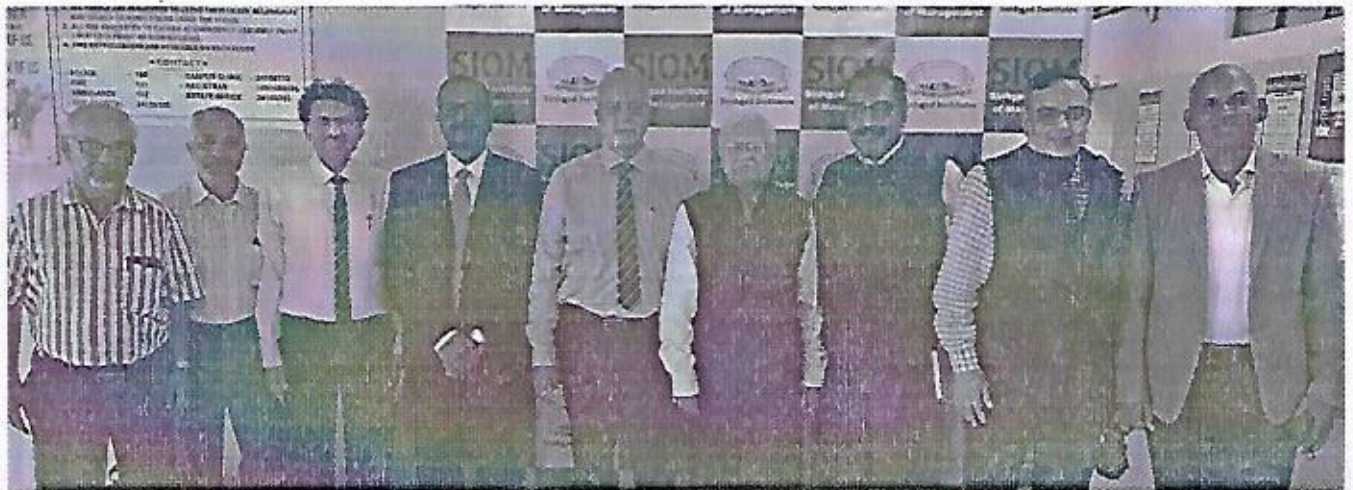
To empower the students about the HR field a session was organized by the institute. Following imminent HR Leaders participated and replied to the questions asked by the students.

- Dr. Sunil Kode - Vice President – HR, WILO Mather and Platt Pumps Pvt. Ltd.;
- Mr Brijmohan Mishra - Chairman, ISTD, Pune Chapter;
- Dr. Mohan Uchgaonkar – Ex. Sr. Deputy Director, ARAI, Head - HR Mgmt. & Admin
- Mr. Vishwanath Yerwa - General Manager – HR & Admn., Flash Electronics (I) Pvt. Ltd.
- Dr. Yogesh Kumar Upadhyay - President of Federation of International Trainers & Speakers and Director at Utkrushtha Management Consultants Private Limited, Pune;
- Mr. Mahesh Karandikar – Ex. General Manager, M & M Ltd.

Dr. Avanish Joshi helped in coordination of this programme. Dr. Karkar & Dr. Penkar Sir, Director SIOM shared their expert comments to the students. Students asked various questions regarding the HR activities to the HR Leaders.



Adv. Dr. Girish Bakshi



**Dr. Daniel Penkar**  
Director, SIOM







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# Workshop On Human Rights, Indian Judiciary System And The Constitution of India



Sinhgad Institutes

Conducted At:

**SINHGAD INSTITUTE OF MANAGEMENT**

**S. NO. 44/1, VADGAON (BK.), PUNE**

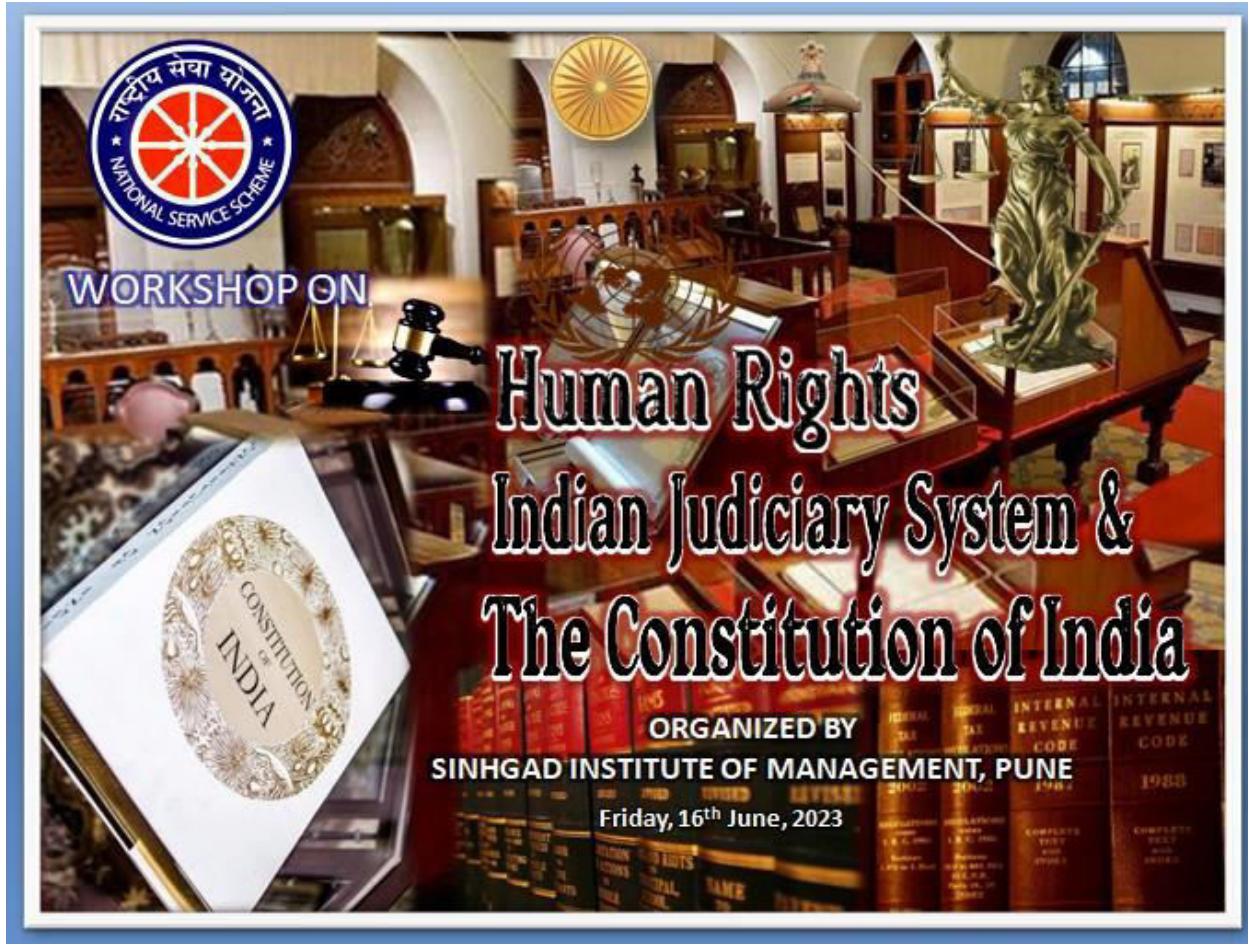




<b>Date of Workshop</b>	Friday, 16 <sup>th</sup> June, 2023
<b>Workshop Topic</b>	Human Rights, Indian Judiciary System and the Constitution of India
<b>Name of Workshop Coordinator</b>	Mr. Sagar Pawr Sir (Mob. 98500 86767) Mr. Abhishek Kottapalle Sir (Mob. 7709 812848)
<b>Beneficiary/Participants</b>	Students of Master of Business Administration of Sinhgad Institute of Business Management, Pune
<b>Workshop Description (Mode)</b>	<ol style="list-style-type: none"> <li>1. Printed study booklet on Human Rights, Indian Judiciary System and the Constitution of India provided to all the students;</li> <li>2. Seminar sessions on Human Rights, Indian Judiciary System and the Constitution of India delivered by Mr. Manoj Wagh;</li> <li>3. Paper based exam on Human Rights, Indian Judiciary System and the Constitution of India was conducted. Exam consists of 50 Multiple Choice Questions of total 100 marks based on study booklet;</li> <li>4. On behalf of NSS –SPPU Certificate of Participation awarded to each student (Hard Copy);</li> </ol>
<b>Workshop Outcome</b>	<ol style="list-style-type: none"> <li>1. Students are aware about Human Rights and its importance;</li> <li>2. Students are aware about Fundamental Duties, Fundamental Rights, Women Rights and Judiciary System;</li> <li>3. Students are able to perform comparative analysis of Rights and Duties;</li> <li>4. Workshop helps to develop legal literacy among the students;</li> <li>5. This workshop also develops awareness about Professional code of conduct, Ethics and Values;</li> </ol>



Workshop Photos






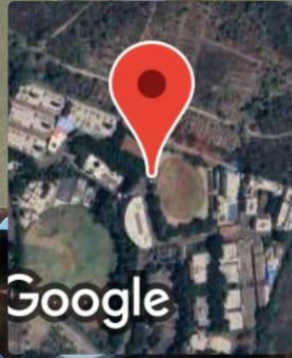






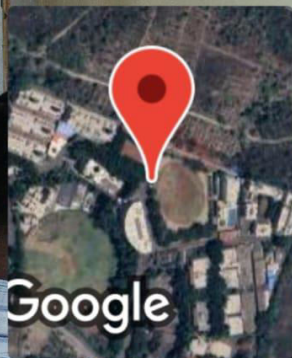
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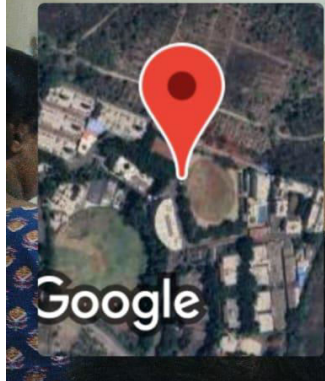
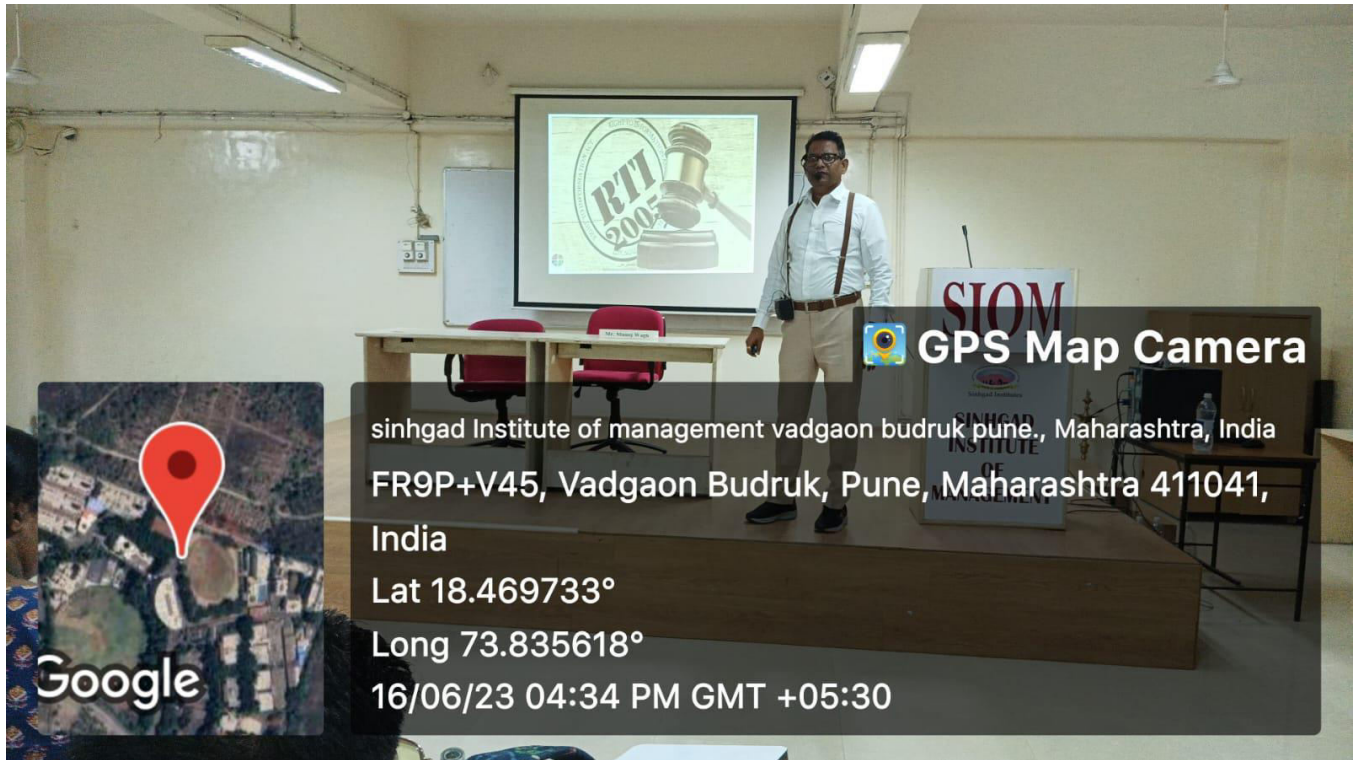
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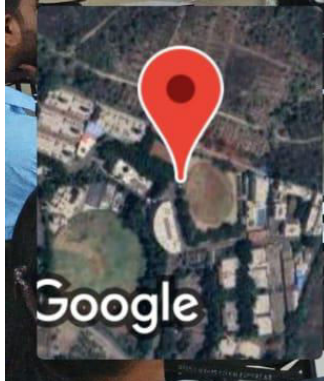









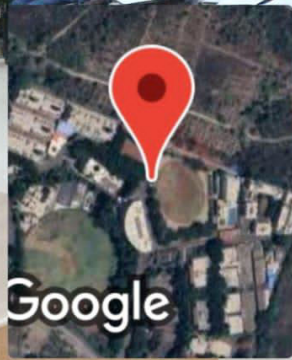
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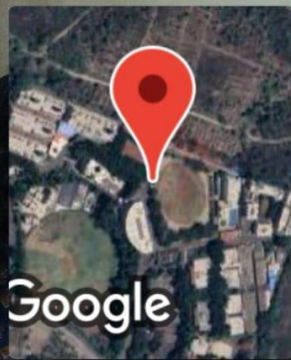
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3) Release 4) Summons

Development?

right, there isn't corresponding duty.

1) True

2) False

Kindly share your brief experience of participation in this workshop. Share your Learning Outcome, Opinion, Suggestions etc.

It was a quit good experience to learn from this seminar. It will help me to get information about Human rights, Indian Judiciary system & constitution of India.

1) Rate usefulness of Seminar: Low/ Medium/ High

2) Rate usefulness of Exam: Low/ Medium/ High

3) Rate usefulness of Booklet: Low/ Medium/ High

4) Rate overall Workshop on scale of 1 to 10: 9

their work place. This is a violation of Constitution of India's Article No. \_\_\_\_\_.

1) 22 2) 23 3) 24 4) 25

34) Permission in allowing a person charged with a criminal offence to be released from jail or police custody is \_\_\_\_\_ (Fill in the blank)

1) Offence 2) Bail 3) Release 4) Summons

4) Public Interest Litigation

42) Lok Adalat is not having reorganization as a form of Judiciary in India

1) True 2) False

43) Human rights are essential for achieving the Sustainable Development Goals (SDGs). What is sustainable Development?

49) Without following Ethics, Morals and Values one cannot achieve their goals in life?

1) True 2) False

50) Rights and duties are closely related and cannot be separated from one another, the rights and duties are two sides of the same coin; but for every right, there isn't corresponding duty.

1) True 2) False

Kindly share your brief experience of participation in this workshop. Share your Learning Outcome, Opinion, Suggestions etc.

It was great lecture where we were able to get the knowledge of human rights, constitution of India, Fundamental Duties, etc, which helped us to be aware of our constitution of India & its components.

1) Rate usefulness of Seminar: Low/ Medium/ High

2) Rate usefulness of Exam: Low/ Medium/ High

3) Rate usefulness of Booklet: Low/ Medium/ High

4) Rate overall Workshop on scale of 1 to 10: 9





25) Right is a demand and duty is an expectation.

- 1) True  2) False

26) The right to equality and the prohibition of discrimination are Rights. (Fill in the blank)

- 1) Legal  2) Social   
3) Human  4) Political

27) Right to life, Freedom from torture and cruel, inhuman or degrading treatment or punishment, Freedom from slavery, servitude and forced labor, Right to liberty and security of person are

- 1) Civil & Political Rights,   
2) Economic & Social Rights,   
3) Civil & Cultural Rights,   
4) Political & Social Rights,

28) When did the UDHR Proclaimed?

- 1) 10-12-1948  2) 12-10-1948   
3) 15-8-1947  4) 26-01-1950

29) What is not a form of Secularism?

- 1) Separation of religion from government   
2) Religion is purely a personal matter,   
3) Freedom of Religion,   
4) Discrimination based on religion,

30) The amendments of the Constitution of India which "take away or abridge" the Fundamental Rights of the citizens of India cannot be passed.

- 1) True  2) False

31) Fundamental rights are absolute or unlimited rights. The government cannot put reasonable restrictions on the exercise of our fundamental rights during the time of emergency.

- 1) True  2) False

32) How many types of Fundamental Rights are available in our Constitution for Indian citizens?

- 1) 4  2) 5  3) 6  4) 7

33) If, Industries allowing child labor at their work place. This is a violation of Constitution of India's Article No. \_\_\_\_\_

- 1) 22  2) 23  3) 24  4) 25

34) Permission in allowing a person charged with a criminal offence to be released from jail or police custody is \_\_\_\_\_ (Fill in the blank)

- 1) Offence  2) Bail   
3) Release  4) Summons

35) In case Responsible Police official denies registering F.I.R., One can make a complaint to a higher-ranking officer such as \_\_\_\_\_

- 1) Superintendent of Police (SP)   
2) Deputy Inspector General (DIG)   
3) Inspector General of Police (IG)

4) All of these

36) There is provision for penalty to the government department for delay in providing the requisite information under RTI act. What is min. time span for getting information under RTI ACT?

- 1) 10 days  2) 20 days   
3) 30 days  4) 40 days

37) A legal document issued by the court directed to a person to appear before a judge or Magistrate is \_\_\_\_\_ (Fill in the blank)

- 1) Offence  2) Bail   
3) Release  4) Summons

38) Dowry Prohibition Act, Maternity Benefit Act, Equal Remuneration Acts and Hindu Marriage Acts are \_\_\_\_\_

- 1) Social Rights to Women   
2) Legal Rights to women   
3) Constitutional Rights to women   
4) Human Rights to Women

39) If the person find guilty under POCSO Act 2019, the minimum imprisonment is \_\_\_\_\_

- 1) 10 Years  2) 20 Years   
3) 30 Years  4) 40 Years

40) The government to secure for men and women equally the right to an adequate means of livelihood. This is the constitution of India's article Number. \_\_\_\_\_

- 1) 39a  2) 39b  3) 39c  4) 39d

41) What is long form of PIL?

- 1) Public Inter Litigation   
2) Personal Interest Litigation   
3) Public Interest Law   
4) Public Interest Litigation

42) Lok Adalat is not having reorganization as a form of Judiciary in India

- 1) True  2) False

43) Human rights are essential for achieving the Sustainable Development Goals (SDGs). What is sustainable Development?

- 1) True  2) False

1) Development without harming Environment;

2) Development of industrialization for better economy

3) Development with only Human centric objectives;

4) Development to become superpower

44) A police officer has the power to arrest any person without an order from a Magistrate or warrant of arrest.

- 1) For Cognizable offence   
2) For Non-bail able offence   
3) For Non- Cognizable offence   
4) For any offence

45) Which of following Act empowers every citizen of India to inspect any Government work or to take the sample of Material used in any work, documents and seek certified photocopies thereof?

- 1) PIL  2) IPC  3) RTI  4) ITR

46) Which of following statement is correct?

- 1) A woman accuse cannot be arrested before sunset and after sunrise;   
2) A woman accuse cannot be arrested after sunset and after sunrise;   
3) A woman accuse cannot be arrested after sunset and before sunrise;   
4) A woman accuse cannot be arrested before sunset and before sunrise;

47) Which of following is not a purpose of UN- United Nations?

- 1) To keep peace in the world;   
2) To remove poverty;   
3) To develop friendly relations;   
4) To make UN a policy maker;

48) What does the meaning of ability to reason has a fundamental impact on one's ability to learn from new information and experiences?

- 1) Reasoning  2) Learning   
3) Intelligence  4) Evaluating

49) Without following Ethics, Morals and Values one cannot achieve their goals in life?

- 1) True  2) False

50) Rights and duties are closely related and cannot be separated from one another, the rights and duties are two sides of the same coin; but for every right, there isn't corresponding duty.

- 1) True  2) False

Kindly share your brief experience of participation in this workshop. Share your Learning Outcome, Opinion, Suggestions etc.

This session is helpful for future carrier. This was good, knowledgable.

- 1) Rate usefulness of Seminar: Low/ Medium/ High   
3) Rate usefulness of Booklet: Low/ Medium/ High

- 2) Rate usefulness of Exam: Low/ Medium/ High   
4) Rate overall Workshop on scale of 1 to 10: 8



released from jail or police custody  
is \_\_\_\_\_. (Fill in the blank)  
1) Offence 2) Bail  
3) Release 4) Summons

43) Human rights are essential for achieving the Sustainable Development Goals (SDGs). What is sustainable Development?  
Rights and duties are closely related and cannot be separated from one another, the rights and duties are two sides of the same coin; but for every right, there isn't corresponding duty.  
1) True 2) False

Kindly share your brief experience of participation in this workshop, Share your Learning Outcome, Opinion, Suggestions etc.

The session was very nice and informative.  
I got knowledge about the basic human rights which will be beneficial for society.

1) Rate usefulness of Seminar: Low/Medium/High





BOOKLET FOR WORKSHOP ON

# HUMAN RIGHTS INDIAN JUDICIARY SYSTEM AND THE CONSTITUTION OF INDIA

Version (English) [Rev. No. 12/030123/P02K@DPP]

Name of the Participant: \_\_\_\_\_

College/Inst. Name: \_\_\_\_\_

Place: \_\_\_\_\_ District: \_\_\_\_\_

Name of Class/Course: \_\_\_\_\_ Study Year: \_\_\_\_\_

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**Dr. Daniel Penkar**  
Director, SIOM

END OF REPORT