

Sinhgad Institutes

STES's

Sinhgad Institute of Management

Vadgaon, Pune

A.Y. 2022 – 23

SIOM HR Conclave







Sinhgad Technical Education Society's
SINHGAD INSTITUTE OF MANAGEMENT
(Affiliated to Savitribai Phule Pune University, Approved by AICTE
& Accredited by 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

Date – 29th June 2023

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **SIOM HR Conclave** at Sinhgad Institute of Management, Vadgaon, Pune on the **30th of June 2023**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.



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Activity Title	'SIOM HR Conclave 2023'	Date & Time	30 th June 2023, 11am Onwards
Activity Category	HR Conclave	Activity Venue	Auditorium Hall, 2 nd Floor
Participants	Faculty Members/Students	Numbers of Participants	250

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.

- Mr. Samir Kukade, Director, Navigate HR Consultants;
- Mr. Mukund Jagirdar, Head - HR, IR & Admin, Arcelor Mittal Nippon Steel India Ltd.
- Mr. Piyush Srivastava, Divisional Manager (Industrial Relations & Legal), Bajaj Auto Ltd.
- Mr. Suhas Garde, Head Industrial Relations, Thermax Ltd.
- Mr. Dattatraya Ambulkar, Director, Involve2resolve

The HR Experts shared in the SIOM HR Conclave 2023 his best moments / turning point / tough situation etc. in your career.

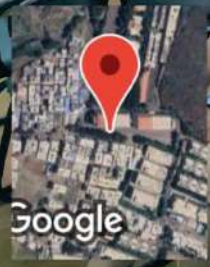
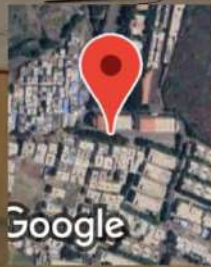
Students asked various questions regarding the HR activities to the HR Leaders as below:



Q NO	Question	Speaker	Student	MBA / MCA
1	How HR looks at the CVs while dealing in recruitment, your experience & guidelines to students	Mr. Dattatraya Ambulkar	Ms. Shreya Hebule	MCA
2	Please share your experience regarding the various HR Policies.	Mr. Mukund Jagirdar,	Mr Adesh Wankade	MBA
3	How the ethical business practices were followed in your organizations? Please share the examples with reference to HR.	Mr. Piyush P. Srivastava	Ms. Gayatri Wangane	MBA
4	Role of the Chambers, Institutions, agencies, NGOs in business / Industry.	Mr. Sameer Kukade	Mr. Sandesh Jadhav	MBA
5	Union – Management relations – experience sharing (Current Trends in Trade Union Movement, Long Term Settlements)	Mr. Suhas Garde	Mr. Rohan Borkar	MBA
6	Is there any role of AI in HR field. If yes then can AI like ChatGPT etc. can replace HR?	Mr. Dattatraya Ambulkar	Ms. Abhlesha Viraktamath	MCA
7	What is importance of HR analyst in today's scenario?	Mr. Sameer Kukade	Mr. Akshay Warthe	MBA
8	Is remote and flexible work culture as efficient as work from office?	Mr. Suhas Garde	Mr. Aniruddha Joshi	MBA
9	What is your point of view on Moonlighting?	Mr. Sameer Kukade	Mr. Yes Teli	MCA
10	We are observing the trend of recession in the Europe, USA & other countries; do you think such a trend will come to India as well?	Mr. Piyush P. Srivastava	Mr. Gaurav Bahad	MBA

Dr. Penkar Sir, Director SIOM shared their expert comments to the students.





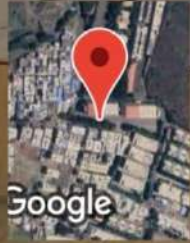
Some Glimpses of the session



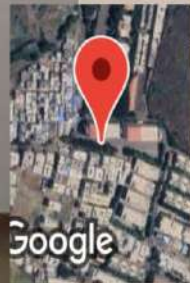


Some Glimpses of the session





Pune, Maharashtra, India
 sinhgad Institute of management
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 Long 73.835555°
 30/06/23 11:40 AM GMT +05:30



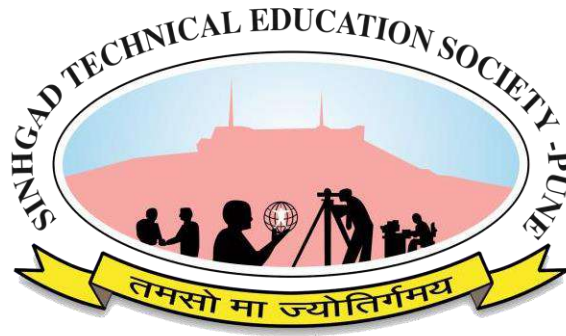
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Some glimpses of the session

Dr. Sagar Pawar
 Academic Head, SIOM



Dr. Daniel Penkar
 Director, SIOM



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Vadgaon, Pune

A.Y. 2022 – 23

**NSS Workshop on Human Rights, Indian
Judiciary System and the Constitution of India**







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Date – 14 June 2023

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **NSS Workshop on Human Rights, Indian Judiciary System and the Constitution of India** at Sinhgad Institute of Management, Vadgaon, Pune on the **15th of June and 16th of June 2023**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.





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Activity Title	NSS - Workshop on Human Rights, Indian Judiciary System and the Constitution of India	Date & Time	15 th and 16 th June 2023 10am onwards
Activity Category	Human Rights Workshop	Activity Venue	G10
Participants	Faculty Members/Students	Numbers of Participants	212

Freedom is considered a fundamental tool to respect guarantee for the rights of all. If any living person is not aware about his or her own individual human rights, judiciary system and the constitution of the country, it can be dangerous for the democracy. Where Laws are meant for Justice and equality for everyone and the constitution who gives power to those rights and laws, which makes it applicable to every person or citizen of the country, brings the serenity. Thus, in country like India-world biggest democratic nation with wide demographic differences, it becomes necessary to learn and understand human rights, judiciary system and the constitution of a country, to protect and secure democracy.

A two day workshop on Human Rights, Indian Judiciary system and The Constitution of India was organized for the students of Master of Business Management 1st Year batch 2022-2024 on 15th and 16th of June 2023, at Sinhgad Institute of Management.



Day 1

The day 1st of the workshop began with the introduction of the resource person Mr. Manoj Wagh, Director of Tech Trainers and Testers, Pune, in association with National Service Scheme (NSS), by Miss Mahima Mangle and Miss Radhika Pawar. At the start of the workshop, printed study booklets on Human Rights, Indian Judiciary system and The Constitution of India was provided to the students by Mr. Manoj Wagh Sir.

He started the workshop in an interactive mode by asking the students about the Human Rights, What do they know about the Human Rights and What is the importance of Human Rights in India. Students were enthusiastically giving answers of the questions asked. Mr. Wagh Sir, started speaking human rights like who is called as Human? What are rights? And what is Human Rights? Why every person has those rights and its importance in every individual's life.



Mr. Manoj Wagh Sir, speaking about Human Rights to the Students

The resource person discussed about different rights of every human being in the world, how differently they are provided to them by different countries and specifically in India. He discussed about the different fundamental duties and fundamental duties of a citizen; which they have to perform, what happens if they are not performed in a good manner? He also discussed about the Rights of the Students, Rights of the Employees, Women Rights, Right to Education and Right to Information, Right of the Consumers, Rights of the Companies along with its importance for the nation.



Further, Mr. Manoj Wagh Sir, discussed about the Judiciary System of India, which acts as a guardian and protects the rights of every human being in the country and how every human being can enjoy his or her own right because of the system. The working of the Indian Judiciary System, how does an aggrieved person can approach to the system for justice, raise voice against injustice in India was also discussed with the students. Along with it different mechanism to get the justice through Courts, specially Supreme Court and High Court and how the judiciary system does taking different steps to protect the rights of the human with ensuring that all people should get their rights and justice, ensuring the no violation of any right of the person. He discussed about Protection of Human Rights Act, 1993 – An act to provide for the constitution of a National Human Rights Commission, State Human Rights Commission and Human Rights Courts for better protection of human rights and for matters connected with them.

The resource person further took the session speaking about how does the Indian Judiciary System plays an important role for ensuring better public governance. There are number of laws, rules and regulations which a person has to follow while performing his duty.

At the end of the Day 1 of the workshop students received the immense and vital knowledge about the Human Rights and how does Indian Judiciary System guards them and guarantee's citizen of the country that they can enjoy their freedom of rights. Mr. Lalit Pandhare, student of MBA-I delivered the vote of thanks for the knowledgeable session conducted by Mr. Manoj Wagh Sir.



Day 2

On Day 2, session started with warm welcome of the resource person and the students and brief revision of the previous day's learning on Human Rights and Judiciary system by Miss Mahima Mangle and Miss Radhika Pawar.

Mr. Manoj Wagh Sir, took the session further ahead by thanking to both the anchors and spoke in brief about last day's session. He started further speaking about the Indian Judiciary System.

The judiciary system which takes care and protects the fundamental rights of people also helps in resolving disputes, carrying major political decision and importantly ensuring the Constitution at Supreme and all the decisions according to it. The resource person speaks about the crimes and penalties, consequences of not following the duties in proper manner, punishments on hating, discriminating any person by his gender-religion-cast and others etc. also for not anyone letting enjoy his rights and performing his duties.

Further, Wagh Sir, discussed about the code of conduct, core values related to human rights and how judiciary system is stand there. He also spoke about judiciary systems of different countries like, America, Britain and few from Middle East, what are the core differences between the judiciary laws, rules and regulations along with comparing to India? How does the system works in those respective countries.

Later, Mr. Manoj Wagh Sir started discussing about The Constitution of India. He first asked students; do they know about the India's Constitution and what exactly they know about the same. He said that just knowing the name "Constitution" or having the general idea about the constitution is not enough. People of the country must be fully aware and literate regarding



the constitution. He further started explaining about The Constitution of India by starting with what is constitution, its importance, meaning for and impact on every individual's daily life. Why everyone should be aware & possess knowledge of the same, directing on the main objective of the democratic country that is "the protection of the basic rights of the people" and also how it helps for the judiciary system.

The different Articles provided in Constitution of India, Which articles provides what kind of rights to the citizens of the country; the different circumstances in which they can utilize those articles, were discussed by Mr. Wagh Sir. The different articles like Article 14 on Equality and Equal Protection Before Law, Article 21 Right to Life and Personal Liberty, Article 21A Educational Rights, Article 23 Prohibition of Trafficking and Forced Labour, Article 19(1)(c) Right to Form Union/ Association was some examples of the articles that he discussed with the students. He also discussed on rights of the human or any person with relation to the companies.

The Indian Constitution of India protects the citizens of the country from any partial judgement and gives power to the judiciary to make decisions based on the rules of the laws, which makes the judiciary system of India an independent body and sole institution who controls and pronounces judgement in case of any disputes. Also have provisions for Rights, Laws, Rules and Regulations for every citizen,

At the end of the workshop multiple choice examination was conducted of the students, based on Human Rights, Indian Judiciary System and The Constitution of India to check their learnings of the same. Post workshop Mr. Manoj Wagh Sir presented the Certificate of Participation to the students. He also presented the Certificate to the Institute. At last Mr. Lalit Pandhare shared vote of thanks to Mr. Manoj Wagh Sir for the excellent session and total efforts for the informative and knowledgeable workshop and sharing his experience too, which gave students an important learning. Such learnings would definitely help to create a peaceful and good society.









Few moments from Day 1 and Day 2 of the Workshop





National Service Scheme Certificate

Awarded To

SINHGAD INSTITUTE OF MANAGEMENT

VADGAON (BK.), PUNE 411041

For Organizing Workshop On

HUMAN RIGHTS,

INDIAN JUDICIARY SYSTEM AND

THE CONSTITUTION OF INDIA

Held During the Academic Year 2022-23

Dr. Prabhakar Desai
Director
NSS-National Service Scheme
Savitribai Phule Pune University,
Pune, Maharashtra

SPPU Letter No.: NSS/107/10 of Date 06-06-2023

Date of Issue: 17/06/2023

Sr. No.: C294



Mr. Manoj R. Wagh
Director
Tech Trainers & Testers Pune
(MAH/1774/2022 PUNE)



Institute Certificate





National Service Scheme

Certificate

Awarded To

Sakshi Pradip Marathe

For Successful Participation in
Workshop on
Human Rights
Indian Judiciary System &
The Constitution of India

Held During the Academic Year 2023

Dr. Prabhakar Desai
Director

NSS-National Service Scheme
Savitribai Phule Pune University,
Pune, Maharashtra



Mr. Manoj R. Wagh
Director

Tech Trainers & Testers Pune
(Workshop Organizer)



Date of issue: _____
Cert. Batch No.: UNV/23-24/03
Sr. No.: _____

SPPU Letter No.: NSS/107/19 of Date 06-06-2019

Sample Certificate



12S2022 – Exam on Human Rights Indian Judiciary System and the Constitution of India

Each Question carries equal marks, No Negative, Marking, Select Only One (v), Total Questions: 50| Total Marks: 100| Time: 1Hr. |

Name of the student: _____ Mob. No. _____ Study Year: _____

College Name: _____ Place: _____ District: _____ Receipt No.: _____

Course & Specialization: _____ Signature of Student: _____ Date: _____ Marks Obtained: _____

1) Which of following is/are forms of abuse?

- 1) Grooming over the internet for pornography;
- 2) Forcing a child or women to watch pornography;
- 3) Conversations with sexual intension;
- 4) Action of harassing to girl

2) To make India a developed Nation, it is a fundamental duty of all the citizens to develop Scientific Temper, Humanism and the Spirit of Equality and reforms; which Article of the constitution of India define this duty?

- 1) 50
- 2) 50A
- 3) 51
- 4) 51A

3) On Red traffic signal at some square, Children between the ages of 3 to 14 years comes to you and ask for monetary help for food etc. What will be your observation?

- 1) Everyone has the right to life.
- 2) They are beggars.
- 3) Violation of Human Rights;
- 4) Slavery is prohibited;

4) Which of following is the Uttermost duty of right holders?

- 1) If I have rights, it is my duty to enforce the duties of others in society;
- 2) If I have rights, it is my duty to grant the rights of others in society;
- 3) If I have rights, it is my duty to respond the rights of others in society;
- 4) If I have rights, it is my duty to respect the rights of others in society.

5) How will you define and what will be your reaction for; "Any unlawful act which causes a violation of rights of others or causes harm to others and affects the Society at large."

- 1) It's an offence and register FIR;
- 2) It's an offence and but no registration of FIR;
- 3) It may be an offence and hence no concern;
- 4) It's not an offence hence no FIR

6) Political democracy would be Useless without _____ democracy. (Fill in the blank)

- 1) Economic
- 2) Social
- 3) Legal
- 4) Secular

7) The contempt of Indian constitution and insult to the India's national symbols, including the National Flag, National Emblem, and National Anthem are prohibited and punishable according to the Law.

- 1) True
- 2) False

8) Which of following is not a feature of Rights?

- 1) Rights exist only in society
- 2) Rights are legal duty
- 3) Rights are the products of social living.
- 4) Rights are the claims of the individuals

9) What is the conscience of the constitution of India?

- 1) The directive principles of state policy;
- 2) The Fundamental Rights;
- 3) The Fundamental Duties;
- 4) The Union Judiciary mentioned in the constitution

10) Because of the constitution of India, India is Socialist Secular Democratic & Republic country, who among following the ultimate power is vested?

- 1) The President of India
- 2) The Parliament of India
- 3) The Citizens of India
- 4) The Prime Minister of India

11) Which of followings is a Principle Human Value?

- 1) Dignity
- 2) Justice
- 3) Fairness
- 4) Equality

12) A person who takes sincere care of others, shows kindness, empathy and compassion for all others is a human being with values.

- 1) True
- 2) False

13) What is Prerequisite for Peace and Harmony in the Society?

- 1) Liberty
- 2) Equality
- 3) Justice
- 4) Dignity

14) Which of below is a wrong statement?

- 1) Communicating sexually through text, phone, Internet is an offence;
- 2) The sexual abuse of women often occurs in places considered to be the safest for them;
- 3) Crimes against women and children include Physical and emotional abuse;
- 4) POCSO Act doesn't have provision of punishment for sexual offenses against any children;

15) As per the Preamble of the Constitution of India, India is;

- 1) Secular Democratic Republic;
- 2) Secular Democratic Non-Republic;
- 3) Non-Secular Democratic Republic;
- 4) Secular Non-Democratic Republic;

16) Which of following is not a Code of professional conduct?

- 1) Respect
- 2) Responsibility
- 3) Honesty
- 4) Liberty

17) In India, "Untouchability" has completely removed and according to the Article No. 17 of the Constitution of India it is an offence Punishable in accordance with the Law, also it is violation of Human Rights.

- 1) True
- 2) False

18) Which Article of the Constitution of India defines provision of Maternity relief?

- 1) Article 42
- 2) Article 43
- 3) Article 44
- 4) Article 45

19) What is the concept of Living wages?

- 1) Minimum wages for basic needs;
- 2) Maximum wages for basic needs;
- 3) Minimum wages for decent standard of life;
- 4) Maximum wages for decent standard of life.

20) In India, who Guarantees and Protect citizen's fundamental rights?

- 1) The Judiciary of India;
- 2) The President of India;
- 3) The Constitution of India;
- 4) The Police of India.

21) What is true source of right?

- 1) Dignity
- 2) Responsibility
- 3) Duty
- 4) Justice

22) Which of following is not a fundamental duty of rights holders?

- 1) To protect and improve natural resources including Forests, Lake, Rivers and Wild Life;
- 2) To promote harmony and spirit of common Brotherhood amongst all the citizens;
- 3) To promote theocracy and practices derogatory to Women dignity in Society;
- 4) To uphold and protect Sovereignty, Unity and Integrity of India;

23) Rights are common and recognized claims of the people which are essential for.

- 1) Development
- 2) Life
- 3) Society
- 4) Justice

24) Human rights are Indivisible and Interdependent because:

- 1) If one right affects surely it affects all other rights;
- 2) If one right affects it may affect all other rights;
- 3) If one right affects it affect only one right;
- 4) If one right affect it may not affect all other rights;

P.T.O.



- 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 is 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 (D/G)
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) 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.

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.

Sample Question Paper



Dr. Sagar Pawar

Academic Head, SIOM



Dr. Daniel Penkar

Director, SIOM





Extracts from the
Register of
Copyrights



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2. आवेदक का नाम, पता और राष्ट्रीयता/Name, address and nationality of the applicant: DR DANIEL PENKAR, SINHGAD INSTITUTE OF MANAGEMENT, SINHGAD ROAD, VADGAON-BK, PUNE-411041-411041, INDIAN

3. आवेदक का पता और राष्ट्रीयता/Name, address and nationality of the author and if deceased, date of his decease: DR DANIEL PENKAR, SINHGAD INSTITUTE OF MANAGEMENT, SINHGAD ROAD, VADGAON-BK, PUNE-411041-411041, INDIAN

4. कार्य का वर्णन/Class and description of the work: LITERARY, DRAMATIC WORK THE STP FOCUSES ON THE PRACTICAL ORIENTATION OF STUDENTS TOWARD ENHANCING THEIR COMMUNICATION SKILLS IT WILL FOCUS ON SKILLS SET/OUTCOME EXPECTED FROM MBA STUDENT TO SUSTAIN IN THE CORPORATE ENVIRONMENT

5. प्रकाशित/Whether the work is published or unpublished: UNPUBLISHED

6. प्रथम प्रकाशन का वर्ष और देश/Year and country of first publication and name, address and nationality of the publisher: N/A

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9. अन्य व्यक्तियों का नाम/Names, addresses and nationalities of other persons, if any, authorised to assign or licence of rights comprising the copyright: DR DANIEL PENKAR, SINHGAD INSTITUTE OF MANAGEMENT, SINHGAD ROAD, VADGAON-BK, PUNE-411041-411041, INDIAN

10. यदि कार्य एक 'कलात्मक कार्य' है तो कौन सी सामान्य सेवाओं के संबंध में उल्लेख किया जाता है/If the work is an 'Artistic work' (which is used or capable of being used in relation to any goods or services, the application should include a certification from the Registrar of Trade Marks in terms of the provision to Sub-Section (f) of Section 45 of the Copyright Act, 1957): N/A

11. यदि कार्य एक 'कलात्मक कार्य' है तो कौन सी सामान्य सेवाओं के संबंध में उल्लेख किया जाता है/If the work is an 'Artistic work', whether it is registered under the Designs Act 2000: N/A

12. यदि कार्य एक 'कलात्मक कार्य' है तो कौन सी सामान्य सेवाओं के संबंध में उल्लेख किया जाता है/If the work is an 'Artistic work', capable of being registered as a design under the Design Act 2000, whether it has been applied to an article though an industrial process and if yes, the number of times it is reproduced: N/A

13. टिप्पणी/Remarks, if any: N/A

14. आवेदन की तिथि/Date of Application: 02/10/2023

15. प्राप्ति की तिथि/Date of Receipt: 11/06/2023

1. आवेदन संख्या/Serial Number: L-130187/2023

2. आवेदक का नाम, पता और राष्ट्रीयता/Name, address and nationality of the applicant: DR DANIEL PENKAR, SINHGAD INSTITUTE OF MANAGEMENT, SINHGAD ROAD, VADGAON-BK, PUNE-411041-411041, INDIAN

3. आवेदक का पता और राष्ट्रीयता/Name, address and nationality of the author and if deceased, date of his decease: DR DANIEL PENKAR, SINHGAD INSTITUTE OF MANAGEMENT, SINHGAD ROAD, VADGAON-BK, PUNE-411041-411041, INDIAN

4. कार्य का वर्णन/Class and description of the work: LITERARY, DRAMATIC WORK THE STP FOCUSES ON THE PRACTICAL ORIENTATION OF STUDENTS TOWARD ENHANCING THEIR COMMUNICATION SKILLS IT WILL FOCUS ON SKILLS SET/OUTCOME EXPECTED FROM MBA STUDENT TO SUSTAIN IN THE CORPORATE ENVIRONMENT

5. प्रकाशित/Whether the work is published or unpublished: UNPUBLISHED

6. प्रथम प्रकाशन का वर्ष और देश/Year and country of first publication and name, address and nationality of the publisher: N/A

7. बाद के प्रकाशनों का वर्ष और देश/Years and countries of subsequent publications, if any, and names, addresses and nationalities of the publishers: N/A

8. अधिकारों के स्वामी/Names, addresses and nationalities of the owners of various rights comprising the copyright in the work and the extent of rights held by each, together with particulars of assignments and licences, if any: DR DANIEL PENKAR, SINHGAD INSTITUTE OF MANAGEMENT, SINHGAD ROAD, VADGAON-BK, PUNE-411041-411041, INDIAN

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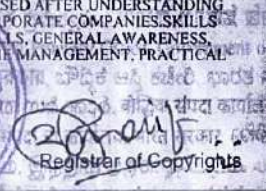
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13. टिप्पणी/Remarks, if any: N/A

14. आवेदन की तिथि/Date of Application: 02/10/2023

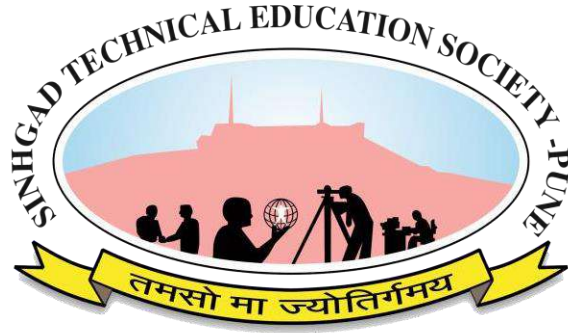
15. प्राप्ति की तिथि/Date of Receipt: 11/06/2023



THE STP SYLLABUS IS REVISED AFTER UNDERSTANDING REQUIREMENT OF THE CORPORATE COMPANIES. SKILLS FOCUSED LEADERSHIP SKILLS, GENERAL AWARENESS, BEHAVIOURAL SKILLS, TIME MANAGEMENT, PRACTICAL ORIENTATION

Pune 411041

Registrar of Copyrights



Sinhgad Institutes

STES's

**Sinhgad Institute of
Management Vadgaon, Pune**

A.Y. 2022 – 23

**Session on Startup and Entrepreneurial
Development Skills**





Sinhgad Technical Education Society's
SINHGAD INSTITUTE OF MANAGEMENT
(Affiliated to Savitribai Phule Pune University, Approved by AICTE
& Accredited by 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

Date – 08th June 2023

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **Session on Startup and Entrepreneurial Development Skills** at Sinhgad Institute of Management, Vadgaon, Pune on the **09th of June 2023**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.





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Telefax: (020) 24356592 E-mail: director_siom@sinhgad.edu Website: www.sinhgad.edu

Activity Title	Startup and Entrepreneurial Development Skills	Date & Time	9 th June 2023 11am onwards
Activity Category	Campus to Corporate	Activity Venue	G10
Participants	Faculty Members/Students	Numbers of Participants	301
Name of the Organizing Institute	Sinhgad Institute of Management	Faculty Coordinator	Mr. Piyush Aole

A C2C Activity on Start Up and Entrepreneurial Development Skills was hosted on 9th June 2023 by Sinhgad Institute of Management Vadgaon, Pune. The session began with a welcome note and a brief introduction of the speaker, Mr. Raghavan Iyenger followed by the felicitation of Mr. Raghavan Iyenger by our respected Sir Dr. Sagar Pawar.



Dr. Sagar Pawar felicitating the Guest



Mr. Raghavan Iyenger started the session with a very enthusiastic approach with the students and at first they ask students the question about what are their views towards Start up that got the students from the start and they were connected with the session throughout. Mr Iyenger shared their personal life experiences with students.

Mr. Iyenger also shared some key points with the students that they have to undertake while launching their Start up and business plans, the session was full of real life examples we have seen, Sir also shared the case studies of Ratan Tata 'Nano' how Nano failed to enter into the market and also the case study of 'JIO- Reliance'.

The session had come to an end with a lot of question answers where students cleared their views over launching their Start up. And Students also shared their experience of overall session.

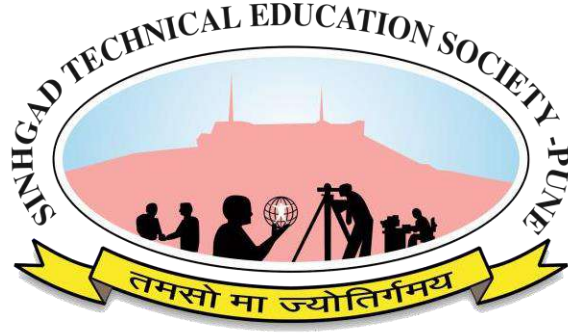


Guest addressing the audience

Dr. Sagar Pawar
Academic Head, SIOM



Dr. Daniel Penkar
Director, SIOM



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**Sinhgad Institute of Management Vadgaon,
Pune**

A.Y. 2022 – 23

Session on Capital Market Mutual Funds





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Telefax: (020) 24356592 E-mail: director_siom@sinhgad.edu Website: www.sinhgad.edu

Date – 06/06/23

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **Session on Capital Market Mutual Funds** at Sinhgad Institute of Management, Vadgaon, Pune on the **08th to 15th of June 2023**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.





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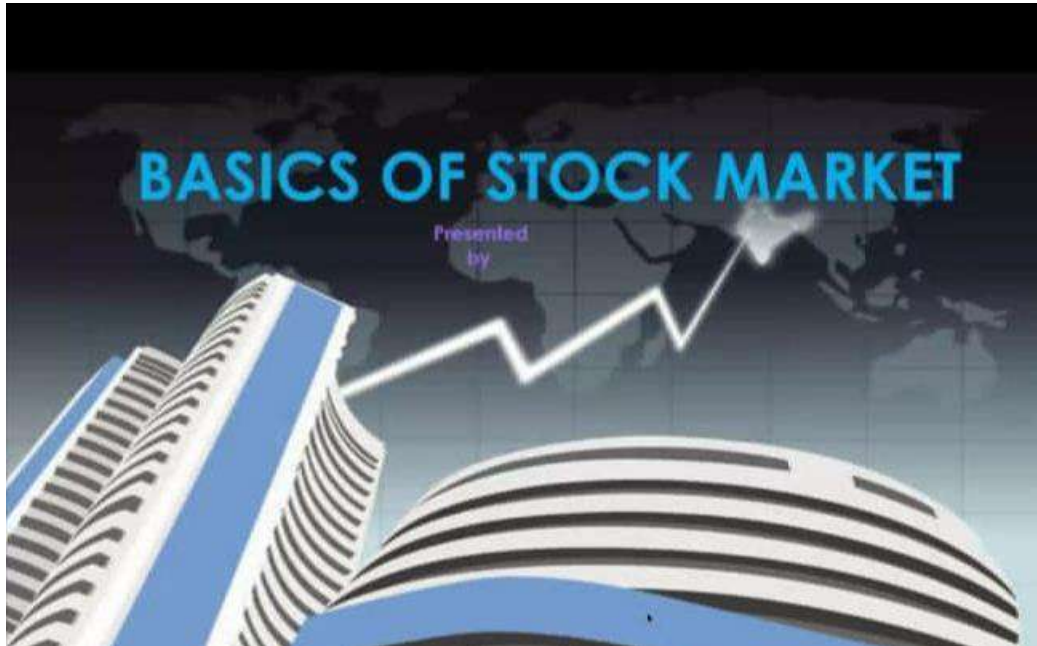
Activity Title	"Capital Market Mutual Funds"	Date & Time	08 th to 15 th June 2023 5pm onwards
Activity Category	Campus to Corporate	Activity Venue	Microsoft Teams (Online Mode)
Participants	Faculty Members/Students	Numbers of Participants	160

“Capital Market – Mutual Funds” a C2C Session was Organised by STES Sinhgad Institute of Management, Vadgaon (Bk.), Pune in association with Bombay Stock Exchange (Lotus E & T) from 8 June 2023 to 15 June 2023. This session was started with the welcome note and an introduction of the hon'ble guest of the session Mr. Muzibar Shaikh.

The guest speaker had started the session with an introduction to Capital Market and also gave brief description regarding the same in Indian Market. He, also spoke about What is an Investment market?, What are the different career opportunities in the capital market?. He made awareness regarding How is it important? And how it plays a vital role in personal finances of an individual.



DAY 1
BASICS OF STOCK MARKET DATE: 8
JUNE 2023



At the first day sir was told us about the basics of stock market. Stock trading involves buying and selling stocks frequently in an attempt to time the market. The goal of stock traders is to capitalize on short-term market events to sell stocks for a profit, or buy stocks at a low. Some stock traders are day traders, which means they buy and sell several times throughout the day.

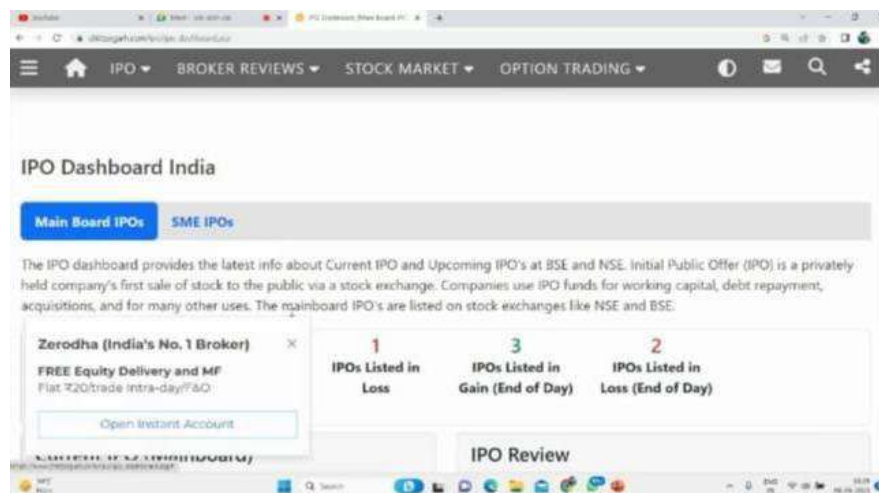


CURRENT SCENARIO

- ▶ Today 23 stock exchange in INDIA
- ▶ Major ones BSE (bombay stock exchange)and NSE (national stock exchange)
- ▶ NSE formed in 1994
- ▶ No of broker 1392
- ▶ No of sub broker approximately 70,000



In today's date there are 23 stock markets in India. Bombay Stock Exchange (BSE) and National Stock Exchange (NSE) are the major stock markets in India. The oldest one is Bombay Stock Exchange which is formed in 1875. And National Stock Exchange was founded in 1994. There are approximately 70,000 sub-brokers in this stock exchange.



After this sir was told us about Initial Public Offer i.e IPO. An Initial Public Offer (IPO) is the selling of securities to the public in the primary market. It is the largest source of funds with long or indefinite maturity for the company. An IPO is an important step in the growth of a business.



DAY 2
TRADING AND DEMAT ACCOUNT
DATE: 9 June 2023

WHAT IS DEMAT ACCOUNT

- ▶ **dematerialised account**
Demat Account or dematerialised account provides facility of holding shares and securities in electronic format. During online trading, shares are bought and held in a Demat account, thus facilitating easy trade for the users. A Demat Account holds all the investments an individual makes in shares, government securities, exchange-traded funds, bonds and mutual funds in one place.
- ▶ Dematerialisation is the process of converting the physical share certificates into electronic form, which is a lot easier to maintain and is accessible from anywhere throughout the world. An investor who wants to trade online needs to open a Demat with a Depository Participant (DP). The purpose of Dematerialisation is to eliminate the need for the investor to hold physical share certificates and facilitating a seamless tracking and monitoring of holdings.

On second day sir was told us about Demat Account, How to open DematAccount? And documents required for Demat Account. A Demat Account contains the details of the shares and other securities in your name. To purchase and sell shares, you need to open a Trading Account. Many banks and brokers offer Trading Accounts with online trading facilities, which makes it easier for ordinary investors to participate in the stock market.



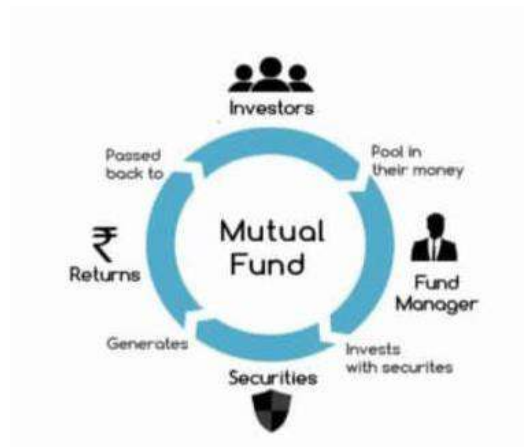
There are two types of trading in Stock Market. One is Intraday Trading and the other one is Delivery Trading.



Date	FI Ru Cases			DI Ru Cases		
	Gross Purchase	Gross Sales	Net Purchase / Sales	Gross Purchase	Gross Sales	Net Purchase / Sales
Month till date	53,433.04	52,883.34	549.70	37,467.48	35,782.45	1,785.03
08 Jun 2023	8,873.29	7,889.68	983.61	6,461.95	5,856.86	605.09
07 Jun 2023	4,049.91	8,167.34	-4,117.43	5,101.80	5,029.50	72.30
06 Jun 2023	8,963.44	8,572.73	390.71	8,946.72	6,435.75	2,510.97
05 Jun 2023	7,785.87	8,441.85	-655.98	7,400.68	6,254.70	1,145.98

You can see the trading activity on the Money Control Website.

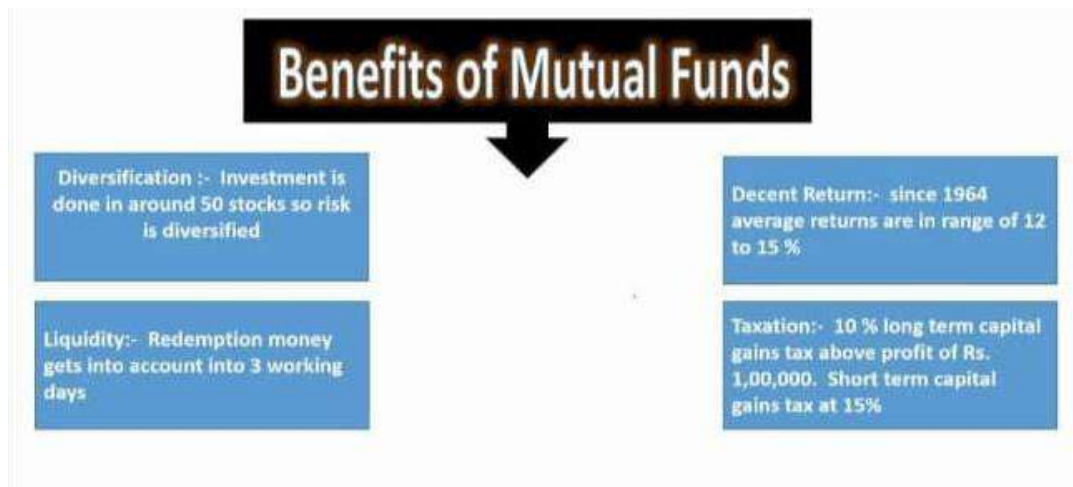
DAY 3
MUTUAL FUNDS
DATE: 12 JUNE 2023



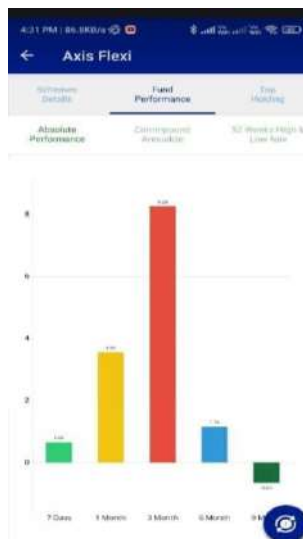
On third day the topic that introduced was Mutual Funds. A mutual fund is a pool of money managed by a professional Fund Manager. It is a trust that collects money from a number of investors who share a common investment objective and invests the same in equities, bonds, money market instruments and/or other securities.







Here are some benefits of Mutual Funds, which includes diversification, decent returns, liquidity and taxation. Apart from this there are many benefits of Mutual Funds like safety and transparency, flexibility to invest on smaller amount, expert management, etc.



This is the fund performance of Axis Flexi



DAY 4
INVESTMENT METHOD
DATE: 14 JUNE 2023



At the fourth day sir was told us about the various types of investment methods. It includes Mutual Funds, Bank, Lump sump, Fixed deposit, Systematic Investment Plan, Recurring Deposit, Systematic Withdrawal Plan and Annuity Deposit Scheme.



DAY 5
PRACTICAL KNOWLEDGE OF TRADING DATE:
15 JUNE 2023



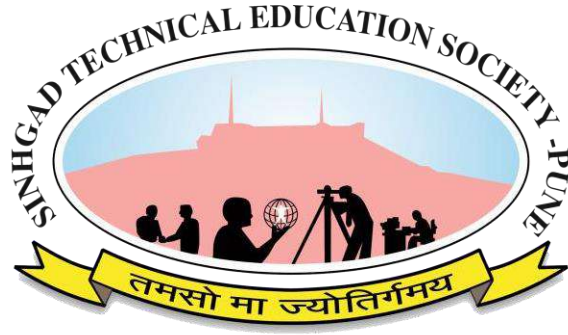
At the last day sir gave us the practical knowledge of trading. They taught us about how to do trading. What is Bull? And What is Bear? They showed us how to invest money and how to withdraw it.

THANK YOU

Dr. Sagar Pawar
Academic Head, SIOM



Dr. Daniel Penkar
Director, SIOM



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Sinhgad Institute of Management

Vadgaon, Pune

A.Y. 2022 – 23

Session on Sportsmanship & Leadership





Sinhgad Technical Education Society's
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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

Date – 25 May 2023

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **Session on Sportsmanship & Leadership** at Sinhgad Institute of Management, Vadgaon, Pune on the **26th of May 2023**. Hence, all the interested students and all teaching and non- teaching faculty members are instructed to be present for the same.





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Activity Title	Session on Sportsmanshi p& Leadership	Date &Time	26 th May 2023 11:30am onwards
Activity Category	Campus to Corporate	Activity Venue	Auditorium Hall
Participants	Faculty Members/Students	Numbers of Participants	160

Session Details

Dr. Mohan Uchgaonkar spoke to student on the topic Sportsmanship & Leadership. He took the session where the students participated in interactive way. He guided students on the sports as an important aspect to develop leadership in them as a business leader. The guest speaker replied to the questions asked by the students.



C2C Session on 26/05/2023


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Date: 28/12/2022				
Notice MBA-I: Campus to Corporate Session				
Sr. No.	Class	Venue	Date & Time	Activity Details
1	MBA- I (Div.- A to E)	2nd floor Auditorium	Friday 26/05/2023 11.00 am to 12.50 pm	Dr. Mohan Uchgaonkar Topic: Sportsmanship & Leadership
2	MBA- I (Div.- F to I)	2nd floor Auditorium	Friday 26/05/2023 01.40 pm to 03.30 pm	
 Adv. Dr. Girish J Bakshi (Activity Coordinator)		 Dr. Daniel Penkar (Director SIOM)		

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MBA-I: CAMPUS TO CORPORATE SESSION
on **FRIDAY 26/05/2023**

BY
DR. MOHAN UCHGAONKAR

ON
SPORTSMANSHIP & LEADERSHIP



Dr. Mohan Uchgaonkar – Ex. Sr. Deputy Director, ARAI, Head - HR Mgmt. & Admin, He has around 30 years of experience in the field of HR, had served M/s. Sudarshan Chemical Industries, M/s. Voltas Ltd., M/s. Kirloskar Filters Ltd. He has represented the State in Table Tennis, Coach of SPPU's Table Tennis Team for last few years, Good Singer, Trustee of Bharatiya Sangeet Prasarak Mandal's Gandharva Mahavidyalaya, Indo Global Chamber of Commerce, Industries & Agriculture, Pune and ISTD - National Council Member. He is also the member of corporate member of National Institute of Personnel Management, Kolkata and All India Management Association, New Delhi, He is the recipient of 'Life Time Achievement Award - 2015' of Indo Global Chamber of Commerce, Industries & Agriculture, Pune. He has presented and published many Research Papers at National & International Conferences, Conventions & Seminars.

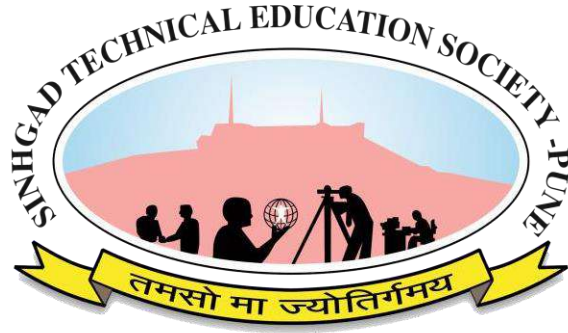


Dr. Sagar Pawar
Academic Head, SIOM



Dr. Daniel Penkar
Director, SIOM





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A.Y. 2022 – 23

**Session on Data Science and Business
Management**





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S. No. 44/1, Vadgaon (Bk.), Off Sinhgad Road, Pune 411 041
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Date – 27th April 2023

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **Session on Data Science and Business Management** at Sinhgad Institute of Management, Vadgaon, Pune on the **28th of April 2023**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.





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Activity Title	DATA SCIENCE AND BUSINESS MANAGEMENT	Date & Time	28 th April 2023 1:30pm onwards
Activity Category	Campus to Corporate	Activity Venue	G10
Participants	Faculty Members/Students	Numbers of Participants	210

“Data Science And Business management” event was hosted on 28th April 2023 by Sinhgad Institute of Management Vadgaon, Pune. The session started with the welcome note and a brief introduction of the guest for the event-Prof. Gururaj Dangare and Mr. Dilip Upadhyay.

The event had an attendance of 100 students. The speaker started the event with an interactive session. Prof. Gururaj Dangare asked students a few questions such as "How many of you are aware of Data Science?" Then Gururaj sir gave the students information about any company's expectations from MBA students. He further made the students aware of essentials of technology. He also provided significant knowledge about the upcoming Era of technology to the students. He ultimately shared significant knowledge about Advance analytics, essential of cloud, Data Science etc and Provided information regarding how the field of technology is going to look like the next 20 years.



Then Mr. Dilip Upadhyay sir shared some information about Descriptive Analytics, Diagnostic Analytics, Predictive Analytics, Prescriptive Analytics with the students. He further explain difference between Machine learning and Software Engineering. Also sir explain us How Predictive Analytics work by giving different kinds of example.



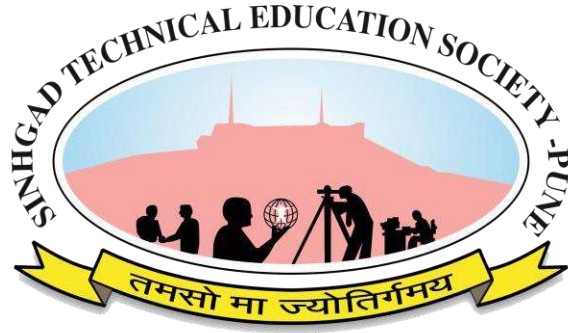
Guests addressing the audience



Dr. Sagar Pawar
Academic Head, SIOM



Dr. Daniel Penkar
Director, SIOM



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Vadgaon, Pune

A.Y. 2022 – 23

Orientation to 6 Sigma Green Belt





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Date – 27 April 2023

NOTICE

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Telefax: (020) 24356592 E-mail: director_siom@sinhgad.edu Website: www.sinhgad.edu

Activity Title	"Orientation to 6 Sigma Green Belt"	Date & Time	28 th April 2023 11am onwards
Activity Category	Campus to Corporate	Activity Venue	Auditorium Hall
Participants	Faculty Members/Students	Numbers of Participants	255

'Orientation to 6 Sigma Green Belt' event was hosted on 28th 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 Dr Nishikant Borge, The associated with Bharti Vidyapith Center for Distance Education.



Dr. Sagar Pawar felicitating the Guest



With about 125 students the speaker started with an interactive session and asked students the questions such as what you thing are the about six sigma? Later, he gave brief introduction about lean six sigma, and the job opportunity in lean six sigma. Sir gave some important points and insights as to it works in business. He also told us a benefits of knowing lean 6 sigma for MBA students.



Audience enjoying the session

Dr Nishikant Borge sir gave significant knowledge and covered it with some points, like how new day brings new challenges, Problem identification, Knowledge and solutions, Networking, Understanding of all business process, Work life balance etc.

Sir also briefed about how much he enjoyed his work and also gave criteria to set the field.

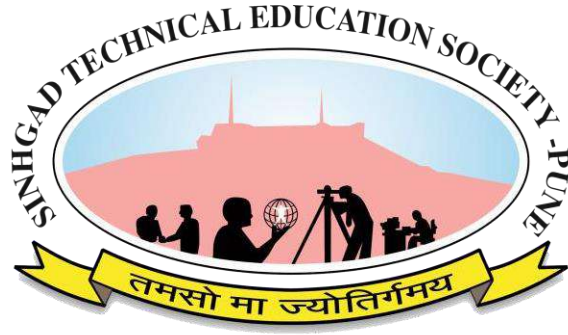
At the end of the session sir concluded by giving some useful strategies about lean six sigma with the help of examples. The session ended with a Q & A session.

Dr. Sagar Pawar
Academic Head, SIOM



Dr. Daniel Penkar
Director, SIOM





Sinhgad Institutes

STES's

Sinhgad Institute of Management

Vadgaon, Pune

A.Y. 2022 – 23

Session on Capital Market Awareness





Sinhgad Technical Education Society's
SINHGAD INSTITUTE OF MANAGEMENT
(Affiliated to Savitribai Phule Pune University, Approved by AICTE
& Accredited by 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

Date – 20 April 2023

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **Session on Capital Market Awareness** at Sinhgad Institute of Management, Vadgaon, Pune on the **21st of April 2023**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.





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Activity Title	Capital Market Awareness	Date & Time	21 st April 2023 9am onwards
Activity Category	Campus to Corporate	Activity Venue	G10
Participants	Faculty Members/Students	Numbers of Participants	190

“Capital Market Awareness” event was hosted on 21st 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.

With about 100 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 ? Later, 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.



Guest addressing the audience



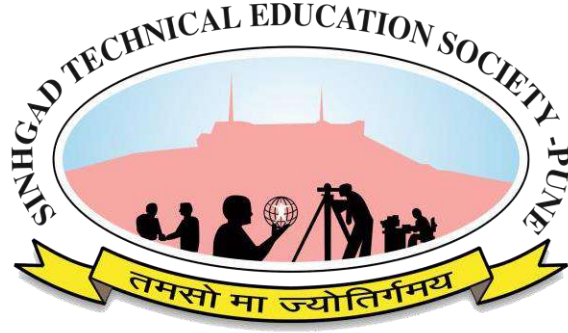


Guest addressing the audience

Dr. Sagar Pawar
Academic Head, SIOM



Dr. Daniel Penkar
Director, SIOM



Sinhgad Institutes

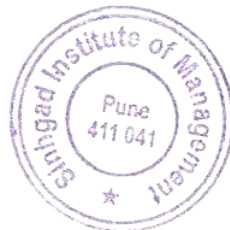
STES's

Sinhgad Institute of Management

Vadgaon, Pune

A.Y. 2022 – 23

Financial Fitness Workshop





Sinhgad Technical Education Society's
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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

Date – 15 February 2023

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **Financial Fitness Workshop** at Sinhgad Institute of Management, Vadgaon, Pune on the **16th of February 2023**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.





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Telefax: (020) 24356592 E-mail: director_siom@sinhgad.edu Website: www.sinhgad.edu

Activity Title	Financial Fitness Workshop	Date & Time	16 th February 2023 1:30pm onwards
Activity Category	Campus to Corporate	Activity Venue	G10
Participants	Faculty Members/Students	Numbers of Participants	182
Name of the Organizing Institute	Sinhgad Institute of Management	Faculty Coordinator	Ms. Deepali Sonawane Ms. Aanchal Sharma

“Financial Fitness Workshop” event was hosted on 16th February, 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. Nitin Sawant (Financial Planner).

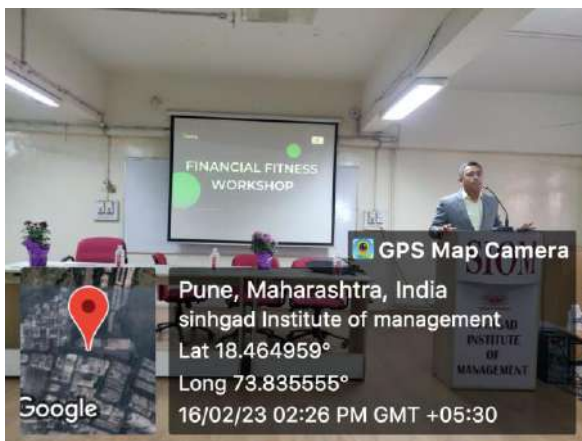
With about 100 students the speaker started with an interactive session and asked students the questions such as what do you mean by financial freedom? Do you think it is an important factor in life? Late, he gave brief introduction about financial planning, and why many people need to prepare financial plan. He also discussed the current situation about people regarding financial planning, why financial planning is important for professionals as well as for students, inflation and interest rest now as compared to past. Sir gave some important points and insights of the financial pyramid.

Mr. Nitin Sawant sir gave significant knowledge and covered it with some points, like what is estate planning, retirement planning, goal-based planning, insurance planning, reserve fund planning etc. Sir also briefed about how to allot assets in classes i.e., Real estate, Stock, Bonds, Cash, Commodity, etc.



At the end of the session sir concluded by informing us about India's First SEBI Registered AI powered financial planning platform "OMS Money". The session ended with a Q & A session.

Photos



Guest addressing the audience

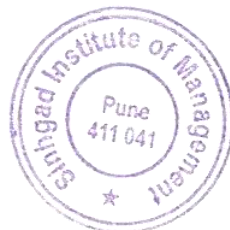


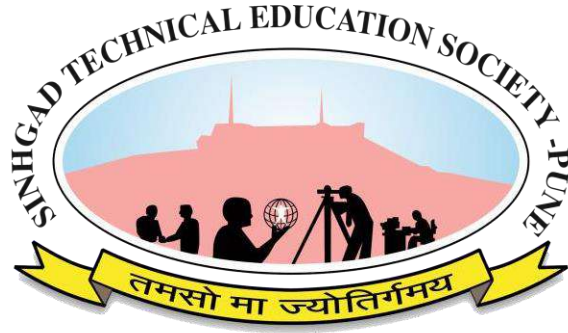


Audience enjoying the session

Dr. Sagar Pawar
Academic Head, SIOM

Dr. Daniel Penkar
Director, SIOM





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Sinhgad Institute of Management

Vadgaon, Pune

A.Y. 2022 – 23

Session on Industrial Relations & Labor Law





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S. No. 44/1, Vadgaon (Bk.), Off Sinhgad Road, Pune 411 041
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Date – 14th February 2023

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **Session on Industrial Relations & Labor Law** at Sinhgad Institute of Management, Vadgaon, Pune on the **15th of February 2023**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.





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Telefax: (020) 24356592 E-mail: director_siom@sinhgad.edu Website: www.sinhgad.edu

Activity Title	Session on Industrial Relations & Labor Law	Date & Time	15 th February 2023 11am onwards
Activity Category	Faculty Exchange	Activity Venue	Amity Global Business School & Sinhgad College of Architecture
Participants	Faculty Members/Students	Numbers of Participants	105 & 220

Adv. Dr. Girish J Bakshi conducted sessions for the students of Amity Global Business School's BBA & MBA students on 15th February 2023 on Industrial Relations & Labor Law from 2:00PM to 4:00PM. The invitation letter from the college is attached herewith.

Adv. Dr. Girish J Bakshi conducted sessions as Guest Faculty at STES's Sinhgad College of Architecture's M.Arch. (CA & AC) students from 23rd January 2023 to 20th May 2023 – 8 lectures on Corporate Social Responsibility and Sustainability, the thanks letter from the college is attached herewith.



AMITY GLOBAL BUSINESS SCHOOL

To,
Adv. Dr. Girish Bakshi

Dear Sir,

AMITY GLOBAL BUSINESS SCHOOL (AGBS), PUNE (India) is a young business school part of India's No.1 private university AMITY, that has made a positive impact on people, companies and society in a short period of time under the leadership of Col (Dr) Sneh Sharma (Director- AGBS Pune). We recognize that latent talent can be sculpted only by the perfect blend of global business awareness and innovations. The nurturing environment and competitive spirit make it an 'institute of choice' for experienced and qualified faculty.

With all the basics in place, we have modified our activities to incorporate analytical approach, practical applications, interactions with successful managers, CSR activities and sustainable business models. We have tried consciously to groom our students not only as professional leaders but also as responsible citizens. We have paid extra attention to train them in personal or self-management, character formation, teamwork, self-study and developing a creative way of perceiving their thoughts and ideas, etc., apart from the routine academic training and courses. Thus, our aim is not merely academic production but the all-round formation of a humane person, who can prove eventually to be a successful person, successful manager and a successful leader.

We organize various Value-added program for MBA and BBA students. We would request to engage with young minds and guide them on "Industrial Relations and Labour Laws".

Venue - AMITY GLOBAL BUSINESS SCHOOL, Pune

Date - 15th Feb 2023

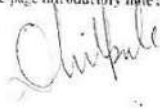
Time - 2-4pm

Audience - MBA and BBA

Looking forward for positive reply.

Request you send your one-page introductory note and photograph.

Prof Dr. Dipti Tulpule
Associate Dean
AGBS, Pune
020-41004773
9011062111



SINHGAD EDUCATION SOCIETY'S
SINHGAD COLLEGE OF ARCHITECTURE
VADGAON (BK), PUNE 411041 Phone: 020-24351439

Ref No. SCOA/2023/

Date: 31st March 2023

To,
Dr. Girish Bakshi,
SIOM, Pune.

Dear Sir,

We are thankful to you for giving your valuable time for our M. Arch. Dept., SCOA. The knowledge about the topic "Corporate Social Responsibility and Sustainability" given by you to our students will be surely very helpful in their profession.

Thanking you,



Dr. Smita Suryawanshi
H.O.D. - M. Arch. (CA)



Dr. Pranoti Lad
H.O.D. - M. Arch. (AC)



Dr. Banani Banerjee
Principal

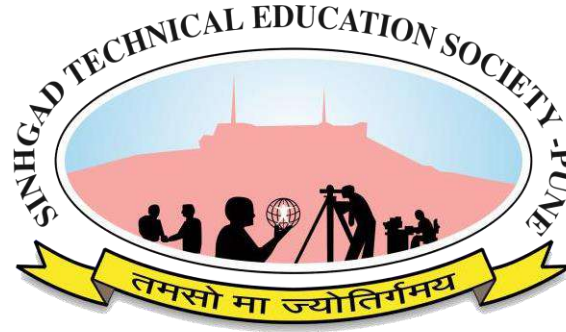


Dr. Sagar Pawar
Academic Head, SIOM



Dr. Daniel Penkar
Director, SIOM





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Vadgaon, Pune

A.Y. 2022 – 23

**Career guidance by SIOM Director Dr. Daniel
Penkar to 2nd Year Students with special
reference to PwC**





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Date – 8 February 2023

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **Career guidance by SIOM Director Dr. Daniel Penkar to 2nd Year Students with special reference to PwC** at Sinhgad Institute of Management, Vadgaon, Pune on the **09th of February 2023**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.





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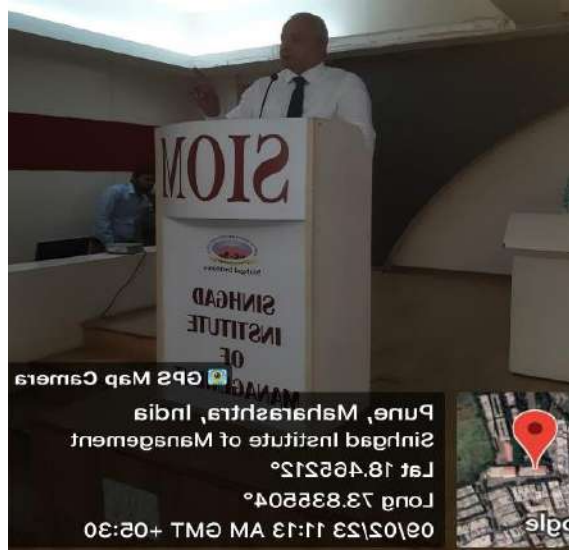
S. No. 44/1, Vadgaon (Bk.), Off Sinhgad Road, Pune 411 041
Telefax: (020) 24356592 E-mail: director_siom@sinhgad.edu Website: www.sinhgad.edu

Activity Title	Career Guidance to 2 nd year Students with special reference to PwC	Date & Time	9 th February 2023 11am onwards
Activity Category	Placement Session	Activity Venue	Auditorium Hall
Participants	Faculty Members/Students	Numbers of Participants	243

Session Details:

Dr Penkar sir our director guided students about the importance of career at PwC and the interview techniques. He also briefed about your role as an ambassador of SIOM in the industry etc. Dr Girish Bakshi briefed about the selection process at PwC, the online test details, compensation benefit details etc. Queries of the students were answered.

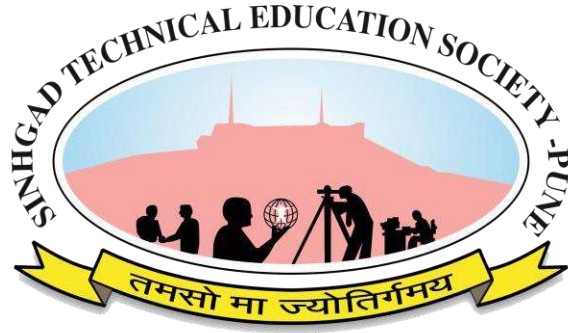




Dr. Sagar Pawar
Academic Head, SIOM

Dr. Daniel Penkar
Director, SIOM





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Vadgaon, Pune

A.Y. 2022 – 23

**NISM & Kotak Securities Certification
Programme**





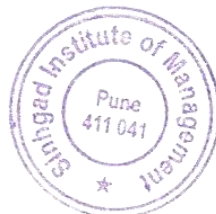
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Telefax: (020) 24356592 E-mail: director_siom@sinhgad.edu Website: www.sinhgad.edu

Date – 30 January 2023

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **NISM & Kotak Securities Certification Programme** at Sinhgad Institute of Management, Vadgaon, Pune on the **31st of January to 02nd of February 2023**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.





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Activity Title	TRAINING ON INVESTMENT & SECURITIES BY NATIONAL INVESTMENT & SECURITIES MARKET (NISM) & KOTAK SECURITIES	Date & Time	31 st January, 2023 to 2 nd February, 2023 11am onwards
Activity Category	Training Program	Activity Venue	G10
Participants	Faculty Members/Students	Numbers of Participants	103

1. 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.



2. 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 advisors or authorized persons of brokers.
- Empowerment of students for facing interviews with financial services industry employment opportunities.



3. Schedule of Training



Day 1

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



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



4. 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.



5. 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.

6. 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.



7. Outcome of the training program:

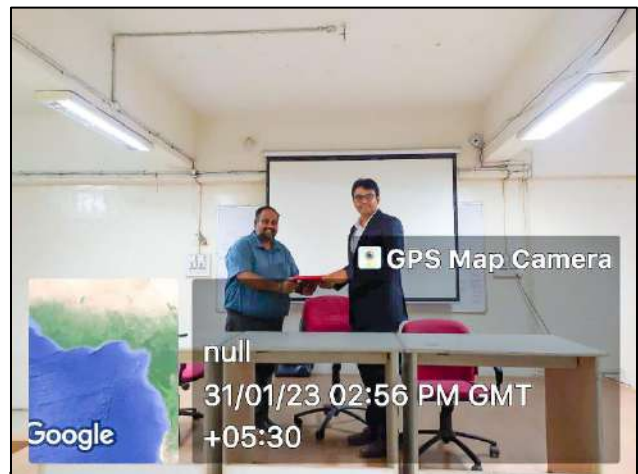
The course aims to give students a fundamental knowledge of different investment options and how to value those investments. Here are a few significant results:

- 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
- Generate the source of passive income

8. Snapshots (minimum 5)



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



Pune, Maharashtra, India
M.No.42, Khadi machine road, Vadgaon Budruk, Pune, Maharashtra 411041, India
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Long 73.835532°
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Pune, Maharashtra, India
101, Indu Lawns Rd, Ambegaon BK, Pune, Maharashtra 411041, India
Lat 18.465638°
Long 73.835507°
31/01/23 05:10 PM GMT +05:30



Pic
Mr.



Pic No: 5 End of training program.

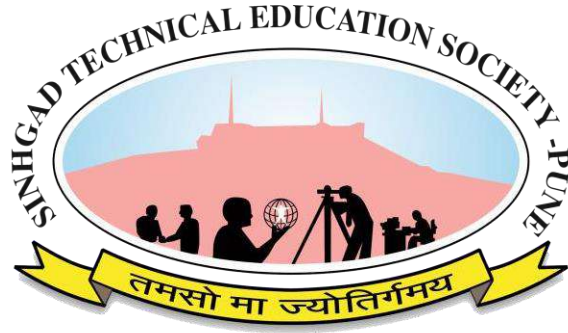
9. Expected Annexures

- *Informative Brochure of Event / Mailer (if Available)*
- *Circulated Copy of NOTICE for communication / Mail*
- *Attendance Sheets*
- *Speakers Profile*
- *Feedback Report*
- *Budget of the event*
- *Communication proof with Guest MOM*
- *Vendors Bills (if any)*
- *Any Other Approvals*
- *Any other information etc.*

Dr. Sagar Pawar
Academic Head, SIOM



Dr. Daniel Penkar
Director, SIOM



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Vadgaon, Pune

A.Y. 2022 – 23

**Session on Overview of Cost Reduction in
Manufacturing Industry Overview of Cost
Reduction in Manufacturing Industry**





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Date – 29 January 2023

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **Session on Overview of Cost Reduction in Manufacturing Industry Overview of Cost Reduction in Manufacturing Industry** at Sinhgad Institute of Management, Vadgaon, Pune on the **30th of January 2023**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.



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Telefax: (020) 24356592 E-mail: director_siom@sinhgad.edu Website: www.sinhgad.edu

Activity Title	Overview of Cost Reduction in Manufacturing Industry	Date & Time	30 th January 2023 11am onwards
Activity Category	Campus to Corporate	Activity Venue	Auditorium Hall
Participants	Faculty Members/Students	Numbers of Participants	210

Session Details:

Dr Ajay Mahajan of Tata Motors spoke to student on the topic “**Overview of Cost Reduction in Manufacturing Industry**”. Mr. Mahajan is heading a vertical for Finance in TML. He took the session where the students participated in interactive way. He guided the students about the costing & cost reduction and the career opportunities. The guest speaker replied to the questions asked by the students.





sinhgad Institute of management vadgaon budruk pune., Maharashtra, India
FR9P+V45, Vadgaon Budruk, Pune, Maharashtra 411041,
India
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Long 73.835618°
30/01/23 11:26 AM GMT +05:30



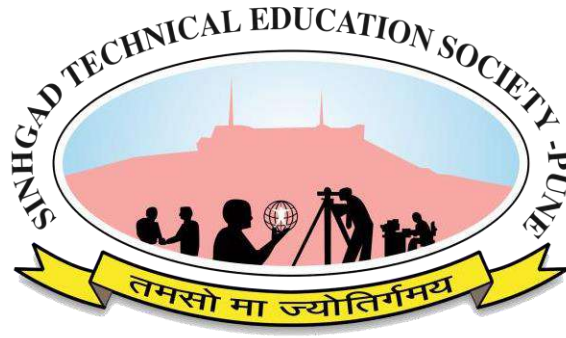
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FR9P+V45, Vadgaon Budruk, Pune, Maharashtra 411041,
India
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Long 73.835618°
30/01/23 11:25 AM GMT +05:30



Dr. Sagar Pawar
Academic Head, SIOM



Dr. Daniel Penkar
Director, SIOM



Sinhgad Institutes

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**Sinhgad Institute of
Management**

Vadgaon, Pune

A.Y. 2022 – 23

**Advance MS Excel & Power
BI Certification Course**





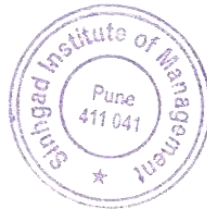
Sinhgad Technical Education Society's
SINHGAD INSTITUTE OF MANAGEMENT
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S. No. 44/1, Vadgaon (Bk.), Off Sinhgad Road, Pune 411 041
Telefax: (020) 24356592 E-mail: director_siom@sinhgad.edu Website: www.sinhgad.edu

Date – 26 January 2023

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **Advance MS Excel & Power BI Certification Course** at Sinhgad Institute of Management, Vadgaon, Pune on the **27th of January to 06th of February 2023**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.





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Activity Title	Advance Excel & Power BI Certification	Date & Time	27 th January to 06 th February 2023, 10am onwards
Activity Category	In-house Activity(MBA)	Activity Venue	Lab G-13, F-08, T- 01
Participants	Students	Numbers of Participants	240

Description of activity in brief:

The session was fully interactive and informative for the first and second year MBA students. Trainers discussed about Advance Excel & Power BI Certification and its importance with students.

It was 7 days' course (3 days for MS Excel and remaining 4 days for Power BI). Sankhya Upskilling is one of the well-known Institute for conducting Advance Excel & Power BI Certification courses. Participants received the certificates after successful completion of courses.

The batches of Advance Excel certification course were scheduled from 27th Jan 2023 to 28th Jan 2023. The batches of Power BI certification course were scheduled from 2nd Feb 2023 to 5th Feb 2023. Totally three batches were there for each certification Course.

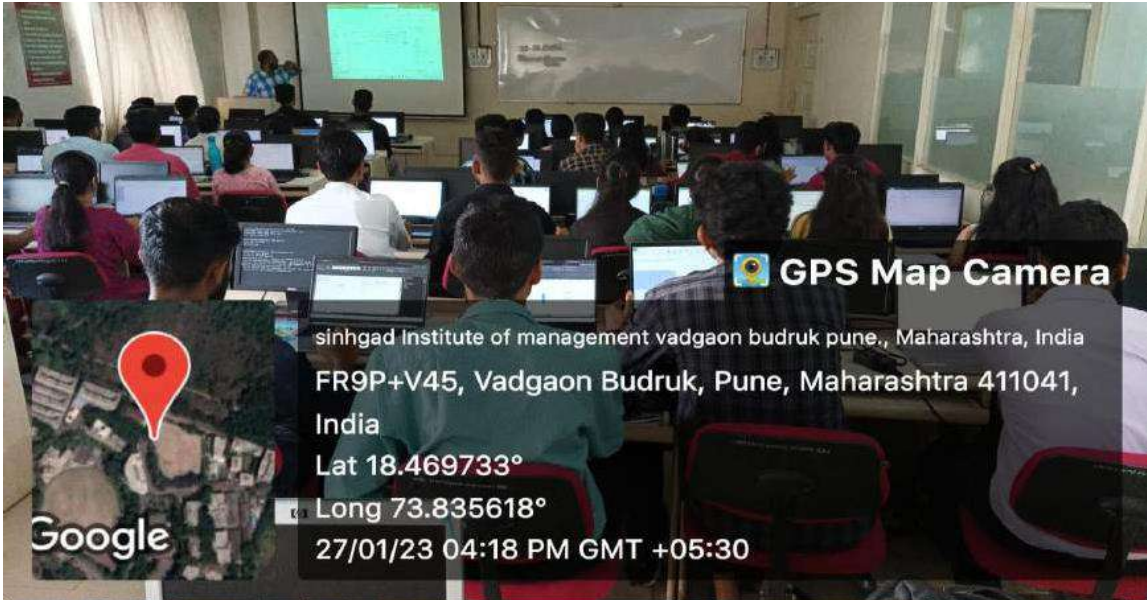
These courses are useful for all MBA specializations. As all industries are already using these techniques.

Irrespective of their specialization Advance Excel & Power BI certification Courses provide additional value to the students and provide added advantage to them during placement.



Some Glimpses of the Session:

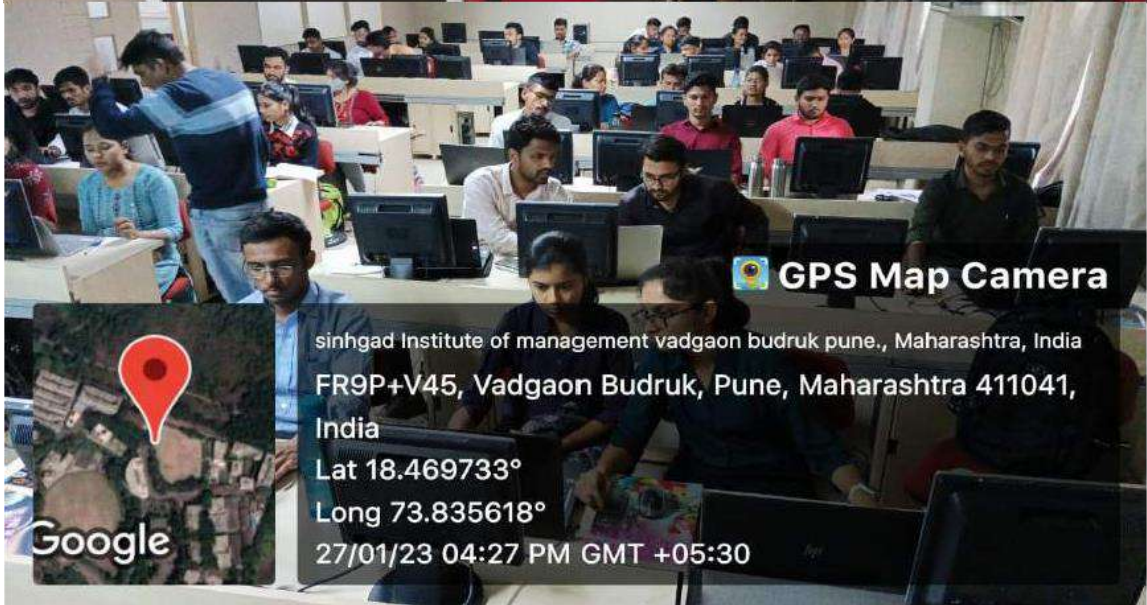




 **GPS Map Camera**

sinhgad Institute of management vadgaon budruk pune., Maharashtra, India
FR9P+V45, Vadgaon Budruk, Pune, Maharashtra 411041,
India
Lat 18.469733°
Long 73.835618°
27/01/23 04:18 PM GMT +05:30

Google



 **GPS Map Camera**

sinhgad Institute of management vadgaon budruk pune., Maharashtra, India
FR9P+V45, Vadgaon Budruk, Pune, Maharashtra 411041,
India
Lat 18.469733°
Long 73.835618°
27/01/23 04:27 PM GMT +05:30

Google



CERTIFICATE

OF ACHIEVEMENT

This is to certify that Mr./Ms. **Akanksha Ashokrav Deshmukh** student of **Sinhgad Institute of Management, Vadgaon, Pune** has successfully completed the **MS Power BI (30Hrs)** course held in **February 2023** with **Grade A**.


Mr. Ravi Nimbhare
(CEO, Sankhya Upskilling (OPC) Pvt. Ltd.)

CERTIFICATE

OF ACHIEVEMENT

This is to certify that Mr./Ms. **Mayuresh Arun Mahale** student of **Sinhgad Institute of Management, Vadgaon, Pune** has successfully completed the **MS Power BI (30Hrs)** course held in **February 2023** with **Grade A**.


Mr. Ravi Nimbhare
(CEO, Sankhya Upskilling (OPC) Pvt. Ltd.)

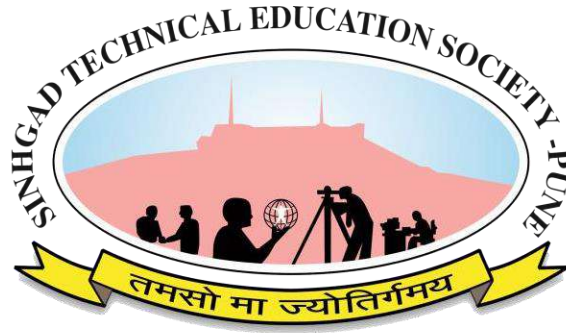




Dr. Sagar Pawar
Academic Head, SIOM



Dr. Daniel Penkar
Director, SIOM



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Vadgaon, Pune

A.Y. 2022 – 23

**Session on Sexual Harassment at Work Place
(POSH) Act & on the Anti-Ragging in
Educational Institutes**





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Telefax: (020) 24356592 E-mail: director_siom@sinhgad.edu Website: www.sinhgad.edu

Date – 20 January 2023

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **Session on Sexual Harassment at Work Place (POSH) Act & on the Anti Ragging in Educational Institute** at Sinhgad Institute of Management, Vadgaon, Pune on the **23rd of January 2023**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.





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Telefax: (020) 24356592 E-mail: director_siom@sinhgad.edu Website: www.sinhgad.edu

Activity Title	Sexual Harassment at Work Place (POSH)	Date & Time	24 th January 2023 10am onwards
Activity Category	Campus to Corporate	Activity Venue	Microsoft Teams (Online Mode)
Participants	Faculty Members/Students	Numbers of Participants	320

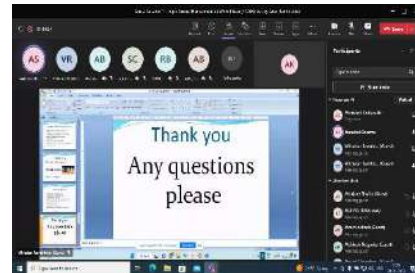
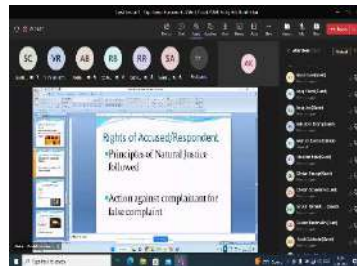
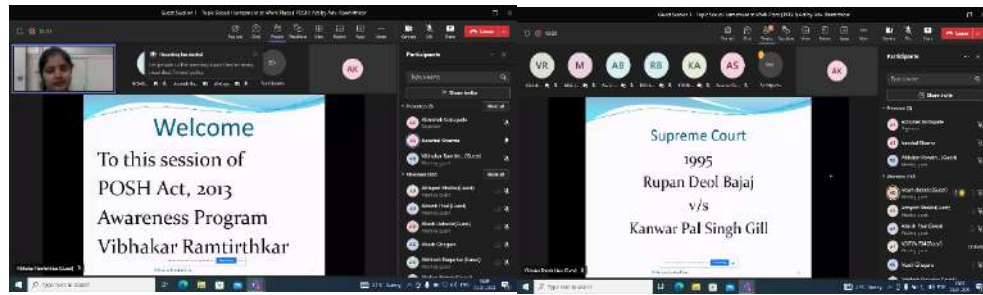
Session Details:

1st session was by Adv. Vibhakar Ramtirthkar. He spoke to student on the topic “Sexual Harassment at Work Place (POSH) Act & on the Anti Ragging in Educational Institutes”. Mr. Ramtirthkar is renounced person in this subject. He took the session on line. Students raised their queries by asking him questions on the subject. He answered their queries.

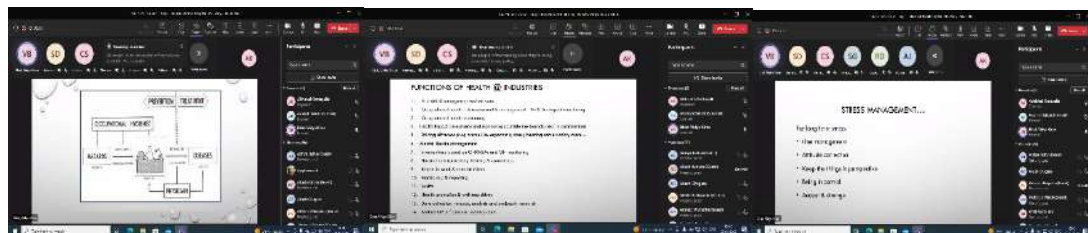
2nd session was by Dr. Ms. Vidya Kiran Bhat. She spoke to student on the topic “Occupational Health”. She is well-known personality on this subject. She took the session on line where the students participated by asking her questions on the subject.



1st Session



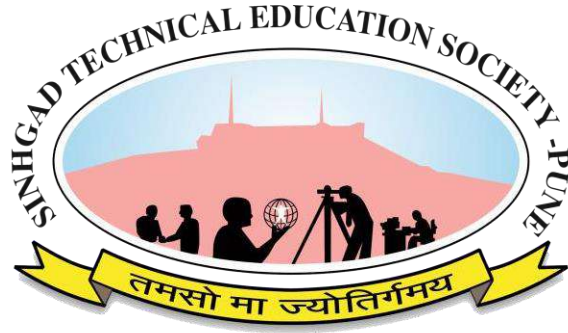
2nd Session



Dr. Sagar Pawar
Academic Head, SIOM



Dr. Daniel Penkar
Director, SIOM



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A.Y. 2022 – 23

**Session on Agriculture Global Perspective &
Career Opportunities**





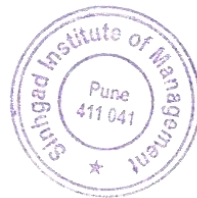
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Date – 19 January 2023

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **Session on Agriculture Global Perspective & Career Opportunities** at Sinhgad Institute of Management, Vadgaon, Pune on the **20th of January 2023**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.





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Activity Title	Session on Agriculture Global Perspective & Career Opportunities	Date & Time	20 th January 2023 11am onwards
Activity Category	Campus to Corporate	Activity Venue	Auditorium Hall
Participants	Faculty Members/Students	Numbers of Participants	252

Session Details:

Mr Ashish Wele spoke to student on the topic “**Agriculture Global Perspective & Career Opportunities**”. Mr. Wele is internationally renowned person in Agriculture field. He took the session where the students participated in interactive way. He guided the students about the future of agriculture and the career opportunities. The guest speaker replied to the questions asked by the students.

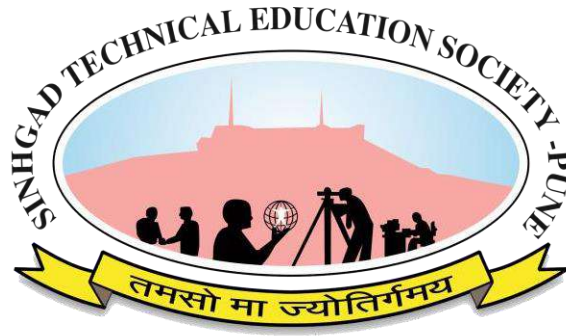




Dr. Sagar Pawar
Academic Head, SIOM



Dr. Daniel Penkar
Director, SIOM



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Vadgaon, Pune

A.Y. 2022 – 23

Session on Capital Market Offering





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Date – 12 January 2023

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **Session on Capital Market Offering** at Sinhgad Institute of Management, Vadgaon, Pune on the **13th of January 2023**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.





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Activity Title	Capital Market Offering	Date &Time	13 th January 2023 11am onwards
Activity Category	Campus to Corporate	Activity Venue	Auditorium Hall
Participants	Faculty Members/Students	Numbers of Participants	258

Mathkar sir provided students with knowledge regarding Capital Market Awareness. The agenda of the session was to know how to grow money when you have money in your hand. Mathkar sir explained the importance of and details of trading in today's modern lifestyle.

After thoroughly defining the E-trading screen, sir explained the prerequisites for buying or selling shares in securities market. Along with that types of accounts needed to trade in securities market i.e. Trading and Demat account, documents needed to make those accounts were further explained. Sir made us understand how the Capital Market operates daily from 9.15 am to 3.30 pm also known as Trade Day in a detailed manner.

Depositories – NSDL, BSE and changes in settlement system in India. Sir asked some questions to students to check their knowledge about the Share market, Savings and Investments. Further in the Session sir talks about the ways an individual should be earning and investing money, as single way of earning income is not beneficial these days.



The important lesson we got from the session is the new equation sir introduced us to which is $\text{Savings} = \text{Income} - \text{Investments} - \text{Expenses}$. One of the valuable advice sir shared is to generate a second source of income to survive. How, Where and When to invest and what risk factors should be known while investing was another important topic discussed. Along with the risk associated with investment Risk Appetite i.e. Risk bearing capacity of a person is discussed.

Sir elaborated power of compounding and how it helps in investments made. Next sir gave guidance on where and in which market one should invest. Diversification of Capital Market, Gold Market and Debt Market. How to invest in Mutual Funds? High returns over long term, low investment size, periodic investment.

Financial planning, importance of Financial planning, Insurance planning, Tax planning, Retirement planning was also part of topics discussed in the session. Sir briefed students about Do's and Don'ts for Investors, Rights for investor, Obligations of investor, etc. Lastly sir showed students some meaningful words by Warren Buffet on the ppt.

At the end of the session host Tapasvi Bhat presented Vote of Thanks and the Session was concluded.



Director Sir addressing the students





Director Sir felicitating the guest



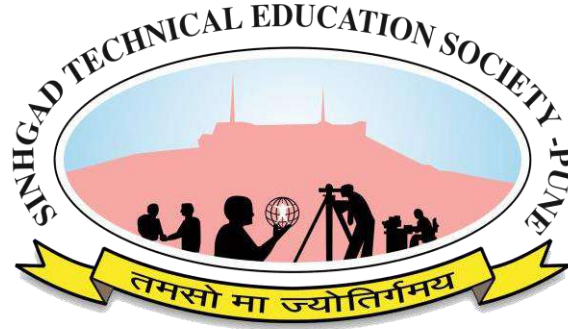


Guest addressing the audience

Dr. Sagar Pawar
Academic Head, SIOM



Dr. Daniel Penkar
Director, SIOM



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A.Y. 2022 – 23

Cyber Security Awareness Quiz





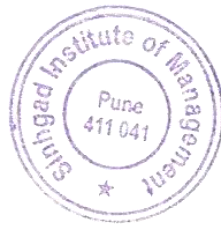
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Date – 5 January 2023

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **Cyber Security Awareness Quiz** at Sinhgad Institute of Management, Vadgaon, Pune on the **06th of January 2023**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.





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Activity Title	Cyber Security Awareness Quiz	Date & Time	6 th January 2023 11 am onwards
Activity Category	Quiz Competition	Activity Venue	Auditorium Hall
Participants	Students	Numbers of Participants	300

Cyber Security Awareness Quiz:

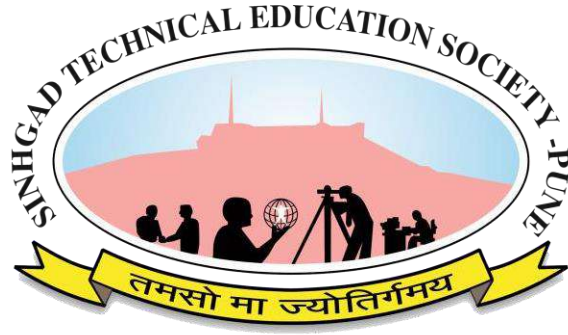
The Ministry of Electronics & Information Technology (MeitY) will run a Cyber Awareness Campaign titled 'Stay Safe online campaign' to raise awareness among various user groups on safe use of social media platforms, informed usage of digital payment and internet during India's presidency of the G20.

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 6th 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.

Dr. Sagar Pawar
Academic Head, SIOM



Dr. Daniel Penkar
Director, SIOM



Sinhgad Institutes

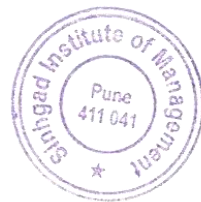
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A.Y. 2022 – 23

**Session on Mortgage Loans & Career
Opportunities**





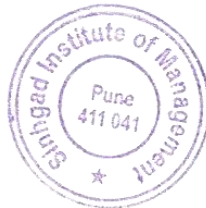
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Date – 5 January 2023

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **Session on Mortgage Loans & Career Opportunities** at Sinhgad Institute of Management, Vadgaon, Pune on the **06th of January 2023**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.





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Activity Title	Session on Mortgage Loans & Career Opportunities	Date & Time	6 th January 2023 11am onwards
Activity Category	Campus to Corporate	Activity Venue	Auditorium Hall
Participants	Faculty Members/Students	Numbers of Participants	221

Session Details:

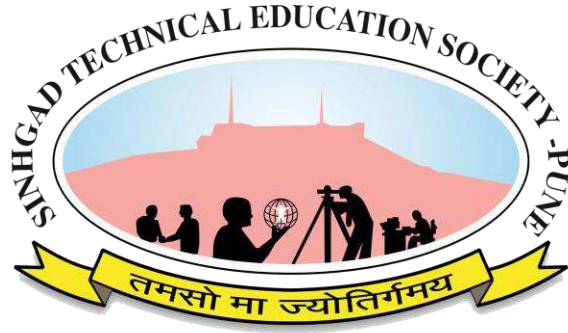
CA Amit Khaniwale spoke to student on the topic Mortgage Loans & Career Opportunities. He took the session where the students participated in interactive way. He guided the students on this premium product o banking. To empower the students about the Mortgage products of banking this session was organized by the institute. The guest speaker replied to the questions asked by the students.



Dr. Sagar Pawar
Academic Head, SIOM



Dr. Daniel Penkar
Director, SIOM



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Vadgaon, Pune

A.Y. 2022 – 23

**Essay Writing Competition on Startup &
Entrepreneurship**





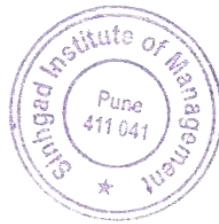
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Date – 29 December 2022

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **Essay Writing Competition on Startup & Entrepreneurship** at Sinhgad Institute of Management, Vadgaon, Pune on the **30th of December 2022**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.





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Activity Title	Essay Writing Competition on Startup & Entrepreneurship	Date & Time	30 th December 2023 11am onwards
Activity Category	Essay Competition	Activity Venue	Auditorium Hall
Participants	Faculty Members/Students	Numbers of Participants	145

Essay writing competition on – startup and entrepreneurship was arranged by SIOM ED Cell for MBA SEM III students between November – December 2022. More than 40 students from various Sinhgad Management Institutes participated in the competition.

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

Mr. G.K. Sahani, Trustee of Sinhgad Institutes and Mr. Sangram Kadam, VP Birlasoft were invited as 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. Daniel Penkar Sir.

A group photo with Chief Guests and Director Sir was taken with winners and participants. Then after vote of thanks the event was concluded.



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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,
30th December
2022

Time:
11 AM



Essay Writing Competition December 2022 on 'Startup and Entrepreneurship'

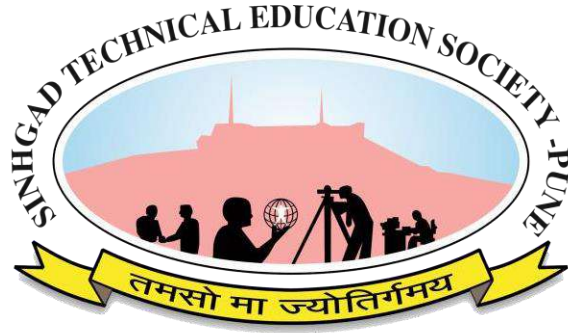


Prize Distribution Ceremony

Dr. Sagar Pawar
Academic Head, SIOM



Dr. Daniel Penkar
Director, SIOM



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Vadgaon, Pune

A.Y. 2022 – 23

**Session on Fiscal and Monetary Policy in
Theory and practice during COVID-19**





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Date – 15 December 2022

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **Session on Fiscal and Monetary Policy in Theory and practice during COVID-19** at Sinhgad Institute of Management, Vadgaon, Pune on the **16th of December 2022**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.





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Activity Title	Fiscal and Monetary Policy in Theory and Practice during COVID-19	Date & Time	16 th December 2022 10:30am onwards
Activity Category	Campus to Corporate	Activity Venue	Auditorium Hall
Participants	Faculty Members/Students	Numbers of Participants	252

'Fiscal and Monetary policy in Theory and Practice During COVID-19' event was hosted on 16th December, 2022 by Sinhgad Institute of Management Vadgaon, Pune. The session started with the welcome note and a brief introduction of the guest of the session Dr. Anita Medhekar, Senior Lecturer in Economics at CQ University, Australia.

The speaker started the session with some general ideas and introduction about Macroeconomic policies i.e Fiscal and Monetary policies and what were its effects during and after COVID-19 impact including recent events such as Ukraine war. Later she talked about how cash payments were more used by federal Government of Australia, which was designed to stimulate consumer spending and how some cash payments were used to pay debts during the deficit budget in 2008-2009. Talking about growth rate of 3.5% during covid-19, she said "If your neighbours do well, you will do well" and that's how we overcame covid-19. She further talks about Australian Government's response to covid-19 and the household support, temporary reduction in rates/taxes provided.



Dr. Anita madam gave significant knowledge about macro-economic policies – fiscal policies, their types, explaining Expansionary and Contractionary fiscal policies, what will happen if there were no such policies and its effects in long run as well as short run. With some points she further discussed Government purchase multiplier, Problems associated with fiscal policies effectiveness, government spending reduce private spending.

She also briefed about how deficits, surpluses and federal government debts affect GDP with the help of some questions-

- Should the central budget always be balanced?
- Is government debt & deficit a problem?
- Can debt & deficits be a burden?

She also briefed about how monetary policies were monitored by Australia's Reserve Bank and RBA's roles and functions.

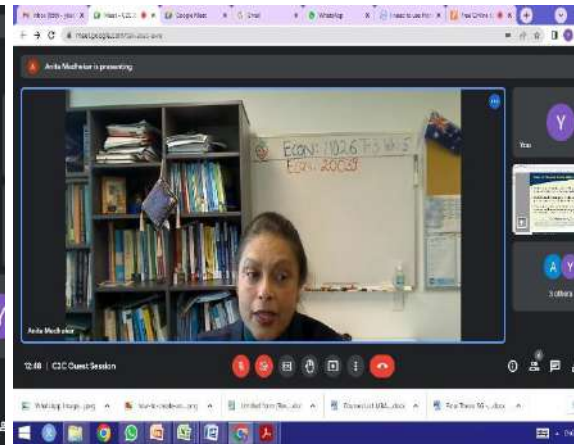
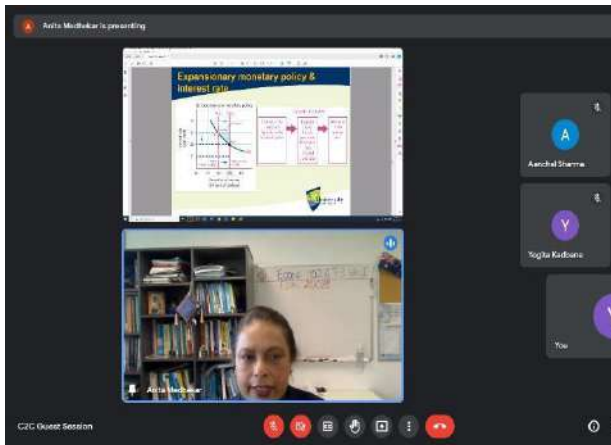
At the end of the session, she shared few questions on monetary policies-

- How monetary policy affects prices, outputs and employments?
- How the RBA manages Financial Liquidity and interest rates?

Overall, the session was proven to be very inspiring and informative for students. Then there was a question-and-answer session, where she invited questions and responded to them in a lively and humorous manner. The session ended with a vote of thanks.

Photos of the session








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OF MANAGEMENT

Campus to Corporate - C2C

Topic -
Fiscal and Monetary
Policy in Theory and
Practise During
COVID-19



Dr. Anita Medhekar
Senior Lecturer in Economic
Department of Accounting, Economics,
Finance & Property
COUniversity Australia,

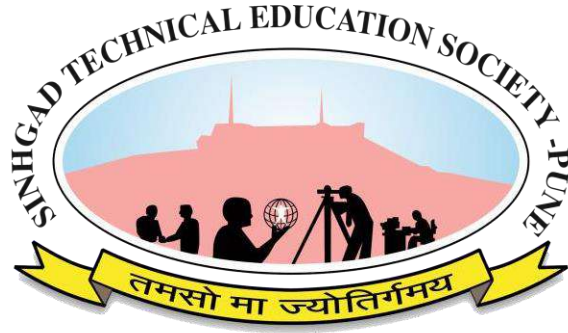
Date:- 16/12/2022
Time:- 10.30am
Online Platform - Google meet

Sinhgad Institute of Management

Dr. Sagar Pawar
Academic Head, SIOM



Dr. Daniel Penkar
Director, SIOM



Sinhgad Institutes

STES's

Sinhgad Institute of Management

Vadgaon, Pune

A.Y. 2022 – 23

**Session on Challenges in Corporate World for
Fresher**





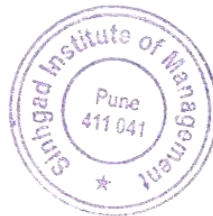
Sinhgad Technical Education Society's
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Telefax: (020) 24356592 E-mail: director_siom@sinhgad.edu Website: www.sinhgad.edu

Date – 8 December 2022

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **Session on Challenges in Corporate World for Fresher** at Sinhgad Institute of Management, Vadgaon, Pune on the **09th of December 2022**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.





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Activity Title	Challenges in the Corporate World for Freshers	Date & Time	9 th Dec 2022 11am onwards
Activity Category	Campus to Corporate	Activity Venue	G10
Participants	Faculty Members/Students	Numbers of Participants	248

Sinhgad Institute of Management - SIOM, located in the lush green Vadgaon Campus of Sinhgad Institutes conducted a very informative and highly interactive session on Campus to Corporate.

Mr. Rahoul Srivastav, Branch Manager of Indiabulls was the esteemed speaker for the session. The event was graced by the presence of Dr. Daniel Penkar, Professor and Director of Sinhgad Institute of Management. The students of MBA Semester –I and faculty members attended the session.



Guest addressing the audience



After a warm welcome and formal introduction, Rahoul Srivastav commenced the session by speaking about the transition that the students would experience from campus life to corporate life. Although students would have many friends and would be amongst many groups, as far as academics and performance is concerned the student is an individual player. He/She is working hard to earn good marks, do their projects, and develop desired skills for personal enhancement. But corporate life is different. Here, the employee has to be a team player who coordinates with the entire team to ensure smooth functioning and deliver the best results. The first transition is from an individual player to a team player.

Some of the key takeaways from the session:

Importance of Soft Skills in Corporate Life: Rahoul Srivastav spoke at length about the importance of good communication which is the basic requirement to build a good rapport with other colleagues in the office. Teamwork, networking with concerned officials, understanding and solving problems, and time management are also very important. Many times, an employee is expected to complete a project or assigned work within a given time, it is time-bound work which may build pressure. So understanding and delivering the correct result is very important within the given time. Speaking about his experience at Indiabulls, which is a large group dealing in housing finance, consumer finance, and real estate, headquartered in Gurugram, Rahoul Srivastav emphasized the importance of understanding details, attention to details, and timely delivery of housing finance and other finance requirements of clients is very important. The Shivajinagar branch of Indiabulls Ventures at Pune has a very good rating in comparison to their competitors due to the wonderful work ethics and good work-life balance practiced by Indiabulls.



Guest addressing the audience



Students should learn to receive communication and raise questions whenever they have doubts, without any hesitation. Raising questions shows that you are listening and trying to understand. Raising questions gives clarity. It builds better interaction which is very important in corporate life.

Students must understand corporate communication, business communication, email communication, and precise presentations whenever they are asked to present their opinions and suggestions on a given situation.

Students should show confidence. Confidence comes with more reading, understanding, attending interactive sessions, doing projects, etc. All these activities are done in the college with a purpose. So, the students should actively participate and get the best learning from all such activities.

He advised the students to get ready to change their mindset to transition from student to professional. Mindset matters and it is very important to have a positive mindset.

Corporate Etiquette and Dressing: Rahoul Srivastav spoke about the importance of corporate etiquette and dressing. You cannot dress in the similar non-formal manner in which you come to college. How you behave and how properly dressed you are reflects your personality and you are judged first by your appearance. Proper dressing, in formal clothes, with shoes and if necessary, with a tie, is very important for the fresher who comes into the office. One should understand the corporate culture. Everyone looks at him/her and forms their opinion on appearance and behavior.



Guest addressing the audience



Resume Building and Interview Skills: Rahoul Srivastav also spoke about resume building and interview skills which are very important to get selected for a good corporate job. Students should make their resumes as per the job requirement, duly emphasizing the specific skills that are important in the job requirement, and present themselves very confidently during the interview. Whenever answers are not known, it is advised to say that instead of guessing or giving wrong answers. Body language should reflect confidence, it is very important how you carry yourself and present yourself.

Students asked many questions during the ‘Question Answer Session’.

It was a great learning experience for the students.



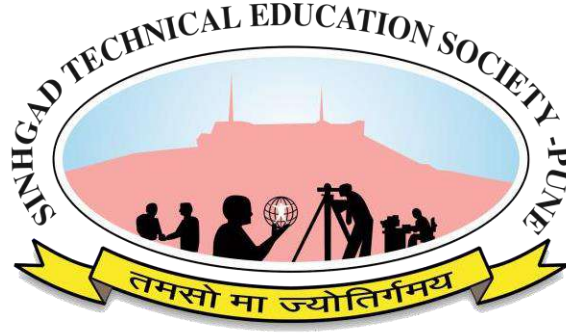
Dr. Sagar Pawar

Academic Head, SIOM



Dr. Daniel Penkar

Director, SIOM



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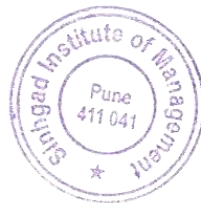
Sinhgad Institute of Management

Vadgaon, Pune

A.Y. 2022 – 23

Session on Women Empowerment

(Vanchit Vikas)





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Date – 1 December 2022

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **Session on Women Empowerment (Vanchit Vikas)** at Sinhgad Institute of Management, Vadgaon, Pune on the **02nd of December 2022**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.





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Activity Title	Women Empowerment (Vanchit Vikas)	Date & Time	2 nd December 2022 10am onwards
Activity Category	Campus to Corporate	Activity Venue	Auditorium Hall
Participants	Faculty Members/Students	Numbers of Participants	257

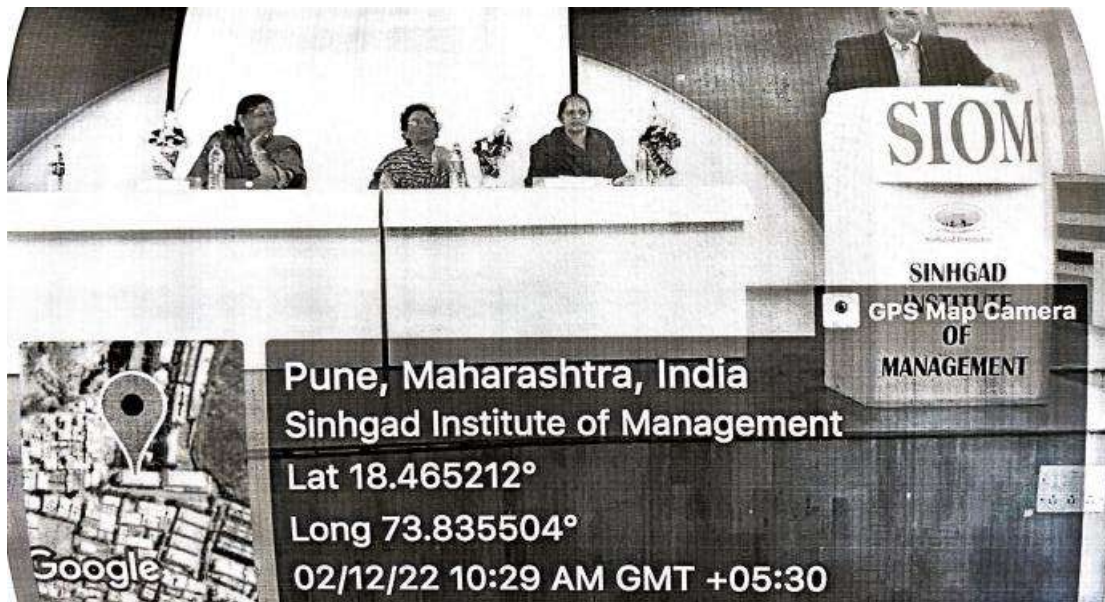
Under Campus to Corporate activity, a session from Vanchit Vikas Social organization was arranged on Friday 2, December 2022, 10:00AM to 12:00PM.

The session was attended by 1st year MBA students. Dr. Avinash Joshi welcomed guests from Vanchit Vikas. Then Director Dr. Daniel Penkar felicitated Directors and board members of Vanchit Vikas. In his speech Dr. Penkar appreciated the efforts taken by Vanchit Vikas towards women empowerment and upliftment.

Dr. Penkar also complemented the Abhaya Abhiyan and expressed full support to its signature campaign. The Smt. Mina Kurlekar Director Vanchit Vikas shared her thoughts and ideas behind Abhaya Abhiyan. She also clarified various questions asked by the students. The session was concluded with vote of thanks given by activity coordinator Dr. Avinash Joshi.

A signature campaign was carried with all students, faculty and staff. 500+ students, faculty and staff has supported to signature campaign for Abhya Abhiyan.





Director Sir addressing the audience

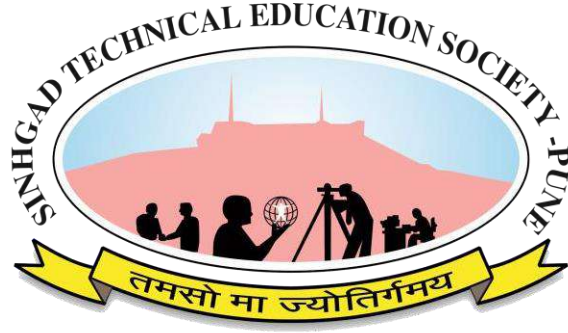


Students enjoying the session

Dr. Sagar Pawar
Academic Head, SIOM



Dr. Daniel Penkar
Director, SIOM



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Vadgaon, Pune

A.Y. 2022 – 23

**Session on the Leading Startup Incubator by
COEP's Bhau Institute**





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Date – 24 November 2022

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **Session on the Leading Startup Incubator by COEP's Bhau Institute** at Sinhgad Institute of Management, Vadgaon, Pune on the **25th of November 2022**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.





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Activity Title	Session on the Leading Startup Incubator by COEP's Bhau Institute	Date & Time	25 th November 2022 11am onwards
Activity Category	Campus to Corporate	Activity Venue	COEP's Bhau Institute
Participants	Faculty Members/Students	Numbers of Participants	18

Brief about activity – The COEP's Bhau Institute, Pune (The leading Startup Incubator in India) has organized a visit for Sinhgad Institute of Management MBA SEM III students on 25/11/2022.

Mr. Girish Degaonkar Sir, GM Bhau Institute welcomed by Dr. Avinash Joshi Sir and Adv. Dr. Girish Bakshi Sir and students.

Girish Sir has unflinching passion and ardent passion towards his work. He has 12 years of experience in Cyber Security, and corporate experience in TCS. He has joined Bhau Institute in 2018. He has organized several startup programs in leading startup incubator in India. Girish Sir has delivered the session focused on Bhau Institute concept Vision and Focus which has, Vision: To create successful entrepreneurship model change India for the better. Mr. Degaonkar explained various activities conducted by Bhau Institute to empower startups and entrepreneurs.

He told if you want to elaborate the startup then take an experience of startup. 105 startup in portfolio where 28 women are co-founder of startup and 700 employment has been generated.

There was various funding scheme which was discussed like NIDHI funding scheme 10 lakh per year.

He gave brief idea about how entrepreneur face challenges in which he told one good line, "Entrepreneur who has vision for something and want to create". He motivated the students to think startup idea and improve their career opportunities.

There was two startup they demonstrate their idea, share journey of startup form initial to end process. Teach us startup in Bhau's Institute.



TACHUS – The College Intelligence App

Founder – Jainam Shah (Teaching Experience in Mumbai University)

Co-founder – Chintan Vyas

They made teaching technology affordable to college to all size, their vision is to digitize the college, currently they have 70 college with TEACHUS.

SOBOT – WhatApp store front allow local business through whatsapp

Founder – Amit Chauhan (MITn)

Co-Founder – Sagar (MITn)

They have started their first startup in 2nd year of college that they gave them lots of learning when they fall down. Again they kick start back and found the new idea and bounce back with SOBOT new invention they try to understand how they fit for the startup. SOBOT – Whatsapp store front allow local business through WhatsApp, E-commerce store but just not on WhatsApp. Their revenue is on monthly subscription fees. Session was totally interactive students were free to ask question and got preferred solution, due to time bound we was not having much time so one of our students gave vote of thanks behalf SIOM to Bhau Institute forgiving an such wonderful opportunity to attend the session. Then we have taken quick tour of institute with having oval shape which describe Bhau Institute under which startup have been developed and created, which have multiple rooms with technical and workshop where they stimulate their product for test. Then we had tea and clicked photos with our faculty. Then the tour was ended with vote of thanks given by the students.

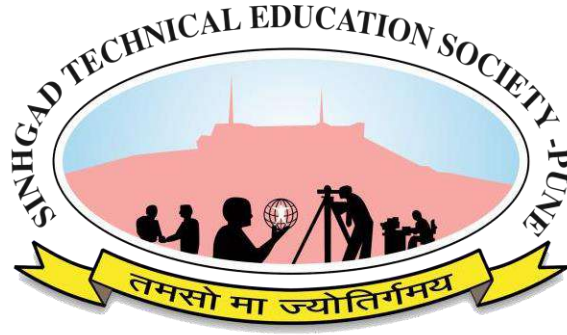


Speaker addressing the audience

Dr. Sagar Pawar
Academic Head, SIOM



Dr. Daniel Penkar
Director, SIOM



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Vadgaon, Pune**

A.Y. 2022 – 23

Session on Patent & Trademark





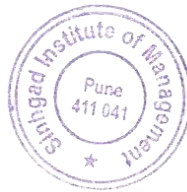
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Date – 23 November 2022

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **Session on Patent & Trademark** at Sinhgad Institute of Management, Vadgaon, Pune on the **25th of November 2022**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.





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Activity Title	Patent and Trademark	Date & Time	25 th November 2022 11am onwards
Activity Category	Campus to Corporate	Activity Venue	Auditorium Hall
Participants	Faculty Members/Students	Numbers of Participants	237

As a part of Campus to Corporate hosted on 22nd November 2022 by Sinhgad Institute of Management Vadgaon, Pune a session on Patent and Trademark by Mrs. Anita Nagarkar was arranged on 25th November 2022.

The session started by welcoming the guest Mrs. Anita Nagarkar. Mrs. Shweta Kasar (MBA II) took the honour of welcoming and introducing the guest who is HR Executive at Amazon. She also has her MBA in Operations and HR, received 72 awards and had honour of delivering lecture at IIM Ahmedabad. It took great honour to have Guest who has 11 Patents registered to her name.

Dr. Daniel Penkar (Director MBA, SIOM) felicitated the guest and appreciated the work she has done. He also mentioned how eager he was about the book 'Shodh Mazya Aniktacha' which our guest s gifted to him, written by her mother.

The guest started her session by introducing her and taking us to her inspiring journey in the world of patent and trademarks. She mentioned how at the age of 16 she faced a problem with stapler pins getting over without even noticing and then how she had to run here and there to get the new set. Which led to her very first patent for which she received an award at the hand of Dr. APJ Abdul Kalam Azad as on 11/11/2011. Truly an inspiration it was for everyone listening to her. Sharing some videos about her innovation captured by Lokmat, she also stated that you need not have to be a scientist to file a patent. She then covered the benefits a patent provides starting from you can start your own business or sell the patent, she also quoted some real world examples of some benefits she witnessed.



She described the six major steps in patent filing process from Title to Summary, the approach you should follow. Moving forward our guest shared her experience with her first patent, speaking about how nervous she was thinking about her new innovation being small and then shared her incident with Dr. Kalam Sir, quoting no innovation is big or small, but if any innovation comes with a change. Which changed her entire perspective and ours too. It was really inspiring to listen to her. The way of delivering the topic was so effective that everyone present were truly engaged in the session.

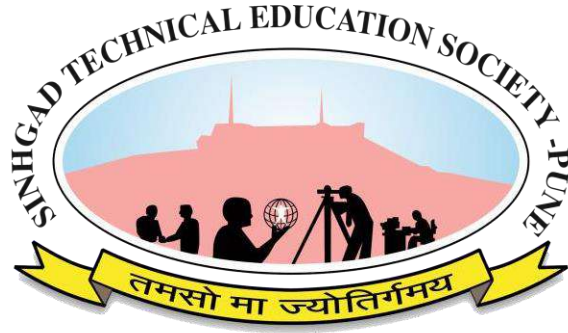
The session was concluded by interactive questions and answers. Mrs. Shweta Kasar proposed the vote of thanks on behalf of Sinhgad Institute of Management, Vadgaon, Pune and concluded the session.



Dr. Sagar Pawar
Academic Head, SIOM



Dr. Daniel Penkar
Director, SIOM



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Vadgaon, Pune

A.Y. 2022 – 23

MBA Induction Programme





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Date – 18 November 2022

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **MBA Induction Programme** at Sinhgad Institute of Management, Vadgaon, Pune from the **21st of November to 23rd of November 2022**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.



MBA Induction Program (Batch 2022 – 24)

Day 1





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Activity Title: "Induction Program 2022-2024"

Guest Speaker: IPS Sandeep Karnik, Joint Commissioner of Police, Pune

Welcome Address: Dr. Daniel Penkar, Director SIOM

Anchors: Adarsh Anil Surag
Shivani Bhubhar

Report Writer: Dr. Akshata Sakhawalkar
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 21st November 2022 by Sinhgad Institute Of Management Vadgaon, Pune. The program started with the lighting of a lamp by IPS Sandeep Karnik Sir, Joint Commissioner of Police, Pune, and Dr. Daniel Penkar Sir, Director SIOM.

Dr. Daniel Penkar Sir felicitated IPS Sandeep Karnik Sir, Senior PI Shailesh Sankhe Sir, PSI Lohar Sir, API Dipak Khatbani Sir and Mr Pandre Sir. A brief introduction was given by Shivani Bhubhar for IPS Sandeep Karnik Sir, who served the Police department in various cities like Mumbai, Nanded, Jalna, Thane, and Nagpur & Pune rural. After completing his MBA, he worked in an MNC. Sir left the job and started preparing for UPSC. Sir got his first tier in railway and second one in IPS. Karnik Sir is very passionate about maintaining good health & is very fond of various workouts such as swimming, jogging, and trekking.



- Session was interactive where students and faculties asked questions about his career, struggles faced by him, and what motivates Sir to which Sir answered, hard work and discipline is the key to success.
- One should work hard and play hard.
- Moreover, he emphasized having a reading habit in the evening.
- In addition to books, reading newspapers is unavoidable so that one can be aware of what is up-to-the-minute around and the opportunities that one can grab
- He precisely focused to be strong within to be successful in life.
- He intensely believed that the only enemy who can block one's success is laziness.
- Moreover, everywhere one has to give results in any of the jobs taken but it is vital to get satisfied with the work one does.

Some other questions were also asked like, who is his role model? What message does he want to give to students aspiring to join civil services?

- With whole gratitude he answered, his role model is none other than his father, who is a banker by profession.
- He beautifully said, that according to him, major success is not what one becomes, but how one shapes the next generation.
- When one starts on any path, just work very hard, and put in the maximum possible efforts and dedication certainly one will be successful.

This was a very inspirational and thought-provoking session. We got a chance to interact with such a high profile yet down-to-earth personality, who wholeheartedly careered his goals in his life with persistent hard work and lust.

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





Glimpses from the session





Glimpses from the session





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Activity Title: "Induction Program 2022-2024"

Speaker: Mr. Yogesh Thite, Founder of MBP & Entie

Anchor: Adarsh Anil Surag

Report Writer: Dr. Akshata Sakhawalkar
Roshni Tharwani

Date: 21/11/2022 **Day:** Monday **Time:** 2:00 PM to 3:00 PM

Venue: Conference Hall (Second Floor)

The session started with the introduction of the guest, Mr. Yogesh Thite Sir. Sir is the Founder of MBP & Entie – a business dating platform for start-ups, investors, wannabe co-founders, and manufacturing businesses. Sir has expertise in Start-up Consultation, RRe–engineering– Potential MSME, and Re-structuring – Family Business.

Sagar Sir, Academic Head SIOM, felicitated him.

With the intent to intermingle with freshers, Sir Started the session with an Opening question WHY MBA? Followed by the answer of a few freshers, he gave some finest examples of industry people, and business. He explained to students that

- Along with starting one's journey, the efforts one makes in this journey matter.
- Moreover, instead of just focusing on results, focus on the process.
- 'Make business easy and create value for society.
- Management is thinking out of the box and implementing the knowledge that we have.

Sir also shared some **key points** to remember on this 2-year MBA journey which was:

- Knowledge is the first thing one needs to procure.
- Industry needs skills and skills can be learned.
- Acquire expertise in any domain.
- A right network is a key to business network.
- With the right people you will always be ahead of the average people around you.
- Make mind set very clear.



Sir shared about the start-up ecosystem which has the potential to earn more than business with the help of investors, angel investors, incubation centers, and entrepreneurship cells.

The session concluded with some advice given by him

- 'Don't waste your time in controlling the uncontrollable, focus on what is controllable.
- 'Make friends, spend time, build good relations, and enjoy two years of journey.

The session was followed by Questions and Answers asked by students.



Glimpses from the session





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Activity Title: "Induction Program 2022-2024"

Speaker: Dr Bension Jacob, Master Facilitator

Anchor: Shivani Bhuhibar

Topic: Striving for Excellence

Report Writer: Dr. Akshata Sakhawalkar
Roshni Tharwani

Date: 21/11/2022 **Day:** Monday **Time:** 3:30 PM to 4:30 PM

Venue: Conference Hall (Second Floor)

Session started with the introduction of guest Dr Bension Jacob Sir. Sir has more than 35 years of industry experience. He has worked with TATA Honeywell & Honeywell automation India LTD for 18 years.

He also counsels students and make students all set for the corporate world. He conducts different kinds of training modules.

One such kind of small session was conducted by him in the course of induction program.

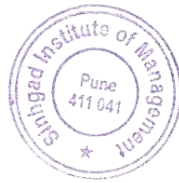
- Activity was given by him to draw flying horses. Main objective of carrying out this activity was to make every individual realize that we all have stopped using our imaginations.
- We don't know our real strengths.
- One has to understand how one think & behave
- One should work with passion which will benefit in superior decision making
- He carried out some clapping and breathing exercises in between the sessions
- Another activity was Demonstration of friendship some volunteers from the MBA 1ST Year and Jacob sir himself performed a small skit to demonstrate that everybody is a transmitter and everybody is a receiver
- To conclude this activity it was done to understand that we don't do friendship unless and until we don't get good vibes from the other person.
- Talking about excellence is achieving greatness in whatever we do and how to achieve excellence is by developing personal skills , exploring leadership roles, dealing with conflicts , time management , effective stress management.



Session was concluded with a song “ Kitne baju kitne sar jeetenge jee jaan se ” followed by Q &A
It was fun and interactive session and gave everybody a chance to open up.



Glimpses from the session



MBA Induction Program (Batch 2022 – 24)

Day 2





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Telefax: (020) 24356592 E-mail: director_siom@sinhgad.edu Website: www.sinhgad.edu

Activity Title: “ Induction Program 2022-2024 ”

Speaker: Dr Daniel Penkar, Director SIOM

Anchors: Shivani Bhuhibar
Adarsh Anil Surag

Report Writer: Dr. Akshata Sakhawalkar
Roshni Tharwani

Date: 22/11/2022 **Day:** Tuesday **Time:** 10:30 PM to 1:00 PM

Venue: Conference Hall (Second Floor)

Dr. Shriram Dawkhar Sir felicitated Dr. Daniel Penkar Sir. Penkar Sir's, Academic Journey has a rich experience of 37years .Session started with sentence ‘There are no failures it's only learning. If something doesn't happen as per one's expectation, believe that it's only learning.

He emphasized that students are here for transformation and this is joint process. He gave a beautiful example of research during second world war, which was done by psychologist Victor Frankle where he saw in torture camp out of 100 people only 5 survived . He focused his research on those 5 people and concluded that mental framework of these 5 was very strong which the only cause for their continued existence. He was also one of them to survive the torture camp. Later Victor Frankle gave the phenomena that if one's mind is strong one can overcome any odds.

Further he highlighted few basic discipline, having an agenda to do something daily is important and whatever one does give 100 percent to that work.

Sir also explained the principle of **FLASH**, proposed by Anand Kulkarni

F - Friends
L - Learning
A - Art
S - Spiritual
H - Help



Sir explained the each and every concept of FLASH with different examples. He also told students that when we fail as a team or individual we have to take the ownership but when we succeed as team credit should be given to the rest of members which was accompanied by some real life examples of APJ Abdul kalam , Lal Bahadur Shastri , Mushe Dayal , Taj Hotels 26/11 they all have taken ownership was they failed

To explain Victory has many fathers and failure is orphan sir took a very recent example of Rishi Sunak How every country is claiming him as his son or son-in –law after he became Prime minister of UK

Sir gave a mantra to apply in our life is wherever we work be value to organisation not cost to organisation updating your things can be an asset for you
Working with old information does not work with dynamic environment

Sir explained about VUCA concept which basically is Volatile, Uncertain, Complex , Adversity but this changing time sir changed the meaning and it became Vision, Understanding , Clarity ,Agility

Sir gave a beautiful example of bumble bee to explain the concept of ignorance is bliss . A Bumble bee is not aware that her feather is too small to fly when compared to her weight but because she can not see that she can fly .

Session concluded with advice given by him we should be in the process of making good citizen we should know how to respect elders, teachers directly or indirectly we should contribute to our country things we get we owe something to country in whatever way possible

Think positive Be positive Think logically have a clear vision
Keep your parents in front while taking any decision .



Glimpses from the session





Glimpses from the session





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Telefax: (020) 24356592 E-mail: director_siom@sinhgad.edu Website: www.sinhgad.edu

Activity Title: “ Induction Program 2022-2024 ”

Speaker: Professor Amol B. Khandagale

Anchors : Shivani Vikas Ingale

Report Writer: Roshni Tharwani

Date: 24/11/2022 **Day:** Thursday **Time:** 1:00 PM to 1:30 PM

Venue: Conference Hall (Second Floor)

Session started with introduction of Professor Amol Khandagale sir .He has done B.sc (Chem .) Mba (Marketing) ,DIPM , ICDL and currently pursuing Ph.d .

Sir has 9 years of industry experience and 13 years of teaching experience . He has published 10+ research in journals conference and seminars.

Sir gave brief about Specturm and all other activities which will took place in Sinhgad institute of management some of them Wall Street Titans , Punk d junk where you have to make a business plan and a product will be given to you , Kingpin – to find the solution of a situation given activity is done to find the CEO , Mad Ad – funny advertisement to be made , Adzila , Brilliant Brigade – financial aspect of business is analysed , Mr / Miss Specturm , chill zone and box cricket.

Session ended with Q&A session .





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Activity Title: “ Induction Program 2022-2024 ”

Speaker: Professor Pradip S Thombare

Anchor : Yash Tayade

Report Writer: Roshni Tharwani

Date: 24/11/2022 **Day:** Thursday **Time:** 11:30 PM to 12:30 PM

Venue: Conference Hall (Second Floor)

Session started with introduction of Professor Pradip sir . Sir has completed B.sc and M.sc in Mathematics than MMS in finance PGDORM and currently pursuing his Ph.D .

Sir has one year of industry and 8 years of industry experience . Sir has published 15 research papers and journals.

Sir briefed students about all the activities of sports which is organised by sinhgad institute of management Sir told how Physical Fitness can enhance your skills and decision making ability it also improves concentration and social communication skills.

Sports which are provided by sinhgad institute are Cricket (Boys) , Football (Boys & Girls) Volleyball (Boys & Girls) Table Tennis (Boys & Girls) Chess (Boys & Girls) .

Session concluded with QnA session .





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Activity Title: “ Induction Program 2022-2024 ”

Speaker: Dr Shriram Dawker

Anchors : Chatali Ingole

Report Writer: Roshni Tharwani

Date: 24/11/2022

Day: Thursday

Time: 2:30 PM to 3:00 PM

Venue: Conference Hall (Second Floor)

Session started with introduction of Dr Shriram Dawker sir . Sir has done M.sc (B.1) MBA (Marketing) M.Com (Business administration) , Ph.d (Marketing) FDP (IIM Ahemdabad) . He has 7 months of experience in NCL Pune 15 years of teaching experience .

Sir has Published 17 research papers (5 National and 12 International) Papers were presented in IIMs, IIT Delhi , IIT Roorke & SIU research conference.

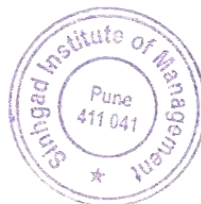
Sir explained about four cells of college and industrial visit. Arth Cell which is created to do social activities like helping underprivileged people , collection for cancer treatment , Blood donation camp , Donated water purifier for Mother Teresa home.

Green Cell which is created to promote green business and socio environmental connect.

Entrepreneur cell which is helping young entrepreneur to grow their business and expand under this cell different people from industries come and interact with students to give them exposure of industry Social media cell is made to connect with students through social media .

Industry visits is done on two levels local and other state which is done by Punekar Educational Tours Pvt Ltd . On local level we have visited Hyundai , Mahindra , TATA , Whirlpool , Parle – G and many more.

Session concluded with Q& A session.





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Activity Title: “ Induction Program 2022-2024 ”

Speaker: Professor Yogita Khandbane mam

Anchors : Shewta kasar

Report Writer: Roshni Tharwani

Date: 24/11/2022

Day: Thursday

Time: 10:30 PM to 11:30 PM

Venue: Conference Hall (Second Floor)

Session started with introduction of yogita mam she has completed her masters in computer science and MBA in information technology . Currently she is teaching faculty to business analytics for MBA programme . Mam also has 11 years of experience in teaching.

Yogita mam started briefing session of cultural activities of sinhgad institute which includes sinhgad karandak , Ras Dandiya , Sinhgad Carnival.

Mam explained about neon where 1000 + international students participate 70000+ from sinhgad institute and 10000+ faculty participate in all different functions organised in Neon.

We saw some of the clips of from last karandak , neon and ras dandiya.

There are four main function organise in neon MR. / MISS Sinhgad , Sinhgad Idol , Group Dance and carnival.

Session concluded with QnA Session where students cleared their doubt of events.





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Activity Title: “ Induction Program 2022-2024 ”

Speaker: Mr Furia
Mr Ruvik Shrimad

Anchors : Shivani Ingale

Report Writer: Roshni Tharwani

Date: 24/11/2022 **Day:** Thursday **Time:** 1:30 PM to 2:00 PM

Venue: Conference Hall (Second Floor)

Session started with introduction of guest Mr furia Director Nirali publications and Mr. Ruvik Shrimad Rajchandra . Sir gave insights of Global Youth Festival which will be organised from 21st – 24th December.

3000+ Youth from 15 countries will participate in different – different competitions this is the third edition.

There will be five parameters Meet your Peace through art of kinsuki , Meet your compensation through Meeyavaki technique , Hacks of humanity , Meet your culture through global music competition , Meet your strengths through youth Olympics.

Event will be organised in Srimad Ram Chandra Ashram Dharpur.

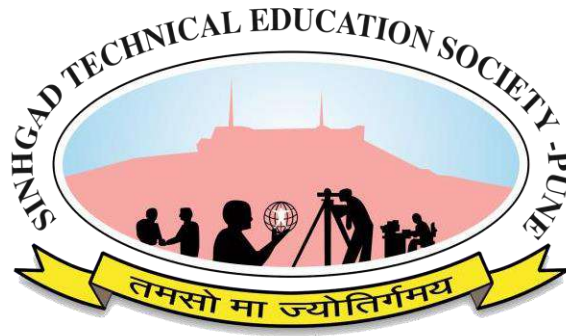
Youth who will participate in this event will also get certificate of 15 hours CES.

Session was concluded with Q&A.

Dr. Sagar Pawar
Academic Head, SIOM



Dr. Daniel Penkar
Director, SIOM



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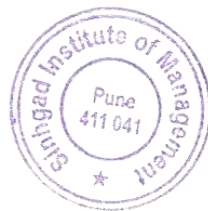
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Vadgaon, Pune

A.Y. 2022 – 23

How to Communicate Better and Influence People





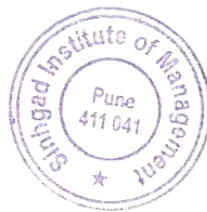
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Telefax: (020) 24356592 E-mail: director_siom@sinhgad.edu Website: www.sinhgad.edu

Date – 14 July 2022

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **How to Communicate Better and Influence People** at Sinhgad Institute of Management, Vadgaon, Pune on the **15th of July 2022**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.





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Activity Title	How to Communicate Better and Influence People	Date & Time	15 th July 2022 1:30pm onwards
Activity Category	Campus to Corporate	Activity Venue	Zoom Webinar
Participants	Faculty Members/Students	Numbers of Participants	357

Ashwini Prabhu, Co-Founder, and Utkarsh Apoorva, CEO @ Mytiksha, conducted a session on How to Communicate Better and Influence People for the MBA students of Sinhgad Institute of Management (SIOM).

The session's objective was to make students aware of the importance of effective communication and how the power of words can help an individual achieve immense success in their respective fields of work, whether it be a student or working professional.

The speaker began the session with a brief introduction to their company, they said, Mythiksha is an upskilling platform that helps candidates pick up skills needed by the formal economy, and get a job. Their unique online and offline training and education program focuses heavily on projects, industry assignments, and apprenticeships.

They also said that their vision is to ensure that candidates with caliber, but lack of opportunities, are able to compete on a global level. They also provide resume and interview preparation guidance as part of their offering, and hand-hold the candidates until they get placed.

Ms. Ashwini Prabhu, Co-Founder @ Mytiksha started the session by saying that if you want to influence others, you need to master some essential communication skills. Whether you are persuading your boss, your team, your clients, or your friends, you need to know how to express your ideas clearly, listen actively, build rapport, and handle objections.



She said that one of the most important communication skills for influencing others is to express your ideas clearly and concisely. You need to know what you want to say, why you want to say it, and how you want to say it. You need to structure your message logically, use simple and direct language, and avoid jargon and ambiguity. Another key communication skill for influencing others is to listen actively and attentively. You need to show that you are interested in what the other person is saying, that you understand their perspective and that you respect their opinions. You need to use verbal and non-verbal cues, such as nodding, eye contact, paraphrasing, and asking questions, to demonstrate your engagement and comprehension. You also need to avoid interrupting, judging, or arguing with the other person. By listening actively, you can build trust, rapport, and empathy with the other person, which can make them more receptive to your ideas. A third essential communication skill for influencing others is to build rapport and connection with the other person. You need to find common ground, show appreciation, and use humor and storytelling to create a positive and friendly atmosphere. You need to use mirroring techniques, such as matching the other person's body language, voice, and words, to establish rapport and alignment. You also need to use positive feedback, compliments, and gratitude to show recognition and respect. By building rapport, you can reduce resistance, increase likability, and influence the other person's emotions and attitudes. Mr. Utkarsh Apoorva, CEO @ Mytiksha joined in the discussion by saying that, a fourth crucial communication skill for influencing others is to handle objections and challenges effectively. You need to anticipate possible objections, prepare counterarguments, and address them calmly and confidently. You need to use facts, logic, and evidence to support your claims and refute the other person's doubts. You also need to use empathy, curiosity, and reframing to understand the other person's concerns and show them a different perspective. By handling objections, you can overcome barriers, resolve conflicts, and persuade the other person to agree with you or take action. He said a fifth important communication skill for influencing others is to use persuasion techniques and strategies based on psychology and neuroscience. You need to know how to appeal to the other person's needs, values, and emotions, and how to use principles such as reciprocity, scarcity, authority, consistency, liking, and social proof to influence their behavior. You also need to know how to use rhetorical devices, such as metaphors, analogies, stories, and questions, to make your message more memorable and impactful. By using persuasion techniques, you can enhance your credibility, authority, and charisma, and motivate the other person to follow your lead or comply with your request. They concluded the session by saying that, the final communication skill for influencing others is to practice and improve your skills regularly. You need to seek feedback, reflect on your performance, and learn from your mistakes. You need to identify your strengths and weaknesses, set goals, and work on your areas of improvement. You also need to expose yourself to different situations, audiences, and challenges, and experiment with different techniques and styles. By practicing and improving, you can boost your confidence, competence, and effectiveness as a communicator and influencer.

All the students found the session to be very insightful and enjoyed the session.



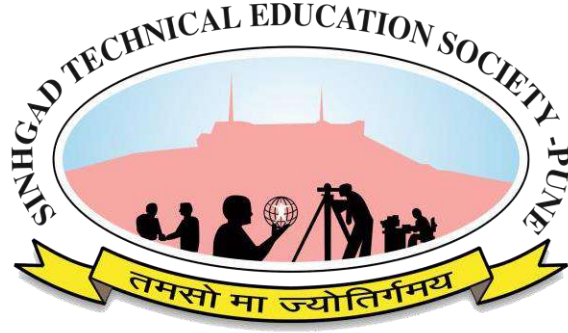
Dr. Sagar Pawar

Academic Head, SIOM



Dr. Daniel Penkar

Director, SIOM



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A.Y. 2022 – 23

SIOM HR Meet





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Date – 11 July 2022

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **SIOM HR Meet** at Sinhgad Institute of Management, Vadgaon, Pune on the **12th of July 2022**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.





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Telefax: (020) 24356592 E-mail: director_siom@sinhgad.edu Website: www.sinhgad.edu

Activity Title	SIOM HR Meet	Date &Time	12 th July 2022 2:15pm onwards
Activity Category	HR Meet	Activity Venue	Auditorium Hall
Participants	Faculty Members/Students	Numbers of Participants	418

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 progrmme. 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.

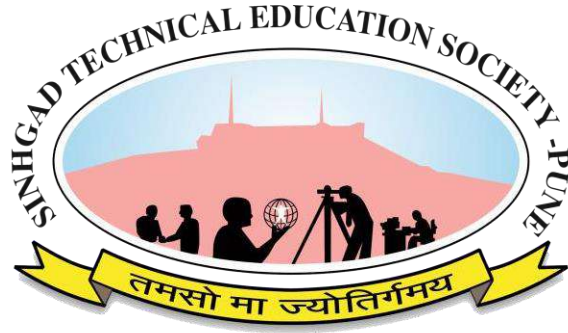




Dr. Sagar Pawar
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Dr. Daniel Penkar
Director, SIOM



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A.Y. 2021 – 22

Advanced MS Excel Training





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Date – 24 June 2022

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **Advanced MS Excel Training** at Sinhgad Institute of Management, Vadgaon, Pune from the **27th of June to 29th of June 2022**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.





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Activity Title	Training Session on MS Advance Excel	Date & Time	27 th June to 29 th June 2022 11 am onwards
Activity Category	Training Session	Activity Venue	F08
Participants	Students	Numbers of Participants	31

A Student training program on MS Advance Excel was conducted from 27th June 2022 to 29th June 2022 by Sinhgad Institute Of Management Vadgaon Bk, Pune. On the first day, the session was conducted by the trainer wherein the students have been given a brief introduction to MS Advance Excel and provided information about how it is useful for them in future.

On the very first day the students get connected to the topic as they found it a new experience, the trainer also guided them and continuously asked questions to students that help students.

The session was of about 30 hrs. so it was completed in 3 days. The next day students were given details about the advanced MS excel and also the trainer has been taking practice sessions for the students also for better revision.

On the last day which is 29th June 2022 the MS Advance Excel session was completed and students were given the certification for completing the course, students learn something new which is going to help them in the future.



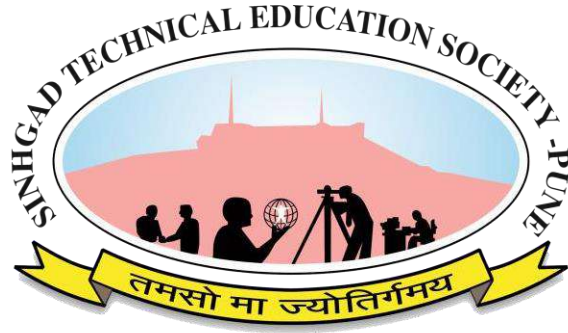


Training Session in progress

Dr. Sagar Pawar
Academic Head, SIOM



Dr. Daniel Penkar
Director, SIOM



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A.Y. 2021 – 22

**Workshop on Human Rights, Indian Judiciary
System and the Constitution of India**





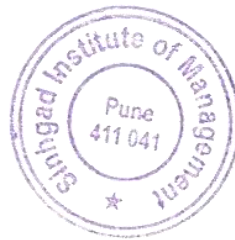
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Date – 27 June 2022

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **Workshop on Human Rights, Indian Judiciary System and the Constitution of India** at Sinhgad Institute of Management, Vadgaon, Pune from the **28th of June 2022**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.





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Activity Title	Workshop on Human Rights, Indian Judiciary System and the Constitution of India	Date & Time	28 th June 2022 2:30pm onwards
Activity Category	Human Rights Program	Activity Venue	Auditorium Hall
Participants	Students	Numbers of Participants	193

Any person living in any country who is citizen of that country shall aware about his Own Rights, Laws, Rules and Regulations. All those provisions are made in the constitution of the country. Thus, every person of the country shall know about it. And that is too when the person is in academics, the knowledge of the same shall be very helpful for the life of the students and also helps to create a good society.

A workshop on Human Rights, Indian Judiciary system and The Constitution of India was organized for the students of Master of Business Management Ist Year batch 2021-2023 on 28th of June 2022.



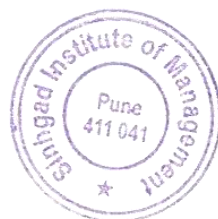
Mr. Manoj Wagh, Director of Tech Trainers and Testers, Pune, in association with National Service Scheme (NSS), was the resource person for the workshop. He started the workshop by asking the students, that “What do you know about the constitution of India?”. He had received the answers of who constructed it and when it was introduced to people of India. He briefed to students about, what is constitution? Importance of its awareness & knowledge along with its meaning in an every individual’s life, pointing on, they should be aware about the same and the main objectives of the democratic country that is “the protection of the basic rights of the people”.



Mr. Manoj Wagh Conducting Seminar on Human Rights

Mr. Manoj Wagh Sir, discussed about different Articles in Constitution of India, Which articles provides what kind of rights to the citizens of the country; in what circumstances they can utilize the articles. Article 14 on Equality and equal protection before law, Article 21 Right to Life and personal liberty, Article 21A Educational Rights, Article 23 Prohibition of trafficking and forced labour, Article 19(1)(c) Right to form union/ association was some examples of the articles that he discussed with the students. He also discussed on rights of the human or any person with relation to the companies.

He also discussed about the judiciary system which acts as a guardian and protects the rights of human in the country. And because of this system, every people can enjoy his or her own right. How does the judiciary system works, how does an aggrieved person can approach to the system for justice. Article 32 states about the mechanism for the justice through Courts, specially Supreme Court and High Court. And how does, now judiciary have taken many steps to ensure the protection of rights of the human.





Students Attending Human Rights Session

At the end of the workshop students were glad and knowledgeable. They acknowledged Mr. Manoj Wagh for his efforts for the informative and knowledgeable workshop and sharing his experience too. Post workshop Mr. Manoj Wagh presented the Certificates to the students and also He presented workshop certificate to the Institution.



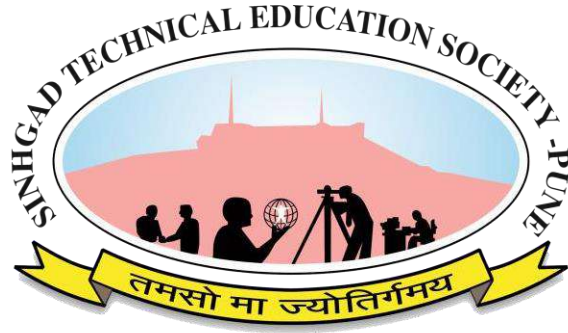


Mr. Manoj Wagh presenting NSS Certificate to Dr. Daniel Penkar [Hon'ble Director, SIOM] for conducting the NSS workshop in SIOM

Dr. Sagar Pawar
Academic Head, SIOM



Dr. Daniel Penkar
Director, SIOM



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A.Y. 2021 – 22

**Financial Opportunities for a Common Person
in Dynamic Environment**





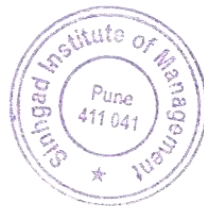
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Date – 24 June 2022

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **Financial Opportunities for a common person in Dynamic environment** at Sinhgad Institute of Management, Vadgaon, Pune from the **27th of June 2022**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.





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Activity Title	Financial Opportunities For a Common Person In Dynamic Environment	Date &Time	27 th June 2022 11am onwards
Activity Category	Campus to Corporate Activity	Activity Venue	Auditorium Hall
Participants	Students	Numbers of Participants	100

“Workshop On Financial Opportunities for a Common Person In Dynamic Environment” event was hosted on 27 June 2022 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. Sameer Bawiskar sir who has a banker with 30 years of work experience at BFSI industry.He has worked with MNCs,Private Sector,Coorporative Banks.”

The speaker started with brief information of time travel,Rubix Cube and opportunities in Advertisises.

Topic which cover under workshop :-

- Import and export
- Inflation ,Life style inflation ,Stagflation
- FDI & its benefits
- The Rubix cube :- Tax Planning,Cash Flow,Financial goals ,Investment,Insurance.
- 30 years of ECONOMIC REFORMS
- Repo Rate ,PPF,ROLE,EPF
- Credit Score & Civil Score
- Saving & Investment.



At the end of the session sir concluded with giving his personal life experience and the session ended with the Q & A session .

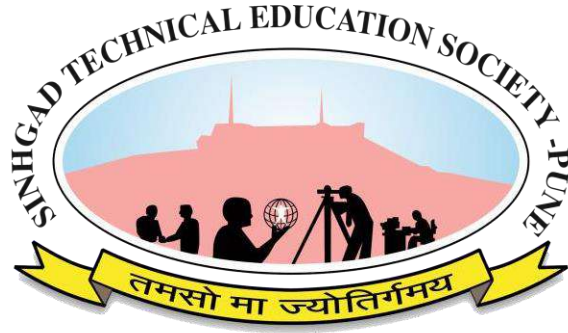


Mr. Sameer Bawiskar addressing the audience during the session

Dr. Sagar Pawar
Academic Head, SIOM



Dr. Daniel Penkar
Director, SIOM



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STES's

Sinhgad Institute of Management

Vadgaon, Pune

A.Y. 2021 – 22

Entrepreneurs Conclave





Sinhgad Technical Education Society's
SINHGAD INSTITUTE OF MANAGEMENT
(Affiliated to Savitribai Phule Pune University, Approved by AICTE
& Accredited by 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

Date – 20 June 2022

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **Entrepreneurs Conclave** at Sinhgad Institute of Management, Vadgaon, Pune from the **21st of June to 24th of June 2022**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.





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Activity Title	Entrepreneur's Conclave	Date & Time	21 st June to 24 th June 2022 3pm onwards
Activity Category	Campus to Corporate Activity	Activity Venue	Auditorium Hall
Participants	Students	Numbers of Participants	250

Event Name: Entrepreneur's Conclave Day 1

Speaker: Dr. Prashant Pawar

Head – Market Development and Training – India, Kan
Biosys Pvt. Ltd.

On 21st June 2022, 'Entrepreneur's Conclave' event was organized by Sinhgad Institute of Management Vadgaon(Bk), Pune. The event conducted in twoways. First – In morning, Kan Biosys Company arranged their products in stalls on ground floor.

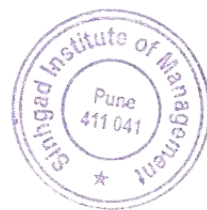
Second – In Afternoon, Dr. Prashant Pawar Sir's speech was arranged in seminarhall on second floor.

In morning, they arranged their products in stalls. The products were beneficialfor agriculture field. The product's name is Taba and Shubharambh.





Product Exhibition during the session



In afternoon, the session started with a welcome note and inauguration of event by lighting the diya. Then a brief introduction of the guest Dr. Prashant Pawar Sir who is Head – Market Development and Training – India, Kan Biosys Pvt. Ltd. was given.

The session started with the speech of Dr. Daniel Penkar Sir (Director). He gave some important information related to entrepreneurs with examples. Then he over the session to Dr. Prashant Pawar Sir.

Dr. Prashant Pawar Sir started the session by giving introduction of Kan Biosys Company. He gave the information of Kan Biosys company's history, vision, problems, certifications and awards. He told the successful journey of his company.

Company Strategy – 1. Waste to Wealth

2. Rural Technology

He said 'It is a dynamic and innovative platform to harness the wonderful the properties of microbes in the best possible manner encompassing microbes for soil health (SHM), nutrition (INM), pest and disease management (IPM).

Microbes = Kan Biosys

Dr. Prashant Pawar Sir guided the students and motivated them to become an entrepreneur. At the end students really enjoyed the session and also they got the useful information related to what type of entrepreneurs process are there in the market and after that students Q & A session.



Student Anchor giving introduction of Dr. Prashant Pawar Sir





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Event Name :Entrepreneur's ConclaveDay 2

Speaker :Mr. Mahesh Londhe Founder –

Agrozee Organics Pvt Ltd.

Coordinator :Dr. Avinash Joshi

Date :22nd June 2022 **Time :** 3pm to 4:30pm

Venue : 2nd floor Seminar Hall, SIOM Collage

Class : MBA Ist Year 2021 **Total No of student :** 150 approx...

Anchrer : Adarsh Surag and Rashi Battul

Report Writer : Prachi Shirbhate and Vaibhavi Patil

On 22nd June 2022, 'Entrepreneur's Conclave' event was organized by Sinhgad Institute of Management Vadgaon(Bk), Pune. The event conducted in twoways. First – In morning, Agrozee Organics Pvt Ltd arranged their products in stallson ground floor. Second – In Afternoon, Mr. Mahesh Londhe Sir's speech was arranged in seminar hall on second floor.

In morning, they arranged their products in stalls. The products are beneficial for all, because they all are organic. The products are made from Milletssuch as Multi-Millet Laddoo, Millet Noodles, Millet Flour, Ragi Cookies, Millet Flakes, etc.





Dr. Avinash Joshi and students with executives from Agrozee Organics

In afternoon, the session started with a welcome note and a brief introduction of the guest Mr. Mahesh Londhe Sir who is founder of Agrozee Organics Pvt Ltd. The session started with the polite remark about Mr. Mahesh Londhe by Dr. Daniel Penkar Sir (Director). Then he over the session to Mr. Mahesh Londhe Sir.

Mr. Mahesh Londhe Sir started the session by giving an introduction of their company and himself by showing video. Then he described company's mission which is "International Year Of Millet 2023." Then he gave information about their products, life cycle of Millets, types of Millets, benefits, awards, grant & journey of success.



He showed some new technologies developed for Millet based products, some trends of consumer needs and social needs. They differ their product according to the need of consumer, also for the people with different lifestyles which is healthy for their life. His main motive is to produce an organic product by making profit of his company as well as for farmers.

He wind up the session by sharing their marketing strategy. Then some students cleared their doubts by asking questions.

Mr. Mahesh Londhe Sir guided the students and motivated them. At the end students really enjoyed the session and also they got the useful information about organic product which is need of today's era.



Some Glimpses of the session





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Event Name : Entrepreneur's Conclave Day 3

Speaker : Ms. Dhanashree Pathak

Founder – Dhana's Paithani

Coordinator : Dr. Avinash Joshi

Date : 23rd June 2022 **Time :** 3pm to 4:30pm

Venue : 2nd floor Seminar Hall, SIOM Collage

Class : MBA Ist Year 2021 **Total No of student :** 130 approx...

Anchrer : Hasari Chakkar and Harshada Kedari

Report Writer : Vaibhavi Patil and Prachi Shirbhate

On 23rd June 2022, 'Entrepreneur's Conclave' event was organized by Sinhgad Institute of Management Vadgaon(Bk), Pune. The event conducted in twoways. First – In morning, Dhana's Paithani Company arranged their products in stalls on ground floor. Second – In Afternoon, Ms. Dhanashri Pathak's mam speechwas arranged in seminar hall on second floor.

In morning, they arranged their products in stalls. The products attractPaithani lovers. The products are made from Silk & Semi-silk which are pouch frame, purse, diary, dress, footwear, sarees, batwa, children wear, handbags, mask(paithani), premium mask for groom & bride, etc.





Product Exhibitions during the session

In afternoon, the session started with a welcome note and a brief introduction of the guest Ms Dhanashri Pathak mam who is founder of Dhana's Paithani. Then Dr. Daniel Penkar Sir's (Director)small speech after this, he over thesession to Dr. Avinash Joshi sir for further plenary.

Firstly Dr. Joshi Sir showed a video to us for connecting more to today's session. The format for today's session was Questions and Answers type. Dr. Avinash Joshisir was asking questions and according to that Ms. Dhanashri Pathak mam was answering that questions. Mam shared their origin of idea for business, the market they targeted, financial plans and along with that she motivated the students. Mam got support from her family members and her team members.

They uses digital platform like Facebook, Instagram and physical platform like exhibitions for promotions. With digital marketing they expand their business in foreign countries like England, America, Canada, New Jersey and other European countries. They maintain the product's quality by checking the quality of raw material i.e. silk, foam, semi-silk. They also maintain a good relation with customers by providing services like personal home delivery and in due time. They made product for all age people and gender. Things which led to business growth are quality of products, idea of paithani maskdue to corona, confidence. Now their future plan is to build market globally and resellers. The session ended with opening of opportunity to work with their firm for marketing student. After that Q & A forum was opened for students. Ms. Dhanashri Pathak mam guided the students and motivated them.





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Event Name : Entrepreneur's Conclave Day 4

Speaker : Mr. Rishabh Budhani

Director – Budhani Brothers

Coordinator : Dr. Avinash Joshi

Date : 24th June 2022 **Time :** 3pm to 4:30pm

Venue : 2nd floor Seminar Hall, SIOM Collage

Class : MBA Ist Year 2021 **Total No of student :** 100 approx....

Anchror : Shrutika and Chinmay

Report Writer : Vaibhavi Patil and Prachi Shirbhate

On 24th June 2022, 'Entrepreneur's Conclave' event was organized by Sinhgad Institute of Management Vadgaon(Bk), Pune. Mr. Rishabh Budhani sir's speech was arranged in seminar hall on second floor.

The session started with a welcome note and a brief introduction of the guest Mr. Rishabh Budhani sir who is director of Budhani Brothers. Then Dr. Daniel Penkar sir felicitated Mr. Rishabh Budhani. After that Mr. Rishabh Budhani sir felicitated Dr. Daniel Penkar sir, Professors of MCA department and students of SIOM. Then Dr. Daniel Penkar Sir (Director) shared few words. After that Dr. Avinash Joshi sir carried forward the session.

The format for today's session was Questions and Answers type. Dr. Avinash Joshi Sir was asking questions and according to that Mr. Rishabh Budhani



Sir was answering that questions. Sir shared their history of business. The business was started by Mr. Rishabh Budhani's grandfather in 10/10 room. In 2016, they build their factory. They produces 7.5 to 10 tons of chips in a day.



Some Glimpses of the session

They produces Potato Wafers, Potato Mixtures, Farali Chiwda, Namkeens, Bobby, etc. To maintain quality of product they do deep study of rawmaterial and machines. They consider customers to be gods.

Mr. Rishabh Budhani sir said their should be healthy competition in themarket. He takes reviews from retailers without revealing his own identity. He created the accounts on different social Medias after the factory was build. Theyuses social Medias to do marketing of their products.

They believe in zero waste emissions plant. They send potato peels to cattle field, water waste to farm and watering plants, plastic to NGOs from whichthey produces different products and now the emission of carbon dioxide of theirfactory is 0.02%.

Their future plan is to expand their business to Kashmir, Kachh, US, UK, America, Singapore, Nagaland, Katar, Ausralia, Dubai, etc. They want to make their products from local to global.

After that Q & A forum was opened for students. Mr. Rishabh Budhani sir guided the students and motivated them. He said to the students to follow theirpassion. At the end students really enjoyed the session and also they got information about new products in market.



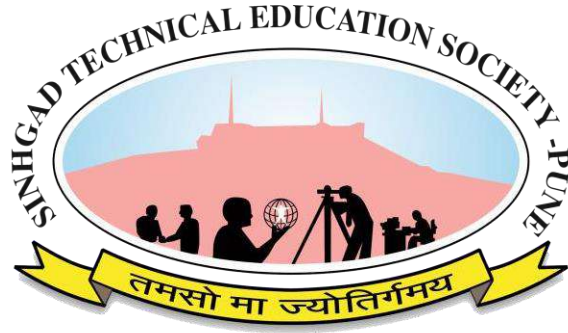


Some Glimpses from the session

Dr. Sagar Pawar
Academic Head, SIOM



Dr. Daniel Penkar
Director, SIOM



Sinhgad Institutes

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Vadgaon, Pune

A.Y. 2021 – 22

Capital Market Mutual Funds





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Date – 2 June 2022

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **Capital Market Mutual Funds** at Sinhgad Institute of Management, Vadgaon, Pune from the **03rd of June 2022**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.





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Activity Title	Capital Market Mutual Funds	Date & Time	03 rd June 2022 02pm onwards
Activity Category	Campus to Corporate Activity	Activity Venue	Auditorium Hall
Participants	Students	Numbers of Participants	219

“Capital Market – Mutual Funds” a C2C Session was Organised by STES Sinhgad Institute of Management (SIOM), Vadgaon (Bk.), Pune in association with Bombay Stock Exchange (Lotus E & T) on 3rd June 2022. The session was started with the welcome note and an introduction of the hon’ble guest of the session Mr. Pankaj Mathkar Sir. The hon’ble guest was introduced by Pranav Umekar, student of MBA I (Marketing).

The guest speaker had started the session with an introduction to Capital Market and also gave brief description regarding the same in Indian Market. He, also spoke about What is an Investment market?, What are the different career opportunities in the capital market?. He made awareness regarding How is it important? And how it plays a vital role in personal finances of an individual.



Financial Planning - Key Aspects

- Financial Goals
 - Buying a house
 - Children's Education
 - Children's Marriage
- Insurance Planning
- Tax Planning
- Retirement Planning



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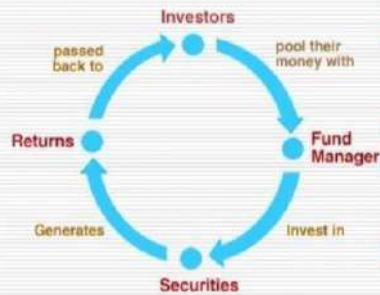
Glimpses of the session

The speaker sir, spoke regarding the financial planning with respect to different dimensions such as key aspects, its importance and different sources and products of the same such as Equity, Derivatives, Mutual Funds etc. These inputs shall definitely encourage the students to learn more about capital market and look forward for their own financial planning.

Mr. Pankaj Mathkar sir, focuses and gave information about Mutual Funds. What is Mutual Fund? Different schemes and features of mutual funds and how to invest in mutual funds? He also gave information about insurance, tax planning, retirement planning and National Pension Scheme (NPS) and various investment opportunities at BSE. And also gave some products information related to Finance as Equity , Derivatives, Currency Derivatives , etc.



Mutual Funds – Features



- High Returns Over Long term
- High Liquidity at NAV based prices.
- Effective from F.Y. 2020-21 Dividend is taxable in the hands of investors
- Low Investment Size
- Risk is minimized through diversification
- Various Types of Funds to choose from
- Periodic Investment (SIP)/Withdrawal (SWP) facility
- Other facilities like STP available

Glimpses of the session

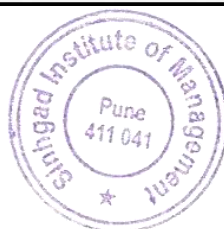
Investors invest their income for the purpose of high returns. Thus there has to be some rights for them. Hon'ble speaker Sir spoke with respect to same and also gave information about Rights of Investor, Obligations of Investors, Do's and don'ts for Investors, Investor grievance redressal mechanisms Investors and New initiatives taken by BSE IPF and told about some important websites for more information about BSE .

Do's & Don'ts for Investors

- Deal only with SEBI Registered Broker/Intermediaries
- Caution against unsolicited investment tips.
- Don't trust any hot investment tips promising unrealistic returns on investments.
- Read all mandatory documents viz. Rights and Obligations, Risk Disclosure Document, Policy and Procedure document of the stock broker.
- Get clear about all brokerage, commissions, fees, other charges levied by broker.
- Read, understand and then sign the voluntary clauses.
- Obtain a copy of all documents executed by you from broker free of charge.

For the entire list of Do's & Don'ts for Investors, visit

www.bseindia.com



Every Individual, always needs and seeks the financial stability and growth. He always tries to find out different opportunities for investment and better returns. Thus investment in capital market and specially in Mutual Funds can become a good option. Knowledge and understanding of the same can reduce the risks and can provide financial security. The session will definitely helpful to the students and shall, also motivate them for investments.

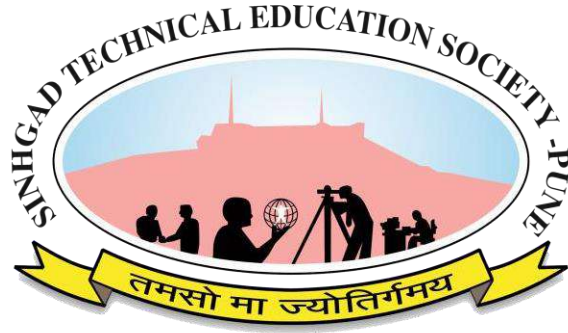
At the end of the session, Mr. Pankaj Mathkar sir gave some useful information for the investment. The vote of thanks were delivered by Ms. Neha Umekar (MBA I Marketing).



Dr. Sagar Pawar
Academic Head, SIOM



Dr. Daniel Penkar
Director, SIOM



Sinhgad Institutes

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Vadgaon, Pune

A.Y. 2021 – 22

Train the Trainer





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Date – 6 April 2022

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **Train the Trainer** at Sinhgad Institute of Management, Vadgaon, Pune from the **07th of April to 28th April 2022**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.



15-DAYS CONSOLIDATED
FACULTY DEVELOPMENT
PROGRAM REPORT





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FDP: 1

FACULTY DEVELOPMENT PROGRAM REPORT: DAY 1

Speaker: Prof. Govind D. Apte.

Date: 7th April 2022

Time: 10:00 AM to 5:00 PM **Venue:**

CTC, Sinhgad Technical Education Society, Lonavala

Director: Dr. Anil Nagtilak

Event Attendance: 137

The Faculty development programme started with a warm welcome to all the guests, directors and faculty members who were present there to attend the FDP. The opening remarks for the Faculty Development Program were given by Prof. Dr. Rajashree Shinde which was followed by an introduction of the resource person Prof. Govind D. Apte. Dr. S. U. Gavade briefed the gathering about the Faculty Development Program and its importance. The session was about *Case Study Teaching Methodology*.





Glimpses of the session

The session started with a Harvard Business School case study “*The Chattanooga Icecream Division*”. Sir started the discussion with a quiz and hence randomly asked questions to the faculties regarding the facts of the case and the characters involved in the case study. Sir emphasized on how to analyse the background of the case.



Thereafter, Prof. Govind Apte Sir discussed the characters involved in the case study. Sir elaborated on their nature and positions in order to understand the dynamics of the people. With the help of diagrams and charts Sir explained the sales and profits of the firm, also focused on the market trends of that particular industry and discussed what impact does brands have on people.



Glimpses of the session

Sir then highlighted on the problem questions of the case and discussed in detail about the problem areas such as low margin levels, lack of variety, resistance to change, basic flavours, shifting blame tendency of the people and so on.

Prof. Govind Apte Sir also discussed with everyone about the various angles of the case and how it can be connected with all the different specializations such as Marketing, Human Resource and Operations.



Overall the session was very interactive and everyone got a better understanding on how to deal with case studies in class.



Glimpses of the session

In the second half, Sir started with “*The Atlantic Computer: A Bundle of Pricing Options*” case study. Govind Sir highlighted on how to identify the width and depth of the market and the difference between growth market and mature market with this case study.





Glimpses of the session

Prof. Govind Apte Sir continued with the similar pattern where he first asked everyone questions regarding the facts of the case and discussed the characters of the case study in detail. Later, sir explained the concept of segmentation to everyone with the help of the case and also mentioned how one can apply segmentation concept into the market.

Sir also addressed various queries related to cloud computing, customer intimacy, cost plus pricing, direct cost, variable cost, allocated cost and so on, the explanation that Sir gave helped everyone to develop more understanding about these terms with relatable examples.





Glimpses of the session

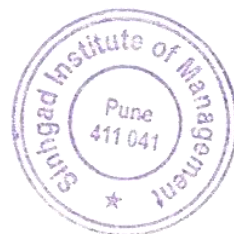
Post that a general management case *Birch Paper Company* was discussed in the session. With reference to this case, Sir explained what an integrated company is and why integration is required. Govind Sir also mentioned the difference between cost centre and profit centre. Sir used white board to solve problems given in the case and also explained to all the faculty members how similar types of cases can be handled in a more effective way in the class.





Glimpses of the session

The session on *Case Study Teaching Methodology* was quite helpful for all the faculty members as it gave a better understanding on how case studies can be used as a tool for analysis and discussion and also to show how an application of a theory or concept can be related with real life situations.





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FACULTY DEVELOPMENT PROGRAM REPORT: DAY 2

Speaker: Dr. Sharad Joshi Dr.
Daniel Penkar

Date: 8th April 2022 **Time:** 10:00 AM to 5:00 PM **Venue:**

CTC, Sinhgad Technical Education Society, Lonavala **Director:** Dr. Anil

Nagtilak

Event Attendees: 137

The session started with the introduction of the first speaker of the day *Dr. Sharad Joshi* by Prof. Rajeshwari Shinde. The session was about *Surviving the Post Covid New Normal* pertaining to the education industry.



Glimpses of the session



The session was broadly distributed in about three segments. First segment was about different trends that are being introduced post-covid, how it is important to be technically sound to adjust according to the new normal and different measures as a professor we have to consider to make it work in the post-covid scenario. He mentioned changes that were prevalent after the post covid scenario in the education industry also explaining that how delivery of education also needs to be adapted according to the changing times.



In the second segment he discussed “*Making of a Good Researcher*”. In this he mentioned the qualities of a researcher, why it is important and how it can be amplified. He specifically stressed on the point that it is not merely a Ph.D work but a lifelong process that helps to develop your mind and knowledge. Sir also reviewed the importance of upgrading skills and the skills that are necessary for a researcher to adapt according to the time.





Glimpses of the session

Third was about the *Characteristics of a Good Teacher*. He explained it through the journey of becoming an Assistant professor to associate professor to Professor and necessary changes that are important for each upcoming stage and how it can be a fun filled process if each faculty takes it seriously and upgrades themselves accordingly.



The resource person for the day was Dr. Daniel Penkar sir. His topic for discussion was *What is it like to work in a Management Institute?* His session was more on the interactive side, revolving around different questions that are faced by each and every faculty in day-to-day life. That session progressed in a step-by-step manner distributed in about 25 situation based questions kept for the discussion.



Glimpses of the session

Questions like *What are the important 9P's in Teaching/Training?*, *Phrases Quotes, Important Statements or words of wisdom are they important? Why are certain activities/exercises important in Teaching?* were discussed with faculty members. Faculties actively participated and discussed their side of the situation.



Sir also elaborated on the importance of case studies, why they are important and how helpful they can be for students as well as teachers.

Another aspect discussed was the value of feedback for a teacher. He highlighted that feedback has the power to shape the career of a particular teacher in a much better way, specifically negative feedback. So, it is highly important for a teacher to always consider the feedback as a further tool for development. As it is the key for becoming a good teacher.





Glimpses of the session

Few other points that became the highlight of the session were the positive and negative vicious circle and how it can change our lecture delivery in the classroom, the prominence of transformation of a student rather than merely passing and the most effective combination a teacher should use while teaching.



Overall this Faculty Development Program was a great experience for all the faculty members. The program was packed with a lot of learning experiences and gave a better outlook according to the changing times.



FDP: 2

FACULTY DEVELOPMENT PROGRAM COURSE:FINANCIAL MANAGEMENT

Speaker: Dr. Prachi Pargaonkar, Director SKNSSBM
Dr. Prakash Pise, Convenor, NBNSSOMS
Dr. Sanket Charkha, Assistant Professor, SKNCOE

Date: 18th April 2022 **Time:** 10:00 AM to 5:00 PM

Venue: SKN Sinhgad School of Business Management, Ambegaon.

Director: Dr. Prachi Pargaonkar

Event Attendees: 26

FDP was conducted on the subject "Financial Management" (subject code 202) on 18 April, 2022 from 10:00 a.m. to 5:00 p.m. Dr. Prachi Pargaonkar, Director SKNSSBM, Dr. Prakash Pise, Convenor, NBNSSOMS and Dr. Sanket Charkha, Assistant Professor, SKNCOE were the resource persons.

Total faculty members across Sinhgad Management Institutes were present. In the first half of the day, resource persons briefed the participants with the syllabus, suggested pedagogy, overview of bloom's taxonomy for concurrent evaluation. Post lunch, participants were divided into 5 unit wise groups for discussion on various parameters that were distributed to them. (Sheet attached). The activity started with creating a Mind-map to know what skill sets are required to learn the subject effectively, finding out the reason why they find it difficult. This helped the participants know which areas and topics should be focused on in their unit wise group discussions. It also helped them to find out important topics to focus on.



FDP: 3

FACULTY DEVELOPMENT PROGRAM COURSE: OPERATIONS & SCM

Speaker: Dr. Yatin Bokil (Dean, SKNSSBM)
Prof. Sandeep Londhe (Asst. Prof, SBS)

Date: 18th April 2022, Wednesday

Time: 10:00 AM to 5:00 PM

Venue: Sinhgad Institute of Business Administration and Research, Kondhwa **Director:** Dr.

Dhananjay Mandlik

Event Attendance: 13

Event Brief:

The FDP was conducted as part of the 15 day Faculty Development Program organized by STES for faculty members of MBA program for the course “Operations & Supply Chain Management”

The FDP highlighted on the facets of the course OSCM, its content and mainly on the teaching andragogy for the same. The course has a purely technical orientation attempting at acquainting students with various business operations and practices, tools and techniques adopted by companies to be successful and to maximize efficiency.



Operations and Supply Chain Management (OSCM) includes a broad area that covers both manufacturing and service industries, involving the functions of sourcing, materials management, operations planning, distribution, logistics, retail, demand forecasting, order fulfillment, and more. Operations management is important in a business organization because it helps effectively manage, control and supervise goods, services and people. Operations management cuts across every sector and industry as it may concern.

This FDP aimed at deliberating on how this can be achieved successfully in terms of the teaching-learning process.

The Resource person's shared a couple of supplementary reading material, links and references for various topics that included audio video links for the said course.

The FDP saw an enthusiastic participation from the faculty members and was much appreciated as it provided an opportunity to faculty members to discuss the course contents and course outcomes with colleagues and better plan their own andragogy for delivering sessions of the course OSCM.





Glimpses of the session





FDP: 4

**FACULTY DEVELOPMENT PROGRAM COURSE: 206 (MKT)CONSUMER
BEHAVIOR**

Speakers: Unit 1: Dr. Milind Marathe, SIMCA
Unit 2: Dr. Pravin Bodade, SKNSSBM
Unit 3: Dr. Sachin Wankhede, SKNCOE-MBA Unit 4:
Dr. Sagar Pawar, SIOM
Unit 5: Dr. Kavita Kamath, RMDSSOMS

19th April 2022

Time: 10:00 AM to 5:00 PM **Venue:**

SCOE-MBA.

HOD: Dr. Mamta Mishra **Event**

Attendees: 23 **Objectives of the**

Activity:

1. To standardize the teaching pedagogy across all Sinhgad Management Institutes.
2. To discuss CCEs, CO-PO mapping, syllabus coverage.
3. To create a question bank for the subject.
4. To discuss innovative teaching-learning methods which will make the subject more interesting to students.



Summary of the FDP:

The FDP began with a welcome address by Dr. Mamta Mishra, HOD, MBA SCOE. The first session was conducted by Dr. Milind Marathe, SIMCA. He covered the first unit of Consumer behaviour. He shared many videos, links to reference books and textbooks which can be provided to the students for reading. He explained the various concepts which can be covered using different methodologies. He also spoke about Bloom's taxonomy and CO PO Mapping of the entire subject. The second unit was covered by Dr. Pravin Bodade from SKNSSBM. He emphasized on how case study can be linked to this unit, as well as projects and videos which can add value to the topic.

The third session was delivered by Dr. Sachin Wankhede, HOD-MBA SKNCOE which covered the third unit of consumer behaviour. He linked the unit to other subjects and explained the importance of using case study and videos in teaching. The fourth unit was conducted by Dr. Sagar Pawar from SIOM. He threw light on various models of Consumer behaviour. He explained how these things can be taught and the scope of these models. In the fifth unit Dr. Kavita Kamath from RMDSSOMS spoke about the use of news articles, caselets and role play for teaching various concepts.

During the concluding session of the FDP, all the participants discussed their learning, shared their insights, and were given an excel sheet to create a question bank for the subject.

Outcomes of the FDP:

1. Various teaching learning pedagogy were discussed.
2. All faculty members got a standard approach to the subject of Consumer Behaviour.
3. They also got insights on how to teach each unit of the subject and how to map it with other subjects.



4. A question bank was created which can be used by all faculty members for model question papers.

Photos of the Sessions:



FDP: 5

FACULTY DEVELOPMENT PROGRAM COURSE:PERSONAL FINANCIAL PLANNING

Speakers: Mr. Swapnil Shah, a Sinhgad Alumni and currently Director of Finoglobin Financial Services Pvt. Ltd.

Dr. Sadhana Ogale, Assistant Professor, SKNSSBM

Date: 19th April 2022

Time: 10:00 AM to 5:00 PM

Venue: SKN Sinhgad School of Business Management, Ambegaon.

Director: Dr. Prachi Pargaonkar

Event Attendees: 26

FDP was conducted on the subject "Personal Financial Planning " (subject code 206FIN) on 19th April, 2022 from 10:00 am to 5:00 pm. Mr. Swapnil Shah, a Sinhgad Alumni and currently Director of Finoglobin Financial Services Pvt. Ltd. And Dr.

Sadhana Ogale, Assistant Professor, SKNSSBM were the resource persons.

Total 15 faculty members across Sinhgad Management Institutes were present. The day started with Mr. Shah speaking about industry expectations from Finance students interested in Financial Planning. He also gave excellent inputs on how teachers can make the subject interesting. He stressed on creating awareness among students on geopolitical issues, financial economies. He further suggested that students should be made to think and taught application of a particular concept and formula rather than teaching him how to use it.

This session was followed by one by Dr. Sadhana Ogale. She briefed the participants with the syllabus, suggested pedagogy, overview of bloom's taxonomy for concurrent evaluation. Post lunch, participants were divided into 5 unit wise groups for discussion on various parameters that were distributed to them.



FDP: 6

**Sinhgad Institute of Business Administration & Computer Application,
Lonavala**

**FACULTY DEVELOPMENT PROGRAM COURSE: SERVICE
OPERATIONS MANAGEMENT-I (OSCM)**

Speaker: Prof. Vikrant Maheshwari – SIMACA Narhe

Date: 19th April 2022 **Time:** 10:00 AM to 5:00 PM **Venue:** Sinhgad

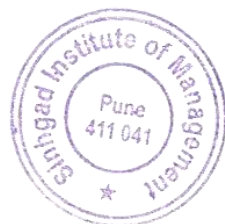
Institute of Management, Vadgaon, Bk Pune.

Director: Dr. Daniel Penkar

Event Attendees: 9

STES's Vice President Admin. Mrs Rachana Navale Asthekar Madam had provided such beautiful opportunity to all STES's MBA Faculties to arrange and organize 15 days Faculty Deployment Program (FDP) on 7th April 2022 to 28th April 2022.

Faculty development program (FDP) has been considered as a stand-alone educational pedagogy in fostering knowledge and professional skills of the faculties. With this unique preposition in mind we have designed this FDP on understanding and practical approach towards case-based teaching learning.



Morning Session – 10.00 am to 1.00pm

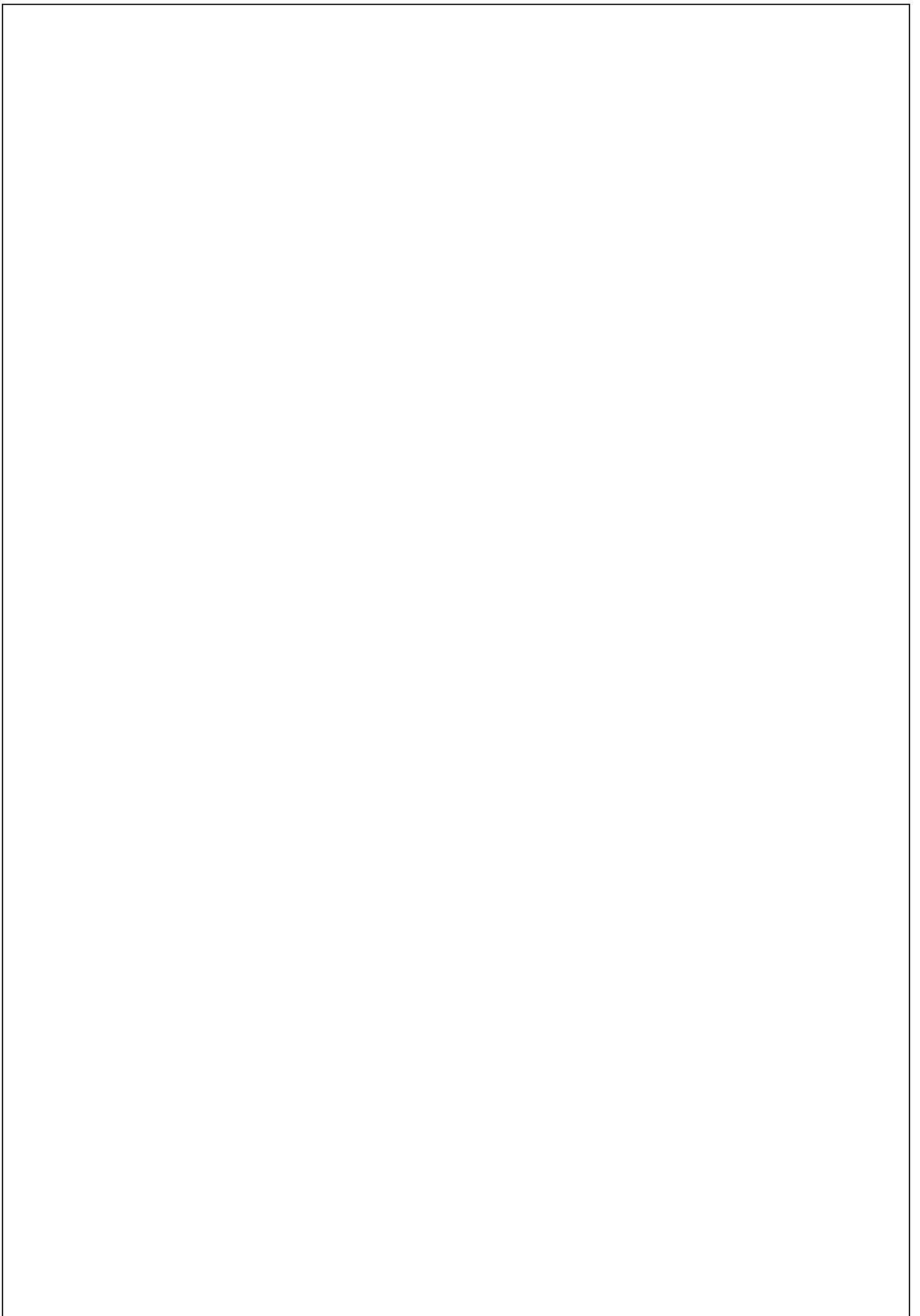
In the morning session Prof. Maheshwari focused on syllabus of Service Operations Management- I (all five units). Contents were discussed on Teaching pedagogy/Methodology, Reference books, Case lets to be conducted in class, how to make the difficult topics easy, Depth & scope of topics, Additional reading. Videos on certain topics to be shown during lectures to make the session interesting and participative.

Evening Session: 2.00 pm to 5.00 pm

In the afternoon session he has focused on mapping of each unit according to Bloom's taxonomy, CO, PO and CCE Parameters. All faculty have discussed conducting a case class with the supportive material of all the units. Questions bank on was created based on parameters of Bloom's taxonomy. Afterwards it was discussed that we all should register for MOOCS & Certifications.

Photos:





FDP: 7

FACULTY DEVELOPMENT PROGRAM COURSE: 205- MKT
MARKETING RESEARCH

Speaker: Prof. Vikrant Maheshwari – SIMACA Narhe

Date: 20th April 2022 **Time:** 10:00 AM to 5:00 PM

Venue: Seminar Hall, NBN Sinhgad School of Management Studies, AmbegaonBK Pune

HOD: Dr Prakash Pise

Event Attendees: 20

FDP Coordinator: - **Dr. Reshma Kabugade, Associate Professor, NBSSOMS**

Objective: - The knowledge of sharing will improve & update learning process, benefits to the running curriculum & teaching pedagogy.

The session was started by a welcome note. Dr Shivprasad Patil, DirectorNBNSTIC.

After a welcome note, the FDP program was started.

Resource Faculty: **Dr. Shriram Dawkhar, Assistant Professor, SIOM, PuneTopic:**

Methodology/Pedagogy used for Unit 1 & 3



Following points covered:

- 1) Linkage of subjects in MBA
- 2) Introduction to Market Research
- 3) Reference book: Malhotra
- 4) Relationship & Teaching pedagogy
- 5) ET Cases – Marketing Research
- 6) HBR Articles related to introduction of Unit 1
- 7) Different online courses like:
 - Marketing Management
 - Great Learning
 - Coursera course
- 8) Giving different examples with the help of hologram (Video on Biggest Starbucks in Japan)
- 9) CCE (Comprehensive Concurrent Evaluation) like open book test, viva, assignments etc
- 10) Question Paper pattern for the forthcoming written exam.
- 11) How to deliver the contents in an interactive manner?

Resource Faculty: Dr. Irfan Siddiqui

Topic: Methodology/Pedagogy used for Unit 2, 4 & 5

Following points covered:

- 1) Market Research Proposal
- 2) Background of Qualitative and Quantitative Research
- 3) Secondary data sources
- 4) Type of research design- exploratory, descriptive Questionnaire
- 5) Population and Sample size
- 6) Reference books- Malhotra, Kotler
- 7) Methodology parts/ Pedagogy case lets, chalk and board, Role play, PPT, Projects
- 8) MOOCS-short term or long-term courses



- 9) Video on How do I research?
- 10) How to get full marks- By highlighting points
- 11) Sage publishers- Reference for research design

Resource Faculty: Dr. Shriram Dawkhar Topic:

Methodology/Pedagogy used for Unit 3 Following points covered

- 1) Advance Analytical tools
- 2) Types of Analysis: Conjoint Analysis & types, Factor analysis, Cluster Analysis
- 3) Courses like NPTEL
- 4) Reference Books

Resource Faculty: Dr. Irfan Siddiqui, Associate Professor, SCOE, Pune Topic:

Methodology/ Pedagogy used for Unit 4& 5

Following points covered

- 1) Sales Analysis forecasting
- 2) Customer satisfaction
- 3) Market Segmentation
- 4) Regression Analysis

Prof. Dr. Milind Marathe, SIMCA shared his opinions on the videos shown by Dr. Irfan Siddiqui which was related to Samsung & Apple Market segmentation. He elaborated current technologies, Summarized the perspective, Insights Software for open ended questions & parameters, Factors & their highlights.



Group Activity was conducted. Participating faculties had given unit wise presentation on

- 1) Rubrics,
- 2) Teaching Tools,
- 3) Question Bank Depository.

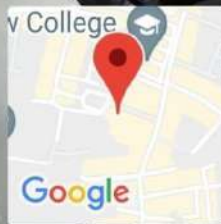
Dr. Prakash Pise, Convener, MBA NBSSOMS offered vote of thanks & the FDP concluded.





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FDP: 8



Sinhgad Institutes

**Sinhgad Technical Education Society's
Smt. Kashibai Navale College of Engineering
Department of Management Studies
Vadgaon Bk. Pune 411041**

**FACULTY DEVELOPMENT PROGRAM: 205- MKT
MARKETING RESEARCH**

Speaker: Dr. Sreelatha G, Director SIBM, Mumbai
Dr. Milind Vinod, Professor at SIBM, Mumbai
Dr. Urmila Nikam, Asst Professor, SIBAR, Pun

Date: 20th April 2022 **Time:** 10:00 AM to 5:00 PM

Venue: SKNCOE-MBA Dept.

HOD: Dr. Sachin Wankhede, HOD-MBA -SKNCOE

Event Attendees: 25

OBJECTIVE:

The program focuses on enhancing functional area expertise improving one's classroom delivery both as a teacher and trainer enhancing abilities for conducting meaningful research. The knowledge of sharing will improve & update the learning process, benefits to the running curriculum & teaching pedagogy.



FLOW OF EVENT

1. Registration
2. Welcome of all the delegates
3. First session
4. Tea and Networking
5. Second Session
6. Lunch Break and Networking
7. Presentations , Closing Remarks - Vaedictory
8. Group Photographs

The session was started by a welcome note by **Dr. Sachin Wankhede, HOD-MBA -SKNCOE**. After a welcome note, the FDP program was started.

Resource Faculty: CA Dr. Sreelatha G, Director, SIBM, Mumbai

Topic: Methodology/Pedagogy used for Unit 1 & 2

Following points covered:

- Unit 01 as to basics of Financial Markets
- Removing fear of students with respect to Finance
- Money and Capital Markets
- Banking – Non Banking Institutions
- Indian financial system
- Role and Functions of Banks
- RBI
- Using SEBI and RBI Website and published reports
- Money Market Instruments
- The reforms in Indian Money Market



2. Resource Faculty: CA Dr. Milind Vinod, Associate Professor, SIBM,Mumbai

Topic: Methodology/Pedagogy used for Unit 3

Following points covered:

- a. Components & Functions of Capital Markets
- b. Bond markets, Commodity markets
- c. Derivatives markets,
- d. Futures markets,
- e. Foreign exchange markets,
- f. Crypto currency market
- g. Primary & Secondary Market Operations
- h. Role of SEBI in Capital Market

Resource Faculty: Dr. Urmila Nikam, Assistant Professor - SIBAR

Topic: Methodology/Pedagogy used for Unit 4 & 5

Following points covered:

- a. Banks and NBFCs
- b. Central Bank, Nationalized & Co Operative Banks, Other types
- c. Types of Banking: Wholesale and Retail Banking, Investment Banking, Corporate Banking, Private Banking, Development Banking
- d. Various Concepts in Banking and Accounting of transactions
- e. RTGS, ATM, MICR, OCR, OMR, and DATANET





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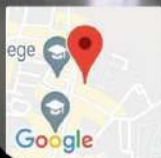
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FDP: 9

 Sinhgad Institutes	Sinhgad Technical Educational Society's SINHGAD INSTITUTE OF MANAGEMENT Affiliated to Savitribai Phule Pune University, Approved by AICTE & Accredited by National Board of Accreditation, New Delhi) 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
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FACULTY DEVELOPMENT PROGRAM: HRM - COMPETENCY BASED HUMAN RESOURCE MANAGEMENT

Speaker: Dr. Sanmath Shetty
Prof. Mayuri Yadav.

Date: 21st April 2022 **Time:** 10:00 AM to 5:00 PM

Venue: Sinhgad Business School, Erandwane

Director: Dr Vijaya Puranik

Event Attendees: 14

The Faculty development programme started with a warm welcome to all the guests, speakers and faculty members who were present there to attend the FDP.

The opening remarks for the FDP were given by Dr Vijaya Puranik which was followed by an Introduction of the resource person Dr. Sanmath Shetty and Professor Mayuri Yadav. The session was about Competency Based Human Resource Management Shetty sir started the session with giving a brief explanation about the subject competency based human resource management followed by discussing the schedule for the day Post that Prof. Mayuri took over the session and gave a presentation about the course description and the student learning outcomes from the subject. Madam emphasized on how this subject would help students to design and develop competency based models. Madam also gave a sample rubric for the subject and a detailed discussion regarding the same took place between all the faculty members.



The session was then continued by Mr. Rajesh Babaroa Sasane who joined us virtually and discussed about the competency model which is used in their firm Forex Rupay's Sir rightly emphasized on how important it is to choose the right person for the right job, Sir mentioned about the three types of employees strikers, dominant and stones and also on how companies work on these types of employees and which ones they prefer more

Sir also explained competencies and its types such as behavioural competencies, technical competencies and vocational competencies Sir mentioned that HR becomes successful when he is able to bring the skill to do work and will to work together in order to improve the performance. Sir also highlighted the performance management in Forex Rupaya and the expected skills in competency mapping Sir also pointed out the arena in which teachers should focus from industry point of view Post sirs session Dr Sanmath Shetty gave a vote of thanks to sir for sharing his thoughts and giving us his time.



Post that session Prof. Mayuri discussed the competency mapping of MBA students, Madam also mentioned the components, objectives and process of competency mapping. Madam also highlighted the common and specialization wise competencies which were identified for MBA students. All the faculty members gave their inputs for the model, overall, it was quite interactive. meaningful and interesting session

Post Lunch: Dr. Shetty conducted a case study, where three groups were created. The groups had to present the solution to the case and discuss ways in which the case can be conducted for the students. It was decided that considering the good points from the groups, a teaching note shall be created and be distributed among the faculty.

There was discussion between the faculty regarding the MOOCs, videos and reading material available for the course. All faculty gave their input and hereafter a database for the same was created to be circulated among the faculty. All institutes were given specific units under which long questions and their model answers were to be mapped Also, a question bank for MCQ's will also be made by the institutes. It was decided that all the content shall be distributed to all concerned faculty in the first week of May 2022.

All participants gave feedback and the session was concluded by Dr. VijayaPuranik.



FDP: 10



Sinhgad Technical Education Society's
SINHGAD INSTITUTE OF MANAGEMENT
(Affiliated to Savitribai Phule Pune University, Approved by AICTE
& Accredited by 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

FACULTY DEVELOPMENT PROGRAM: 206 OSCM SUPPLYCHAIN MANAGEMENT

Speaker: Dr. Khawaja Mubeenur Rahman
Prof. Pramod Sasane

Date: 22st April 2022 **Time:** 10:00 AM to 5:00 PM

Venue: Sinhgad Institute of Management, Pune

Director: Dr Daniel Penkar

Event Attendees: 10

The faculty development programme was started with a warm welcome to all the faculty members by Prof. Sushma Gandal. Then Prof. Sushma invited Dr. Daniel Penkar for his words of wisdom. The opening remarks for the Faculty Development Program was given by Dr. Daniel Penkar.





After that the charge of the programme was taken by the first speaker Dr. Khawaja Mubeenur Rahman. Sir has started with different teaching pedagogies that can be used in unit 1 of 206 OSCM Supply Chain Management. Which includes Important Topics of the subject, Text books & Additional Reading, PPTs which can be used in the class. Sir showed a few good videos which are very relevant to the topic. For the first unit Sir conducted the famous case study of Mumbai Dabbawala during the faculty development programme.

Rahman Sir also guided about the important Certifications courses offered by NPTEL related to 206 OSCM Supply Chain Management. Sir has also shared important multiple choice questions for unit 1 of the subject.

Then an exercise on the 3 levels of Bloom Taxonomy was conducted by Rahman Sir. In which Lower Level questions are related with the Cognitive Abilities like Remembering & Understanding of the subject whereas Middle Level questions are related with the Cognitive Abilities like Apply & Analyse and Higher Level questions are related with the Cognitive Abilities like Evaluate & Create.



All the participants have contributed in creating a Question Bank for the subject of 206 OSCM Supply Chain Management. The participants have also contributed in developing a set of Assignments and Probable Live Projects for this subject.

Same teaching pedagogies with different cases were also discussed by Dr. Khawaja Mubeenur Rahman for the third and fifth units of 206 OSCM Supply Chain Management.



The second speaker Prof. Pramod Sasane discussed the same teaching pedagogies with different cases for the second and fourth unit of 206 OSCM Supply Chain Management.





At the end Prof. Sushma expressed her gratitude towards all the participants for attending the faculty development programme, sharing their thoughts & suggestions and giving their valuable inputs. She also expressed her thankfulness towards both the speakers for creating such a wonderful course content of 206 OSCM Supply Chain Management.



FDP: 11



FACULTY DEVELOPMENT PROGRAM: BUSINESSANALYTICS

Speaker: Dr. Sachin Nimbalkar
Dr. Netra Patil (Director MCA, SIBAR)

Date: 25th April 2022

Time: 10:00 AM to 5:00 PM

Venue: MCA Computer Lab , SIBAR

Director: Dr. Dhananjay Mandlik **Event**

Attendees: 10

Event Objectives:

1. Teaching skill improvement.
2. Keeping pace **with current technology.**
3. Updating subject **knowledge.**



Guest Speaker Profile (if any):

Pre-lunch session

Speaker : Mr. Sachin Nimbalkar (Business Analytics expert for softwareindustry)

Post-lunch session: Dr. Netra Patil (Director MCA, SIBAR)

Event Brief:

Mr. Sachin Nimbalkar made the conceptual background and data processing for Rprogramming very clear to all the faculty members. It was a great value addition.

Dr. Netra Patil conducted a session on actual R programming. She demonstratedthe effective use of vectors, dataframes and other functions.



FDP: 12

**Sinhgad Institute of Management and Computer Application Narhe,
PUNE-41**

**FACULTY DEVELOPMENT PROGRAM: 201 MARKETING
MANAGEMENT**

Speaker: Dr. Anamika Singh, Director, SIMCA Narhe Pune Dr.
Milind Marathe, Professor, SIMCA Narhe Pune Prof Yatin
Bokil, Dean, SKNSSBM
Dr Sagar Pawar, Asso. Professor, SIOM Dr
Mamta Mishra, HOD MBA, SCOE

Date: 26th April 2022

Time: 10:00 AM to 5:00 PM

Venue: Sinhgad Institute of Management & Computer Application, Narhe Pune

Director: Dr. Anamika Singh

Event Attendees: 34

STES' Vice President Admin. Mrs. Rachana Navale Asthekar Madam had provided such a beautiful opportunity to all STES's MBA Faculties to arrange and organize a 15 days Faculty Deployment Program (FDP) from **7th April 2022 to 28th April 2022.**



A faculty development program (FDP) has been considered a stand-alone educational pedagogy in fostering the knowledge and professional skills of the faculties. With this unique proposition in mind, we have designed this FDP on an understanding and practical approach to case-based teaching-learning.

1st Session:

Resource Person:

Dr. Mamta Mishra, HOD MBA, SCOE Unite No 1 -

PRODUCT

In this session, Dr. Mamta Mishra explained what the product means? How is the product interlinked with all Marketing MIX? She even guided faculties on the importance and use of live examples in our own subject teachings.

How can we use different Plays; business games, practical assignments, and practical business puzzles in our session to explain its practical exposure to students, she explained. Dr. Mamta gave various examples of the marketing mix and suggested use in teachings.

2nd Session:

Resource Person:

Prof. Yatin Bokil, Dean, SKNSSBM Unite

No 2 - PRICING

It was the second session on Unite no 2 on PRICING by Prof Yatin Bokil. He explained Pricing Mix, pricing strategies, and how it's interlinked to the Remaining Marketing Mix. What are the bases of Pricing Mix? He explained and suggested using quality and in-depth PowerPoint presentations will help to understand concepts better.



He said clearing doubts on 4P's of Marketing Mix and its interlink with all management subjects have to be cleared for faculties. Once faculties will clear their own doubts, they will succeed to teach & guide.

3rd Session:

Resource Person:

**Dr Sagar Pawar Asso. Professor SIOM Unite No 3 -
PLACE**

Its place mix and basics of Place mix in marketing. Place mix is referred to as the Location of business in the market. He explained it would be Manufactured Products or Services provided by the organization. It is directly affected by tangibility aspects in the sense of its nature of existence and essence in society.

4th Session:

Resource Person:

**Dr. Anamika Singh Director SIMCA Narhe Pune Unite No 4
- PROMOTION & MOOC**

In the Promotion MIX Session, Dr. Anamika Singh, Director of an Institute said "Make students interactive, involved and competitive in subjects is the right pedagogy and methodology of teachings". She suggested using Audio-Visual Content in teaching. She explained with examples. It was an outstanding session as her own exposure to the world she traveled. It was a highly interactive session on promotion mix, teachings, and research as well.

5th Session:

Resource Person:

**Dr. Milind Marathe, Professor, SIMCA Narhe Pune Unite No 5
- PRODUCT LEVEL PLANNING**



Professor Dr. Milind Marathe has more than 25 Years of Experience in Marketing Management. He served his position as Professor in Marketing Management at Pune University and his own Marketing Exposure has very wide in-depth knowledge of students. It was a very disciplined session he organized from Product Invention, Innovation to its Marketing and Sales Management of an Organization. He explained in brief about Product level planning from its Product Idea to its Marketing exposure to Society.

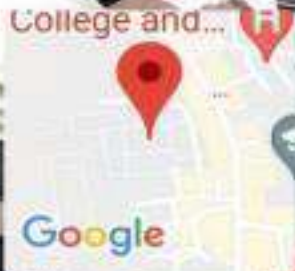
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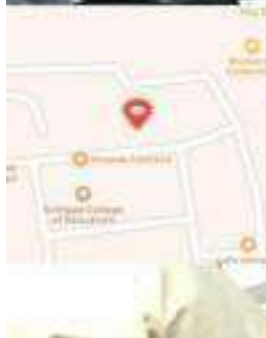
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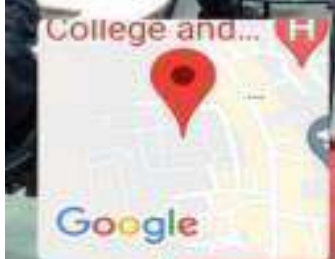
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FDP: 13

**Sinhgad Technical Education Society's
RMD Sinhgad Technical Institutes Campus
RMD Sinhgad School Of Management Studies, Warje, Pune**

**FACULTY DEVELOPMENT PROGRAM: EMPLOYEE RELATIONS
AND LABOUR LEGISLATIONS**

Speaker: Dr. Swati Vijay, RMDSSOMS

Date: 26th April 2022

Time: 10:00 AM to 5:00 PM

Venue: Sinhgad Institute of Management & Computer Application, Narhe Pune

HOD: Dr. Swati Vijay, RMDSSOMS

Event Attendees: 17

Objectives: (Should start with word To)

1. To understand the methodology for teaching ERLI subject
2. To identify MOOCs and certifications with respect to ERLI course
3. To learn the model answers and probable projects w.r.t ERLI
4. To understand extra inputs to be given to students w.r.t each unit

Session Summary:

Morning Session:



The session started at 10:00 AM by welcoming and introducing resource persons and all participants from Sinhgad Institutes by Prof. Priyanka Jadhav.

Dr. Swati Vijay, Dean RMDSSOM addressed the participants by welcoming and briefing the schedule of the session.

10:15 AM to 10:45 AM:

Dr Bharati Kumar explained the content of Unit 1. She explained various co-curricular activities to be taken for students in class. She said that students should be given small projects like

Comparative study of 5 companies to understand Participative Management. She also focused on Case study methodology of teaching. She shared a few caselets like Pharma Case study etc.

Madam enlightened participants with various online tools which can be used for enhancing student's participation like Crosswords, Word mint, Articles.

She also explained the teaching pedagogy to be adopted for this particular unit.

10:45 AM to 11:15 AM:

Dr Swati Vijay explained the content of Unit 2. She gave insight about collective bargaining methods in different nations. She emphasized to conduct Role plays, Case studies. She also had shown some videos of expert labour consultants Mr. Vivek patwardhan.

Madam enlightened participants with various online tools which can be used for enhancing student's participation like Articles, videos, labour magazines

11:30 AM to 12:00 PM:

Unit 3 was elaborated by Dr Bharati Kumar. She explained The Industrial Disputes Act 1947 – strikes and lockouts, layoff, retrenchment and closure,



The Contract Labour (Regulation and Abolition) Act 1970 –Licensing of Contractors, Welfare and health of contract labour, registers and other records to be maintained.

She explained two cases of contractual labour. She said that laws should be taught by telling students cases that happened in an organization.

12:00 PM to 12:30 PM:

Unit 4 was covered by Dr. Swati Vijay madam, wherein she explained methodology, extra inputs to be given to students, bare acts, and latest amendments students should know.

She elaborated the concept of registered trade union by giving a case study.

Afternoon Session:

1:15 PM to 2:00 PM:

Dr. Swati Vijay madam elaborated Unit 5 in detail. She explained various ways to make class interactive. She explained participants correlate laws with actual student life so that they can take interest and participation gets enhanced.

2:00 PM to 5:00 PM:

After clarifying teaching pedagogy of all 5 units, Small groups of participants were formed according to units and they were asked to develop a set of questions and model answers related to course content. They were also asked to identify suitable MOOCs, videos, courses, video links etc.

All participants were doing this group activity enthusiastically sitting in a computer lab and each group member mailed the contents they worked upon to the resource persons at the end of the day.

The FDP concluded by proposing a formal Vote of Thanks.



Event photos:



Dr. Swati Vijay, Dean, RMDSSOMS as resource person





Participants of Sinhgad institutes from different campuses





Active participation by all participants





Dr. Bharati Kumar, SBS, delivering the session



FDP: 14

FACULTY DEVELOPMENT PROGRAM: BA - DATA MINING

Speaker: Mrs. Archana Nair

Date: 27th April 2022

Time: 10:00 AM to 5:00 PM

Venue: Sinhgad Business School, Erandwane Pune.

Director: Dr. Vijaya Puranik

Event Attendees: 10



The FDP has covered basics of Data Mining as well as topics from the syllabus of MBA-I sem-II Business analytics There was discussion on teaching pedagogy as well . Madam has covered the latest technologies for data mining,data classification and data clustering also .There was discussion on different case studies ,projects , research papers and articles .

Overall FDP was very useful and informative .





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FDP: 15

**FACULTY DEVELOPMENT PROGRAM: HUMAN RESOURCE
MANAGEMENT**

Speaker: Dr. Vijaya Puranik. Dr.
Sanmath Shetty.

Date: 28th April 2022

Time: 10:00 AM to 5:00 PM

Venue: Sinhgad Institute of Management, Vadgaon.

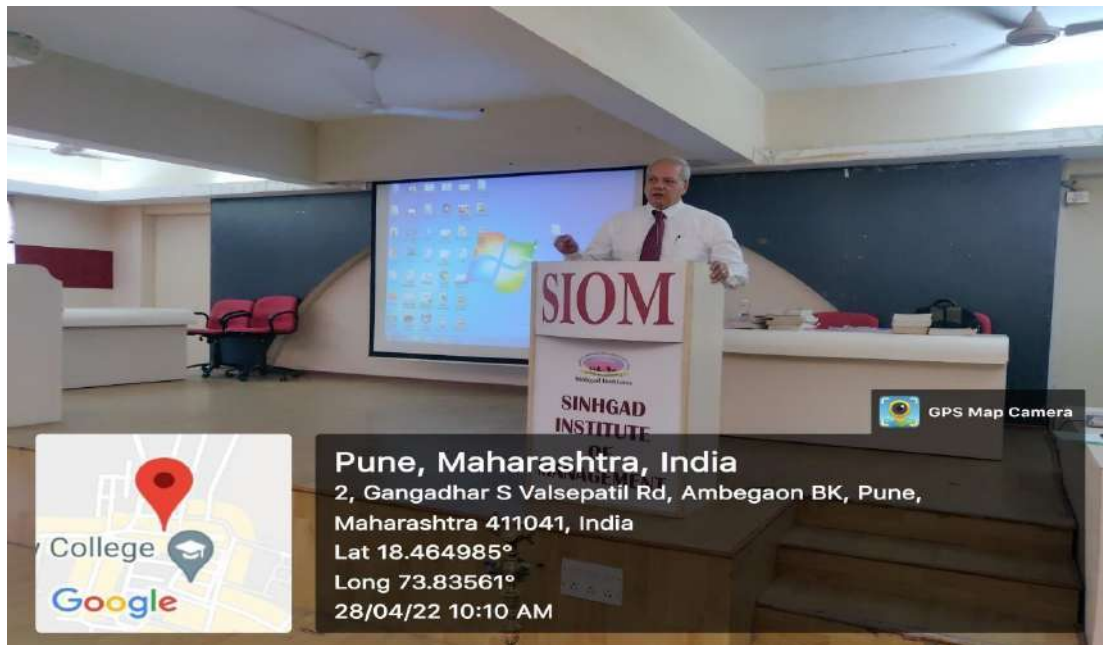
Director: Dr. Daniel Penkar

Event Attendees: 26

The Faculty development programme started with a warm welcome to all the guests, speakers and faculty members who were present there to attend the FDP. The opening remarks for the FDP were given by Dr. Daniel Penkar where he mentioned how this FDP can help us for a tremendous amount of enrichment in the teaching quality.



Post sir's session Dr. Sanmath Shetty introduced our resource person Dr. Vijaya Puranik. The session was about Human Resource Management.



Dr. Vijaya Puranik asked all the faculty members to introduce each other and after the introductions madam discussed her teaching methodology in class with the help of various reference books which she uses in the classroom for the students. Madam also shared the list of books which can be used unit wise to all the faculty members. Post that madam discussed the syllabus of human resource management. Madam made the session quite interactive by asking all the faculty members what they understand by application based teaching. Madam also mentioned that skill is more important than knowledge as knowledge can help a person to start something or to get a job but skills are required in order to sustain in that job.

Madam highlighted how important it is for a teacher to be a facilitator because if a teacher cannot get their students to learn they fail to be a good teacher. Madam mentioned that teachers are not only to cover the syllabus but also to uncover the syllabus. Madam gave various suggestions to all the faculty members regarding how they can use internal marks to develop skills of the students and also for better evaluation.



Madam also said that teachers can use different types of rewards to the students in order to motivate them.

Post that madam also discussed unit wise the teaching pedagogy, important topics, additional reading, projects. Madam shared various book details which can be used for human resource management such as HRM-Khanka, HRM- Ashwathappa, Geometry of HR- Sohrab Sadri, HRM-Durai and many more. Madam finished the session with a simple message that MBA students should be trained to become a better manager by their teachers and not only from an exam point of view.



After Dr. Vijaya Puranik's session Dr. Sanmath Shetty continued the session. Sir discussed in detail about the topic- Online Tools `Effective utilization during teaching. Sir mentioned various concepts such as google slides, socrative, kahoot, animoto, microsoft whiteboard, mentimeter. Post that session sir shared a virtual clip of interaction between sir and Abhishek Goyal who works in industry and shared various inputs regarding the recent trends in hrm such as work from home and virtual recruiting and also the challenges which they have to face due to online medium.



He also mentioned that employees prefer holistic lifestyle and how the relevance of HR can be made more important.

Mr. Abhishek Goyal also highlighted on how important diversity is from indian perspective, he also discussed about business strategies and talent management, retention and skills development of employees. He also shared various additional certification courses that can be done by students such as languages course in german, french, Hr analytics, recruiting related courses, etc. Post sir's session we took a lunch break.



After the lunch break, Dr. Sanmath Shetty started the session in a very interesting way by giving role plays to teams which were made according to the college campus. The role play was based on how a human resource manager handles his dis-satisfied employees. The role play started with SIMCA and ended with SIOM, all the participants and other faculty members enjoyed the role plays. After the roleplay all the participants shared their experiences and learnings which they got from the role play and also how they would implement these learnings in their class.





After the role play, Dr. Sanmath Shetty explained the concept of debriefing and also when does debriefing take place, sir also gave various examples regarding the same. Sir mentioned the following steps for debriefing: The what, The so what, Thenow what. Sir also explained that debriefing can be conducted with the help of discussions, questionnaire, learning diary. Sir also mentioned a reference book which can be used for the topic- On counselling.



Post that we had a case study discussion, sir distributed a case study to all the faculty members, the case study was based on human resource management- “We googled you” by Diane coute. Sir first about the characteristics of all the characters in the case study and with the help of that sir asked all the faculty members to give their views on the problem of the study and what will the concerned character in the case study do to deal with the problem.



Post that all the faculty members made some model questions and answers for the subject and the Faculty Development Programme ended with clicking pictures and loads of learning which took place.



Report Prepared by:

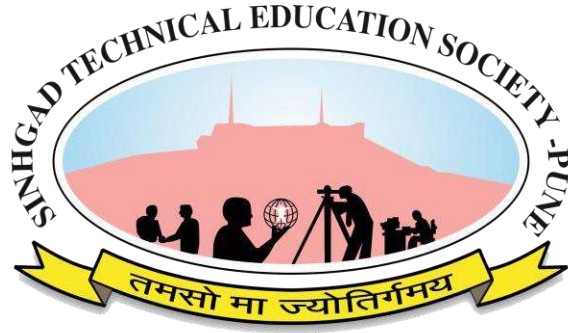
Prof. Aanchal Sharma, faculty member, Sinhgad Institute of Management, Pune,

Prof. Rutvi Rawal, Faculty Member, Sinhgad Institute of Management, Pune

Dr. Sagar Pawar
Academic Head, SIOM



Dr. Daniel Penkar
Director, SIOM



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A.Y. 2021 – 22

Workshop on Financial Techniques





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Telefax: (020) 24356592 E-mail: director_siom@sinhgad.edu Website: www.sinhgad.edu

Date – 21 March 2022

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **Workshop on Financial Techniques** at Sinhgad Institute of Management, Vadgaon, Pune from the **22nd of March to 25th March 2022**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.





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Activity Title	Workshop on Financial Techniques	Date & Time	22 nd , 23 rd and 25 th March 2022 10:15am onwards
Activity Category	Campus to Corporate Activity	Activity Venue	Auditorium Hall
Participants	Students	Numbers of Participants	250

Workshop on Financial Techniques was organized by Sinhgad Institute of Management Vadgaon, Pune. The session started with a welcome note and brief introduction of our guest Dr Prachi Pargaonkar, Director of SKNSSBM.

On day one, the speaker gave an introduction on the topic of discussion, Financial management is the process of planning, controlling, directing and organising a company's financial resources.

On the first day, the speaker gave only a brief understanding of the concept of Financial Techniques to the students.

On day two, the speaker discussed the techniques of Financial Statement Analysis.

The speaker, discussed the various techniques of Financial Statement Analysis, such as Ratio Analysis, Common Size Statements, Comparative Statements, Trend Analysis, Fund Flow Statements and Cash Flow Statements.

The speaker discussed the importance of the various techniques of Financial Statement Analysis and gave students a brief understanding of how they are used by businesses and others. On day three, the speaker discussed the uses of these techniques of Financial Analysis with the students.



The speaker highlighted that these techniques have very many uses which provide essential support to an organization be it of any kind.

The speaker highlighted that these techniques help organizations come up with realistic budgets, which are essential for the efficient functioning of an organization.

This results in adequate risk management, which saves the organization from unnecessary purchases of resources.

This also helps in cost forecasting, which helps the organization to map the expenses which in turn results smooth functioning of the organization.

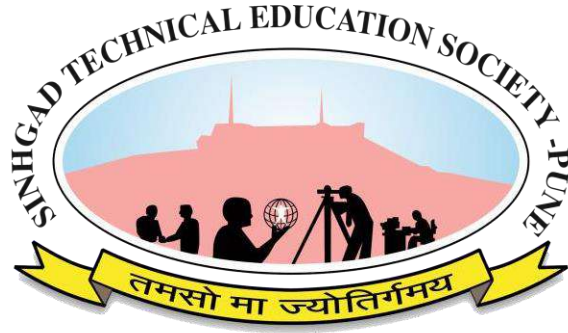
The session ended with a Thank You note by the student anchors, all of the students enjoyed the session a lot and gained a lot of knowledge.



Dr. Sagar Pawar
Academic Head, SIOM



Dr. Daniel Penkar
Director, SIOM



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Webinar on Share Markets





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Date – 4 March 2022

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **Webinar on Share Markets** at Sinhgad Institute of Management, Vadgaon, Pune from the **05th of March 2022**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.





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Activity Title	Webinar on Share Markets	Date & Time	5 th March 2022 12pm onwards
Activity Category	Campus to Corporate Activity	Activity Venue	Zoom Meeting
Participants	Students	Numbers of Participants	300

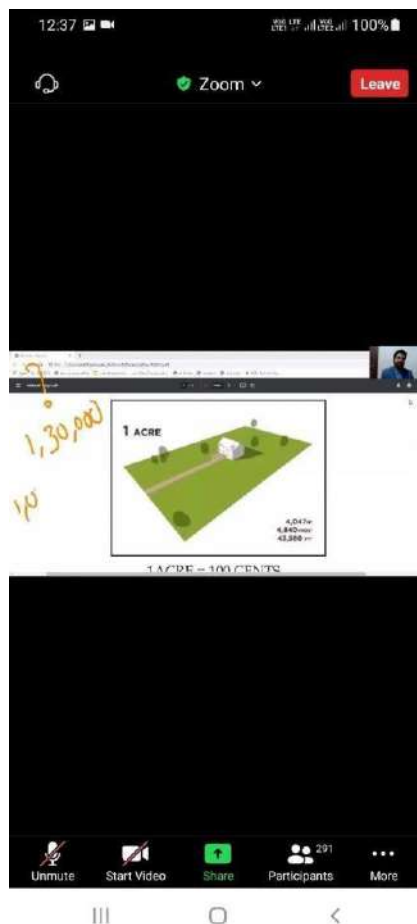
With an intention to make their students financially literate, the faculty of Sinhgad Institute of Management requested the learned founder of Shine Projects (India's leading Online Education Platform), Mr. Venkata Sri Harsha to arrange a session on 'Basics of Share Market and Financial Literacy.' This session was held on Saturday, 5th of March 2022 and received a massive response from students who were seeking information about the most misunderstood topic of financial studies i.e., Share Markets. Owing to which more than 290 students willingly participated in this session, which was conducted online, via 'Zoom Meet' platform.

Mr. Harsha's expertise in the field was noteworthy as he used real-life case studies to explain the basics and introduce some selected advance concepts of share market to the students. While doing so, he also provided definitions and formulas to help the students bridge the gap between tricky financial terminologies and their meaning using practical applications. The speaker also requested students to participate and make the session a two-way communication ensuring that no concept is mis-understood by the attendees. The ease with which the tricky terms of Share Market were explained made the students confident to enquire their doubts and give their input as and when requested by the speaker.

The speaker's presence of mind was so appropriate that he gave the students ample time to read the concept by sharing his screen's display along with explaining the concept through practical examples. This helped students who were completely new to this field, allowing them to take their time to understand the information provided.



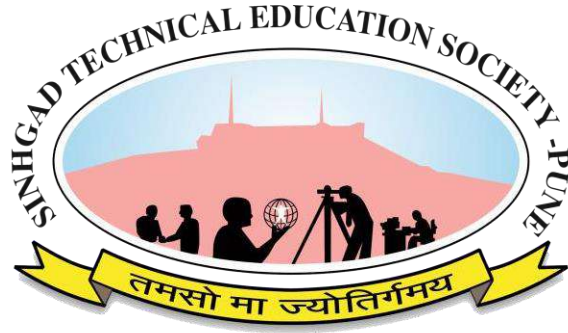
The topics covered in this session helped students to understand concepts of Issuing Shares, Initial Stake Holders, IPOs, Market Capital of an Organization, etc. Along with technical terms, practical examples of entrepreneurship development were also provided by the speaker. Students were also introduced to concepts like NSE, BSE, Nifty50, Sensex30, etc. Towards the end, the speaker conducted a small quiz wherein he asked questions which were in accordance with the session that he had conducted. The enthusiastic participation of the students was a proof that the tricky aspect of Share Market studies no longer scared them, and they were furthermore willing to explore this area of financial literacy. Mr. Harsha invited all willing students to be a part of selected online courses that were provided by his organization, i.e., Shine Projects and ensured a full support for students seeking a boost to their professional life. At the end of this interactive session, all the participants were given an E-Certificate which would help them decorate their resume, but more than that, this session ensured that the students of Sinhgad Institute of Management were ready to explore the world of Share Markets.



Dr. Sagar Pawar
Academic Head, SIOM



Dr. Daniel Penkar
Director, SIOM



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**Training Session on Advanced Research
Methodology**





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Date – 16 March 2022

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **Training Session on Advanced Research Methodology** at Sinhgad Institute of Management, Vadgaon, Pune from the **17th of March 2022**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.





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Activity Title	Training Session on Advanced Research Methodology	Date & Time	17 th March 2022 02pm onwards
Activity Category	Faculty Development Programme	Activity Venue	Auditorium Hall
Participants	Students	Numbers of Participants	30

A Faculty Training session on Advanced Research Methodology was hosted on 17th March 2022 by Sinhgad Institute of Management Vadgaon, Pune. The session began with a welcome note and a brief introduction of the speaker, Dr. Dhananjay Mandlik, Director SIBAR followed by the felicitation of Dr. Mandlik by our respected Director Sir Dr. Daniel Penkar. Dr. Mandlik started the session with a very basic question that 'What is Research?' which got the audience hooked from the very beginning. He explained that Research is a creative and systematic work undertaken to increase the stock of knowledge. He went on to explain the concept of advanced research and the different variables applicable to research.



Dr. Dhananjay Mandlik addressing the audience



The speaker explained that there are 4 types of variables which are Ordinal, Nominal, Interval, and Ratio, he gave examples of the Likert scale, customer feedback, temperature, and multichoice questions to further clarify the concept of different types of variables. He went on to say that the variables can be clubbed into two categories which are Qualitative and Quantitative. Dr. Mandlik explained that Ordinal and Nominal come under Qualitative Variables and Interval and Ratio come under Quantitative Variables. Dr. Mandlik said that when doing research, your results can never be 100% correct or wrong.

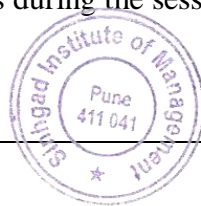


Director Sir, Dr. Sagar Pawar Sir and Faculty members during the session

Next up he discussed the concept of Hypotheses, he explained that a Hypothesis is a statement of expectation or prediction that will be tested by research. Further on sir educated us on the characteristics, sources, and types of Hypotheses. Sir also explained to us the Type 1 and Type 2 Error, he said that Type 1 Error is False Positive and Type 2 Error is False Negative.



Faculty Members during the session



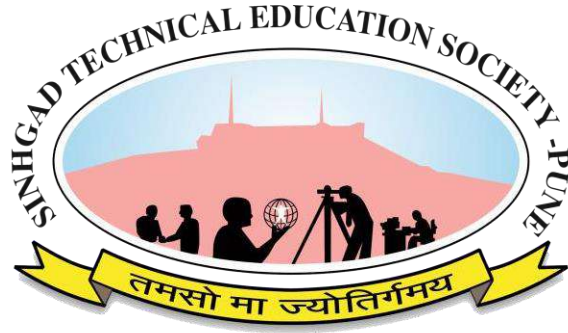
Dr. Mandlik ended the session by discussing the differences between Parametric Test and Non-Parametric Test. Overall, the session was very educative and interactive, it was also a learning opportunity for the new team of professors present during the activity.



Dr. Sagar Pawar
Academic Head, SIOM



Dr. Daniel Penkar
Director, SIOM



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Orientation Program On Six Sigma





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Date – 16 March 2022

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **Orientation Program On Six Sigma** at Sinhgad Institute of Management, Vadgaon, Pune from the **17th of March 2022**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.





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Activity Title	Orientation Program On Six Sigma	Date & Time	17 th March 2022 02pm onwards
Activity Category	Campus to Corporate Activity	Activity Venue	Microsoft Teams (Online Mode)
Participants	Students	Numbers of Participants	230

The “Orientation Program On Six Sigma” event was hosted on 17th March 2022 by Sinhgad Institute Of Management Vadgaon, Pune. The session started with the welcome note and a brief introduction(anchored by Ms. Shubhada Patole, student of MBA I) of the guest of the session Mr. G.K.K.Singh sir who is Master in Lean Six Sigma Black Belt.



Glimpses of the session



The speaker started with brief information of Lean Six Sigma , tools used in it. Also shared valuable information regarding job opportunities in lean six sigma ,companies leading in this domain like Amazon, Cummins, Samsung ,etc

Mr. Singh sir gave the important knowledge about what is Green, Black, and Yellow Belt and how it will be useful at different levels of career , sir also gave information about what is lean management and stated the 8- Waste – DOWNTIME concept.



Glimpses of the session

At the end of the session sir concluded by giving information about how Six Sigma is useful in different specializations and gave some examples of Lean Six Sigma Projects in different sectors like HR, Marketing, Finance, etc.

The session ended with the vote of thanks, given by Ms. Rajshri Magdewar student of MBA I, where she thanked honorable guest for giving their valuable time and providing such a knowledgeable and informative session, which would be very helpful to students and Institutes as well.

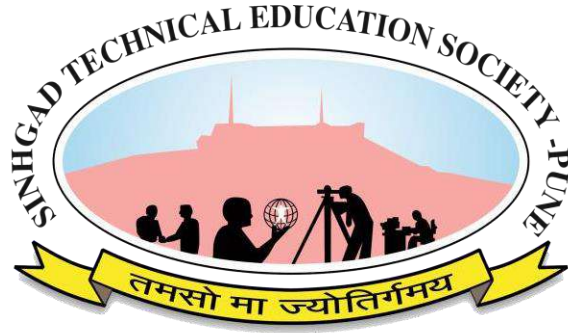
Dr. Sagar Pawar

Academic Head, SIOM



Dr. Daniel Penkar

Director, SIOM



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Orientation on Logistics and International Business





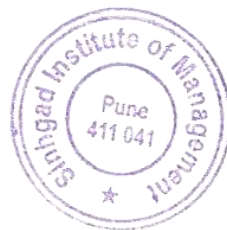
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Date – 11 March 2022

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **Orientation on Logistics and International Business** at Sinhgad Institute of Management, Vadgaon, Pune from the **12th of March 2022**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.





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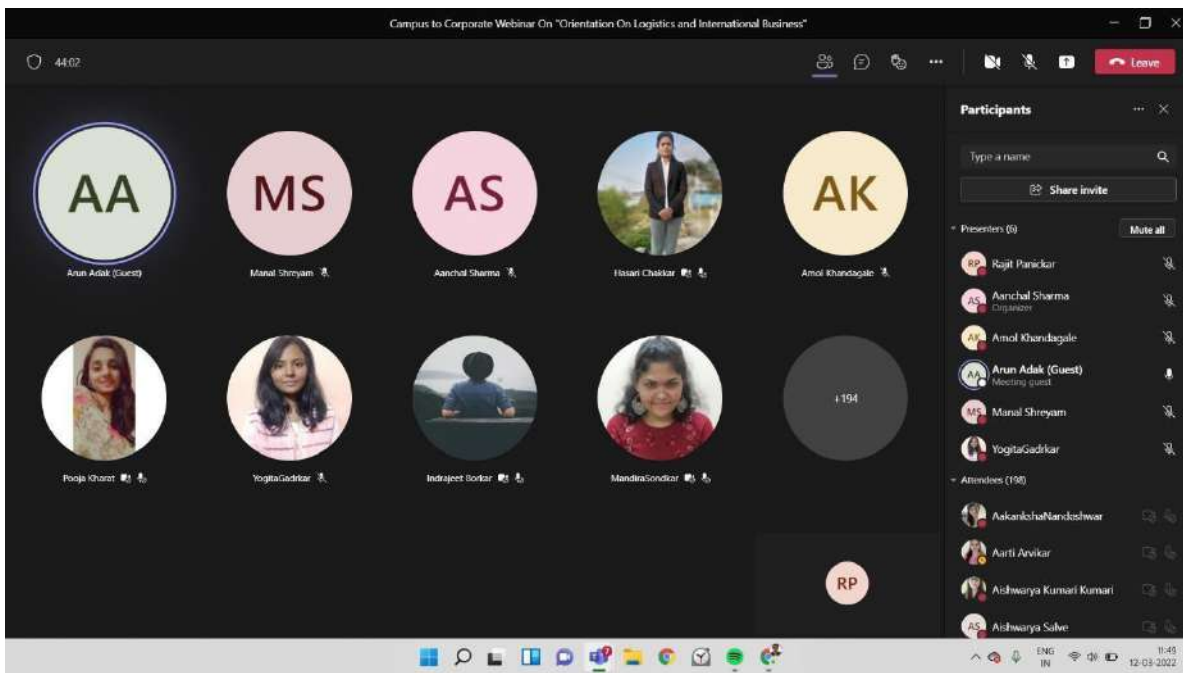
Activity Title	ORIENTATION ON LOGISTICS AND INTERNATIONAL BUSINESS	Date & Time	12 th March 2022 11am onwards
Activity Category	Campus to Corporate Activity	Activity Venue	Microsoft Teams
Participants	Students	Numbers of Participants	290

A session on Orientation on Logistics and International Business was hosted on 12th March 2022 by Sinhgad Institute of Management Vadgaon, Pune. The session began with a welcome note and a brief introduction of the guest, Mr. Arun Adak Sir, COO – PSA Ameya Logistics Ltd.

The speaker began his presentation with the introduction of the topic Logistics and International Business. He then explained the history of transportation on ships and how many ships are present on the water. There are 4000 ships on the water for transport. He then talked about O.N.E. (Ocean Network Express) and the shipping line.

After he explained when Containerization takes place in the shipping industry and how it is helpful for the shipping industry. He then explained the Components of Supply Chain Management and the Effect of COVID-19 on the shipping industry. He mentioned some top Shipping companies in the world like P. Moller, CMA CGM, Hopag, Cosco, etc. He then encourages us to learn a foreign language and read articles. And gave us guidance to build our career in Logistics.

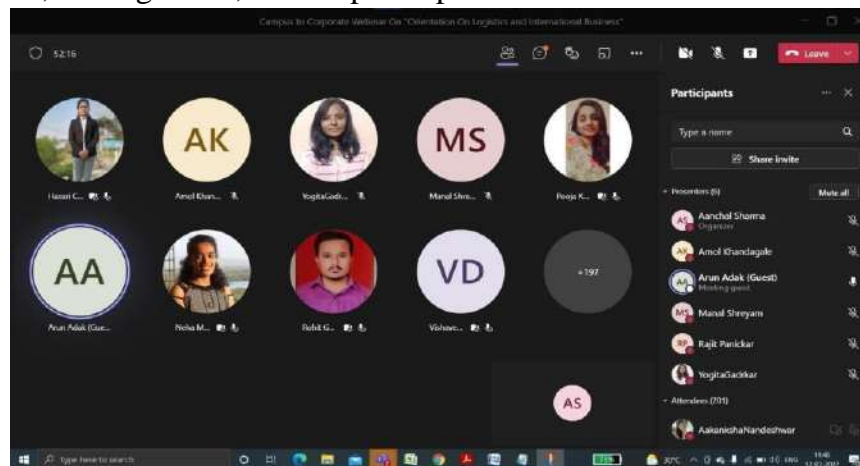




Glimpses from the session

All participants enjoyed the session and also, they got useful information and suggestions from the speaker. After that the participants did a Q&A session, where many participants came up with their queries and questions to the speaker, which was very interactive.

In the end, our anchor Yogita Gadekar ended the session by giving a vote of thanks to Mr. Arun Adak Sir, the organizer, and all participants.

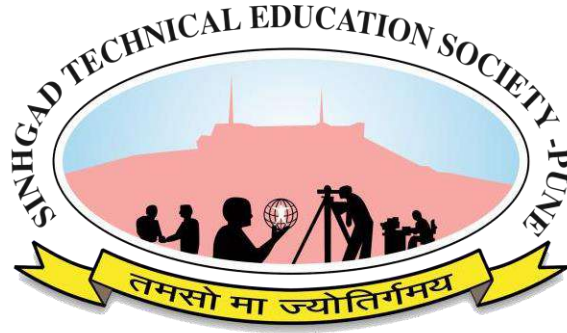


Glimpses from the session

Dr. Sagar Pawar
Academic Head, SIOM



Dr. Daniel Penkar
Director, SIOM



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Power of Communication in Marketing





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Date – 9 March 2022

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **Power of Communication in Marketing** at Sinhgad Institute of Management, Vadgaon, Pune from the **10th of March 2022**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.





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Activity Title	POWER OF COMMUNICATION IN MARKETING	Date & Time	10 th March 2022 3:15pm onwards
Activity Category	Campus to Corporate Activity	Activity Venue	Microsoft Teams
Participants	Students	Numbers of Participants	200

A session on the Power of Communication in Marketing was hosted on 10th March 2022 by Sinhgad Institute of Management Vadgaon, Pune. The session began with a welcome note and a brief introduction of the guest, Mr. Lalit Sharma Sir, Founder and CEO of Mantrin, Acumen Worldwide, and Consortium.

The speaker began his presentation by paying tribute to Late Rahul Bajaj, chairman emeritus of the Indian conglomerate Bajaj Group. He was awarded the Padma Bhushan for his contributions to Indian society. He then explained the importance of communication in marketing. He then explained the importance of communication and how we can improve it with some examples. He then encouraged us to read newspapers, books, and most important case studies where we can learn new words that will assist in improving our communication.

We were given a mantra to be a successful person in our lives to be successful in our lives and that mantra was "Make the right decisions based on logic to become successful people." This mantra will help us become successful people in the future.

Then he explained how communication plays an important role in effective marketing. All participants enjoyed the session and also, they got useful information and suggestion that how to improve communication skills which boosts self-confidence.



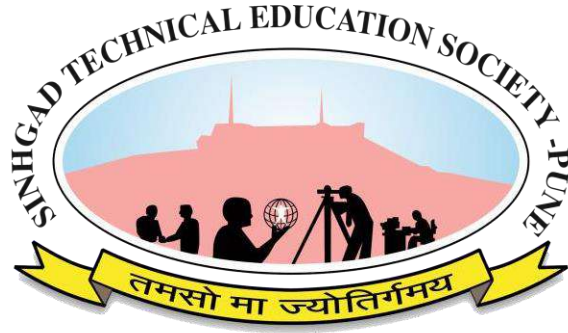
After that, participants did a Q&A session, where many participants came up with their queries and questions to the speaker, which was very interactive. In the end, our anchor Payal Gawai ended the session by giving a vote of thanks to Mr. Lalit Sharma, the organizer, and all participants.



Dr. Sagar Pawar
Academic Head, SIOM



Dr. Daniel Penkar
Director, SIOM



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**The Emerging Trends and Career
Opportunities in Digital Marketing**





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Date – 25 February 2022

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized **The Emerging Trends and Career Opportunities in Digital Marketing** at Sinhgad Institute of Management, Vadgaon, Pune from the **26th of February 2022**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.



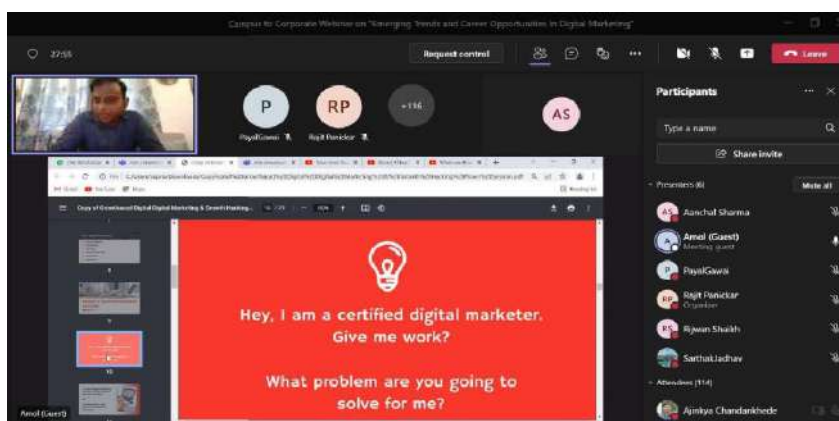


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S. No. 44/1, Vadgaon (Bk.), Off Sinhgad Road, Pune 411 041
 Telefax: (020) 24356592 E-mail: director_siom@sinhgad.edu Website: www.sinhgad.edu

Activity Title	The Emerging Trends and Career Opportunities in Digital Marketing	Date & Time	26th February 2022 3:30pm onwards
Activity Category	Campus to Corporate Activity	Activity Venue	Microsoft Teams (Online Mode)
Participants	Students	Numbers of Participants	150

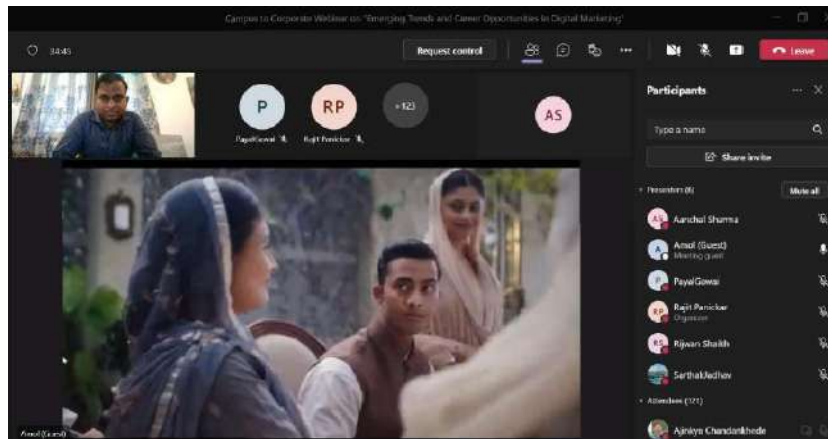
The Emerging Trends and Career Opportunities in Digital Marketing session was hosted on 26th February 2022 by Sinhgad Institute of Management Vadgaon, Pune. The session started with the welcome note and a brief introduction of the guest, Mr. Amol Tolbande Sir who is currently working as a Digital Marketing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



Glimpses of the session

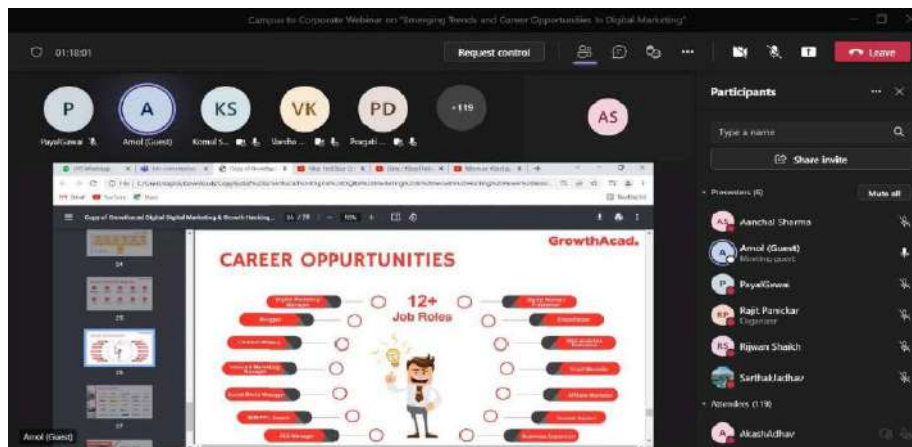


The speaker started with a basic question about, What Marketing is? Then moving forward he explained it in a great manner how it's the same thing we do in our daily lives. Then he explained to us the importance of Digital Marketing, why we should choose it, and how it works in a very detailed manner.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



Glimpses of the session

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.



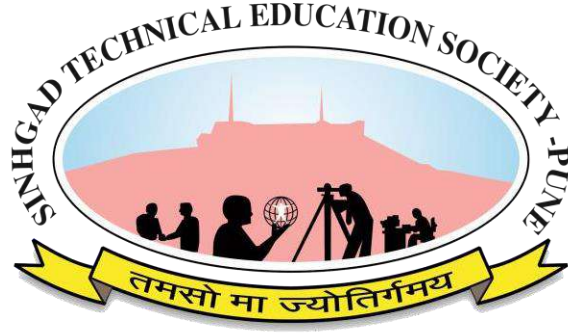
Glimpses of the session

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.

Dr. Sagar Pawar
Academic Head, SIOM



Dr. Daniel Penkar
Director, SIOM



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Vadgaon, Pune**

A.Y. 2021 – 22

Nirbhay Kanya Abhiyan





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Telefax: (020) 24356592 E-mail: director_siom@sinhgad.edu Website: www.sinhgad.edu

Date – 25 February 2022

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **Nirbhay Kanya Abhiyan** at Sinhgad Institute of Management, Vadgaon, Pune from the **26th of February 2022**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.





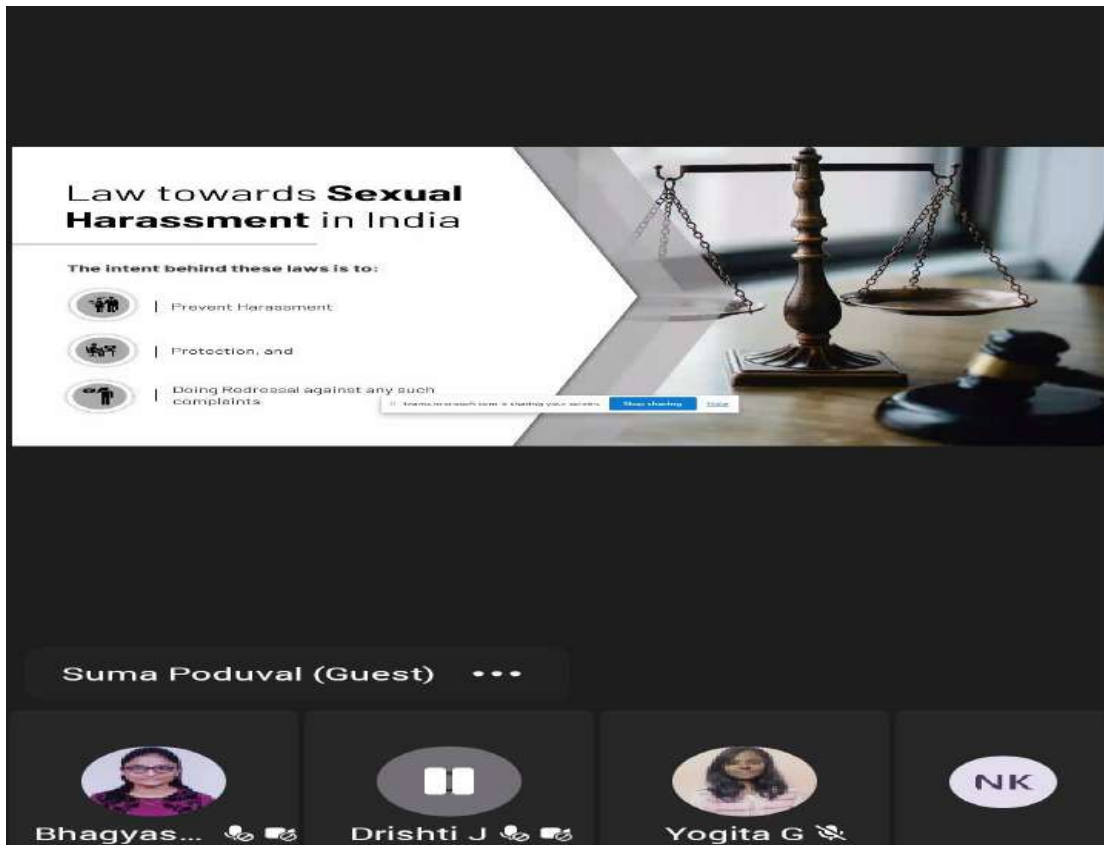
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Telefax: (020) 24356592 E-mail: director_siom@sinhgad.edu Website: www.sinhgad.edu

Activity Title	Nirbhay Kanya Abhiyan	Date & Time	26 th February 2022, 10am Onwards
Activity Category	Women Empowerment	Activity Venue	Microsoft Teams (Online)
Participants	Faculty Members/Students	Numbers of Participants	253

Event details

To begin with session our anchor Jay welcomed and introduced our first speaker Ms. Suma Poduval. She initiated her session with introduction of women's safety at work and thereby detailed with topics which are Sexual harassment at work places, types of actions that constitute sexual harassment, related examples and law against sexual harassment in India. Here after she elucidated distinction of unwelcoming and welcoming behaviors, with that she provided us with some case studies to decide, if that is act of sexual harassment or not. Later to conclude with she laid out some measures against sexual harassment and process to file complaint regarding same. Subsequently she answered to doubts of student regarding the topic.





Glimpses of the session

Following to the first session, our next session speaker Ms. Swapna Purohit was introduced by other Yogita Gadekar. Ms. Swapna Purohit commenced with significance of good health and hygiene in work life. She directed us to ways to achieve better physical and mental health. By the time she also asked students about their healthy daily life habits and then ended by acknowledging audiences with some good practices to improve our health.





Glimpses of the session

Ultimately our final speaker Dr. Girish Bakshi was welcomed to instruct us about gender equality. He initiated with statement “All Humans are born Equal” and later elaborated on benefits and examples of gender equality. He threw light on difference between gender equality and women empowerment. With that he let all of us know safety methods and helpline number, if we come across gender diversity and harassment at workplaces. To end with he answered to related queries of students.





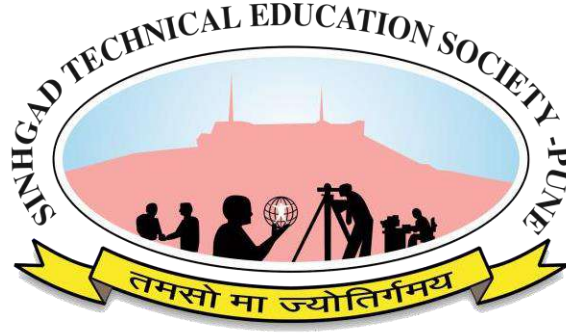
Glimpses of the session

Our Anchor, Jay Akotkar ended session by giving vote of thanks to all respective speakers, the host, the organizer and othe participants.

Dr. Sagar Pawar
Academic Head, SIOM



Dr. Daniel Penkar
Director, SIOM



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A.Y. 2021 – 22

**Seminar on Entrepreneurship Development &
Corporate Training for Mahila Arthik Vikas
Mandal**





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Date – 11 February 2022

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **Seminar on Entrepreneurship Development & Corporate Training for Mahila Arthik Vikas Mandal** at Sinhgad Institute of Management, Vadgaon, Pune from the **12th of February 2022**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.





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Telefax: (020) 24356592 E-mail: director_siom@sinhgad.edu Website: www.sinhgad.edu

Activity Title	SIOM Entrepreneurship Development & Corporate Training	Date & Time	12 th February 2022 11am onwards
Activity Category	Faculty Exchange	Activity Venue	Shishak Bhavan, Navi Peth, Pune
Participants	Students	Numbers of Participants	50

Recently our faculty Prof. Dr. Avinash Joshi was invited as a resource person in the workshop arranged for women entrepreneurs. The workshop was arranged for 50 women entrepreneurs' from Pune, these superwomen run companies and provide various services, inspiring other ladies to venture into the same field.

The workshop was organized by 'Mahila Arthik Vikas Mahamandal' (Govt of Maharashtra Undertaking). Our respected faculty Dr. Avinash Joshi, empowered these women with knowledge on various fronts such as sales, marketing, brand development, and use of digital and social media in their business.

Avinash Sir gave some really interesting insights into the entrepreneurship world and this way empowered the female entrepreneurs present at the event. Dr. Avinash Joshi empowered women entrepreneurs towards various key business topics like sales, marketing, brand development, use of digital and social media in their business.



The workshop was arranged at Shishak Bhavan, Navi Peth, Pune on 12 February 2022, and it was a great success. The workshop was organized by 'Mahila Arthik Vikas Mahamandal' (Govt of Maharashtra Undertaking) in association with Learning Links Foundation and Master Card.

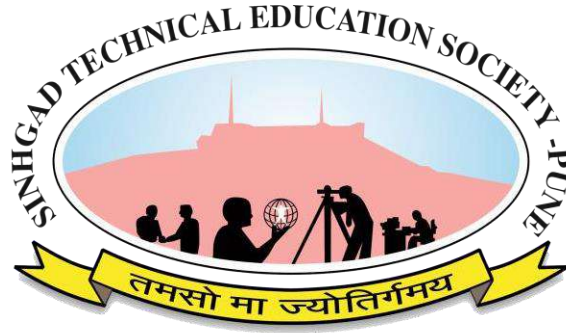


Some Glimpses from the Session

Dr. Sagar Pawar
Academic Head, SIOM



Dr. Daniel Penkar
Director, SIOM



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A.Y. 2021 – 22

Emerging Supply Chain World & Your Role





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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

Date – 11 February 2022

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **Emerging Supply Chain World & Your Role** at Sinhgad Institute of Management, Vadgaon, Pune from the **12th of February 2022**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.



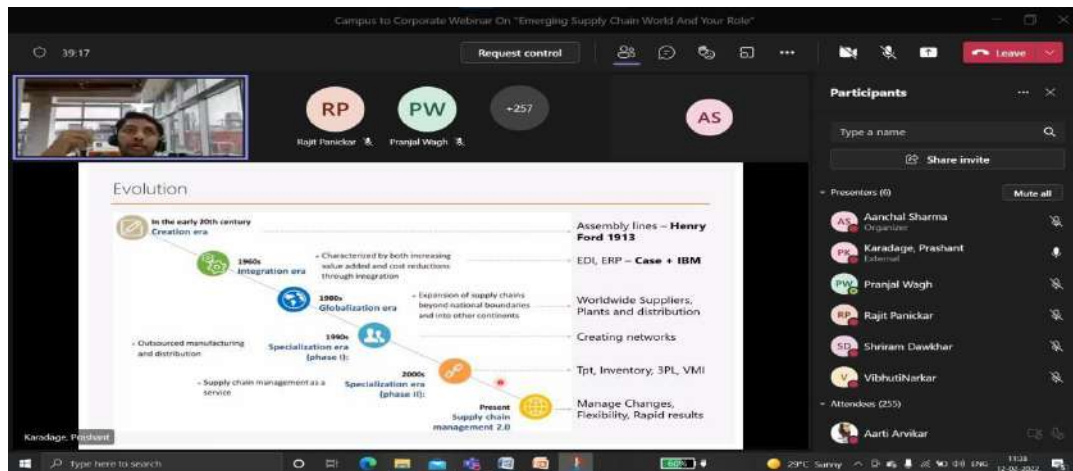


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 Telefax: (020) 24356592 E-mail: director_siom@sinhgad.edu Website: www.sinhgad.edu

Activity Title	Emerging Supply Chain World & Your Role	Date & Time	12 th February 2022 11am onwards
Activity Category	Campus to Corporate Activity	Activity Venue	Microsoft Teams (Online Mode)
Participants	Students	Numbers of Participants	255

'Emerging Supply Chain World & Your Role' event was hosted on 12th February 2022 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.Prashant Karadage who is the Technical Sourcing Leader - NPD, Cummins India



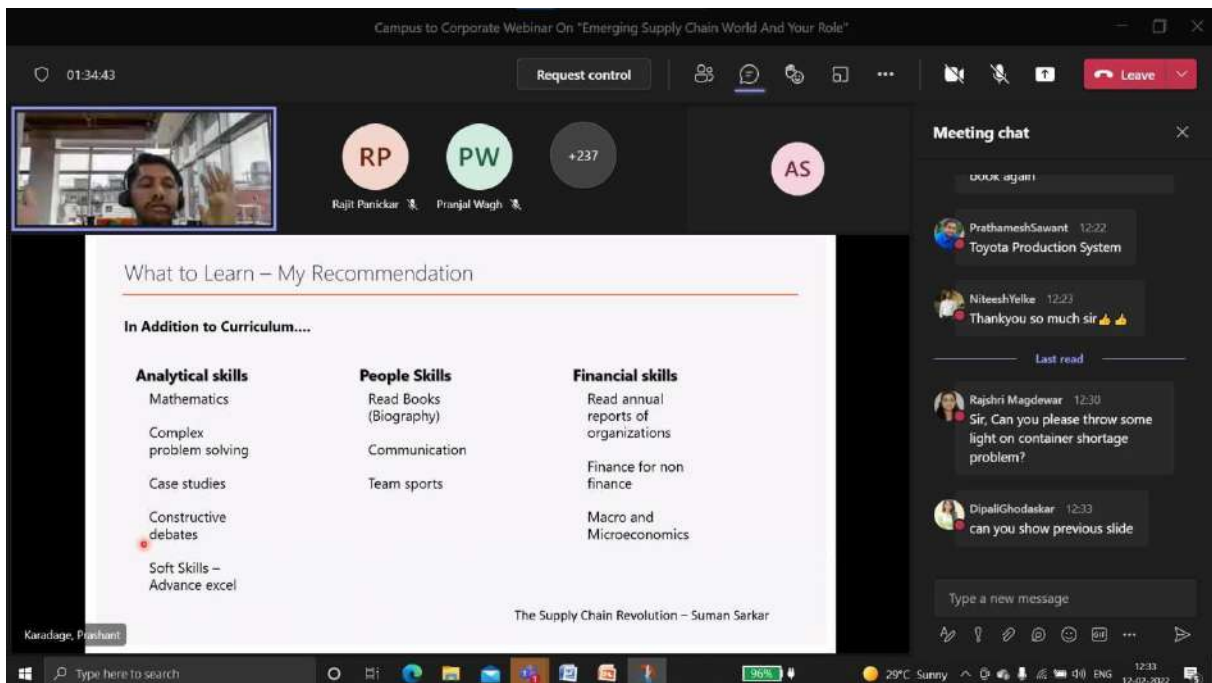
Glimpses from the session



The speaker started the session with a brief history of the evolution of supply chain, what is supply chain and why do we use it. He also discussed technologies used in the supply chain like ERP and transformation of the supply chain from traditional to a digital system.

Mr. Prashant Karadage sir told the importance of analytics and finance along with supply chain knowledge in the industry. Also, Flexibility of supply chain in a crisis like pandemic.

Sir also briefed about how much he enjoyed his work and also gives the criteria to set the field.



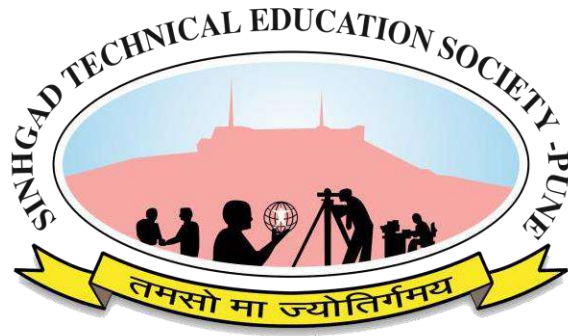
Glimpses from the session

At the end of the session sir concluded by giving some useful information about what are the skills required to excel in supply chain management field and importance of supply chain. And the session ended with the Q & A session where students put very interesting questions and got answers to all their questions.

Dr. Sagar Pawar
Academic Head, SIOM



Dr. Daniel Penkar
Director, SIOM



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A.Y. 2021 – 22

Report on Impact of Changing Business Scenario on MBA Graduates





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Date – 4 February 2022

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **Report on Impact of Changing Business Scenario on MBA Graduates** at Sinhgad Institute of Management, Vadgaon, Pune from the **05th of February 2022**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.



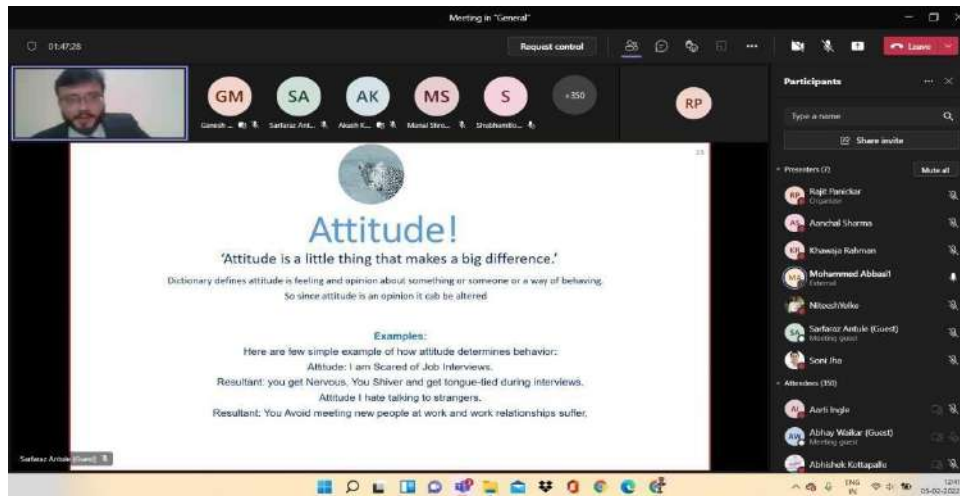


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 Telefax: (020) 24356592 E-mail: director_siom@sinhgad.edu Website: www.sinhgad.edu

Activity Title	Impact of changing industry environment on MBA graduate	Date &Time	5 th Feb 2022 11am onwards
Activity Category	Campus to Corporate Activity	Activity Venue	Microsoft Teams (Online Mode)
Participants	Students	Numbers of Participants	350

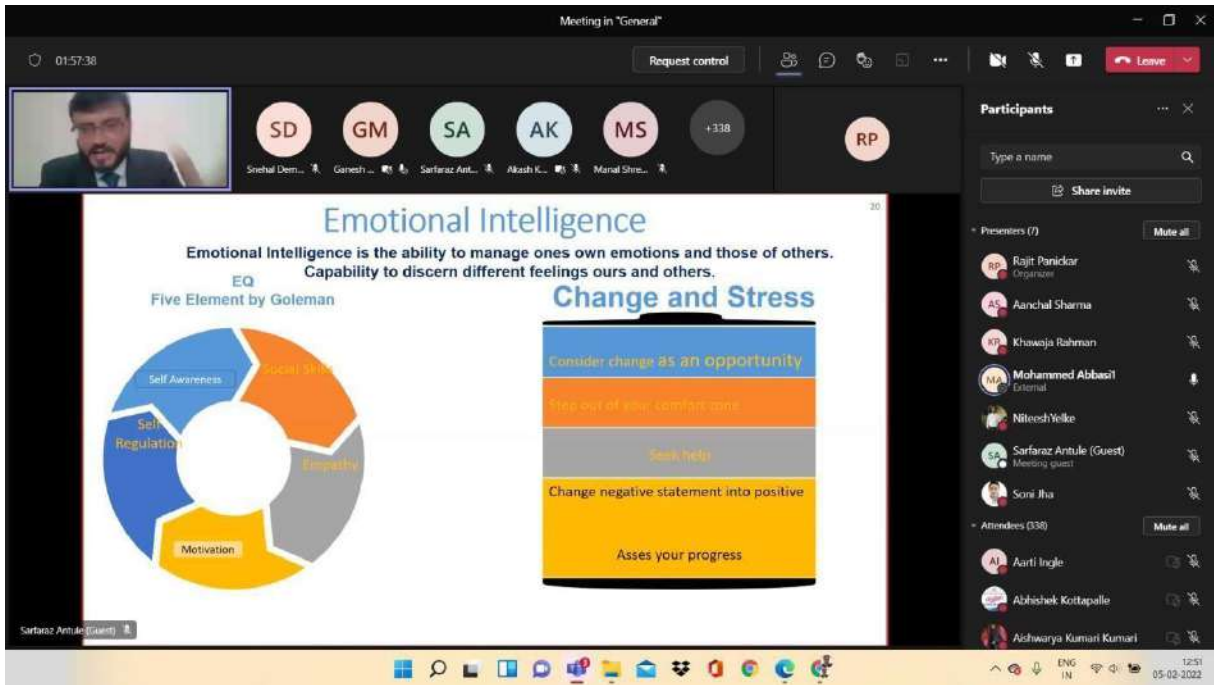
The impact of changing industry environment on the MBA graduate session was hosted on 5th February 2022 by Sinhgad Institute of Management Vadgaon, Pune. The session started with the welcome note and a brief introduction of the session guest, Mr. Mohammad Rass Abbasi, who is a Sr. Project manager in Tata communications



Glimpses from the session



The speaker started with by giving some important information related to the industry he talked about the great resignation in which 73% of workers wants remote work to stay, 54% are tired of feeling burnt out, 39% want to be their authentic selves at work, and 40% of the global workforce is ready to quit. And industries that feel it most are retail, hospitality, leisure and travel, manufacturing, technology, and healthcare. Speaker also talked about domains that have more employable talent followed by B. tech and MBA was the top two



Glimpses from the session

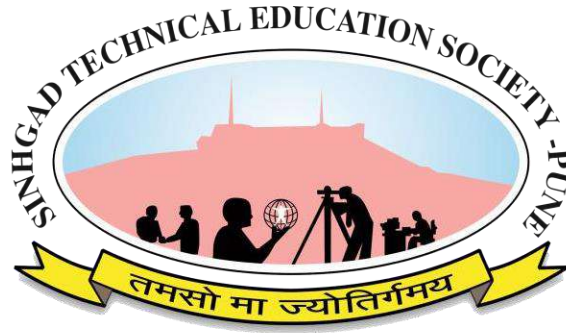
Speaker gives some important messages in this session; they said that 1st rejection is just the start of our career we should take it positively. We should try to learn as much as possible as per industry needs and should also display our learning's. We should make ourselves a brand. We should keep a positive attitude and emotional intelligence ability to manage our and others' emotions. We should understand the environment and people in which we are living so that it will help us to increase our network

In the end, students enjoyed the session, and also, they got useful information related to what type of industry needs are there in the market after that students did a Q&A session

Dr. Sagar Pawar
Academic Head, SIOM



Dr. Daniel Penkar
Director, SIOM



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Vadgaon, Pune

A.Y. 2021 – 22

Industry's Expectations from Management Freshers





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Date – 21 January 2022

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **Industry's expectations from Management Freshers** at Sinhgad Institute of Management, Vadgaon, Pune from the **24th of January 2022**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.





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Telefax: (020) 24356592 E-mail: director_siom@sinhgad.edu Website: www.sinhgad.edu

Activity Title	Industry's Expectation from Management Freshers	Date & Time	24 th January 2022 04pm onwards
Activity Category	Campus to Corporate Activity	Activity Venue	Microsoft Teams (Online Mode)
Participants	Students	Numbers of Participants	443

Industry's Expectation from management freshers was organized by Sinhgad Institute of Management Vadgaon, Pune. The session started with welcome note and brief introduction of our guest Mr. Sangram Kadam.

The speaker started with what was the skill required in our 'new normal' world. Sir told us that the vital skill to all workers needed in this Environment was the ability to learn and re-learn. How Analytical, Qualitative and Logical thinking is important in day-to-day life.

Mr. Sangram Sir told us that if we wanted to be successful in the competitive world, we need to have better communication skills, we need to learn a foreign language, also we need to have good reading skill and we must have knowledge of the current affairs. He also told us about the importance of technology, how anyone can adopt soft skills and cognitive skills.

There was a two-way communication between students and guest. Students asked their questions and doubts to guest. There was a great enthusiasm among students, and they were looking highly spirited. It was a very effective webinar. The programme ended at 5:30 PM with Vote of Thanks.



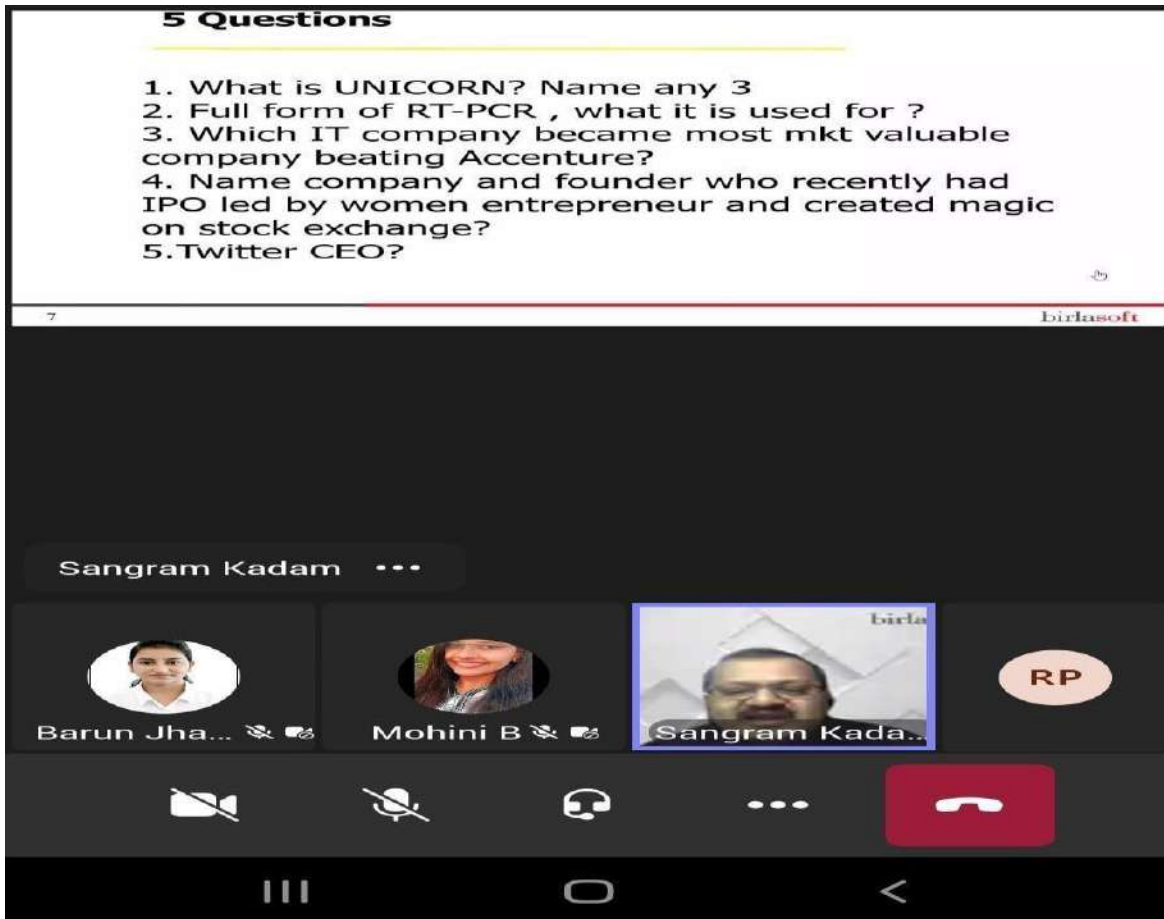
5 Questions

1. What is UNICORN? Name any 3
2. Full form of RT-PCR , what it is used for ?
3. Which IT company became most mkt valuable company beating Accenture?
4. Name company and founder who recently had IPO led by women entrepreneur and created magic on stock exchange?
5. Twitter CEO?

7 birlasoft

Sangram Kadam ...

Barun Jha... Mohini B Sangram Kada.. RP



Communication

- What is communication?
- Mother tongue /Business Language
- e.g. Advt.
- Importance of foreign language

Current Affairs

- Current affairs –Local/ National /Global
- 5 Questions

6 birlasoft

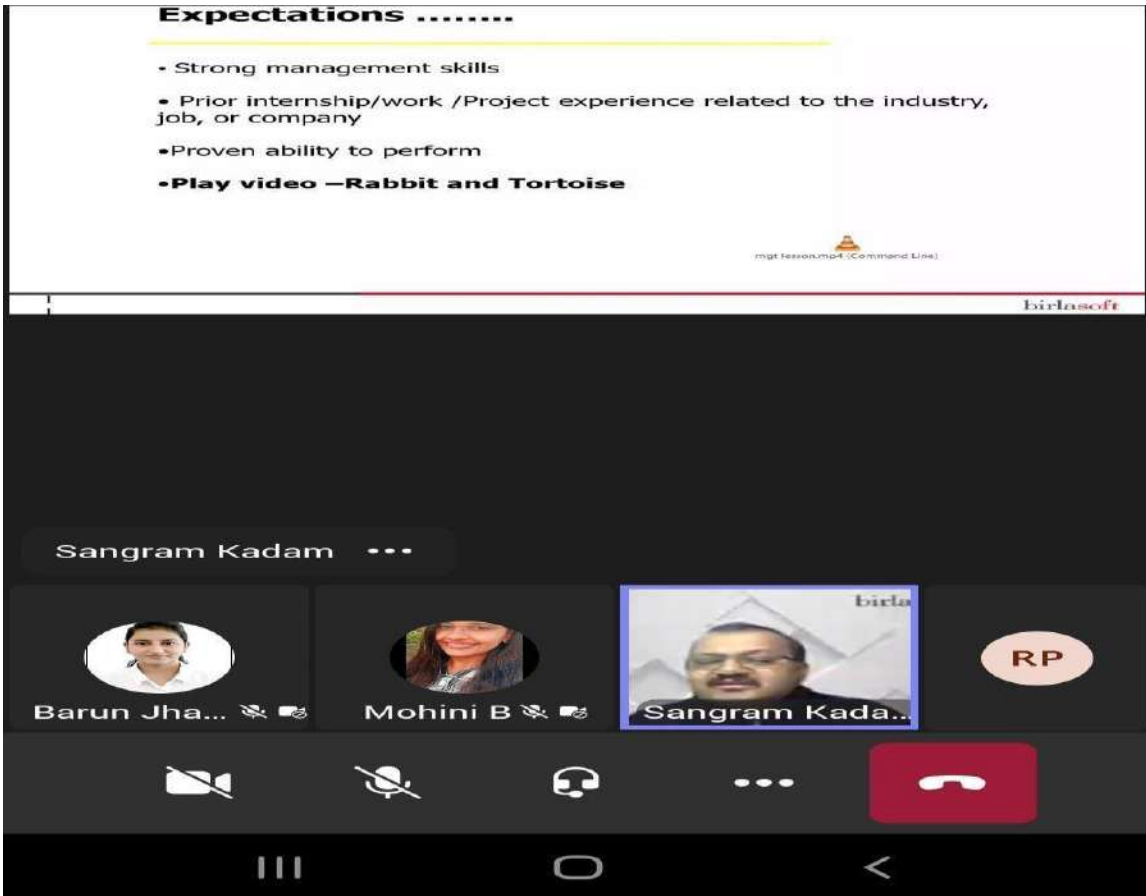
Sangram Kadam ...

Barun Jha... Mohini B Sangram Kada.. RP



Glimpses from the session





Glimpses from the session



Introduction

- **SIOMITES – Alumni Association of SIOM**
- MBA, MCA, MPM, MCM, PGDM , MMM ,PGDBA and all courses conducted by SIOM
- Registered and founded in 2003
- Registered Members – 10000 +, working in 3000+ organizations in India and Abroad
- 1000+ working abroad
- 700+ Entrepreneurs
- Members and Student Associate Members

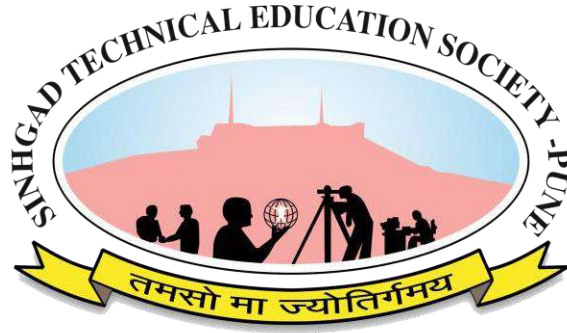


Glimpses from the session

Dr. Sagar Pawar
Academic Head, SIOM



Dr. Daniel Penkar
Director, SIOM



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A.Y. 2021 – 22

How can Sales Shape your Career





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Date – 21 January 2022

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **How can sales shape your career** at Sinhgad Institute of Management, Vadgaon, Pune from the **22nd of January 2022**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.





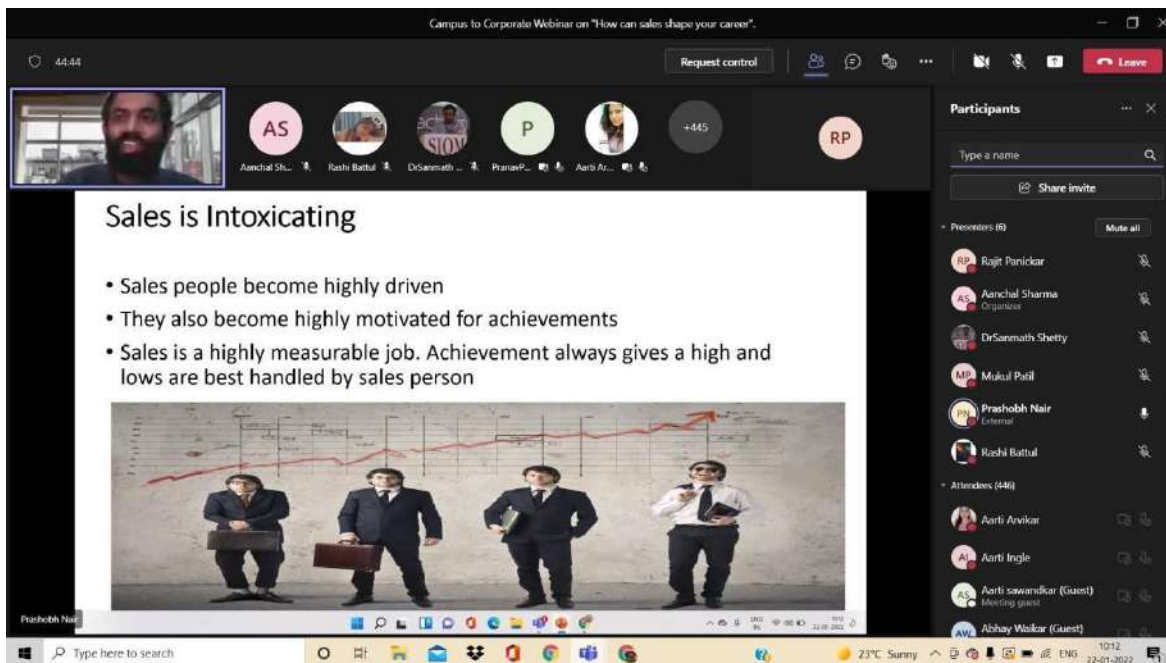
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Activity Title	How can sales shape your career	Date & Time	22 nd January 2022 9:30am onwards
Activity Category	Campus to Corporate Activity	Activity Venue	Microsoft Teams (Online Mode)
Participants	Students	Numbers of Participants	450

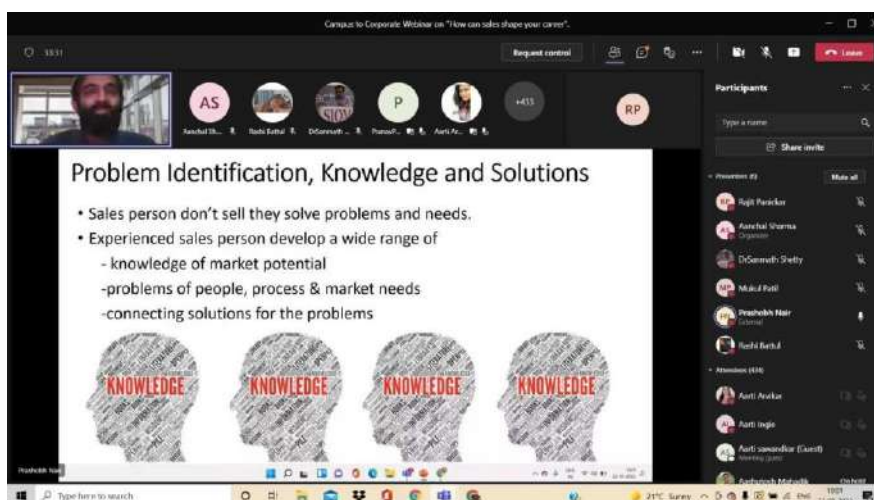
'How can sales shape your career' event was hosted on 22nd January 2022 by Sinhgad Institute of Management Vadgaon, Pune. The session started with the welcome note and a brief introduction of the guest of the session Mr. Prashobh Nair, the Director of Agile Industrial Solutions Pvt. Ltd.



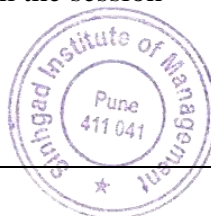


Glimpses from the session

With about 525 students the speaker started with an interactive session and asked students the questions such as what you thing are the dominant skills for a sales person? Late, he gave brief introduction about sales, and why many people select sales as a career. He also discussed the opportunities in Sales and how we can make profit and customers in our business. Sir gave some important points and insights as to how the sales person gets more salary compares to other fields, availability of jobs in sales and etc.

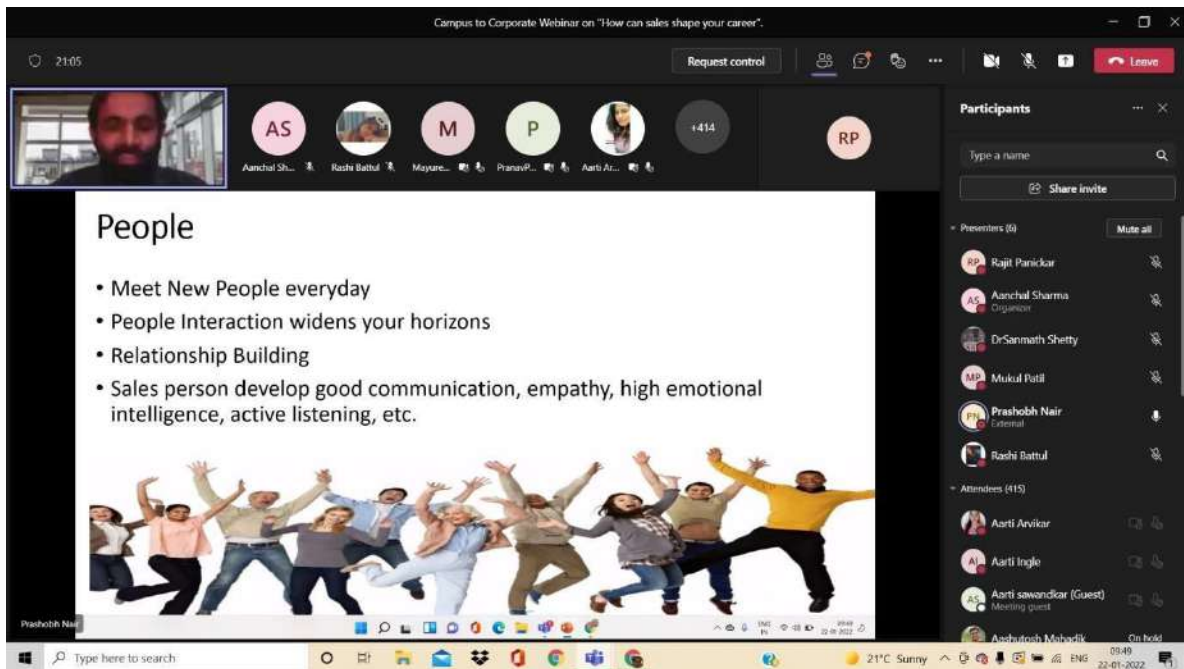


Glimpses from the session



Mr. Prashobh Nair sir gave significant knowledge and covered it with some points, like how new day brings new challenges, Problem identification, Knowledge and solutions, Networking, Understanding of all business process, Work life balance etc. Sir also briefed about how much he enjoyed his work and also gave criteria to set the field.

At the end of the session sir concluded by giving some useful strategies to students about sales and what skills are necessary to develop sales, and importance of sales. The session ended with a Q & A session.



Glimpses from the session

Dr. Sagar Pawar
Academic Head, SIOM



Dr. Daniel Penkar
Director, SIOM



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28th MBA BATCH (2021-2023)

ORIENTATION PROGRAM

"Today a reader, tomorrow a leader"

-Margaret Fuller

The MBA Programme has a number of expected and unexpected benefits. The knowledge of hard and soft skills is gained while pursuing this programme which is applicable across many industries. During the learning process students acquire skill and versatile applicable qualities like leadership, critical and analytical thinking, creativity and communication.

DAY - ONE

On 29th of December 2021 , the orientation program of 28th Batch started at 09:30 AM with the welcome address by **Dr. Daniel Penkar** on behalf of Sinhgad Technical Education Society and SIOM faculty.





Glimpses from the session

Dr. Daniel Penkar mentioned in his speech this is good opportunity to start the Journey with the management course so you have to be grab the opportunities. Focus on hard work, knowledge, practical experience. Sir is advised the students to start thinking like managers and give less preference to celebration of birthdays and festivals. It is necessary to have a positive attitude. He also added that many companies complain about proper communication skills in students. He advised the students to learn English and overcome this problem.

“Being a good human Being “Life is long with a good challenge “

Focus on knowledge, Information, Improve reading habits, and grab the opportunities. Students should be involving the handling the cases lots of skill should be inculcate the students.

This is 28th batch is successful Batch it's proud of us. Due to Pandemic all the industry is disturb but finally we grab the all the success.

Students that there are three types of Learning – self learning, peer learning and group learning. He also explained 4Fs in life- Fix the path, Fix the route, Fight for goal, Finish the work. He concluded his session by advising the students that they must start thinking like managers and it is time for them to earn happiness for their parents.

All the sessions organized throughout the day was conducted by SIOM faculty members.



28th MBA BATCH (2021-2023)

INDUCTION PROGRAM



Chief Guest: **Mr. Rajesh Mandlik**, CEO & MD – Setco Spindles India Pvt. Ltd

Rajesh Mandlik sir mentioned his speech on the basis of only own experience and not a fancy – when we enter into the industry keep in mind sit down , write down and sort out kind of value on brief your carrier , you want to build your life and find out value.

Try to sink your value with the company value as well as sharing 3 Idiots instance Rule of Life, The time may come that to chess something else that the roll passion “ Love the work. Also synchronizing with the your value system in to company value system maintain “Have Absolute learning and adaptable attitude “ maintained innovative approach, focusing on building of your carrier or you land up your organization don't give up your attitude working on yourself “**If you are not better today than the yesterday so it is very difficult for tomorrow**”

“Don't deter from your attitude have been proactive not reactive and response to the situation “

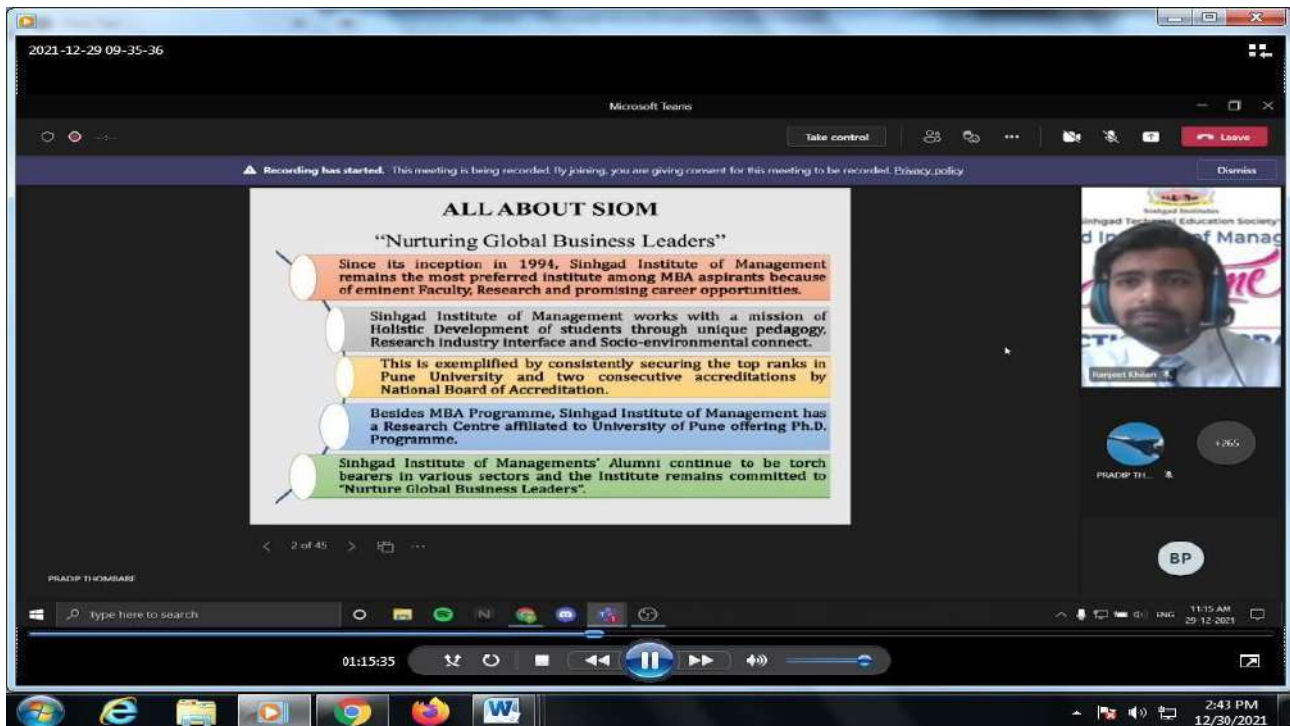
“Derive your own value system try to match you with the company value system “

Explain which are the smart challenges in current scenario, understand the formal communication and implement focusing on improving communication.





Short video of Sinhgad Institute of Technical Education Destination of Academic Excellence





Faculty Introduction and code of conduct by **Prof. Pradip Thombare**





Guest Session: Miss, Snehal Paigude, Founder - Snehsaaj

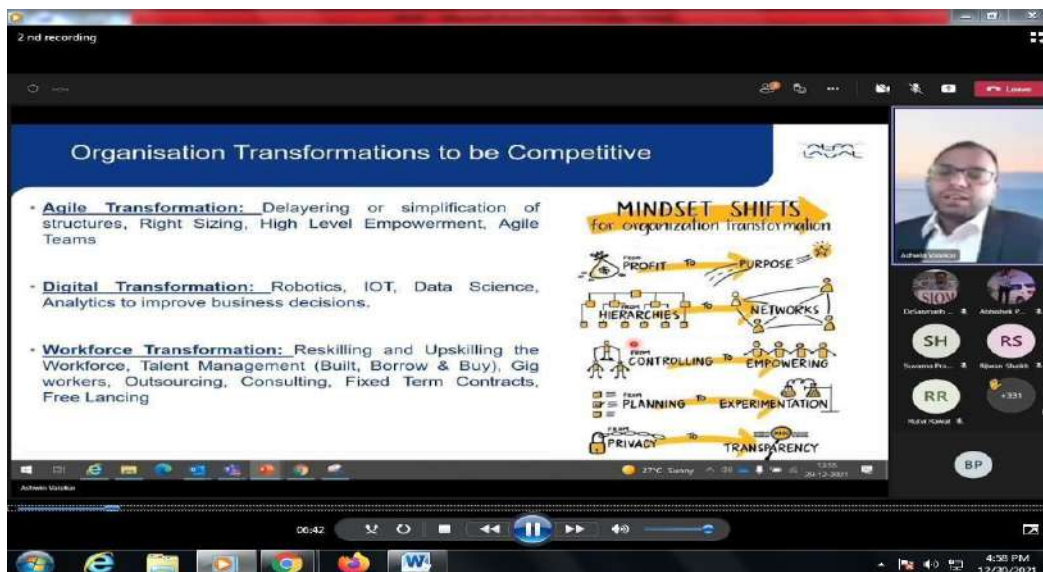
Miss.Snehal Paigude share what the Next two year express the related terms Like as Curriculum activities, extra curriculum activities, Certification courses, Competitions, academic some experimentation under SIOM. so expose to your knowledge and grab the opportunities , Students should taking care of perception and right, positive attitude whatever consuming as part of an alumni Ms.Snehal want to share that always initiated in every program so many competition, projection , and discussion as well as faculty members also very supportive and learn better strong and grab the opportunities. Fulfilled the responsible as a Best Student from the SIOM.





Guest Session : Ashwin Vatekar - Assistant manager (HRM) Alfa Laval ,

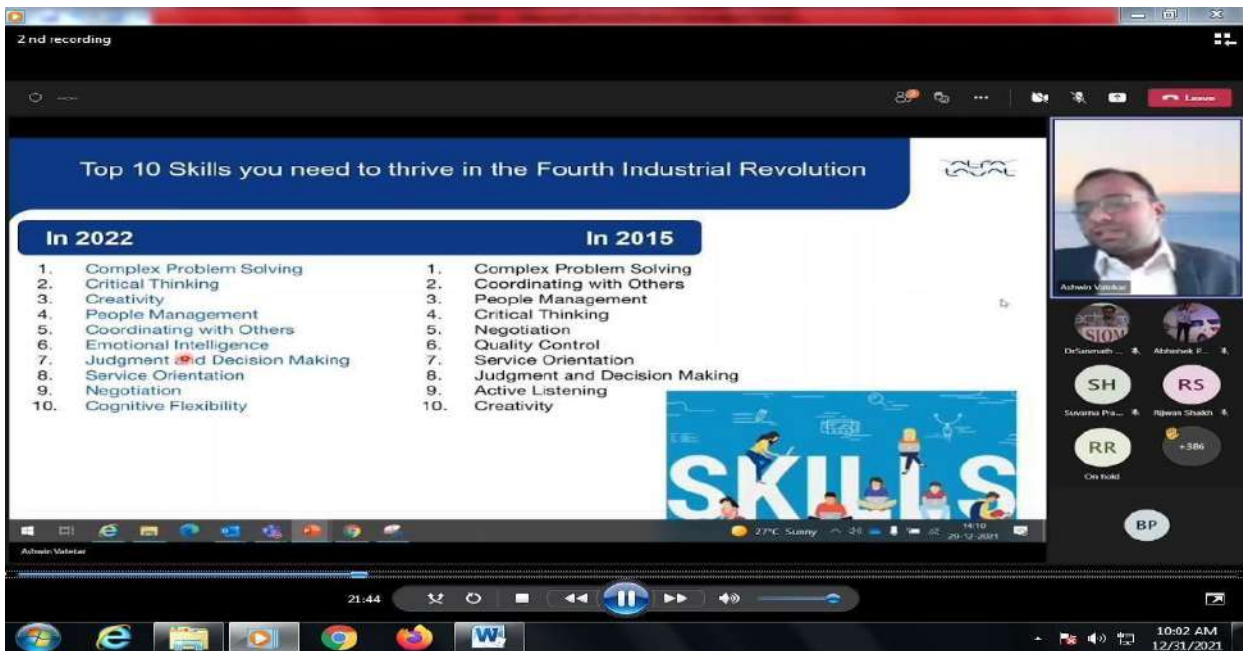
We are entering in to the economy world its impact of Indian economy like as demand and supply. He explains how to impact on GDP growth rate and inflation Rate and how to tackle the economic variances. As students how we should be ready in to the market along with knowledge of transformations to be competitive Agile transformation, Digital transformation, Workforce transformation



Employee Talent availability in to the market it is challengeable to every one Organization approach of Managing talent:

Talent Strategy maintained on the basis of Built, Borrow, Buy

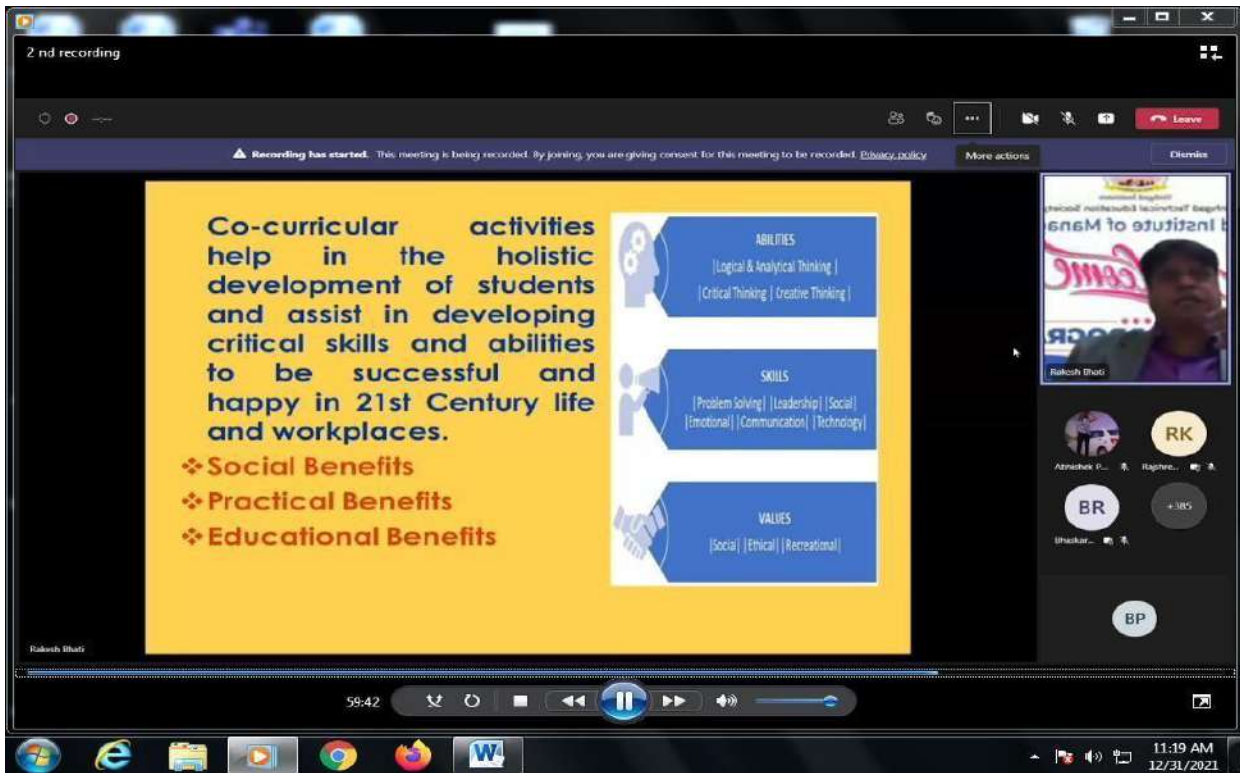
Explained how to Build up the required skill Self-belief, self-awareness, reading and discussion, practicing and application of theory, explore – awareness about the surrounding environment



On the basis of top 10 skill you need to thrive in the fourth industrial revolution how we judgment analysis and taken decision for future perspective with respect

Analysis on Service orientation , Analysis on negotiation.



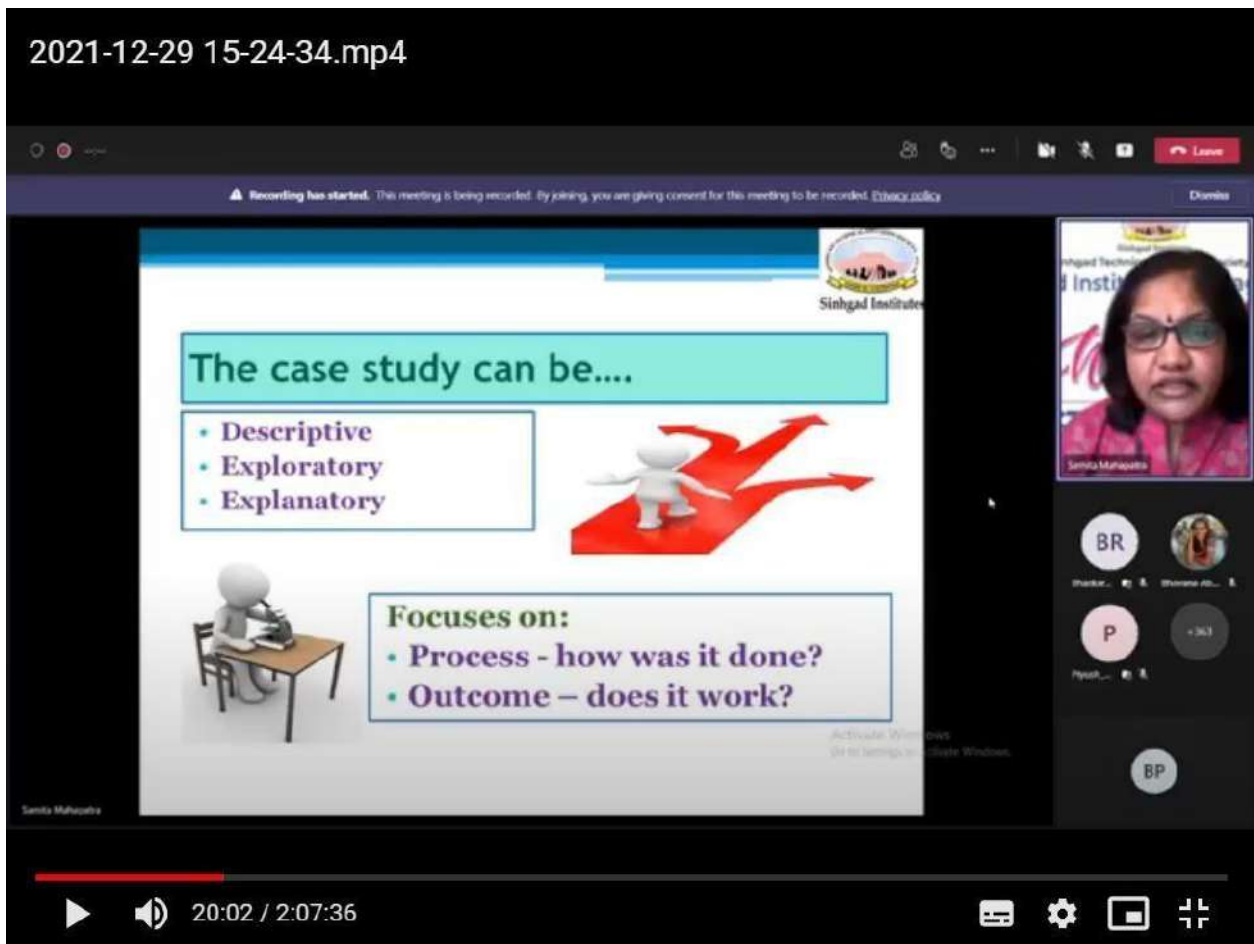


Extra-Curricular activities By **Dr. Rakesh Bhati**

Dr. Rakesh Bhati mention in his speech focus on academic, curriculum activities, and co- curriculum activities and competition is going on and gives the importance of Extra co-curriculum activities. Co-curricular activities help in the holistic development of students and assist in developing critical skill and abilities to be successful and happy in 21st century life and workplaces. The effect of Social benefit Practical Benefit, Educational Benefit given the importance of abilities, skills and value .expressed information about Sinhgad sports, Karandak,

“A champion who someone’s who gets up, even when he can’t”.





Dr. Samita Mahapatra - Case Studies and certifications

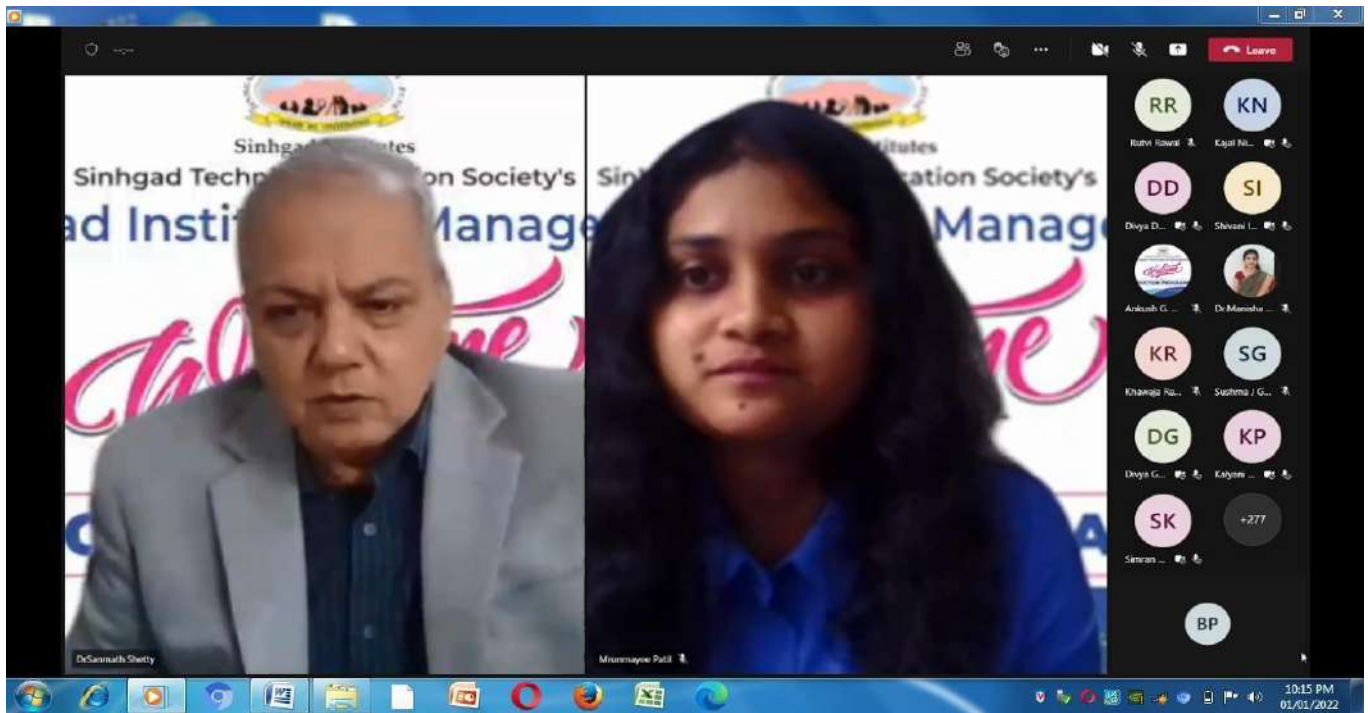
Dr. Samita Mahapatra is presented case studies explain how to solve the practical and logical circumstances in the situation on the basis on Management concern subject knowledge ,HRM, Finance taken one example related case studies and solve it. Subject mapped with case studies with basics of marketing, financial management, Organization behaviour, HRM , Marketing Management, discuss about dabawala case studies and give the Importance of case studies

- Test/quiz/questions
- Overview of case by students
- Presentation by group
- Discussion /review/ insight by faculty.

Finally conducted ice breaking session.



DAY – TWO



Glimpses from the session

Sir addressed the students, they are suppose to do in good future in two year we attached to your academic and co curricular and so many other thing. this is right time to think big dream big it doesn't means that you sleep and dream but dream is does not allow you to sleep something you want to achieve may be very big we are not pay price for that. You are do hard work for it.

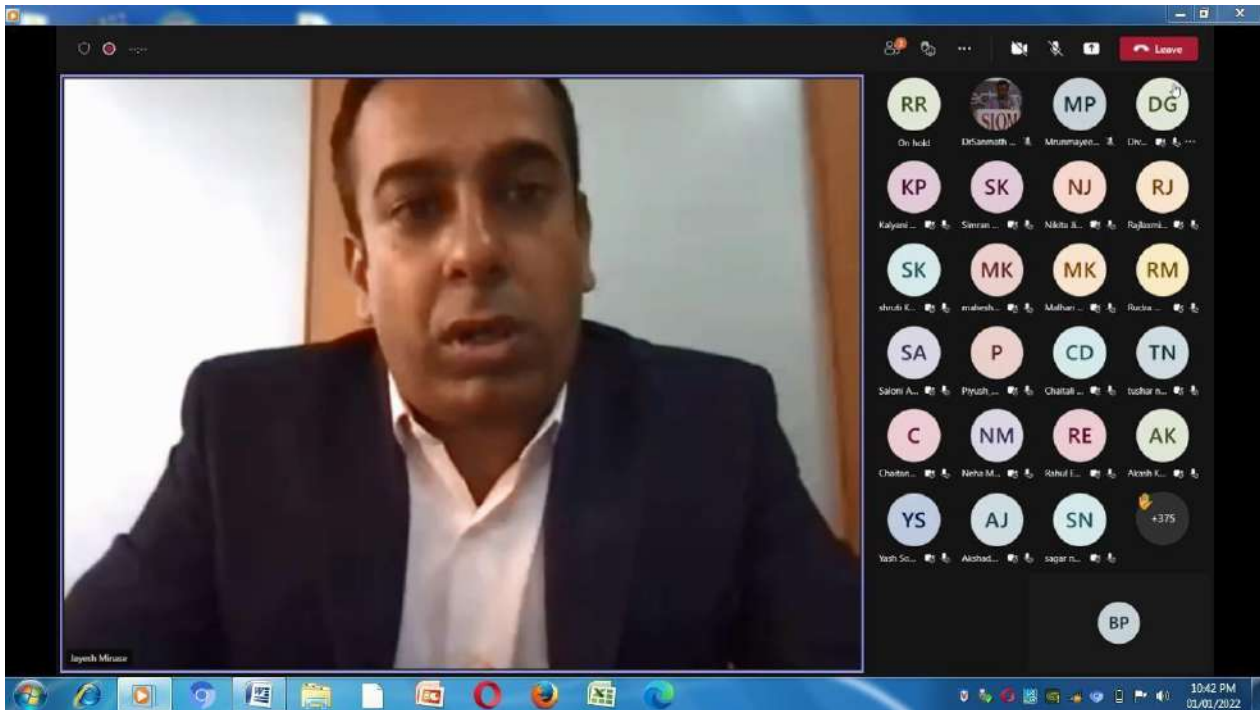
When you want to achieve your dream there is something there is lots of transformation through the SWOT analysis or INTROSPECTION that means you have to keep a record what exactly done. Transformation through open various door of the industry , various skill and you have select anywhere and select as per your thinking as per your interest .

Intellectual quotient is important ,only IQ is not help you , you are not going to work with isolation ,IQ is must every person but its not very important because you deals with superior .colouge ,people , there are lots of emotions involve .

Emotional quotient also important with intelligent quotient as well as social quotient, All the decision, plan made on the basis of the IQ, EQ and social quotient sometimes its fall due to social quotient . Corporate sector or any other company bother about value to company you create your value in company this person value for organization so ultimately you are the assets for organization

“Don't take as a comfort zone; you create your own value”





Guest: Dr. Jayesh Minase - Training & Placement

He has been one of the pillar of this programme for several year and he is currently with us as Deputy dean central Placement cell.

He also Heads the Sinhgad international Students centre.

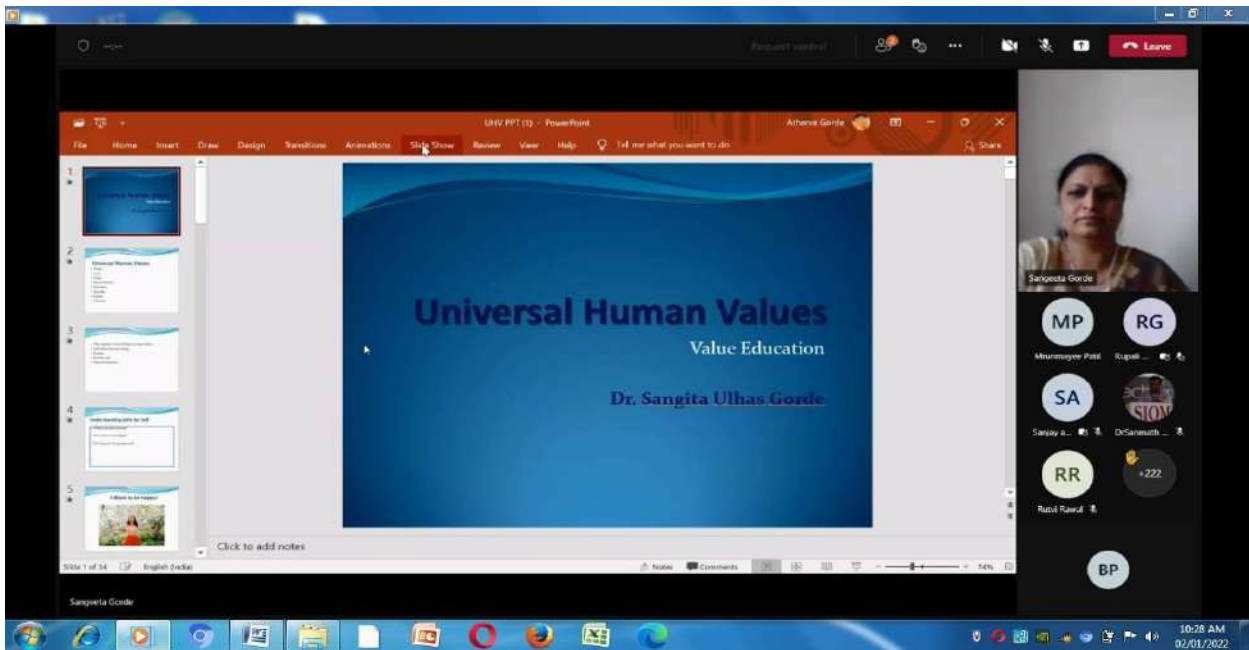
Sir express view regarding central placement cell, CPC is not just make sure that we bring you talk much profile and recruitment option but you also prepare for tomorrow we also provide training , we took all the activity with the support of institute and given all the details regarding placement cell .

SIOM is realize your dream and place with MNCs & students get platform. Placementconcern with eligibility and interest, TPO is regularly touched with you.

Sir discuss the what is eligibility criteria and discuss about placement preparation Building the profile, express profile , knowledge applied , use a subject knowledge you not mention monopoly... you build up your confidence .concentrate on SIP choose as per your area of interest you get many platform like as desk research , co-curricular activities and so on you work on that . Placement drive stated from September so almostyou have eight month so improve for eligibility and English and other language is addedbecause as per globalize Marker so its demand in to corporate area

“ Your Dream your pain is to be realize ,don’t do that the pain is not offering inhands your.”





Guest : Dr. Sangita Gorade - Universal Human Value

Currently working as an Associate professor in SKN Sinhgad School of Business Management and her area of expertise are Economics and Human Recourse Management she has been certified with the Universal Human Value by (AICTE)

True value , peace , Non violence , freedom , Equality , justice , Honesty

What is the need of human value in our life it's a necessary important in education now a days help to understand and prosperity of human being . there are different levels – The expand of our living is at your level – Individual Human Being , Family , Society , society , and nature existence understand UHV for self .

---When you ask Yourself :

---Do I want to be happy

--- do I want to be Prosperous.

--- I want to be happy so we need understand own self . So do I want the continuity of happiness and prosperity All human being aspire for a happy, fulfilling life

- What is really valuable for human being
- What are my aspirations?
- How do fulfill my aspiration?



Value and skill for your aspiration

MBA Aspirations: Leadership quality , Communications , Interpersonal skill critical thinking and analysis skill .

Happiness is the aspirations in the life .but there is a gap between our basic aspiration –

Basic Aspiration -----☒ State of being

So basic problem: our assumption we have assume that ‘ Happiness and prosperity will automatically comes when we have enough physical facility ‘ what is the reality ?

If continuity of happiness and prosperity is not achieved by jst accumulating physical facility then what else is essential to do?

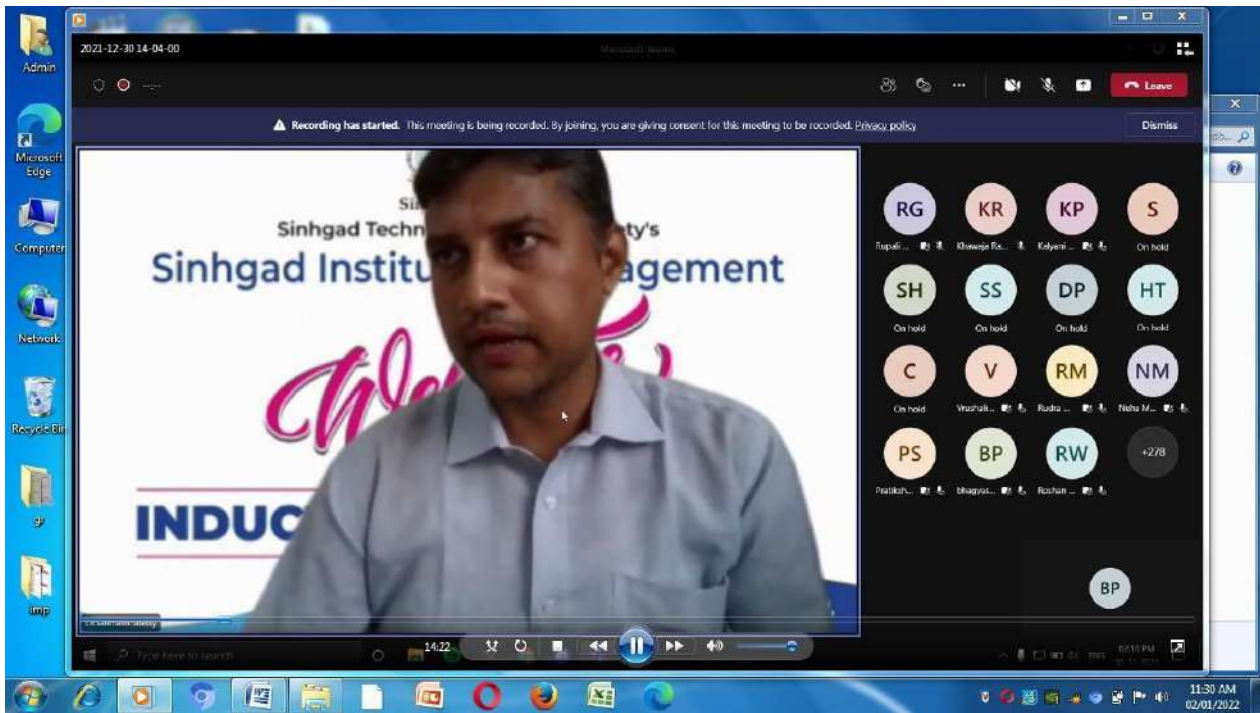
Lets try to find out by asking the question to ourselves.

Is the unhappiness in my family more due to lack of physical facility or more due to lack of fulfillments in relationship and finally explain understanding harmony in the family . relationship already exist we don't have co-create it rather we only have to recognize and fulfill it .

There are nine feelings (value) in relationship:

Trust (Foundation Value) Respect, Affection, Care, Guidance, Glory, gratitude, love complete value there is harmony in the family mutual happiness in the family when we understand the feelings and ensure in our Living.





Guest: Santosh Velapure

It's always amazing listening to stories from seniors and especially alumni's. he have basically experience in sales professional with 11+ yrs. Experience with expertise in channel Sales and Product Management . Sir has Successfully handled top brands like Blackberry mobile phones , sony mobiles , Transcend , Kensington, Microsoft to name a few . He is having National as well international exposure where he has worked at various capacities.

Santosh velapure mentioned in his speech this is two year program, entrepreneur is a basically to learn new thing . you able to connect and perform a better way because you know better what exactly better expect from you . having a clear understanding is very important life ,so all understanding , positive attitude , open mind, rather than that good attitude do not have keep ego . always focus on something on excellence you get no of challenges and you need to have good collaboration , proper understanding and students are able to adapt the technology . world is booming in corporate sector make planning for long task just they evaluating .way of living , every day u deals with daily transaction that means basically way of living . all guise are entrepreneur stay connected ,keep a open mind you need to have a positive attitude , case studies , big learning platform . students have tackle things much better way and handle the situation .Industry you get

“Lets it be as an entrepreneur Faster you will grow in life “





Syllabus and examination orientation by Dr. Sagar Pawar

Sr.No.	Course Type	Credits	Nature	Comprehensive Concurrent Evaluation (CCE)	End Semester Evaluation (ESE) Marks	Total Marks
BASIC COURSE TYPES						
1	Generic Core (GC)	3	Compulsory	50	50	100
2	Subject Core (SC)	3	Compulsory (Specialization specific)	50	50	100
3	Generic Elective (GE - UL)	2	Elective	0	50	50
4	Generic Elective (GE - IL)	2	Elective	50	0	50
5	Subject Elective (SE - IL)	2	Elective (Specialization specific)	50	0	50
6	Summer Internship Project (SIP)	6	Project (Compulsory)	50	50	100





Student Training program orientation by prof .Anjit Jha

Prof. Anjit Jha mentioned his speech Important of STP – how to developed personality , communication , what a business world wants , you have good authentic communication authentic talk , authentic speaker , al the training provided by STP. focus on reading skill, developed fluency

“Arts of communication is a language of leadership “

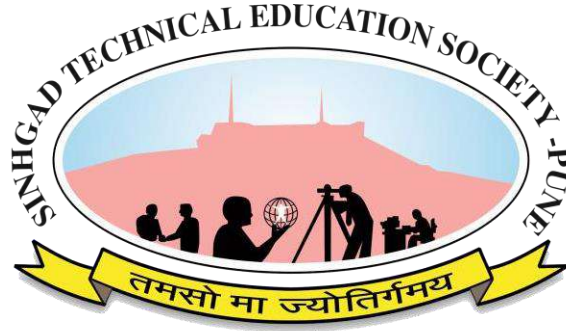


Vote of thanks delivered by the Dr. Sanmath Shetty

Dr. Sagar Pawar
Academic Head, SIOM



Dr. Daniel Penkar
Director, SIOM



Sinhgad Institutes

STES's

Sinhgad Institute of Management

Vadgaon, Pune

A.Y. 2021 – 22

**Strategy for Managing Personal Finance in
collaboration with Association of Mutual Fund
of India**





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Telefax: (020) 24356592 E-mail: director_siom@sinhgad.edu Website: www.sinhgad.edu

Date – 15 November 2021

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **Strategy for Managing Personal Finance in collaboration with Association of Mutual Fund of India** at Sinhgad Institute of Management, Vadgaon, Pune from the **16th of November 2021**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.





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Telefax: (020) 24356592 E-mail: director_siom@sinhgad.edu Website: www.sinhgad.edu

Activity Report

Activity Title	Strategy for Managing Personal Finance in Collaboration with AMFI	Date & Time	16 th November 2021, 11 am -1 pm
Activity Category	National Webinar	Activity Venue	Zoom Meeting
Participants	Faculty Members / Students / Parents	Numbers of Participants	324

Description of activity in brief:

On 16th November 2021 Sinhgad Institute of Management and Association of mutual Funds India jointly organized National Webinar on '**Strategy for Managing Personal Finance.**' Overall around 324 participant's attended the webinar from various region from allover the India. Most of the participants are Students and Faculty Members.

Mr. Suryakant Sharma (Senior Consultant at AMFI) is the guest speaker for the webinar. He has over 35 years of experience in banking and finance and securities market and has served leading financial institutions. Thereafter he has worked in department of financial services, Ministry of finance, Government of India and finally SEBI.

Webinar started at 11:00 AM with the address of Dr. Daniel Penkar, Director SIOM. He has expressed his thoughts on the current economic conditions and how much personal saving is useful in current scenario for every person. After director sir's address Mr. Suryakant Sharma Continued the session and he has given his expertise is the finance field. He has suggested various opportunities for savings, Tax planning and suggested investment opportunities. At the end of the webinar we have distributed E-Certificates to the participants.



AGENDA OF WEBINAR

Programme	Time	Name
Virtual Hosting:	11:00 AM	Dr Sagar Pawar, Associate Professor, Hemant Patil, Assistant Professor, Omkar Lad, Assistant Professor
Welcome Address	11:00 AM	Ms. Palamand Vaishnavi, Student SIOM
Inaugural Speech:	11:05 AM	Dr. Daniel Penkar, Director SIOM
Theme Speech	11:15 AM	Shri Suryakant Sharma, Senior Consultant, AMFI, (Former DGM SEBI)
Vote of Thanks	12:45 AM	Ms. Palamand Vaishnavi, Student SIOM



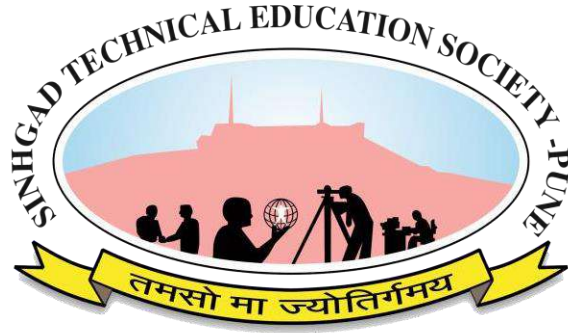
Photographs of the Activity:



Dr. Sagar Pawar
Academic Head, SIOM



Dr. Daniel Penkar
Director, SIOM



Sinhgad Institutes

STES's

Sinhgad Institute of Management

Vadgaon, Pune

A.Y. 2021 – 22

Six Sigma Green Belt Certification Course





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Telefax: (020) 24356592 E-mail: director_siom@sinhgad.edu Website: www.sinhgad.edu

Date – 11 October 2021

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **Six Sigma Green Belt Certification Course** at Sinhgad Institute of Management, Vadgaon, Pune from the **12th of October 2021**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.





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Telefax: (020) 24356592 E-mail: director_siom@sinhgad.edu Website: www.sinhgad.edu

Activity Title	Six Sigma Green Belt Certification Course	Date & Time	12 th October 2021 11am onwards
Activity Category	Training Course	Activity Venue	Zoom Meeting
Participants	Students	Numbers of Participants	324

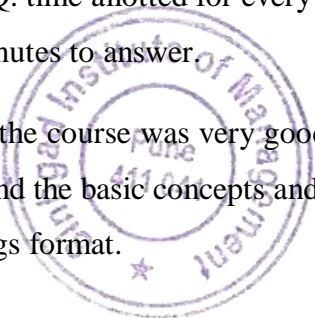
Every year we have a Six Sigma Green Belt Certification Course at our Sinhgad College of Engineering Department of Management studies. This year though we are in a pandemic situation, School colleges are closed but still we have continued the teaching through digital platforms.

Due to the Coronavirus pandemic situation this year, we have arranged virtual Six sigma Green Belt Certification for the enrolled students.

Six Sigma Green Belt Certification Course is of 24 hours designed course. It has got segregated for 2 hours timed 5pm to 9.30 pm daily for 5 days for the students appearing for this Course. Total 33 Fresh student has appeared for this course irrespective of all the branches of Sinhgad Institute.

Mostly all the students have cleared this exam with good grades and marks. This time we have a Virtual teaching of this course so, the examination was also totally virtually containing 100 marks of M.C.Q. time allotted for every student for giving exam was 100 Minutes every single question has 1 minutes to answer

Overall, the course was very good and designed and structured in easy way so that everyone can understand the basic concepts and points. All Study material were provided in E book, pdf, Video recordings format.



On 12th Oct 2021, the course has ended and on 17th Oct the exam has scheduled via Online. At the end of the session everyone has shared their positive feedback with the speaker person.





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Cont. No.: 00-91-420-41934929 / 00-91-9861203461

E-mail : director@aiqm.in, aiqm@aiqm.in

Website : <http://www.aiqm.in>

Presented to

Archana Tilachand Chirmade

*In recognition of having successfully completed
training & assessment for*

Lean Six Sigma Green Belt Certification

(Passed in **A+** Grade)

[Signature]



Director

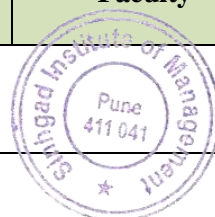
Cert. No. AM-3308

Date: 21.08.2020

Grades:	Ex: Above 80%	A ⁺ : 70 to 79.9%	A: 60 to 69.9%	B: 50 to 59.9%
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Course Name	Duration & Timings	Batch Size	Student Category	Price to Student Rs.
Lean Six Sigma Green Belt Certification	3 - Days course (10 am to 5 pm) Examination on Day – 4	* Minimum 50 nos. * Maximum 60 nos.	STES Student	4100
			Outside Student	5100
			Alumni/ STES Faculty	4600
			Outside Faculty	5600
		Min 18 (If only Industry persons)	Industry Persons	11600
Combined (Industry persons (Min 10) + Faculty (Min 15))				
Certified Kaizen Lean Manager	2 - Days course (10 am to 5 pm) Examination on Day – 3	* Minimum 50 nos. * Maximum 60 nos.	STES Student	3400
			Outside Student	4100
			STES Faculty	3400
			Alumni/Outside Faculty	4600



MR. G. K. SINGH – PROFILE

o **International Trainer & Consultant for Lean Six Sigma, Kaizen-Lean Management, ISO 9001, ISO 14001, OHSAS 18001 and ISO 50001**

o **Education:**

- * B.Tech (Hons.) I.I.T.-Mumbai (Silver Medallist)
- * MBA, I.I.M. – Kolkata
- * ISO 9001 QMS, ISO 14001 EMS & ISO 50001 EnMS

Lead Auditor (IRCA – UK)

- * Lean Six Sigma Master Black Belt.

o **Work Experience:**

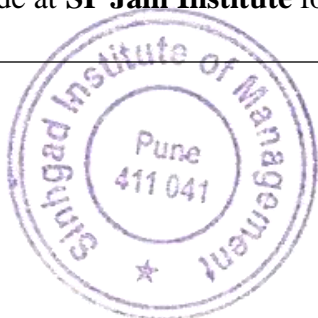
- * Johnson & Johnson Ltd. - Mumbai
- * Horstmann India (Baker Gauges) – Pune
- * Partner – Galaxy Electronics (since 1991)
- * Owner- Director, Asian Institute of Quality Management (since 1999)
- * Owner-Director, JK Waste Recycling Pvt. Ltd. (since 2014). **ASCB (E) – UK approved faculty.**

Has trained more than 40,000 persons till date, in India and abroad, on a variety of subjects like TQM, Toyota Production System, Lean Six Sigma Green Belt / Black Belt Certification courses (DMAIC / DFSS), Kaizen, Lean Management, TPM, SPC, Minitab and ISO Standards for Quality Management, Environmental Management, Energy Management & Information Security Management.

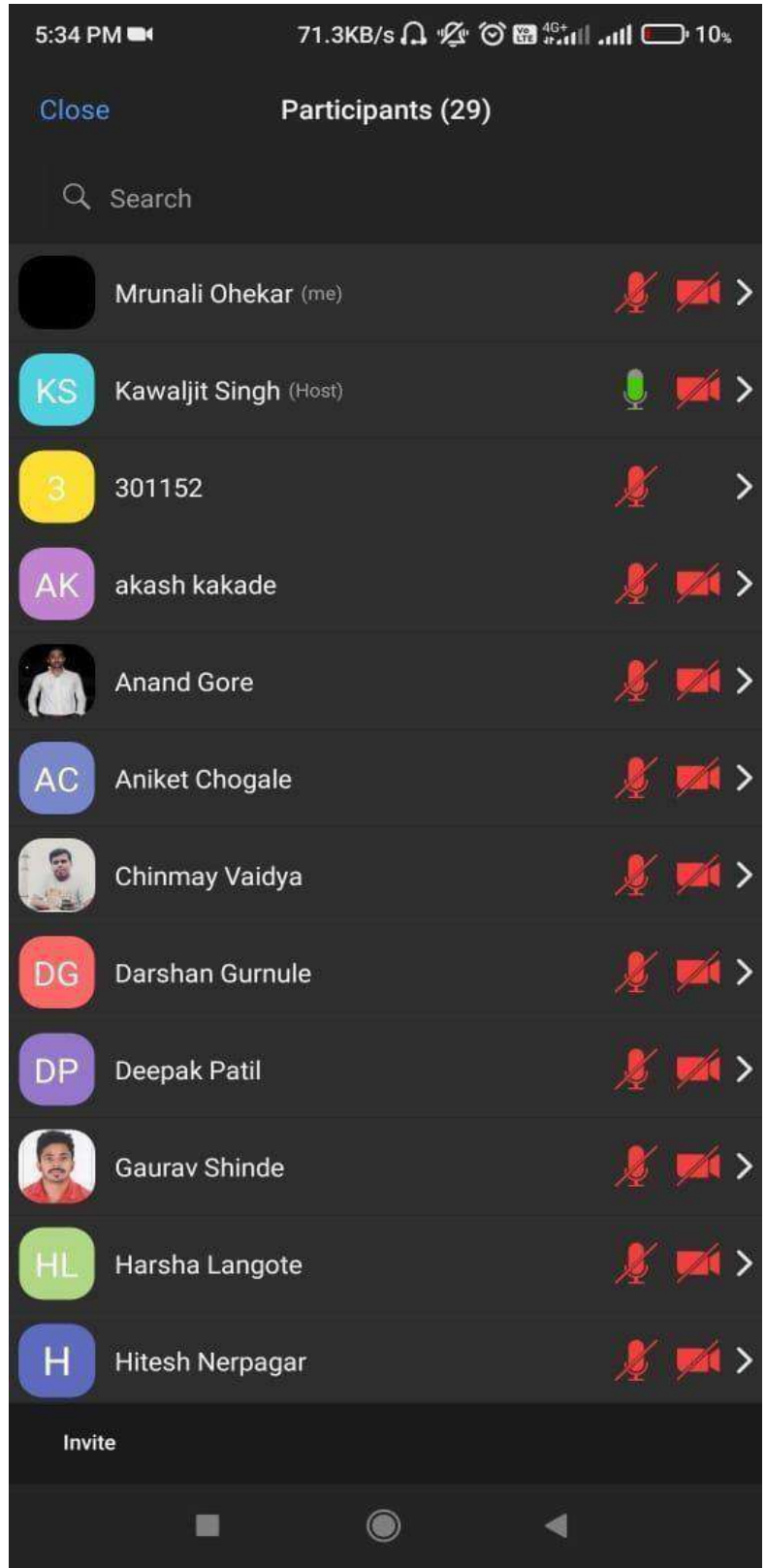
Has mentored over 3300 successful Lean Six Sigma Black Belt (DMAIC / DFSS) projects and over 1100 Lean Manufacturing / Lean Management projects till date including 1745 projects in **Kuwait, Oman, Saudi Arabia and UAE**. Bestowed "*Outstanding People of the 20th Century Award*" by the International Biographical Center, Cambridge, U.K. in honour of an outstanding contribution in the field of electronics and management education.

Visiting Faculty experience at various institutes:

- * Visiting Faculty during spring semester from 1st Jan to 30th April 1981. (Total 36 hours course as part of the “Master’s Degree Programme in Industrial Management” at **IIT Mumbai**).
- * Associate Faculty – **National Insurance Academy, Pune** – an apex institute set up by the public sector insurance companies.
- * Visiting Faculty - Symbiosis Institute of Management Studies, (**SIMS**) **Pune**.
- * Visiting Faculty - Symbiosis Institute of Business Management, (**SIBM**) **Pune**.
- * Visiting Faculty for TQM course at **IMT – Nagpur**.
- * Student guide at **SP Jain Institute** for their FMB students for two years.



Attendance of 8th Oct 2021





5:34 PM 20.4KB/s 4G+ 10%

Close Participants (29)

NM	Nikheel Mallurwar			
P	Parikshit			
PP	Pranav Patil			
RI	Radha Ingole			
RJ	Reva joshi			
SK	Santosh Karche			
SB	Saurabh Bhoyar			
	Saurabh Shirsath			
SY	Shubham Yeole			
SP	Suraj Pharande			
T	Tushar			
TD	Tushar Dongare			
V	Vasundhara Kakade			

Invite



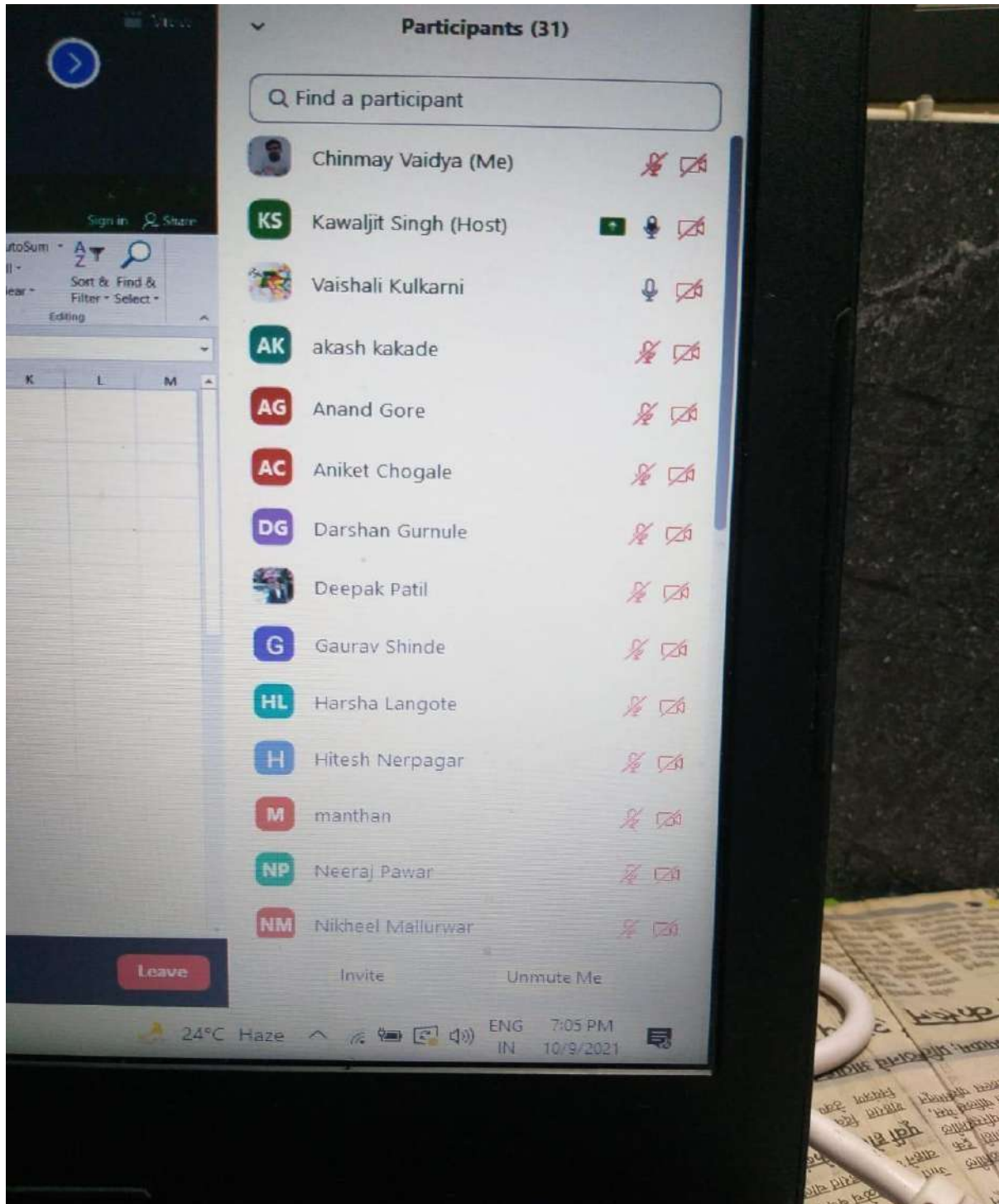
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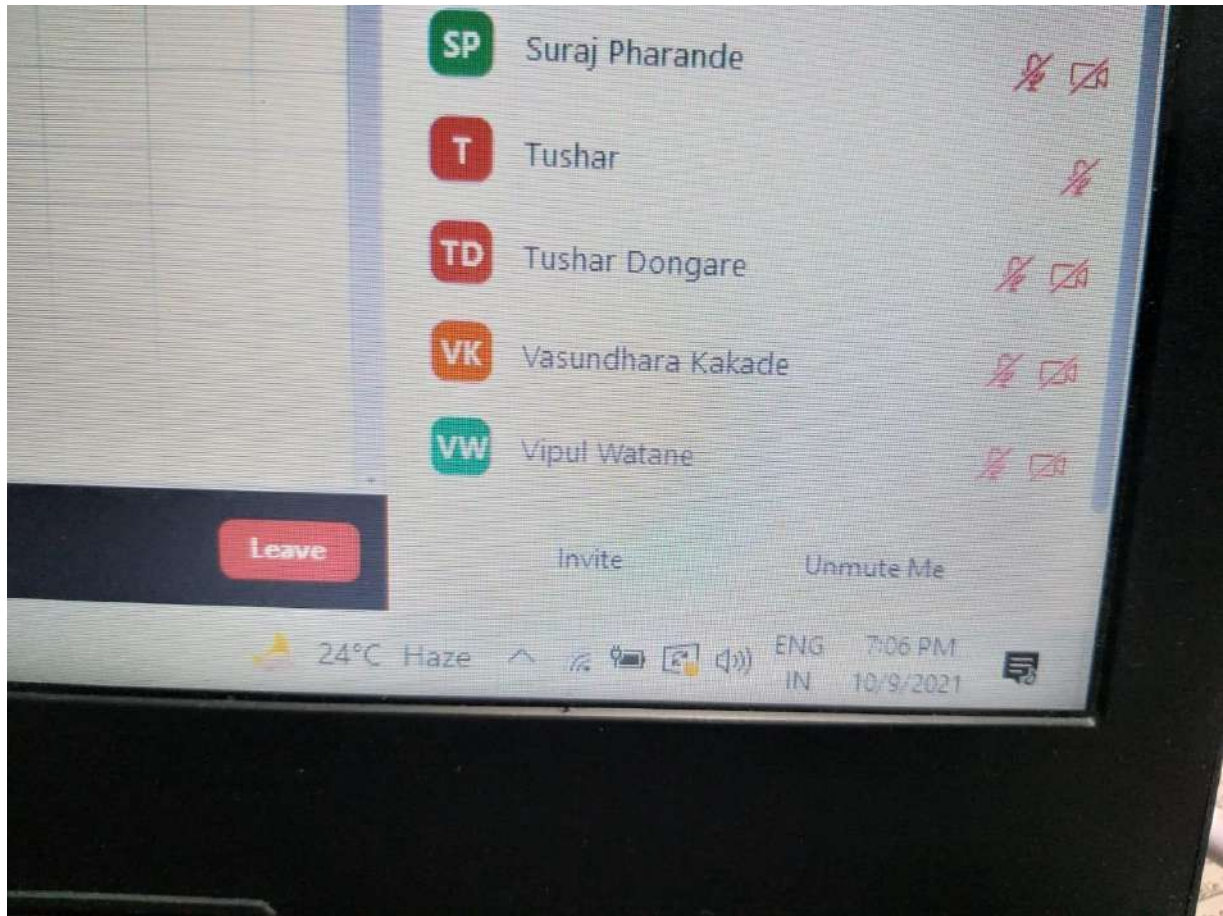
Close Participants (29)

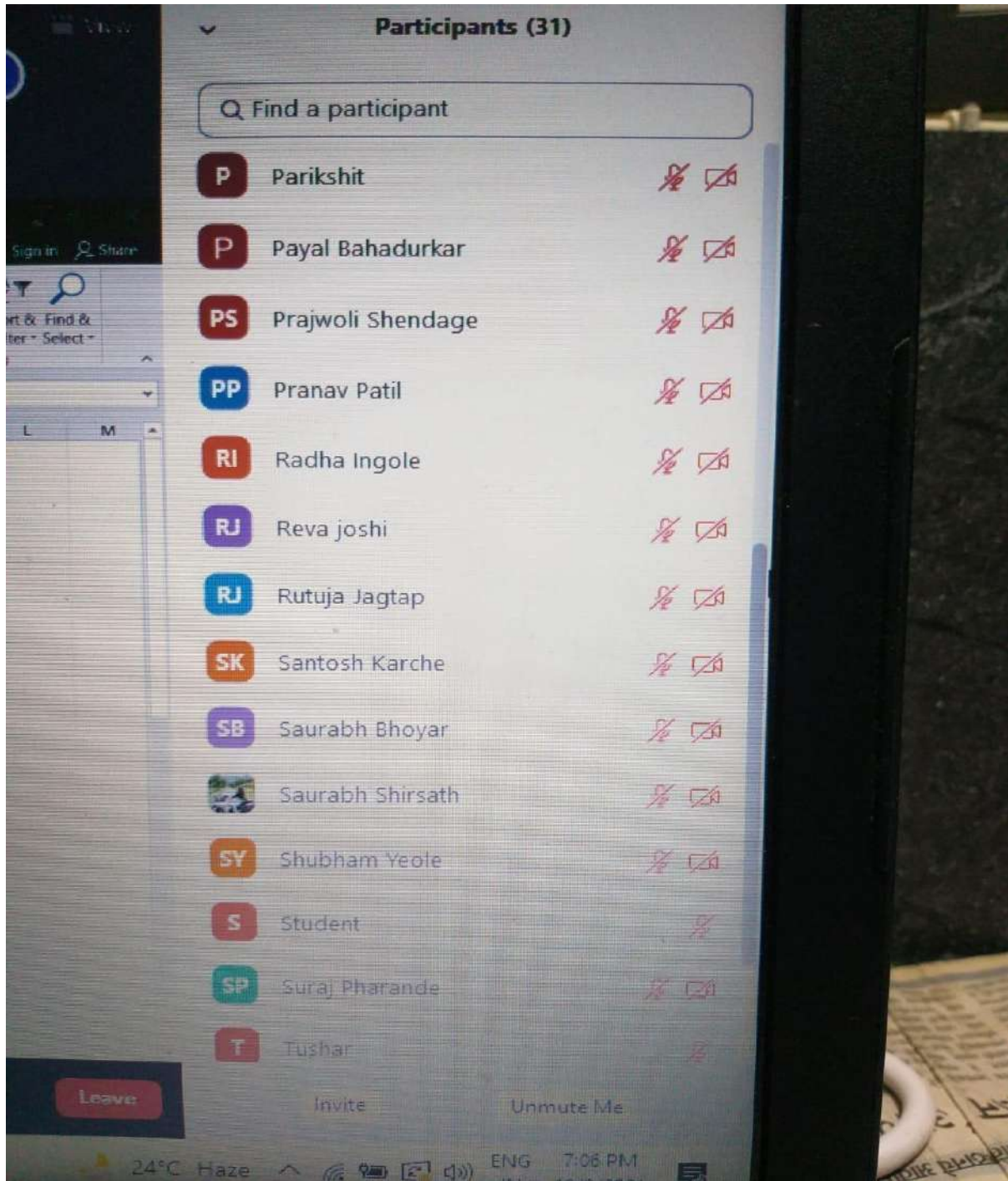
	Gaurav Shinde			
HL	Harsha Langote			
KS	kartik sonawane			
	Manthan Baviskar			
MB	MS.SONAL BARDE			
NM	Nikheel Mallurwar			
P	Parikshit			
RI	Radha Ingole			
RJ	Reva joshi			
SK	Santosh Karche			
SB	Saurabh Bhoyar			
	Saurabh Shirsath			
SY	Shubham Yeole			

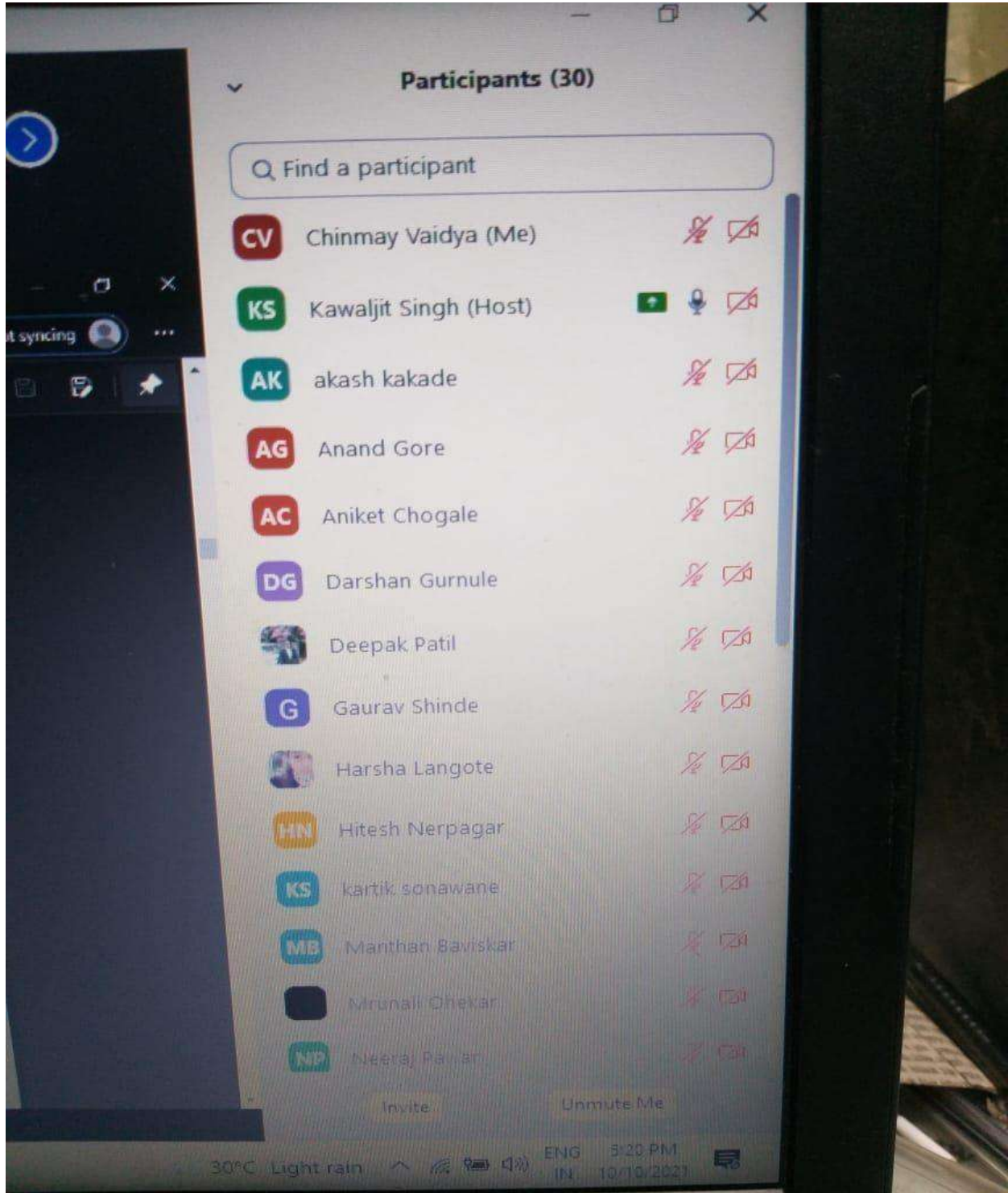
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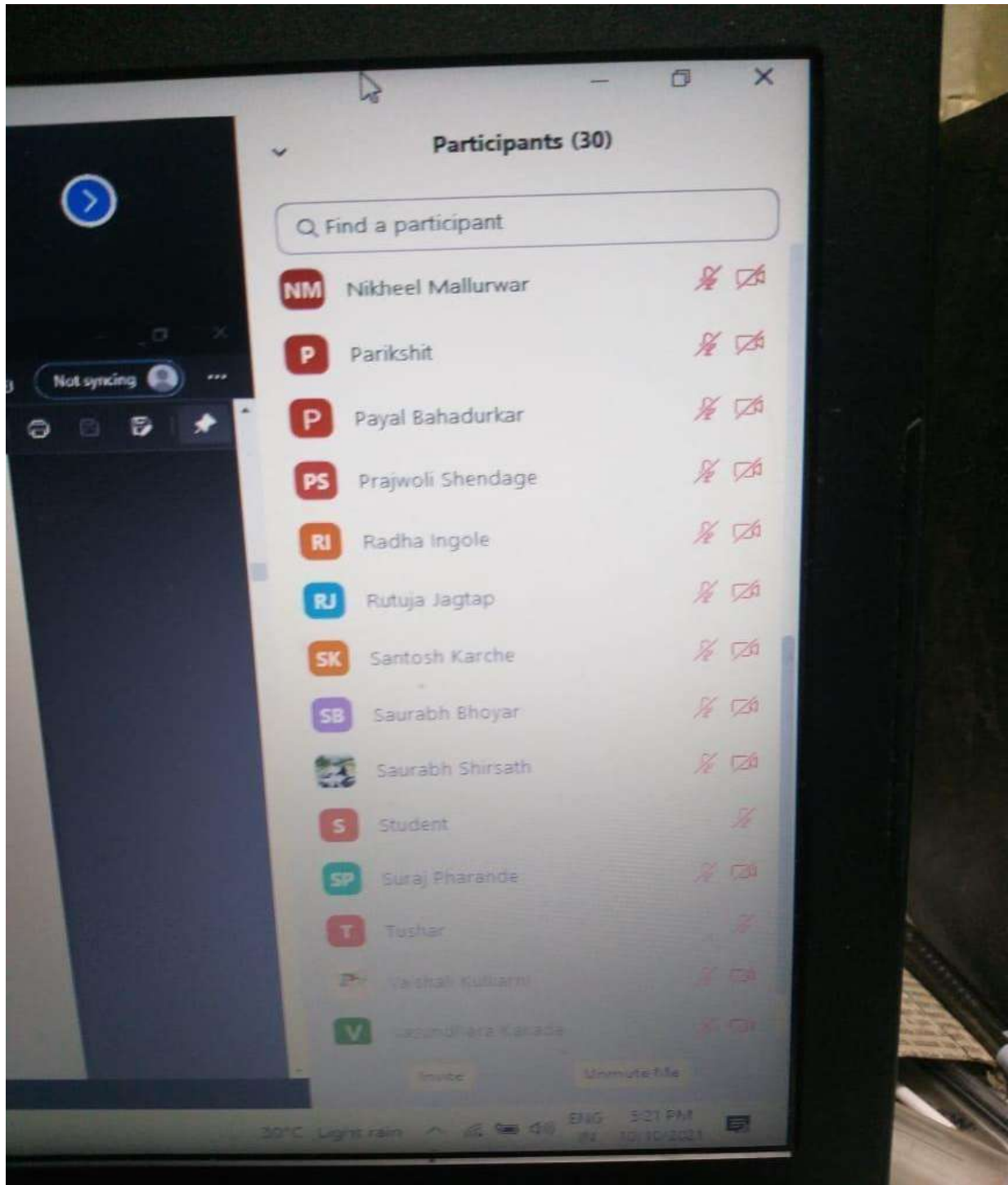
Attendance of 9th Oct 2021

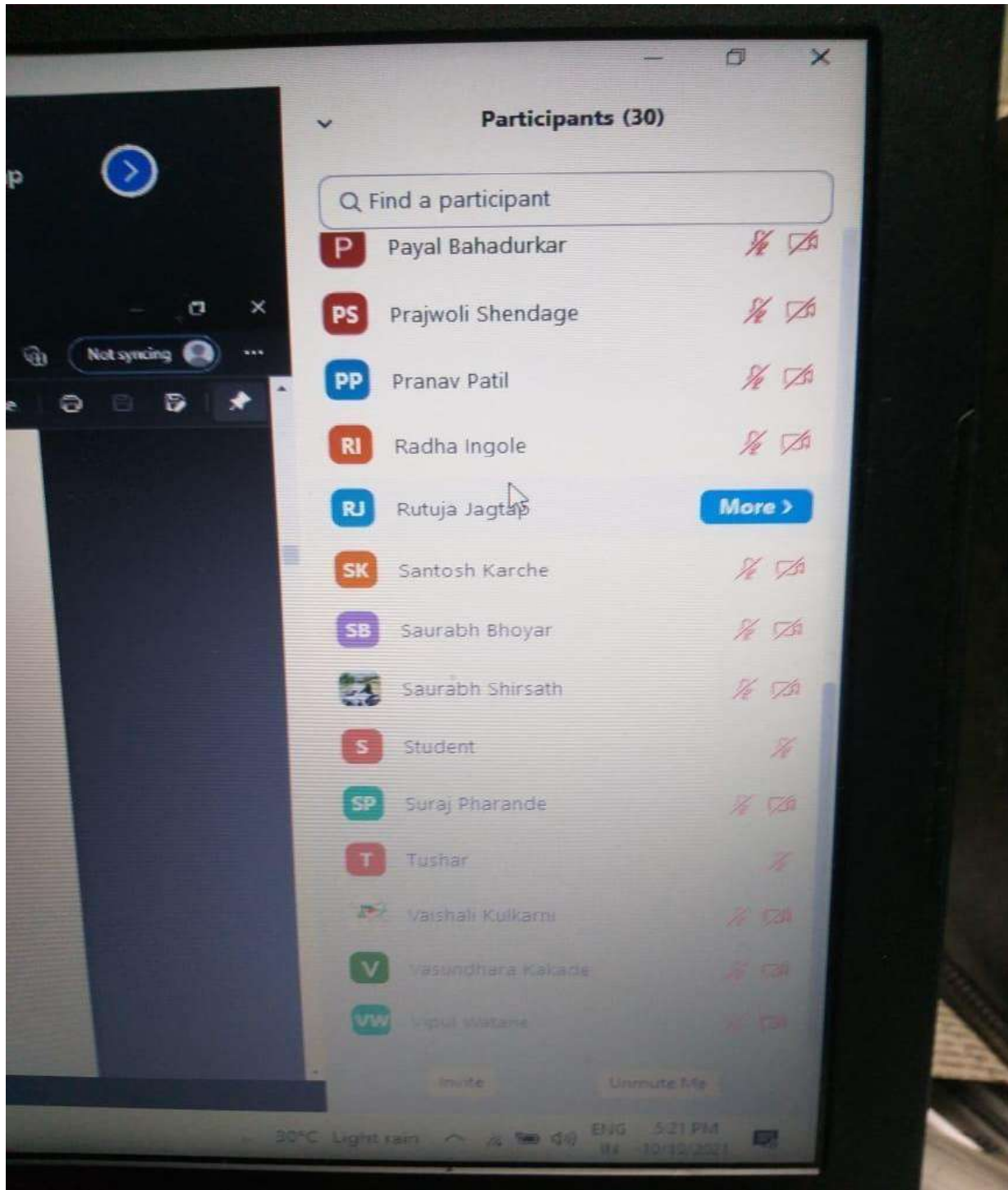




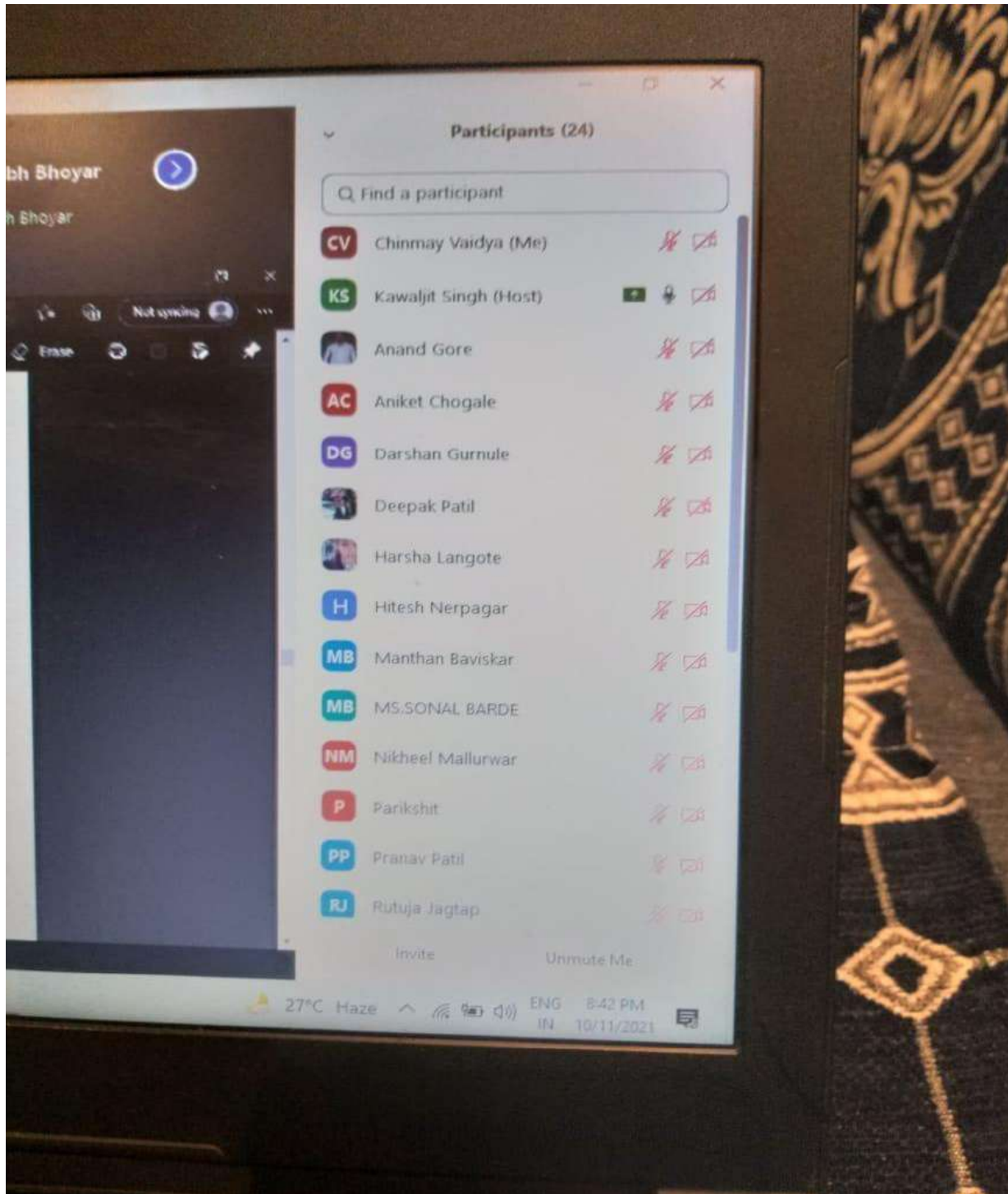


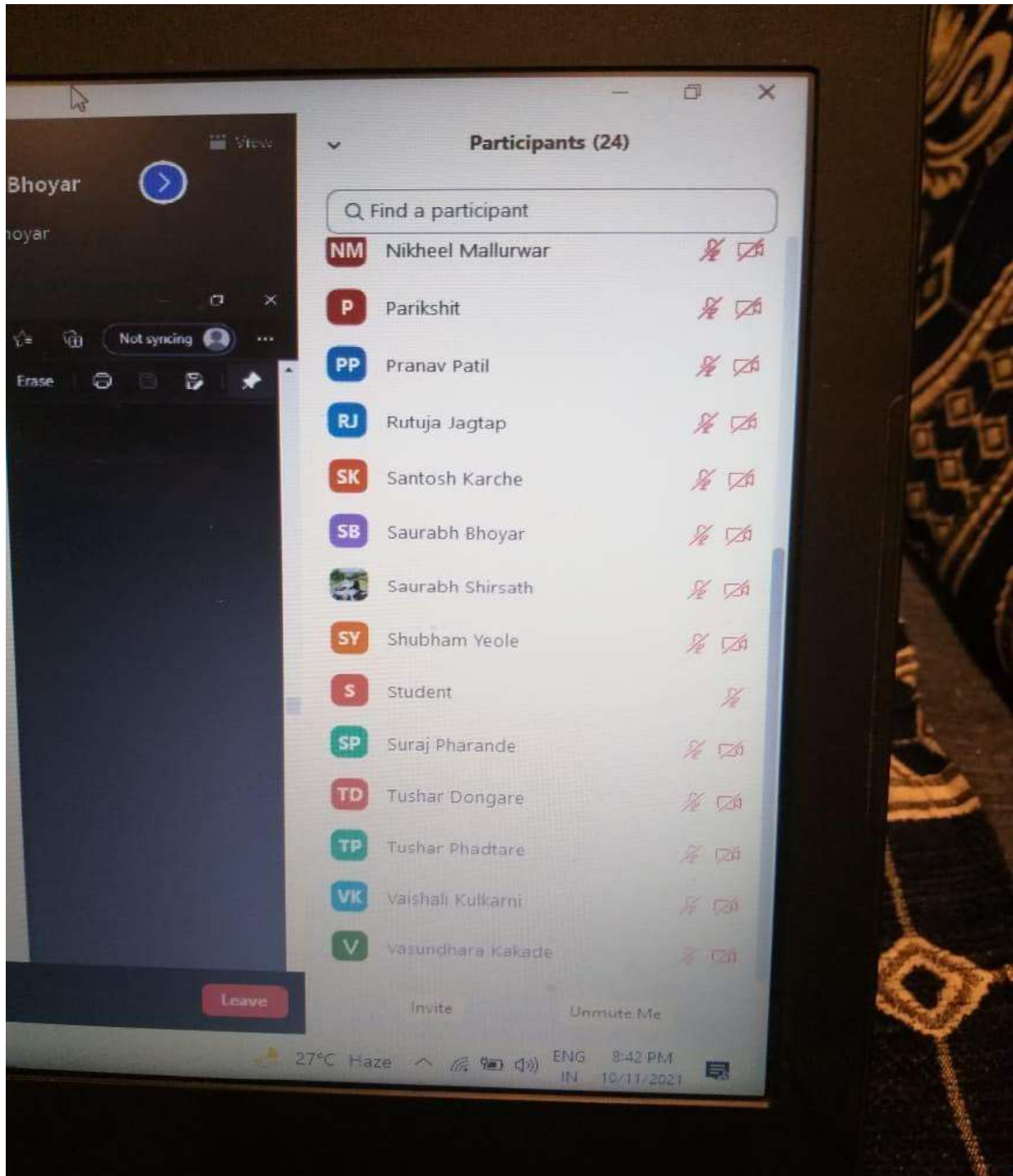




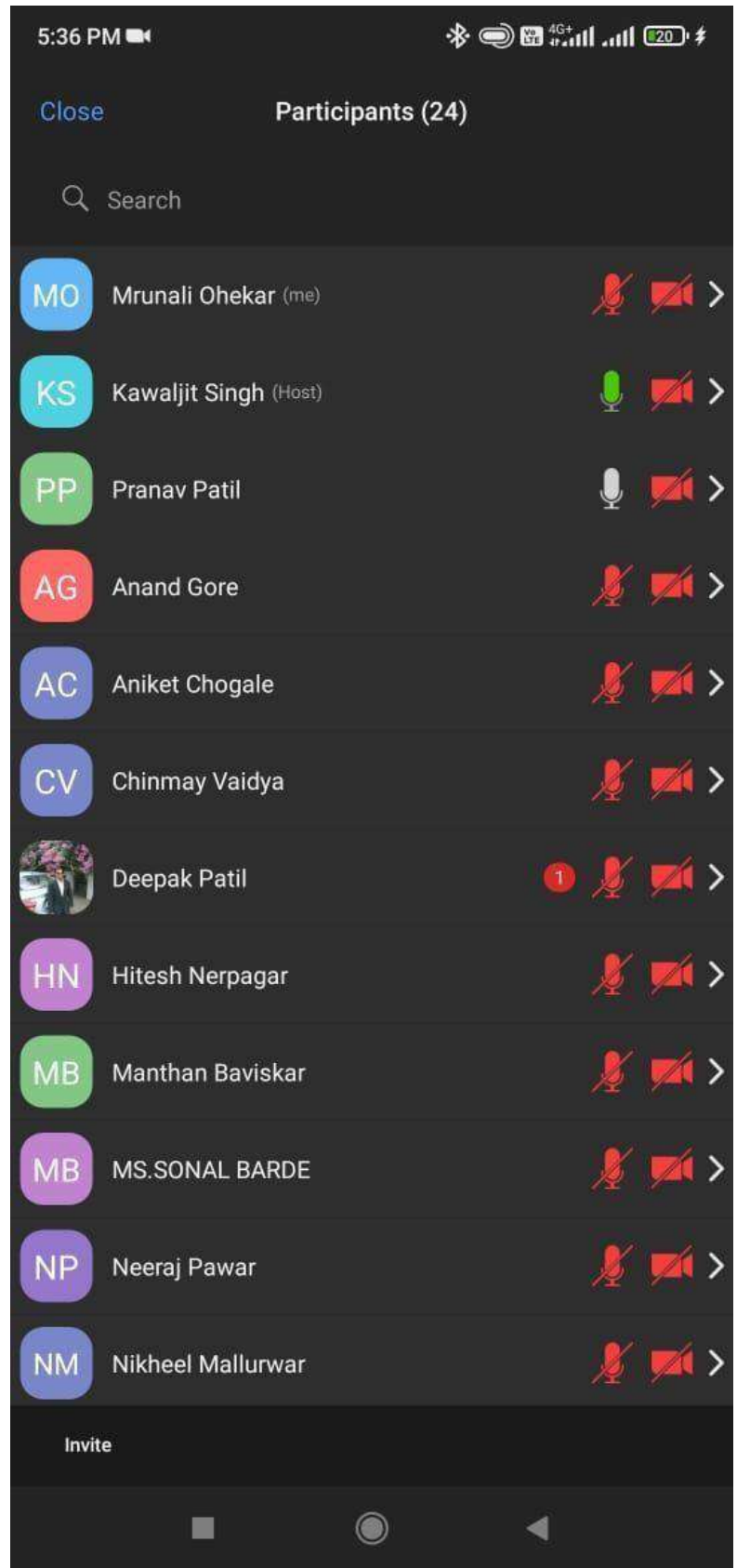


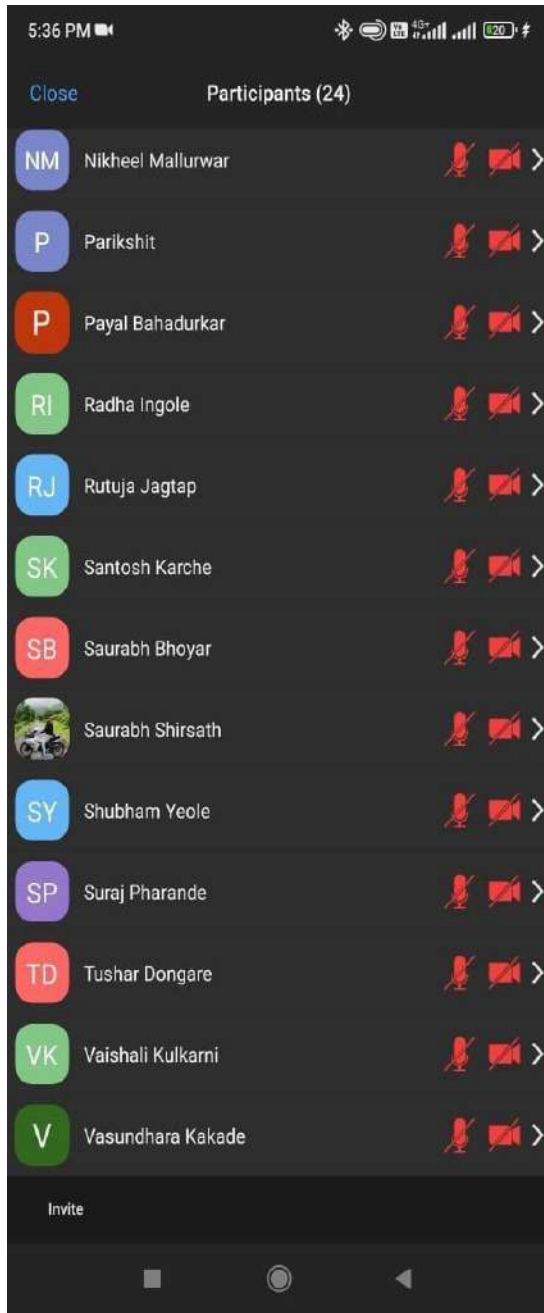
Attendance of 11th Oct 2021





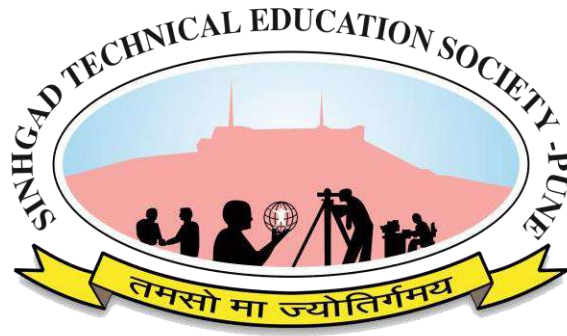
Attendance of 12th Oct 2021





Dr. Sagar Pawar
Academic Head, SIOM

Dr. Daniel Penkar
Director, SIOM



Sinhgad Institutes

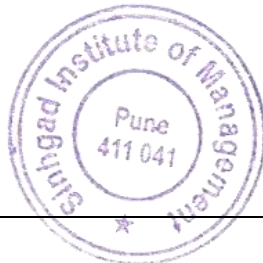
STES's

Sinhgad Institute of Management

Vadgaon, Pune

A.Y. 2021 – 22

Overview of Financial Market





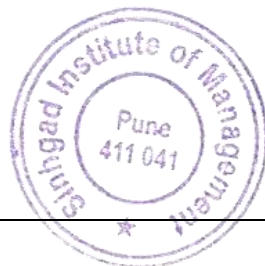
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Date – 10th September 2021

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **Overview of Financial Market** at Sinhgad Institute of Management, Vadgaon, Pune from the **13th of September to 17th September 2021**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.





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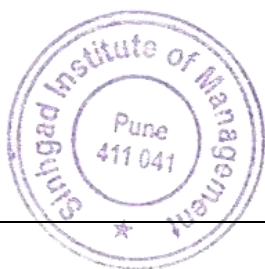
S. No. 44/1, Vadgaon (Bk.), Off Sinhgad Road, Pune 411 041
Telefax: (020) 24356592 E-mail: director_siom@sinhgad.edu Website: www.sinhgad.edu

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 13th to 17th of September 2021.

Activity Title	Overview of Financial Market	Date & Time	13 th to 17 th September 2021 10:45am onwards
Activity Category	Campus to Corporate Activity	Activity Venue	Microsoft Teams (Online Mode)
Participants	Students	Numbers of Participants	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.



Glimpses of the session

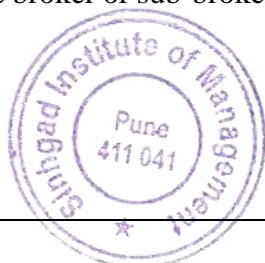
Day-1:

Dr. Aditya Srinivas briefed about the origin and history of Bombay Stock Exchange. The Bombay Stock Exchange (BSE) was formed on 9th 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 shows a Zoom meeting interface. The main window displays a presentation slide titled 'Methodology' with a line graph and a table of data. The graph shows a fluctuating line with a peak around 10:30. The table has columns for various metrics and rows of data. A sidebar on the right lists 'In-call messages' and 'AND ADDITIONAL' courses such as 'Pro Investors Videos by CA Rachana Ranade', 'Tally Prime ERP + GST full course', 'Income Tax full course', 'Finnovaticz all courses', and 'Financial Analysis & Financial Modeling using MS Excel'. A channel link is also provided: https://t.me/rachana_ranade_stockmarket. The meeting controls at the bottom show a time of 11:27 AM and a meeting ID of ifp-psay-nfg. A notification at the bottom left states 'Himanshu khobragade has left the meeting'.

Glimpses of the session



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.

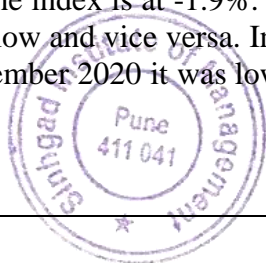
Day -2:

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%.

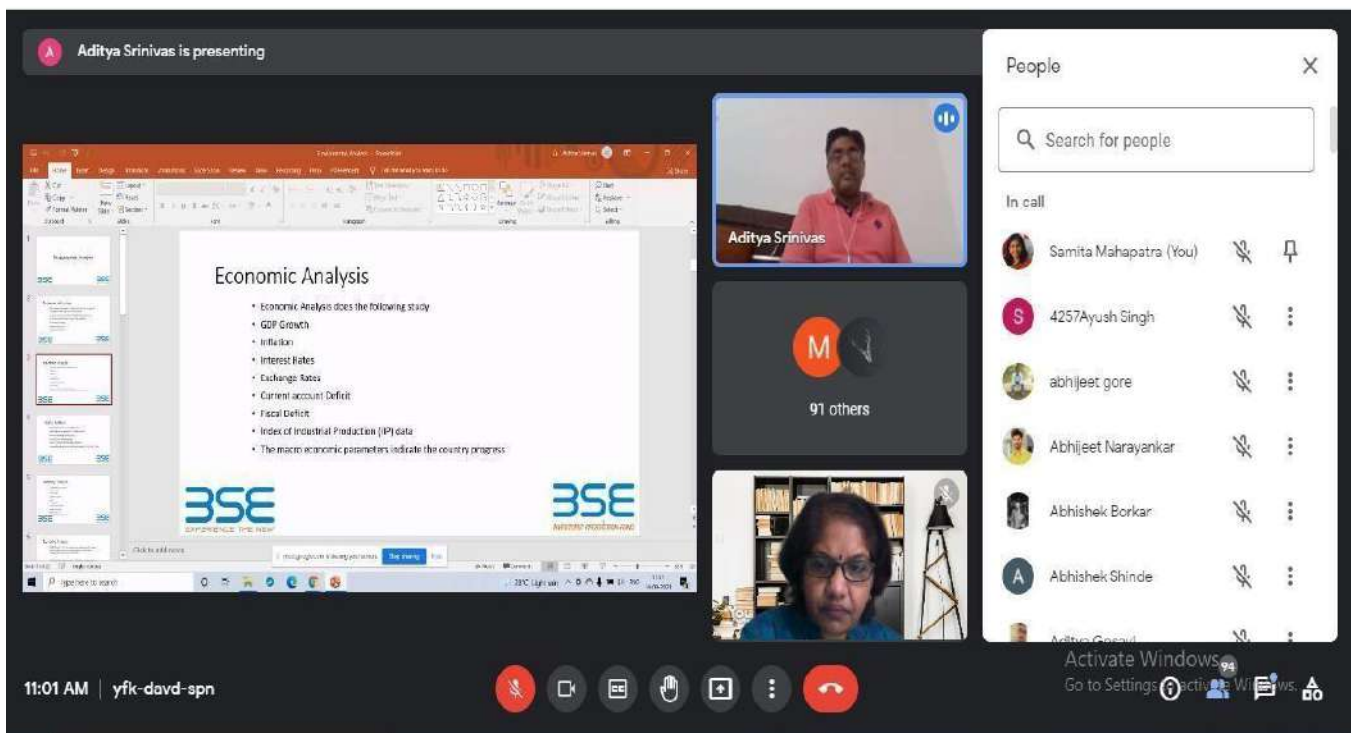


g. Other Macroeconomic parameters indicating country's progress

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.

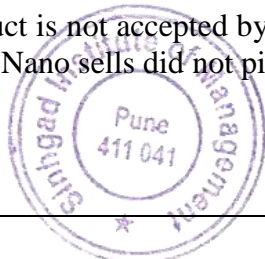
On the other hand, India's IT sector earns 80% revenue in US Dollars. USA is the key market for Indian IT companies. Indian IT firms have zero debt and strong cash flows. With the changes in HB1 visa laws the IT stock prices had come down, but these stocks are good for long-term investments.



Glimpses from the session

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

- a. **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.

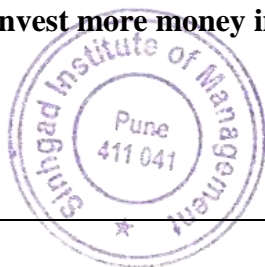


- b. Net Profit:** It is most important since it is the opportunity cost of capital. Stock price will not rise if the net profit is not rising. The FIII (Forum Merger III) and Mutual funds will not buy the company shares.
- c. Operating Profit:** It is the cash flow coming from the core business activity. 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.



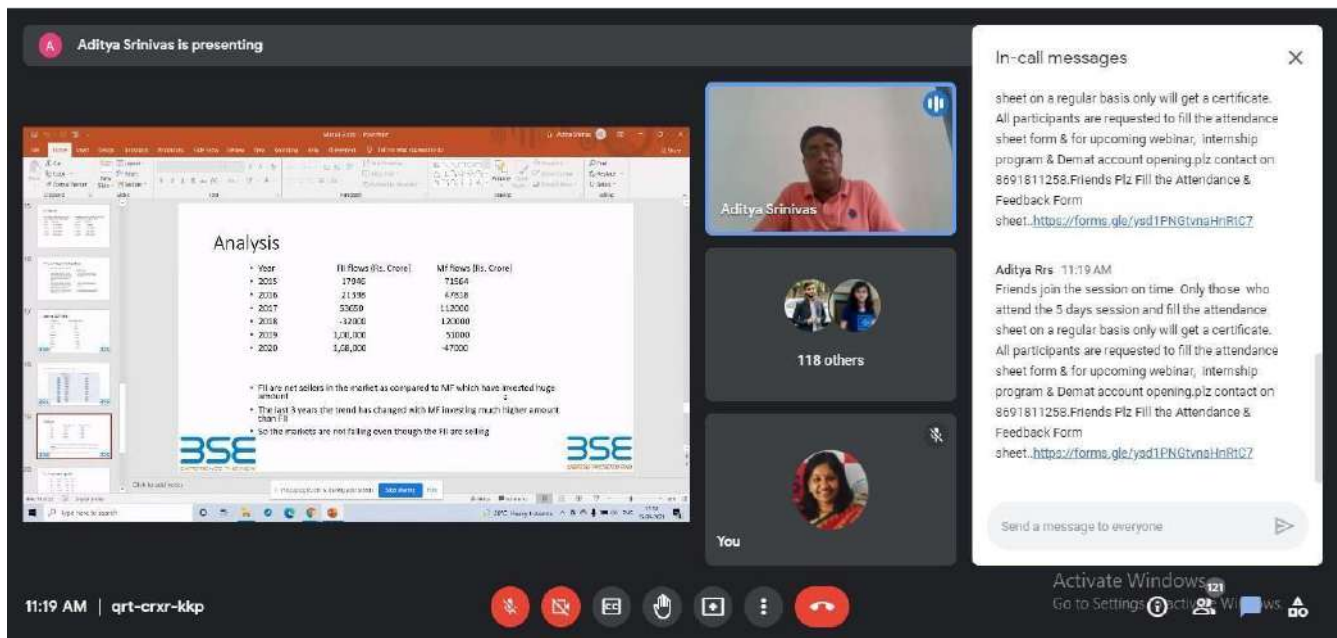
Glimpses of the session

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 repute in financial markets. They ensure that interests of investors are taken care off. Asset Management Companies select the stocks for investment and generate return for investors. Following are the types of schemes:

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



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



Glimpses of the session

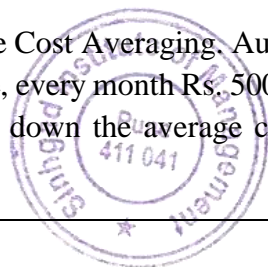
The benefits of mutual funds are:

- 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.

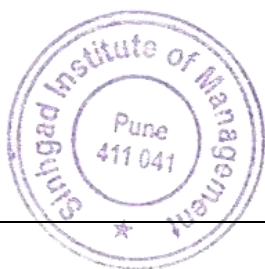
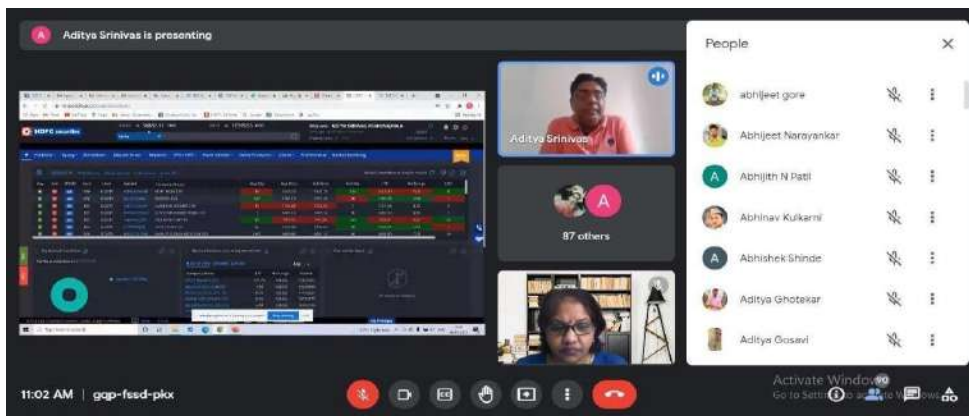
Dr. Srinivas compared the traditional products with mutual funds. Fixed deposits gives 5.15% interest with TDS and income tax gets deducted, Provident fund has 15 years locking period and return is around 7.10%, while mutual funds have average return of 15% on long term basis and complete flexibility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

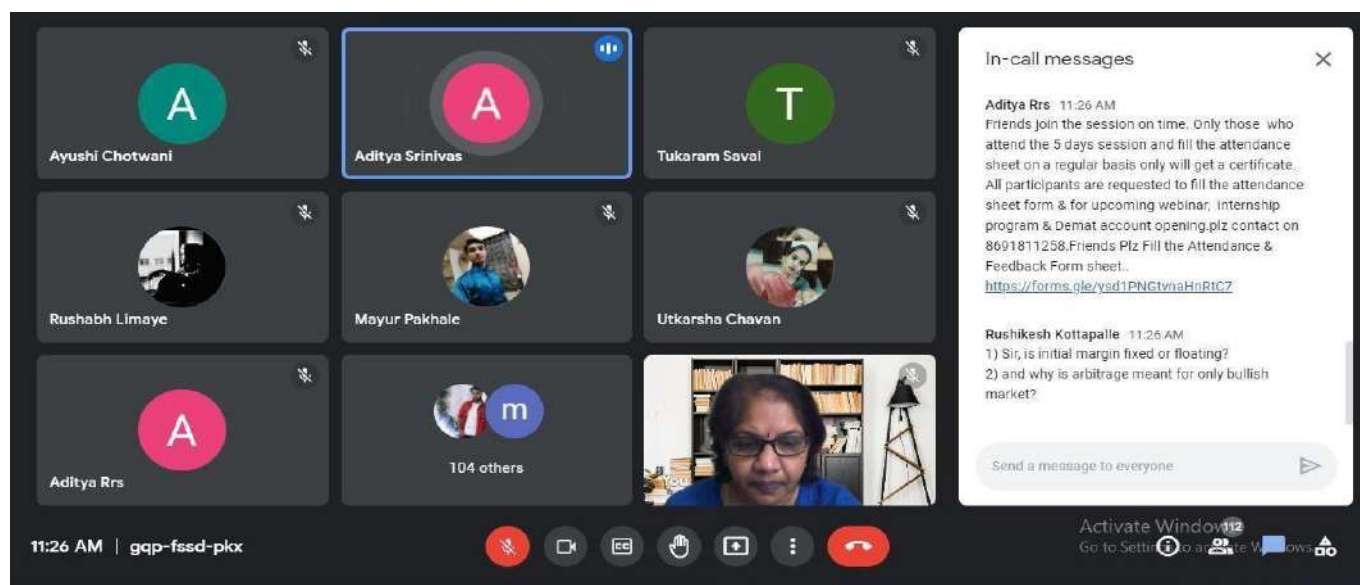
Day-4

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



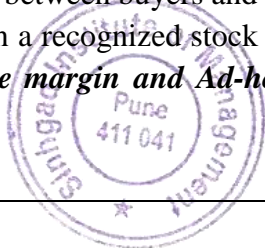
Then he explained about derivatives that it is an instrument whose value is derived from underlying assets. The underlying assets can be financial or non-financial, for example, stocks, bonds, gold, silver, temperature, electricity etc. Derivatives started in 1848 at Chicago Board of Trade (CBOT). In 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 is the basic



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.

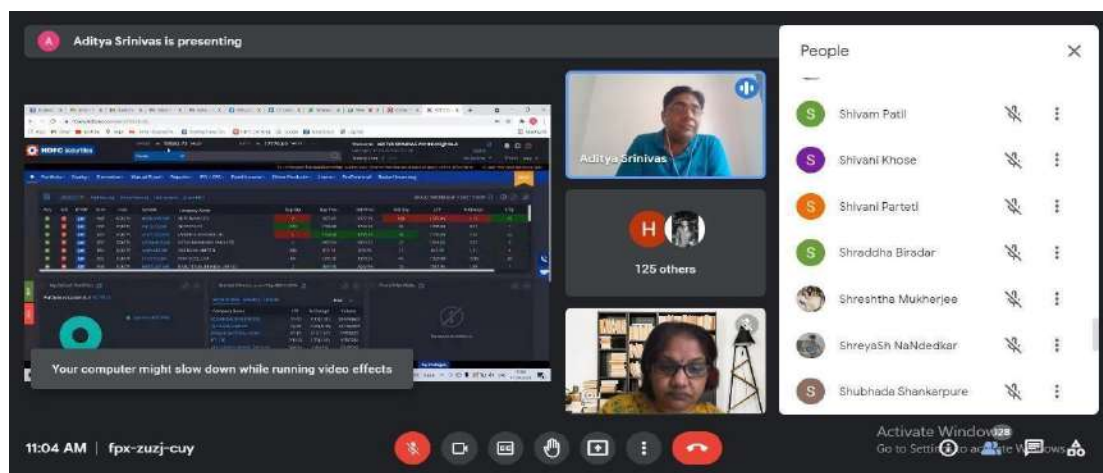
FII's are big players in the market. Index is very heavily traded. Retail investors trade but often incur loss. The minimum contract value is Rs. 5 lakhs which was earlier Rs. 2 lakhs.

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).



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.



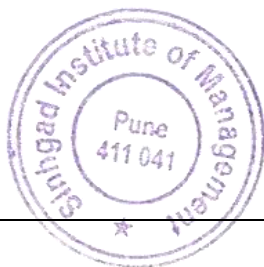
Dr. Sagar Pawar

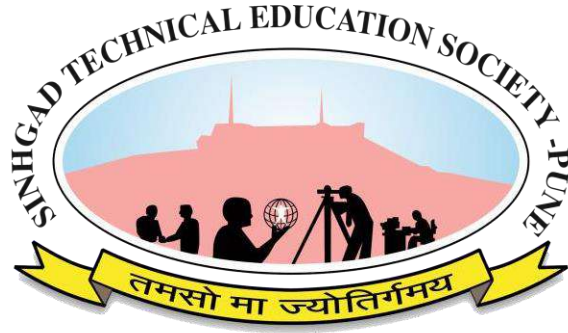
Academic Head, SIOM



Dr. Daniel Penkar

Director, SIOM





Sinhgad Institutes

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Vadgaon, Pune

A.Y. 2021 – 22

**Demystifying FinTech - Creating Opportunities
and Solving Challenges**





Sinhgad Technical Education Society's
SINHGAD INSTITUTE OF MANAGEMENT
(Affiliated to Savitribai Phule Pune University, Approved by AICTE
& Accredited by NAAC)

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Telefax: (020) 24356592 E-mail: director_siom@sinhgad.edu Website: www.sinhgad.edu

Date – 16 September 2021

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **Demystifying FinTech - Creating Opportunities and Solving Challenges** at Sinhgad Institute of Management, Vadgaon, Pune from the **17th of September 2021**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.



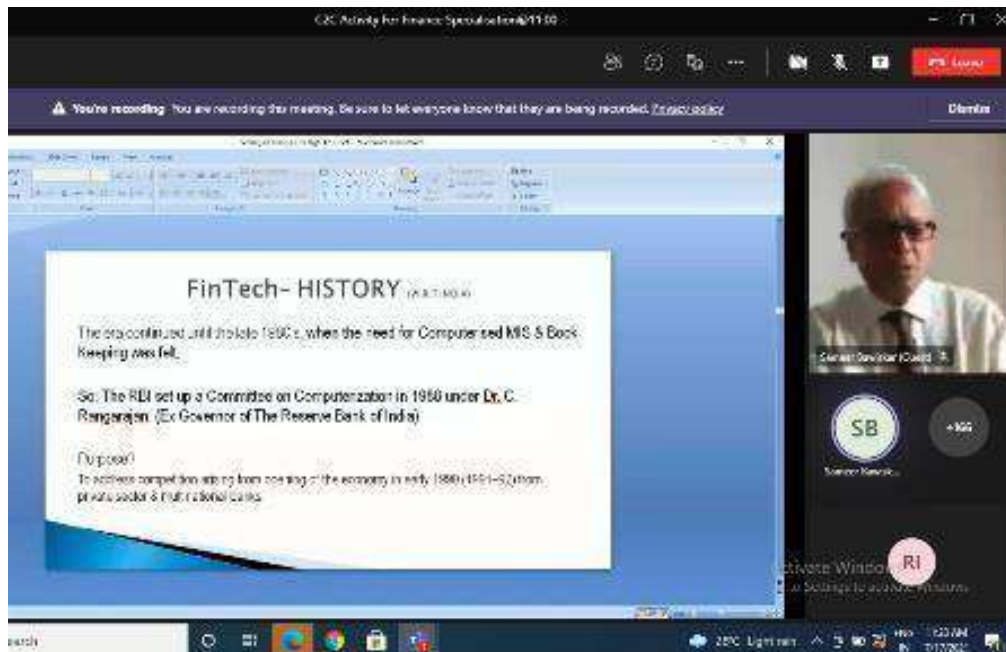


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Activity Title	Demystifying Fintech	Date &Time	17 th July 2021 11am onwards
Activity Category	Campus to Corporate Activity	Activity Venue	Microsoft Teams (Online Mode)
Participants	Students	Numbers of Participants	174



Profile of the Speaker: Mr. Sameer Bawiskar is a banker of good judgment 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 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.



Dr. Sagar Pawar
Academic Head, SIOM



Dr. Daniel Penkar
Director, SIOM





Sinhgad Institutes

STES's

Sinhgad Institute of Management

Vadgaon, Pune

A.Y. 2021 – 22

**Bloomberg Market Concepts (BMC)
Certification Training Programme for MBA
First-Year Students**





Sinhgad Technical Education Society's
SINHGAD INSTITUTE OF MANAGEMENT
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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

Date – 9 October 2020

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **Bloomberg Market Concepts (BMC) Certification Training Programme for MBA First-Year Students** at Sinhgad Institute of Management, Vadgaon, Pune from the **10th of October to 15th October 2020**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.





Sinhgad Technical Education Society's
SINHGAD INSTITUTE OF MANAGEMENT
(Affiliated to Savitribai Phule Pune University, Approved by AICTE
& Accredited by 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

Activity Title	Bloomberg Market Concepts (BMC) Certification Training Programme for MBA First-Year Students	Date & Time	10 th October 2020 10am onwards
Activity Category	Training Program	Activity Venue	Microsoft Teams (Online Mode)
Participants	Students	Numbers of Participants	182

A Two-Days Bloomberg Market Concepts (BMC) Certification was conducted by Dr. Samita Mahapatra, with the shortlisted Bloomberg Champions Shubham Jadhav, Deven Patil and Aditya Chandra (MBA First Year Students) to expertise hands on experience on Bloomberg Terminal and train the MBA First Year All Specialisations on 10th and 11th of October 2020 in Bloomberg Lab G14, 9:00 AM onwards.

The programme included the following two modules:

I. Economic Indicators

- The Primacy of GDP
- Monitoring GDP
- Forecasting GDP

II. Fixed Income

- The Roots of the Bond Market
- Bond Valuation Drivers
- Central Bankers and Interest Rates
- The Yield Curve and why it matters?



Day: 2

III. Currencies

- Currency Market Mechanics
- Currency Valuation
- Central Banks and Currencies
- Currency Risk

IV. Equities



Students during the Day 1 Session



- Introducing the Stock Market
- The Nature of Equities
- Equity Research
- Absolute Valuation
- Relative Valuation

III. Getting Started with Bloomberg

The duration of the training programme was 12 hours. All the questions were Multiple Choice Questions.

Report of

Bloomberg Market Concepts (BMC) Certification Training Programme for MBA First & Second Year Students

A Two-Days Bloomberg Market Concepts (BMC) Certification was conducted by Dr. Samita Mahapatra, with the Bloomberg Champions Shubham Jadhav, Deven Patil and Aditya Chandra (MBA First Year Students) to expertise hands on experience on Bloomberg Terminal and train the MBA First Year Students Aspiring for Finance and Also MBA Second Year Students those who have opted finance Specialisations on 14th and 15th of October 2020 in Conference Hall, 9:00 AM onwards.

The programme included the following two modules:

IV. Economic Indicators

- The Primacy of GDP
- Monitoring GDP
- Forecasting GDP

V. Fixed Income

- The Roots of the Bond Market
- Bond Valuation Drivers
- Central Bankers and Interest Rates
- The Yield Curve and why it matters?



Day:2

III. Currencies

- Currency Market Mechanics
- Currency Valuation
- Central Banks and Currencies
- Currency Risk

IV. Equities

- Introducing the Stock Market
- The Nature of Equities
- Equity Research
- Absolute Valuation
- Relative Valuation



Students during the Day 2 Session

VI. Getting Started with Bloomberg

The duration of the training programme was 12 hours. All the questions were Multiple Choice Questions.

Dr. Sagar Pawar
Academic Head, SIOM

Dr. Daniel Penkar
Director, SIOM





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Vadgaon, Pune

A.Y. 2021 – 22

Gandhian Thought by Arth Cell





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Date – 1 October 2020

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **Gandhian Thought by Arth Cell** at Sinhgad Institute of Management, Vadgaon, Pune from the **02nd of October 2020**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.





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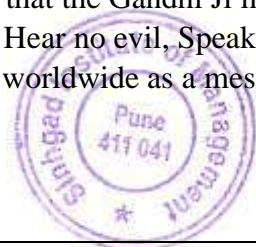
Activity Title	Gandhian Thought by Arth Cell	Date & Time	2 nd October, 2020 11 am onwards
Activity Category	Campus to Corporate Activity	Activity Venue	G10
Participants	Students	Numbers of Participants	247



Some Glimpses from the Session

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 2nd October, 2020 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.


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 friend 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. Sagar Pawar
Academic Head, SIOM



Dr. Daniel Penkar
Director, SIOM



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Vadgaon, Pune

A.Y. 2020 – 21

Intellectual Property Rights





Sinhgad Technical Education Society's
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Telefax: (020) 24356592 E-mail: director_siom@sinhgad.edu Website: www.sinhgad.edu

Date – 30 July 2020

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **Intellectual Property Rights** at Sinhgad Institute of Management, Vadgaon, Pune from the **31st of July 2020**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.





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Activity Report

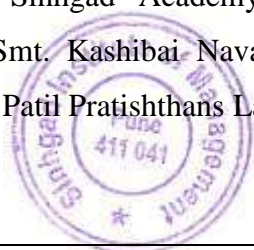
Activity Title	Intellectual Property Rights		Guest Speaker's Name	Mr. Swapnil M. Sanap
Activity Category	Guest Session (Webinar) (Campus to Corporate Activity)		Guest Category	Alumni + Industry
Date: 31 st July 2020	Day: Saturday	Time: 10:00 a.m.	Designation	Registered Patent Agent (India) Associate Partner (Associate Director) & Head of Pune Office IIPRD
Venue	Microsoft Teams platform		Organization Name	Khurana & Khurana Advocates & IP Attorneys
Class/ Cluster	Students of SIOM		Contact No	8149497652
Numbers of Participants	149		Email Id	swapnils@khuranaandkhurana.com

Description of activity in brief:



Mr. Swapnil Sanap

The speaker, Mr. Swapnil Sanap is a proud alumni of Sinhgad Institutes. He completed his B.E (Information Technology) from Sinhgad Academy of Engineering, Kondhwa in 2011 and M.E (Information Technology) from Smt. Kashibai Navale College of Engineering in 2016. He has also pursuing his L.L.B from Dr. D. Y. Patil Pratishthans Law college, Pune.



Mr. Swapnil Sanap is working in Intellectual Property Rights Domain as a Patent Engineer for more than 9 years. He is Registered Indian Patent Agent and is legally allowed to represent, upon authorization, any applicant at Indian Patent Office.

AS Research Scholar he has presented and published more than 20 IEEE Research Papers in various national and international IEEE conferences.

His domain Specialties are:

- Expert in handling Computer, Telecommunication, electronics Related Inventions and the objections associated with these domains during prosecution/ Examination/hearing.
- Patentability Search + DRAFTING Specification (CS + PS) + Reply to office actions (Design / patents)
- Claim Chart (Mapping patent claims with Technology Standards and products)
- Infringement Analysis
- Prior Art / Patentability search
- FTO Analysis
- Assisting Inventors in understanding the importance of their invention / idea.

The activity was conducted to acquaint students thoroughly with legal aspects of business like:

- What Is an Intellectual Property?
- What Is an Intellectual Property Right?
- Different Types of IPR
- Copyright,
- Trademark,
- Designs,
- Patent,
- Trade Secret, etc.



- Photographs



Flyer for Webinar



Attendance snapshot at 10:32 a.m.



Slides from speaker's presentation



Question & Answer time during Webinar

Dr. Sagar Pawar
Academic Head, SIOM



Dr. Daniel Penkar
Director, SIOM



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Vadgaon, Pune

A.Y. 2021 – 22

**How Technology Can Help Student to Succeed
During and After COVID - 19**





Sinhgad Technical Education Society's
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Date – 23 July 2020

NOTICE



All students and faculty members of SIOM are hereby informed that we have organized the **How Technology Can Help Student to Succeed During and After COVID - 19** at Sinhgad Institute of Management, Vadgaon, Pune from the **24th of July 2020**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.

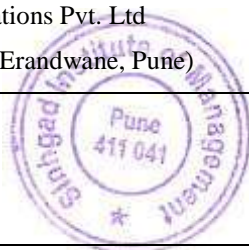


Activity Report

Activity Title	How Technology Can Help Student to Succeed During and After COVID - 19		Guest Speaker's Name	Academician Dr. Daniel Penkar Dr. Sanmat Shetty Industry Ms. Reena Jencin Alumni Mr. Dipak Chavan Mr. Kaustubh Patil Mr. Rupesh Sancheti
Activity Category	Guest Session (Webinar) (Campus to Corporate Activity)		Guest Category	Alumni + Industry + Academician
Date: 24 th July 2020	Day: Saturday	Time: 2:00 p.m.	Designation & Organisation name	Dr. Daniel Penkar Director, SIOM Dr. Sanmat Shetty TPO, SIOM Mr. Dipak Chavan Mr. Kaustubh Patil Promoters – Markets Pro Ms. Reena Jencin Senior HR Director, KPIT Technologies Ltd Mr. Rupesh Sancheti Director, Alphabet Education Pvt. Ltd.
Venue	ZOOM platform You Tube Live			
Class/ Cluster	All students of SIOM		Contact No	<u>Mr. Dipak Chavan - 9923202884</u>
Numbers of Participants	100 on ZOOM platform 178 on You Tube		Email Id	marketspro20@gmail.com

Description of activity in brief:

 Mr. Dipak Chavan Manager - Key Account MM Activ Sci-Tech Communications Pvt. Ltd (Alumni – Sinhgad Business School, Erandwane, Pune)	 Mr. Kaustubh Patil Marketing Communications Specialists. (Alumni – Sinhgad Business School, Erandwane, Pune)
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Mr. Rupesh Sancheti

Director, Alphabet Education Pvt. Ltd.

(Alumni – Sinhgad Business School, Erandwane, Pune)



Ms. Reena Jencin

Senior HR Director,

KPIT Technologies Ltd.

The webinar was conducted as a joint activity by Sinhgad Institute of Management and Markets Pro – an organisation promoted by Mr. Dipak Chavan and Mr. Kaustubh Patil.

The objective of webinar was to acquaint students with:

- ✓ Required Skill Sets for Getting Placed
- ✓ Changing Corporate Culture
- ✓ COVID -19 Impact on Industry & Opportunities
- ✓ Technological Disruption
- ✓ All About Entrepreneurship
- ✓ What Lies in the Near Future for Management students?

Sinhgad Institute of Management Webinar Agenda How Technology can help Students to succeed during & after Covid 19? Friday, 24 th July 2020 03:00 pm to 04:00 pm			
Time	Particular	Speaker Name	Speaker Designation
03:00pm to 03:01pm	Webinar is initiated by the Moderator		
03:01pm to 03:03pm	Welcome Address	Prof. Archana Patil	Professor, Sinhgad Institute of Management
03:03pm to 03:11pm	Keynote Address	Dr. Daniel Penkar	Director, Sinhgad Institute of Management
03:11pm to 03:19pm	Institute Overview	Dr. Sanmath Shetty	Training & Placement Officer, Sinhgad Institute of Management
03:19pm to 03:34pm	HR Outlook	Ms. Reena Jencin	Senior HR Director, KPIT Technologies Limited
03:34pm to 03:35pm	Poll 1 conducted by Moderator		
03:35pm to 03:50pm	Entrepreneurial Perspective	Mr. Rupesh Sancheti	Director, Alphabet Education Pvt. Ltd.
03:50pm to 03:51pm	Poll 2 conducted by Moderator		
03:51pm to 03:59pm	Q&A Session		Audience through Moderator
03:59pm to 04:00pm	Vote of Thanks	By the Moderator	

Table Plan for Webinar



Photographs

Hosted By
Sinhgad Institute of Management
(Platinum Category Institute by AICTE-CE Survey)

RSE UP WEBINAR SERIES

Covid 19 pandemic has put the entire world as well as our nation on hibernate mode. Institutes around the country have been facing lockdown that could last several weeks that too during the crucial period of placements and summer internship. In this regards, we are organizing a Webinar which is intended to provide insights to MBA students with a perspective on the evolving situation, implications and the steps required to get out of this turmoil. Do join us and make most of it.

Theme: How Technology can help students to Succeed during and after COVID - 19?

Keynote Address:
Dr. Daniel Penkar
Director,
Sinhgad Institute of Management

Super Speakers:
Dr. Sanmath Shetty
Training & Placement Officer
Sinhgad Institute of Management
Ms. Roena Jenale
Senior HR Director
KPIT, Technologies Limited
Mr. Ritesh Sancheb
Director
Alphabet Education Pvt. Ltd.

Date: Friday, 24th July 2020
Time: 03:00pm-04:00pm
Platform: Zoom Webinar

How to Register & Join:
1. Visit www.sinhgad.edu.in/SDRY OR
2. Download Mobile App 'Zoom Meeting' or Visit www.zoom.us & enter Webinar Number as 829 5832 0946 to join

REGISTER NOW
Limited Seats

Important:
1. Please note that before joining the webinar registration is compulsory.
2. We recommend to use zoom App for a seamless webinar experience.

Mediated By
MarketsPRO

Flyer for Webinar

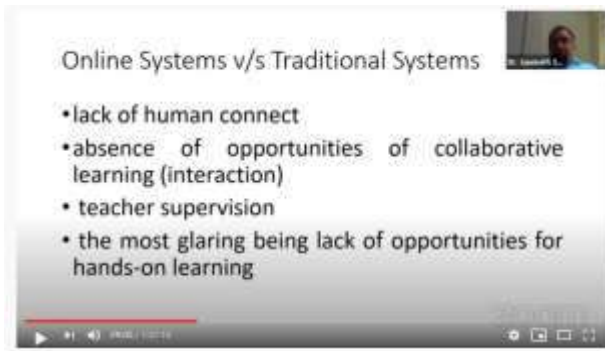


The Webinar in Progress



Dr Daniel Penkar (Director, SIOM) addressing the students





Dr Sanmath Shetty delivering address



Ms. Reena Jencin answering students query



Mr. Kaustubh Patil – Moderator of webinar

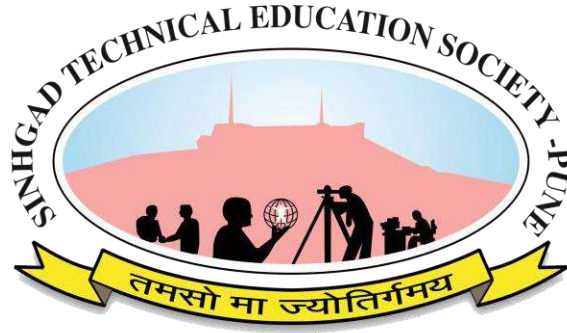


Mr Rupesh Sancheti narrating his viewpoint

**Dr. Sagar Pawar
Academic Head, SIOM**

**Dr. Daniel Penkar
Director, SIOM**





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Sinhgad Institute of Management

Vadgaon, Pune

A.Y. 2021 – 22

**National Webinar on Education 4.0-Ensuring
Continuity in Learning and Innovation through
Digitalization**





Sinhgad Technical Education Society's
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Date – 10 June 2020

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **National Webinar on Education 4.0-Ensuring Continuity in Learning and Innovation through Digitalization** at Sinhgad Institute of Management, Vadgaon, Pune from the **11th of June to 12th June 2020**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.





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Activity Title	National Webinar on Education 4.0- Ensuring Continuity in Learning and Innovation through Digitalization	Date & Time	11 th and 12 th June 2020 10:30m onwards
Activity Category	In-house Activity	Activity Venue	Webex Software
Participants	Students	Numbers of Participants	135

A) Objectives of Webinar:

1. To explore paradigm shift in the educational ecosystem post Covid - 19 P endemic.
2. To provide a platform of various technologies and tools for digital educators to embrace change in new Normal.
3. To focus on the concept of Heutogy - the study of self determined learning.
4. To gain more insight on major anticipated challenges

B) About Webinar:

The webinar in Education 4.0 organized by Sinhgad Institute of Management, Pune in association with Savitribai Phule Pune University and was started at 10 30am on 11th June (Thursday). The webinar was organized online through webex software. The total number of registered participant 700 nos. And 11 speaker's. The registration for the webinar was made free to all.

Education 4.0 brings paradigm shift in entire teaching learning ecosystem. Many of us witness drastic change of mode of teaching learning during covid- 19 pandemic. As this pandemic is anticipated to be a long term process, Education 4.0 - aims to continuity in teaching - learning and innovation through digitalization.



It aims at providing a platform to the students, academicians, researchers, practitioners, and industry profession also to come together and foster the need of a globally acceptable, interdisciplinary, technology driven education system. With the help of remote learning, AI driven assessments, self-paced and personalized adaptive learning universities can be sure that they are successfully preparing their students for the fourth industrial revolution. The webinar highlight on the challenges in cyber security and infrastructural reforms require to the said educational innovation.

-Total 143 nos. attended participants on 1st day

-Total 106 nos. attended participants on 2nd day

C) Expected Take Away from Webinar:

1. Tutorials by Eminent Academicians and Industry Experts.
2. Discussion forum on Education 4.0 concept and to reflect on where new trends and Technologies might lead.
3. Researchers giving insights on customize a study, intelligent learning management systems, Smart virtual I and digital revolution in education for the benefit of many stakeholders include teachers and educators.
4. Networking with experts through Q &A.



D) Schedule of Webinar:

11th June, 2020		
Time	Itinerary	Session Details
10.30 am to 10.45 am	Welcome speech & About Webinar	Dr. Daniel Penkar, Director SIOM Dr. Chandrani Singh, Director SIOM-MCA
10.45 am to 11.00 am	e-learning Initiative	Dr. Parag Kalkar, Dean, Faculty of Commerce and Management SPPU
11.00 am to 12.00 noon	Entrepreneurship and Education in Industry 4.0	Mr. Rishikesh Patankar, COO, CSC e-Governance Services India Ltd. Ministry of Electronics and IT
12.00 noon to 1.00 pm	Lifelong learning for rural India	Dr Piyush Gupta, Ph.D Principal Consultant at CSC Academy
1.00 pm to 3.00 pm	Lunch Break	
3 pm to 4 pm	Teaching beyond classroom wall	Ms. Lay Smrity, Program Management & e-governance, CSCSPV, New Delhi
4 pm to 5 pm	Train your mind to adapt to change in professional and personal life during Pandemic	Mr. Saurabh Sahay, Advisor (Strategic Planning), Keltech Energies Ltd, Bangalore, Business Consultant, Executive & Life Coach and Mentor, Pune
12th June, 2020		
10.00 am to 11.00 am	Education 4.0	Dr. Amol Goje, Chairman, BoS in Computer Management, SPPU, Pune
11.00 am to 12.00 noon	Jobs and Careers post Covid-19	Wing Commander Harsh Bhardwaj (Retd), HR Consultant, Ex-Director Xrbia Developer, Ex VP Bajaj Allianz
12.00 noon to 1.15 pm	Machine Learning an Exploratory Tool: Key Concepts and Programming	Dr. Amlan Chakrabarti, Prof. and Director, A.K. Choudhury School of IT, University of Calcutta, Distinguished Speaker at IEEE
1.15 pm to 3.00 pm	Lunch Break	
3 pm to 4 pm	Cyber security concerns in e-learning education	Group Captain (Dr.) M.K. Sharma, Air Force Station, Prayagraj
4 pm to 5 pm	Covid 19: Issues and Challenges in execution of education 4.0	Dr. Abhay Kumar, Vice Chancellor, IEC University, Himachal Pradesh
5 pm to 5.30 pm	Valedictory	Dr. Jayesh Minase Deputy Dean Central Placement Cell (Engineering), Dean Central Placement Cell (Management), Head Sinhgad International Students Center at Sinhgad Institutes



E) Webinar Description:

Day-1 11/06/2020

1. Dr.Daniel Penkar & Dr.Chandrani Singh- (Inauguration of national webinar done by Dr. Daniel Penkar & Dr.Chandranj Singh)

.has started webinar by giving welcome speech and talked about Education 4.0 brings paradigm shift in teaching and learning ecosystem. They have talked on objectives of webinar.

2. Dr.Parag Kalkar-(Dean Management & Commerce Faculty, SPPU ,Explored e-learning initiatives of SPPU)

E -learning Initiative:

Talked about pre and post COVID-19 Pandemic situation for Education system. He also explored impact of COVID-19 and lockdown on examination, syllabus completion, placement and admissions.He also enlightened and said it is not easy to go digitally in overnight change. Personalisation of Management Education is very important and Supporting to students.

3. Mr.Rushikes Patankar – (COO, CSC e-Governance Services India Ltd. Ministry of Electronics and IT)

Entrepreneurship and Education in Industry 4.0:

- He demonstrated Digital India revolution and 9 pillars of digital India. Also CSC targeting to train 6 cores of Indian people's..He said at least one person from each family need to train for digital transaction. He also demonstrated SWAYAM platform boost Indian education. Digital content delivery is important and learners need to transfer themselves for life long and self learner. COVID-19 made most important transformation for Education system has given permission to do two degrees at a time.He enlightened concept of DBT- Digital Doctor,Digital Banker and Digital Teacher.

4. Dr.Pyush Gupta- (Ph.D, Principal Consultant at CSC Academy)

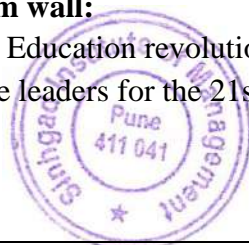
Lifelong learning for rural India:

Post COVID-19- quality education with affordable cost.He explained CSC Academy and its five pillars.He said life-long learning from pre-school technology enabled fun learning. He discussed career development and competitive examination. He also demonstrated about AI, IoT are learning without boundaries.

5. Ms.Lay Smrity- (Program Management & e-governance, CSCSPV, New Delhi)

Teaching beyond classroom wall:

Madam has discussed about Education revolution- mode of education is flexible.He said when one has to prepare leaders for the 21st century; one cannot use 20th century methodologies.



6. Online classes are easier than traditional classes. Technology will eventually replace the teacher is the myth. She said Technology and teacher should go hand in hand. She also stated Global digital divide is challenge for every nation. She discussed about Operational nightmare, adaptability struggle, lack of learner motivation and engagement.

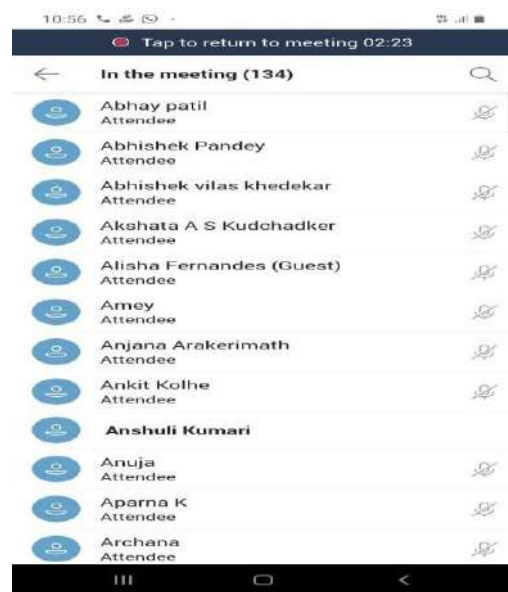
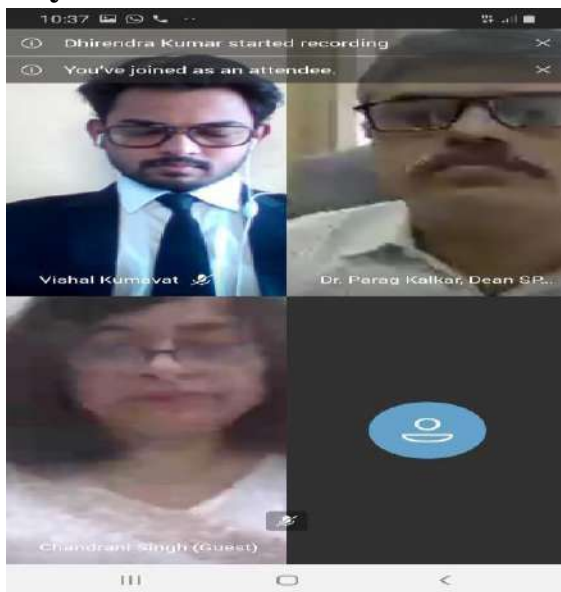
7. **Mr.Saurabh Sahay-** (Advisor (Strategic Planning), Keltech Energies Ltd, Bangalore, Business Consultant, Executive & Life Coach and Mentor, Pune)

Train your mind to adapt to change in professional and personal life during Pandemic:

He discussed about how to expect for unexpected .if you have learned past,take it for present and go for next.He further stated control factors for fight or flight. COVID-19 is not unique Pandemic for human beings. He demonstrated lesson for fog and appeal to reduce our speed, we try to follow someone who is ahead us.We put on our headlights. He said change is law of life so adapt change.He stated number of things happen in life accidently .Behave CEO of our own life.

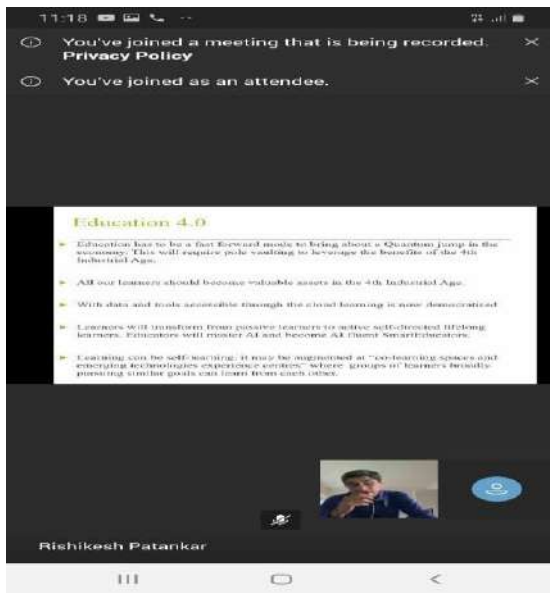
F) Photos:

Day-1

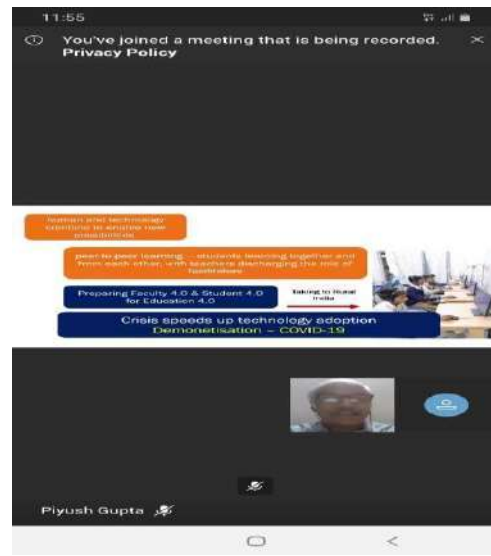


Glimpses from the session

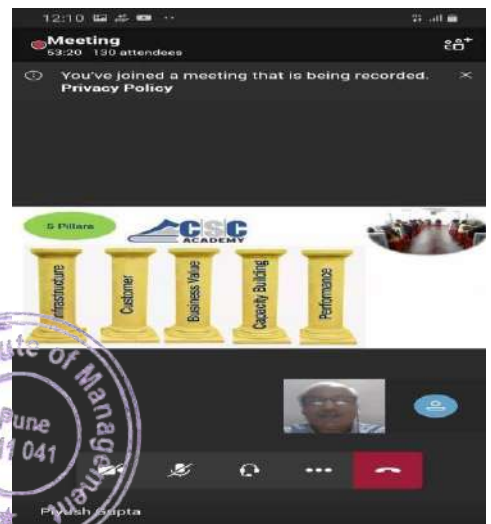
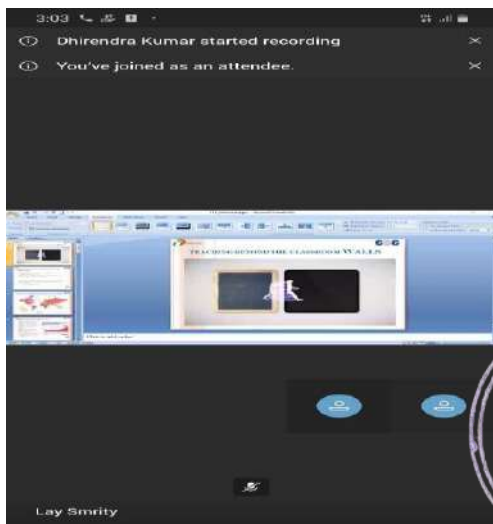


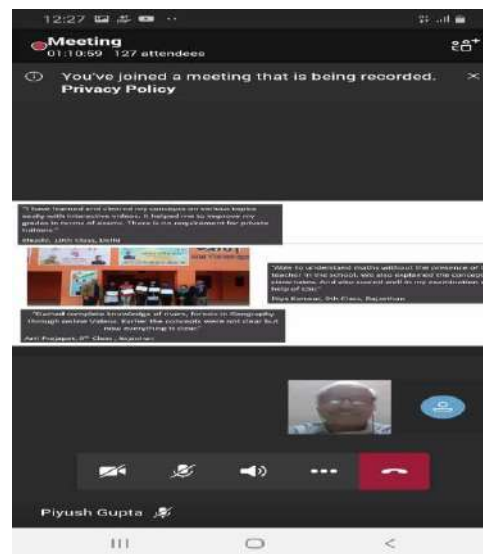


Glimpses from the session



Glimpses from the session





Glimpses from the session

Day-2 12/06/2020

1) Dr.Amol Goje - (Chairman, BoS in Computer Management,SPPU,Pune)

Education 4.0:

He discussed about

- Education is most powerful weapon in today's age.
- 20 years history of education
- Students interest and demand should fulfill
- Role of teacher is mentor, guide and give open access to knowledge
- in Education 4.0 schools are located on TV, YouTube.
- Practise based learning, choice based learning and evaluation based learning in edu4.0
- Aligning industry requirements with education.
- 4th industry revolution and system education.

2) Mr. Harsh Bhardwaj – (Wing Commander Harsh Bhardwaj (Retd), HR Consultant, Ex-Director Xrbia Developer, Ex VP Bajaj Allianz)

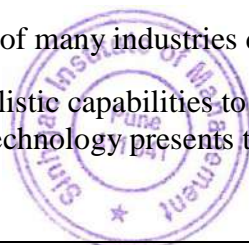
Jobs and Careers post Covid-19:

He discussed on

- Economic survey and its impact of jobs
- What organization are expected to do.
- Unemployment may rise up to 35% from 7.6%
- Economic recovery liked to be "W" shaped

it-the Pandemic will make survival of many industries difficult and may perish.

-Digital transformation to create holistic capabilities to leverage possibilities and opportunities that new digital age technology presents to serve the customers better and



evolve the customer



3) Dr. Amlan Chakrabarti – (Prof. and Director, A.K. Choudhury School of IT, University of Calcutta, Distinguished Speaker at IEEE)

Machine Learning an Exploratory Tool: Key Concepts and Programming:

He discussed on

- The ability to learn without explicitly programmed
- Machine learning focuses on the development of computer program that can access data and use it learn for themselves
- Defining te learning task
- Why Machine learning is different
- Traditional learning Vs. Machine learning
- Evolution f Machine learning
- Real world problems lead to ML.

4) Dr.M.K.Sharam – (Air Force Station, Prayagraj)

Cyber security concerns in e-learning education:

He discussed on following point's

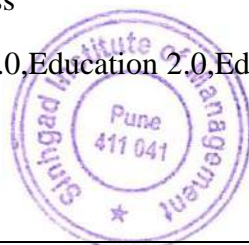
- cyberspace is bio-electronic environment consisting of electronic devices.
- Cyber security peculiarities of e-learning systems
- Nature of e-learning Systems
- Nature of cyber attacks
- Cyber power has got an offense preference
- Cyber offence- Defense dynamics
- Intrusion detection system IDS
- Intrusion prevention system IPS
- Cyber forensic-Post morten
- Predictive pre-emptive-directing and monitoring PRISM.

5) Dr. Abhay Kumar –(Vice Chancellor, IEC University, Himachal Pardesh)

Covid 19: Issues and Challenges in execution of education 4.0:

He discussed on below points

- People's have to evolve and adapt themselves in Pandemic situation
- Teacher is absolutely leader in class
- Explored evolution of Education 1.0,Education 2.0,Education 3.0and Education 4.0
- Education-Industry revolution



- In Education 2.0 people's are not following to Technology
- Dell Technology research about employment grades
- Social Distancing will hit the Education system.case if Denmark country
- Push for Digital core Academics
- Virtual lab experiments should initiate
- We-we have unlearn and relearn in Education 4.0
- Teach 60% syllabus online

6) Dr. Jayesh Minase – (Deputy Dean Central Placement Cell (Engineering), Dean Central Placement Cell (Management), Head Sinhgad International Students Center at Sinhgad Institutes)

Valedictory-

He discussed on points

-

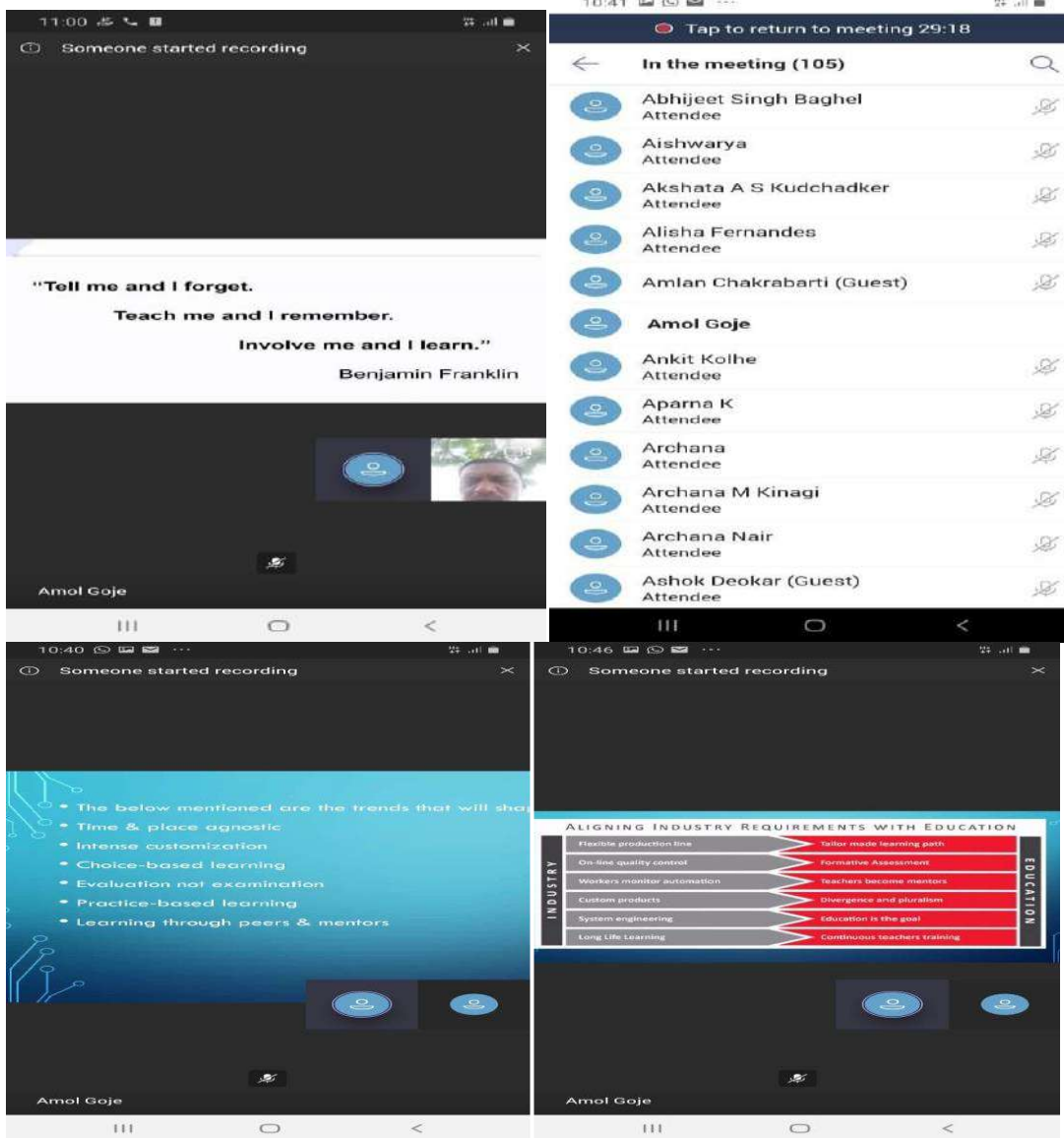
2020 graduates and their expectations

- Job market is very dynamic
- World expect from you in all respect like Culture, professionalism
- Candidates known's the Technology but don't have experience
- Key for survival is Agile
- Virtual placement/ recruitment
- We are not interacting physically during the COVID-19 Pandemic
- Students should make aware and prepare for virtual placement
- Today's candidate's are very open, they knows a company working.
- Education 4.0 and Industry 4.0
- We as teacher accepts a role of counselor and guide for students
- Cross cultural orientation requirements
- Industry 4.0 is required intelligent machine.



Day-2

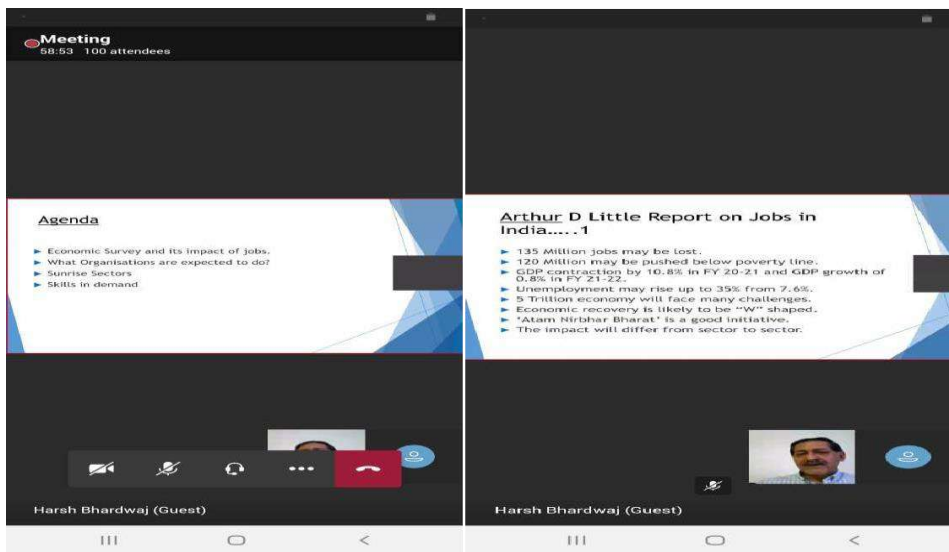
Session - 1



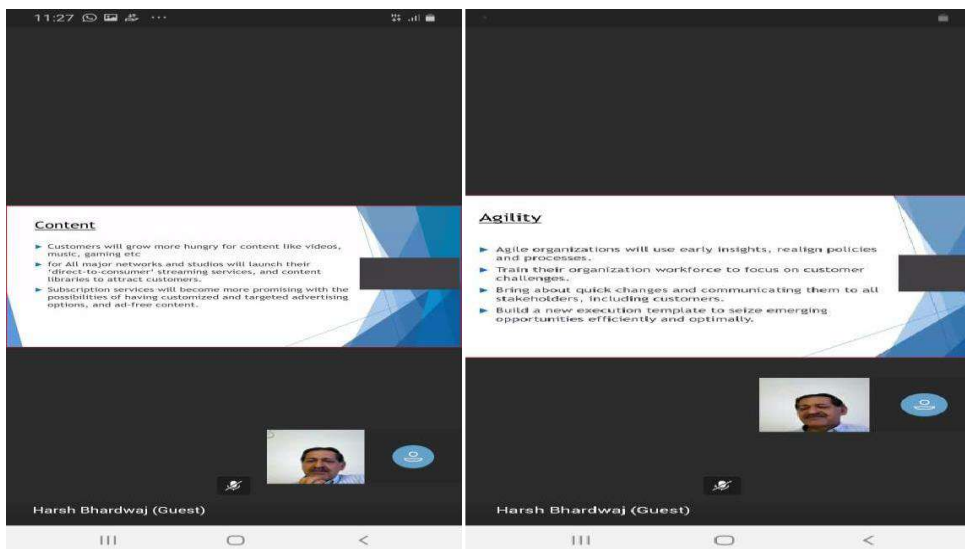
Glimpses from the session



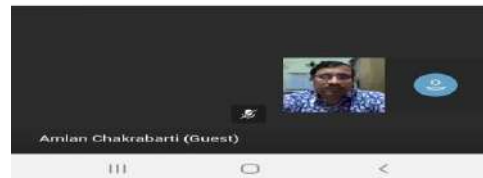
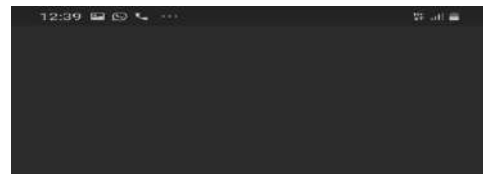
Session – 2



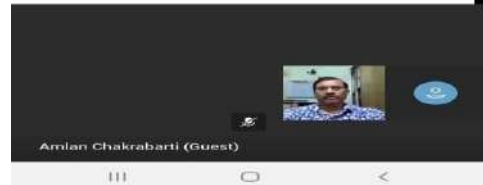
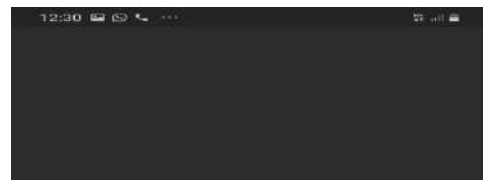
Glimpses from the session



Session – 3

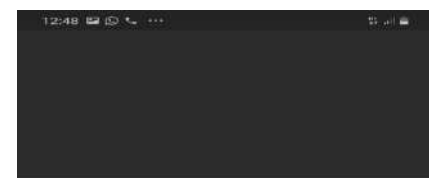
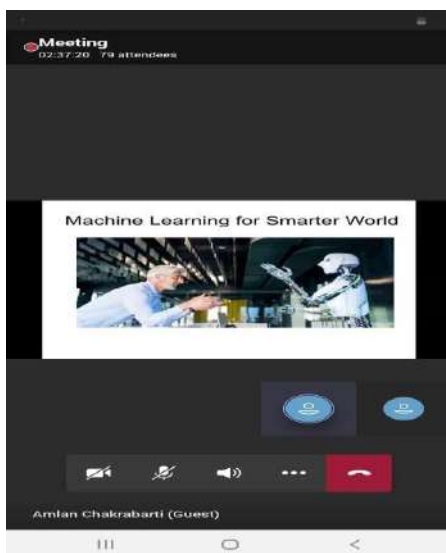


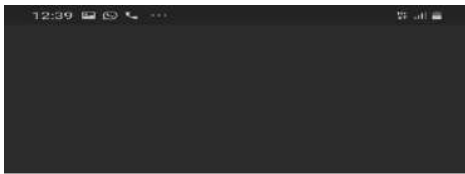
Glimpses from the session



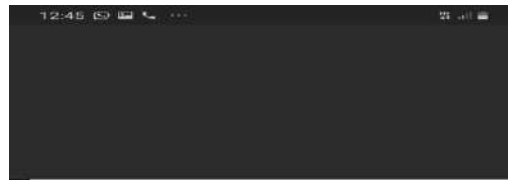
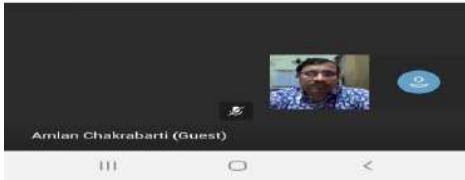
Glimpses from the session

Session – 4





Real World Problems lead to ML



Deep Learning

- A **deep neural network** consists of a hierarchy of layers, whereby each layer transforms the input data into more abstract representations (e.g. edge → nose → face).
- The **output layer** combines those features to make predictions.



simple functions

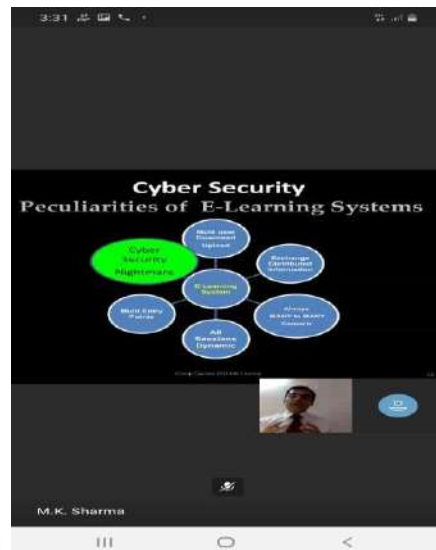
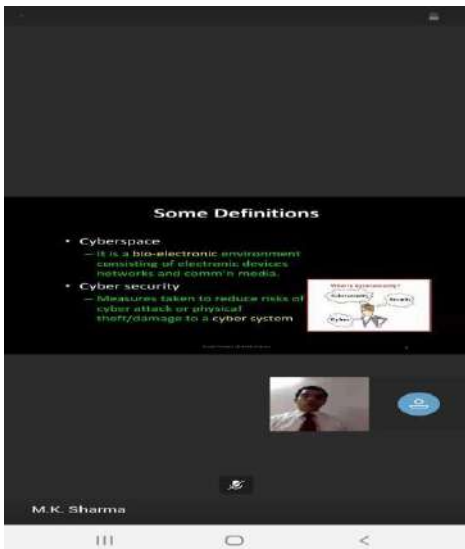


Multi-layered



Glimpses from the session

Session – 5



Session – 6



F) SPPU Advisory Committee:

Dr. Nitin R. Karmalkar, Vice Chancellor, Savitribai Phule Pune University, Pune.

Dr. N. S. Umoreani, Pro-Vice Chancellor, Savitribai Phule Pune University, Pune.

Dr. Prafulla A. Pawar, Registrar, Savitribai Phule Pune University, Pune.

Dr. Parag Kalkar, Dean Commerce and Management Faculty, Savitribai Phule Pune University, Pune.

Dr. Manohar Ganpat Chaskar, Dean Engineering Faculty, Savitribai Phule Pune University, Pune.

H) Invitation to participant:

Invitation

NATIONAL WEBINAR ON EDUCATION 4.0 "ENSURING CONTINUITY IN LEARNING AND INNOVATION THROUGH DIGITIZATION"

Dear All,

Greetings from SIOM !!!

Sinhgad Institute of Management, Vadgaon Bk, Pune is organizing a NATIONAL WEBINAR on "EDUCATION 4.0".



Please find the details below.

✓Date: 11th June 2020 & 12th June 2020

✓Time: 10:00 AM to 05:30 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)

✓*Webinar Registration Link: * <https://forms.gle/ogv6GNRcWFV5Zs8eA>

Register for the webinar ASAP.

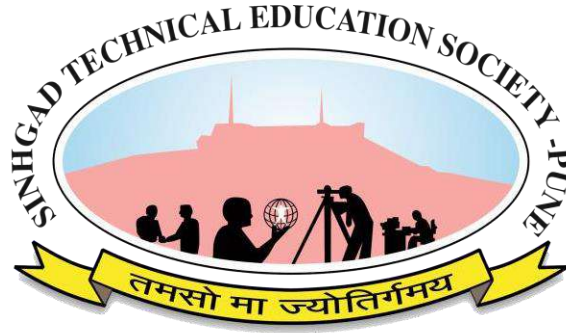


Dr. Sagar Pawar
Academic Head, SIOM



Dr. Daniel Penkar
Director, SIOM





Sinhgad Institutes

STES's

Sinhgad Institute of Management

Vadgaon, Pune

A.Y. 2021 – 22

**Uncovering opportunity in volatile regimes A
Cross–Asset Perspective**





Sinhgad Technical Education Society's
SINHGAD INSTITUTE OF MANAGEMENT
(Affiliated to Savitribai Phule Pune University, Approved by AICTE
& Accredited by 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

Date – 3 June 2020

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **Uncovering opportunity in volatile regimes A Cross–Asset Perspective** at Sinhgad Institute of Management, Vadgaon, Pune from the **4th of June 2020**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.





Sinhgad Technical Education Society's
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Telefax: (020) 24356592 E-mail: director_siom@sinhgad.edu Website: www.sinhgad.edu

Activity Title	Uncovering opportunity in volatile regimes A Cross-Asset Perspective	Date &Time	04th June 2020 04pm onwards
Activity Category	Campus to Corporate Activity	Activity Venue	Microsoft Teams (Online Mode)
Participants	Students	Numbers of Participants	182

Webinar Introduction:

2020 has had a tumultuous start, with asset markets experiencing heightened volatility brought about by the COVID-19 crisis. Be it oil prices going negative for the first time ever or the Dow Industrials recording its largest Q1 percentage decline in history, financial market regimes are being redefined, and rules rewritten. Within chaos, however, thrives opportunity. Bloomberg's specialists put together some cross-asset market color that helped uncover these opportunities.

Insights from Webinar:

Bloomberg's specialists discussed several cross asset scenarios in current volatile market conditions and shared insightful ways to analyse these situations in order to turn them into profit making opportunities. Data collected and reported during webinar was acquired from Bloomberg terminal itself.

Forward Returns

Case 1: S&P 500 (SPX Index)

Simulation Range considered was around 20 years.

On May 26th 2020, the percentage of members in the S&P 500 trading above their 50 Day Simple Moving Averages surged passed 90, for first time in more than a year.

In these 20 years, 28 out of 31 cases, the SPX was higher 3M forward, with a mean return of 4.2%.



Case 2: NSE200 (NSE200 Index)

Simulation Range considered was around 9 years

In these 9 years, 9 out of 12 cases, the NSE 200 was higher 3M forward, with a meanreturn of 2.48%.

A full possibility of a “bull market” signal in coming months and such “bull market”signal occurred during March 2016

World FX Market

During FX market segment, USD and INR Currency situation was analysed and both Bear theme and Bull theme scenarios (during months of March till May of year 2020) were discussed. The use of RSI Indicator was also emphasized during the segment.

During comparison of EUR and USD , it was found that a inflection point(pressure valve) is expected and the trend after that will decide for the supremacy among these two currencies. And use of Ichimoku Magnet (Serving as both resistance and support) was also specified and elaborated during this discussion.

Some mentionable scenarios were also discussed during the webinar ranging from Negative Oil Prices(Price of oil future contracts falling below zero), plots comparing S&P Index and GoldPrices and Gold Silver Ratio.



Dr. Sagar Pawar

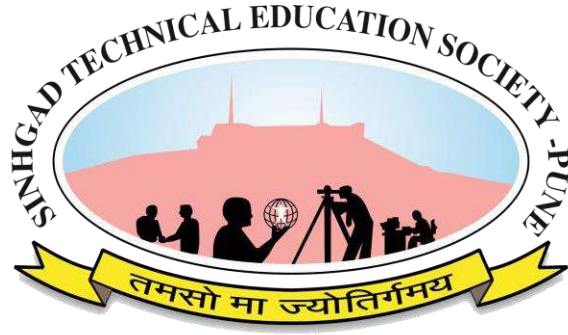
Academic Head, SIOM



Dr. Daniel Penkar

Director, SIOM





Sinhgad Institutes

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Sinhgad Institute of Management

Vadgaon, Pune

A.Y. 2021 – 22

Wellness for Wellbeing





Sinhgad Technical Education Society's
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& Accredited by 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

Date – 22 May 2020

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **Wellness for Wellbeing** at Sinhgad Institute of Management, Vadgaon, Pune from the **23rd of May 2020**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.





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Telefax: (020) 24356592 E-mail: director_siom@sinhgad.edu Website: www.sinhgad.edu

Activity Title	Wellness for Wellbeing	Date & Time	23 rd May 2020 11:30am onwards
Activity Category	Campus to Corporate Activity	Activity Venue	Microsoft Teams (Online Mode)
Participants	Students	Numbers of Participants	90

Lecture series on “Wellness for Wellbeing “organized by Sinhgad Institute of Management,Pune and was started at 11 30am on 23rd 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,Executiv & Life Coach and Mentor –
Topic-Staying away from COVID-19 Mentally and Physically.**

He demonstrated on how to stay way 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 overcoming 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.23rd 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:

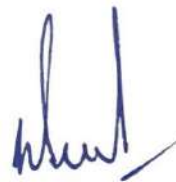
The Webex Webinar will be restricted to join Max 100 participants at a time, so join the Webinar at least 5 minutes before the actual start of the Webinar.

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

Register for the webinar ASAP.



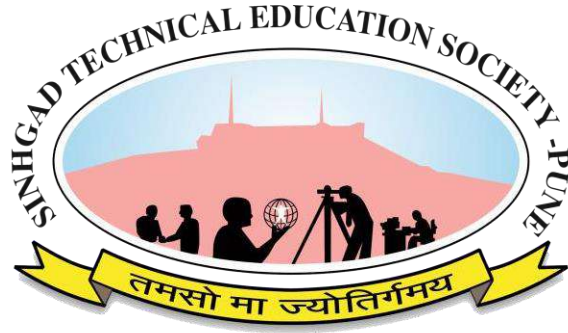
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Director, SIOM







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A.Y. 2021 – 22

Industrial Visit Report BPSL Chandigarh





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Telefax: (020) 24356592 E-mail: director_siom@sinhgad.edu Website: www.sinhgad.edu

Date – 3 March 2020

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **Industrial Visit Report BPSL Chandigarh** at Sinhgad Institute of Management, Vadgaon, Pune from the **13th of March 2020**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.





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Telefax: (020) 24356592 E-mail: director_siom@sinhgad.edu Website: www.sinhgad.edu

Activity Title	Industrial Visit Report BPSL Chandigarh	Date & Time	23 rd May 2020 11:30am onwards
Activity Category	Campus to Corporate Activity	Activity Venue	Microsoft Teams (Online Mode)
Participants	Students	Numbers of Participants	90



13th March 2020

Sinhgad Institute of Management
Vadgaon Bk., Pune.



Activity Report

Activity Title: Industrial Visit To Bhushan Power & Steel Ltd. (Chandigarh)

Attendees: 66 Students, Sinhgad Institute of Management, Pune.

Class: FYMBA

Name of the Faculty Coordinator:

Dr. Rijwan M. Shaikh

Dr. Bharti Jagdale

Prof. Jaydatta Bangar

Prof. Mayuri Tawade



Date: 13th March 2020

Day: Friday

Venue: Bhushan Power and Steel Ltd. Chandigarh.

Time: 10am to 1pm

Total Numbers of Participants: 66 students and 4 Faculty Coordinators

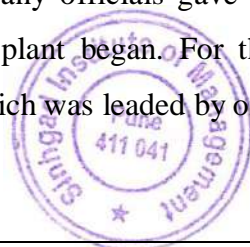
As a part of extracurricular practical learning, 66 students of MBA First Year, along with 4 faculty members underwent an industrial visit to the **Bhushan Steel Pvt.Ltd, Chandigarh** on **13th March 2020**.



Glimpses from the session

All the students after all the arrangements and procedures left the hotel at 9.00 am in 2 Buses with 2 faculty coordinator in each bus for the Industrial Visit to Bhushan Power and Steel Limited (BPSL).

The company officials: HR Manager and Production In charge welcomed everyone at the BPSL, Chandigarh Facility. Company officials gave important safety instructions to every student before actual tour of the plant began. For the sake of convenience student were divided into two groups each of which was led by one of senior company official.

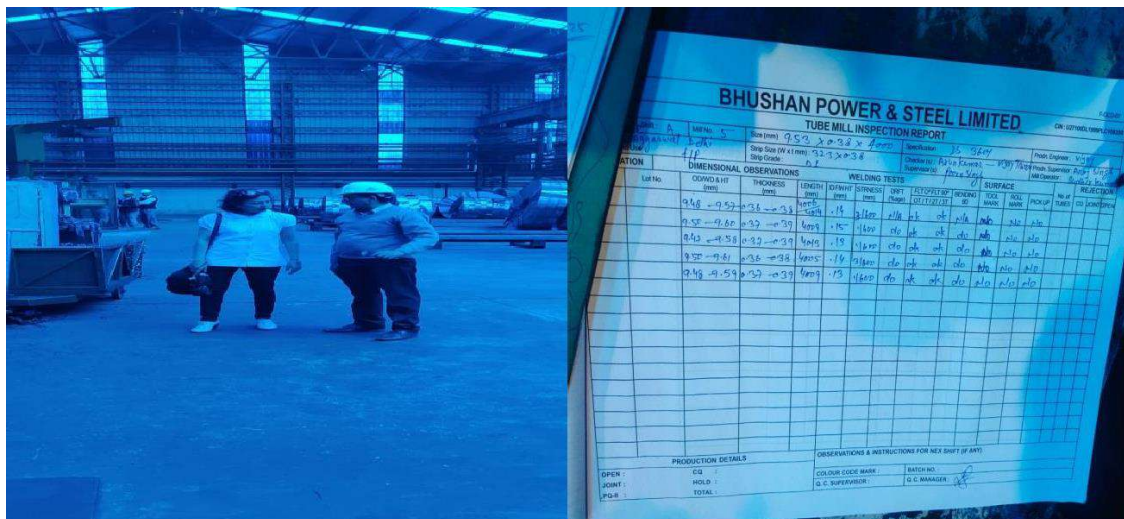


The students got in detail tour of manufacturing facility of BPSL. BPSL is one of the leading companies when it comes to the manufacturing of the Precision Pipes. The precision pipes produced over here are divided into two types as Tubewell pipes and as Raw Material or in process goods to customer manufacturing plants (eg. Precision pipe in Bicycle) and as Final Product which become readily available for retail end customers for their distinguished needs (eg. For decorative purpose like as a rod for curtains..etc.).

The students got the visit to the Production, Quality and the Marketing Managers their team members at the plant guided the students at actual assembly lines and shop floor. They all gave minute of the information of various workings at the plant.

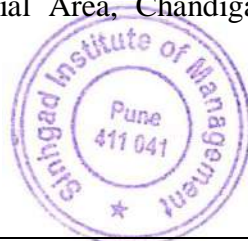
About Bhushan Power & steel Ltd.

Bhushan Power and Steel Ltd.’s Chandigarh plant, is a fully integrated 3.5 million TPA Steelmaking plant having turnover of Rs. 11,288 crores. The company is ISO9001:2008 certified. BPSL is leading manufacturer of flat and long iron pipes products and have state-of-the- art plants at Chandigarh. These plants manufacture value added products covering entire steel value chain right from Coal Mining to manufacturing Pig iron , HR Coils, CR coils, Precision Tubes, Special Alloy Steel wire rods and rounds conforming to IS standards. BPSL cater to Domestic steel requirements of fast growing sectors like Automotive, white goods, construction/ infrastructure, furniture, telecommunication, power etc.



BHUSHAN POWER AND STEEL LIMITED (BPSL) :

Bhushan Power and Steel is a company that is engaged in manufacturing and marketing of steel products. The present plant at Chandigarh produces Steel Precision Pipes. It is located at Sector No. 141 and 142, Industrial Area, Chandigarh. This is a Business to Business operating company.



The plant produced steel precision pipes of diameter 3.5mm to 9.5mm. The monthly production capacity of this plant is was approximately 70,000 tonnes whereas the warehouse capacity is around 75,000 tonnes.

Earlier the production at BPSL began with the Slits, which are raw materials for these precision pipes. These slits were then cut, cooled down and packed for further shipment. The plant produced precision pipes to sell it to other companies like Honda and others, especially to be used in the manufacturing of two- wheelers. The plant customizes the pipes production according to the requirement of the customer requirements. The Chandigarh plant of BPSL houses around 1000 employees who work in 3 different shifts in a day.

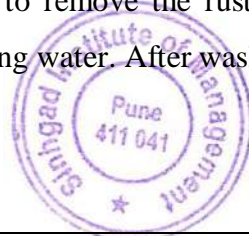
Production of the Precision Tubes Process:

The basic raw material for manufacturing of pipes is HR Coils. After receiving the raw material in Coil shape these are slitted into various widths according to requirements of Pipe diameter at Slitting machine. The slitted coil is loaded on the uncoiled and stored in accumulator to enable the continuous running of the mill while tail end of slit is welded with the leading end of next coil with the help of MIG welding. (Pipes (Round & Sections)-process of Tube Manufacturing starts with forming of H.R. Steel strips into Tubular shape & welding the edges under pressure using high frequency induction heating).

The strip is passed through a set of rolls to get the shape and the outer edges of strip are heated by high frequency induction coil. Outside flash of welding is removed with the help of round tool (Scarfig tool) so as to give better finish. The welded tube is again passed through a set of rolls to get the specified tolerances on outside diameter. Inside flash of weld can also be removed if required by the customer above 75mm outside Diameter.

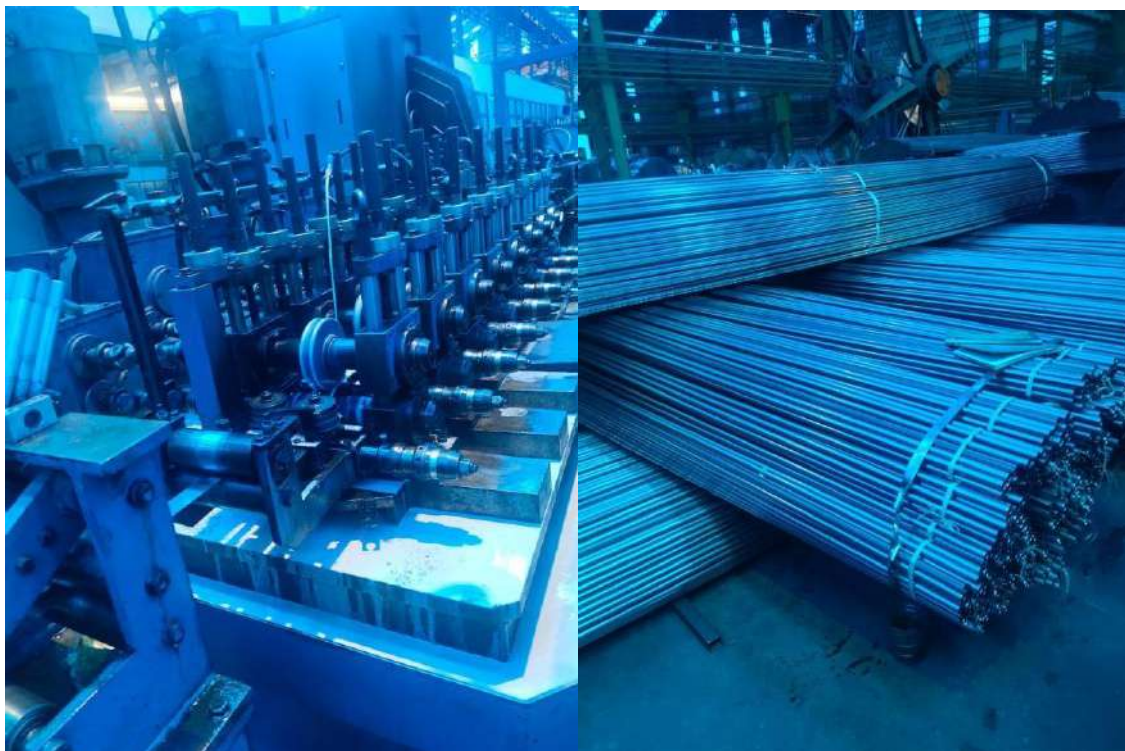
The product range at BPSL is from 10.00mm NB to 200mm NB. After the pipes are ready, these are cut into the required lengths with Programming Logistic Controls (PLC). The cut pipes are sent together to Deburring Machine for removal of burr at the end to avoid any injury to the workmen.

After removal of Burr each pipe is hydraulically tested to check the leakage in the pipe. Various tests according to specifications are carried out at the shop floor itself. After hydraulic testing of pipes at 51kg/cm or as per customer requirement, the pipes are sent for galvanizing process to avoid the rusting on the surface if required by the customer. The pipes are dipped in Hydro Chloric acid to remove the rust from the surface. After cleaning the surface, the pipe is washed in running water. After washing the pipe, it is dipped in flux



solution to maintain adherent property of zinc on pipe. The pipes are dipped in a molten zinc Bath at a temperature of 450 C to get the proper adherent Coating. After Galvanizing the pipes are sent for threading wherever it is required. The threading is done on the highly sophisticated machines to have the best threading to avoid any leakage on threads while lying in the use. After threading each pipe is marked with the series paint as required by BIS and bundled for dispatch.

So overall, it was an informative, interesting and a successful visit. For the students of MBA, it was an opportunity to observe practically the overall procedures of production and aspects of its marketing.



Mission & Vision of BPSL:-

BPSL mission is to achieve clear identity and leadership globally in Steel production and distribution by integration of complete chain of production starting from captive iron ore to end user steel products.

In pursuing mission, BPSL are guided by following values:-

1. Quality
2. Technology
3. Customer friendly
4. Corporate Governance
5. Environment protection & Practice.



A wide range of products:-

- **Galvanized Coil**
- **Narrow HRGP**
- **GP Sheets**
- **GC Sheets**
- **Galvalume Coil etc.**

As a part of learning from practical point of view specially to MBA students, this visit was knowledgeable and will always motivate students to be an Entrepreneur. All the staffs of BPSL were supportive and encouraged the students by sharing their valuable thoughts and understanding various concepts & processes. Heart full thanks to all those who guided us in understanding the BPSL and making this visit a memorable one.

On behalf SIOM, Dr. Rijwan M. Shaikh, Industrial Visit Coordinator, SIOM, thanked Mr. Mishra, HR Manager, Bhushan Power and Steel Ltd by felicitating him with the Memento. Also, Dr. Rajeev Walia, Production Manager, BPSL was felicitated with the hands of Dr. Bharti Jagdale, Associate Professor, SIOM. The Industrial Visit ended on successful note with the Vote of Thanks by the FYMBA student- Ms. Mayuri Jadhav.





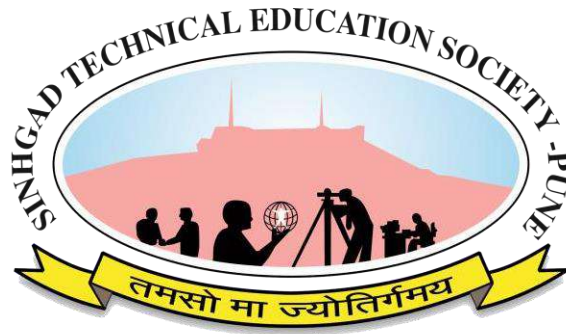
Dr. Sagar Pawar

Academic Head, SIOM

Dr. Daniel Penkar

Director, SIOM





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Sinhgad Institute of Management

Vadgaon, Pune

A.Y. 2020 – 21

**Microsoft Business Analytics Workshop Using
Advanced Excel and R Programming**





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Telefax: (020) 24356592 E-mail: director_siom@sinhgad.edu Website: www.sinhgad.edu

Date – 5 March 2020

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **Microsoft Business Analytics Workshop Using Advanced Excel and R Programming** at Sinhgad Institute of Management, Vadgaon, Pune from the **07th of March to 22nd March 2020**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.





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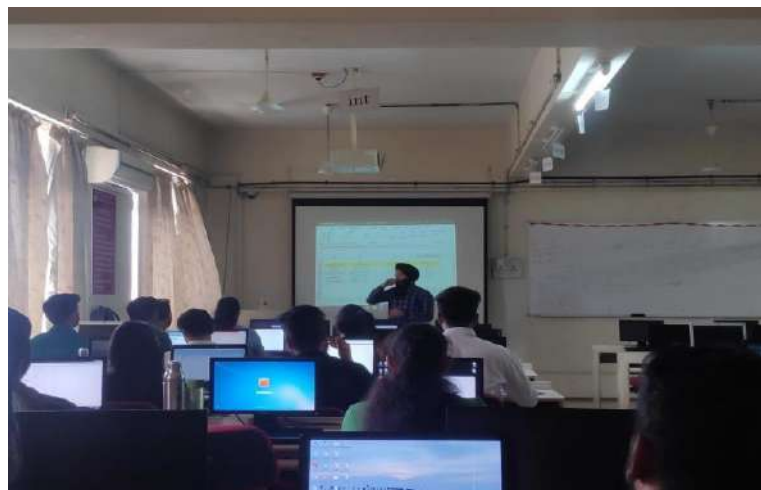
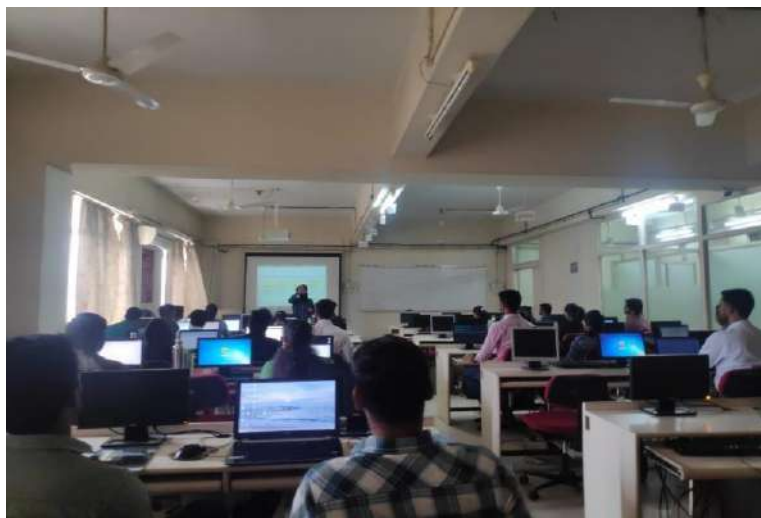
Activity Title	Microsoft Business Analytics Workshop Using Advanced Excel and R Programming	Date & Time	7 th March to 22 nd March 2020 9:30m onwards
Activity Category	Campus to Corporate Activity	Activity Venue	S-1
Participants	Students	Numbers of Participants	92

M/s Knowledge Solutions India A Microsoft–AEP (Authorized Education Partner) having its registered office at 2nd Floor Ghyanshyam Park Housing Society, Dhole Patil Road, Pune 411001 and represented by Mr. **Sandeep Jethani (Director Operations)** has entered into MOU with Sinhgad Technical Education Society to provide various course of Microsoft to the students at a discounted rate. Delivery Partner would be offering International Certifications to the interested students from different vendors @ academic discounted price and those students who voluntarily pay the exam fees would be getting bundled training free of cost mapped to the certifications. The details of the program are mentioned below.

1.	Name of Workshop	Microsoft Business Workshop Using Advanced Excel and R Programming
2.	Venue	S1 Lab, Second Floor, SIOM
3.	Number of Participants	92 students
4.	Name of Trainer	Mr. Sachin Vasav (Lohar)
5.	Total No of Batches	02 (Two)

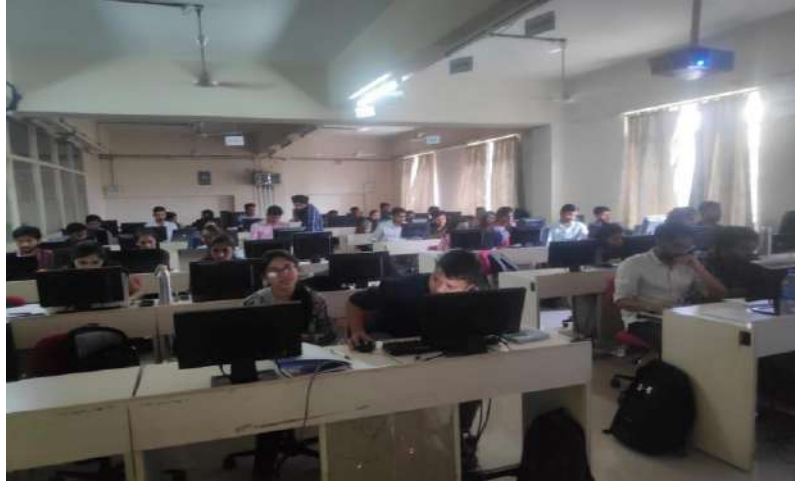


6.	Date of Conduction	1st Batch Dates: 22 nd , 23 rd Feb and 29 th Feb and 1 st March 2020. 2nd Batch Dates: 7 th , 8 th March and 21 st , 22 nd March 2020.
7.	Time	9:30 a.m. To 5: 30 a.m.
8.	Co-ordinator	Dr. Sanmath Shetty Prof. Mangesh Sanap Prof. Anjit Jha Prof. Jayadatta Bangar



Glimpses from the session



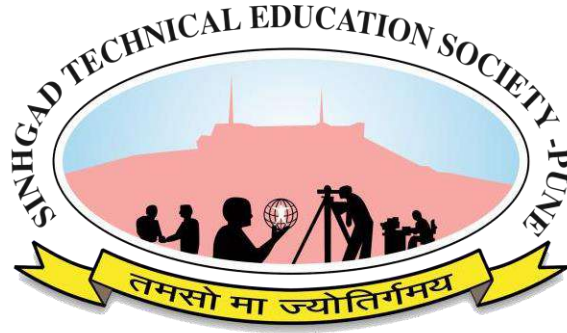


Some Glimpses of the session

Dr. Sagar Pawar
Academic Head, SIOM

Dr. Daniel Penkar
Director, SIOM





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A.Y. 2020 – 21

Evolution Of Marketing





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Date – 27 February 2020

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **Evolution Of Marketing** at Sinhgad Institute of Management, Vadgaon, Pune from the **28th of February 2020**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.





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Activity Title	Evolution Of Marketing	Date &Time	28 th February 2020 3:15pm onwards
Activity Category	Campus to Corporate Activity	Activity Venue	Microsoft Teams
Participants	Students	Numbers of Participants	21

On 28/02/2020, a workshop on 'Evolution Of Marketing' was organized under Campus to Corporate Activity in Sinhgad Institute Of Management, Pune. This workshop was for two hours and was held in the G-10 Seminar Hall.

The workshop commenced by the arrival of the students and then the guest Mr. Urvesh Khandelwal, who was felicitated and he started with the appreciation for the invitation for conducting a workshop by the Institute he has been a part of. He shared his experience about being part of the Sinhgad Institute Of Management.

The Workshop commenced with information related to:-

1. Eras Of Marketing- Production Orientation Era, Product Orientation Era, Sales Orientation Era, Marketing Orientation Era, Relationship Marketing Orientation Era, and how the focus has been growing towards the wants and needs of the customer.

2. Mediums Of Marketing- How the marketing strategies have been used since the Era of Martin Luther King, from Printed Posters to the next era where there was a boom in the automobile industry that gave a rise to the Billboards. Then came the Radio Advertisements and after that Television Advertisements, Email Marketing, Search Engine Optimisation, Social Media Advertisements.



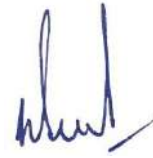
An activity was also conducted amongst the students about strengths and weaknesses, where students understood how to take a look at how well their business is being understood by the customer.

The students looked satisfied with the workshop and it concluded by the formal vote of thanks by the students.

Cluster Head : Dr. Sagar Pawar

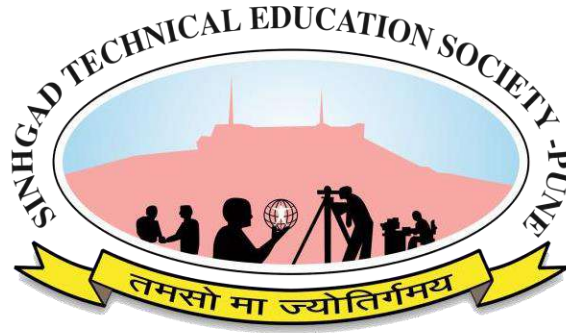


Dr. Sagar Pawar
Academic Head, SIOM



Dr. Daniel Penkar
Director, SIOM





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Vadgaon, Pune

A.Y. 2020 – 21

Financial Health Check-up of the Company





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Date – 27 February 2020

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **Financial Health Check-up of the Company** at Sinhgad Institute of Management, Vadgaon, Pune from the **28th of February 2020**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.





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Activity Title	FINANCIAL HEALTH CHECK-UP OF THE COMPANY	Date &Time	28 February 2020 4pm onwards
Activity Category	Campus to Corporate Activity	Activity Venue	Auditorium Hall
Participants	Students	Numbers of Participants	105
Name of the Organizing Institute	Sinhgad Institute of Management	Faculty Coordinator	Dr. Pradeep Thombare

Profile of the Speaker:

Vinod Shete studied at Pune University, gaining a Bachelor of Commerce degree. He is a qualified Cost and Management Accountant & Associate Member of Institute of Cost Accountants of India

He began his career with Lawkim Limited (Godrej& Boyce) and has accumulated a wealth of experience in managing finance functions with major national and international companies such as INA Bearing, Godrej& Boyce, Deepak Fertilizer, Symphony Services, Concentric Pumps AB, Baker Gauges and Worthington Armstrong Venture both in India and abroad.

Currently associated as Management Consultant with industries, he has rich experience of 24 years in the field of Accounts/Costing/Finance/Taxation/legal /Commercial Operations in various Industries.

He has written many articles on Working Capital Management, Pricing Strategy, Lean Management and GST published in well-known professional magazine like Vyapari Mitra, BULLETIN of Western India Regional Council of the Institute of Cost Accountants of India (WIRC) and Institute of Company Secretaries Pune Chapter. Various Articles on GST: A Driver of Growth Engine for the Nation, Reverse Charge Mechanism, Input Tax Credit etc were published by WIRC bulletin and also in National Seminars conducted by Institute Of Cost Accountants of India. Articles on Digitalization in Supply Chain Management, GST Tax Planning and GST Input Credit Tax were published by Indian Institute of Material Management. Acted as keynote speaker delivering lectures on GST, financial management and others at various management institute and colleges. Conducted Corporate Training on GST and Financial Management . Acts as an honorary lecturer at ICICI skill development program center (Initiative of ICICI Bank) and project assessor for post-graduation management students at various institutes.





Brief Report of the Session :

The session started at 4 PM in which the speaker Mr. Vinod Shete talked about roots of financial health of company. He guided the students with real time experiences and examples in financial services. Vinod Shete began the session with financial parameters and stakeholder of the company. He guided us with the importance of profit maximization and wealth maximization .later sir briefed us about the ratio analysis in which he highlighted debt equity ratio, current ratio, profitability ratio, gross profit ratio, liquidity ratio, quick ratio, ratio analysis strength and weakness about the company. At the end of session Mr. Vinod conducted quiz on financial aspects

The session was interactive and students flourished their concepts. He encouraged the students with his warm and motivating words and also suggested what to do daily for becoming better in finance.

The session was ended with vote of thanks. The session got over at 6.00pm.





Student Anchor: Shenil Mittal and Niharika Priya

Student Report Writer: Prajakta Jachak

Student photographer: Tejas Patil

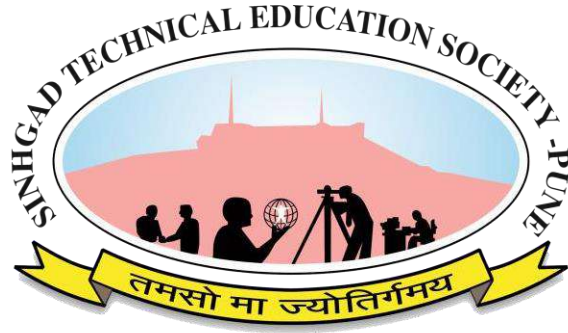
A handwritten signature in blue ink, appearing to be 'Sagar Pawar'.

Dr. Sagar Pawar
Academic Head, SIOM

A handwritten signature in blue ink, appearing to be 'Daniel Penkar'.

Dr. Daniel Penkar
Director, SIOM





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A.Y. 2020 – 21

**Placement Orientation (Business Analytics
Placement)**





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Date – 26 February 2020

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **Placement Orientation (Business Analytics Placement)** at Sinhgad Institute of Management, Vadgaon, Pune from the **27th of February 2020**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.





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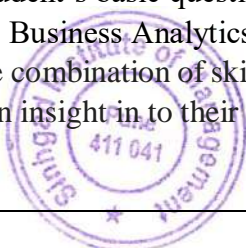
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Activity Title	Placement Orientation (Business Analytics Placement)	Date &Time	27 th February 2020 3:15pm onwards
Activity Category	Campus to Corporate Activity	Activity Venue	S-9
Participants	Students	Numbers of Participants	25

Sinhgad Institute of Management had arranged a Placement Orientation Session on Business Analytics Placement for the students of MBA (Year 1, Division J on 27th February 2020, Thursday. The speaker for the session was Mr.Dhiren Sir who has completed MBA and MCA course.



The session started with him asking student's basic questions like 'Who all know what Analytics means' and 'What exactly is Business Analytics'. He then proceeded to explain that Business Analytics basically is the combination of skills, technologies, applications and processes used by organizations to gain insight in to their **business** based on data and



statistics to drive **business** planning. He further explained that no business can survive without Analytics.



He then dived into why Business Analytics is important for MBA students. He explained that it helps MBA graduates, after securing a job, need to do strategic planning, help in making data-driven decisions, identify problems and their practical solutions, identify needs of the business, help the company take calculated decisions, and a lot more.

He then explained how learning Microsoft Office tools is essential for any graduate in today's world, especially someone who wants to do Analysis. He further went on to explain that Knowledge Solutions India has developed a Microsoft Training course which the students can apply for.

Thank you .

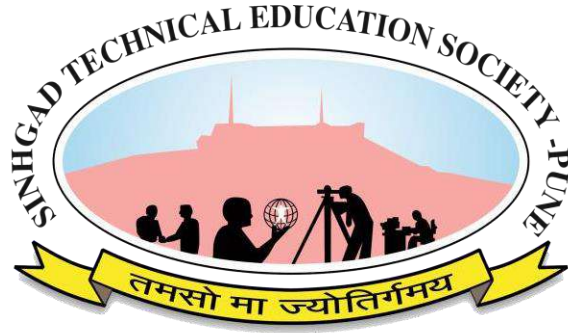


Dr. Sagar Pawar
Academic Head, SIOM



Dr. Daniel Penkar
Director, SIOM





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A.Y. 2020 – 21

**Self-Defence Session under “Protection against
Sexual harassment cell”**





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Date – 12 February 2020

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **Self-Defence Session under “Protection against Sexual harassment cell”** at Sinhgad Institute of Management, Vadgaon, Pune from the **13th of February 2020**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.





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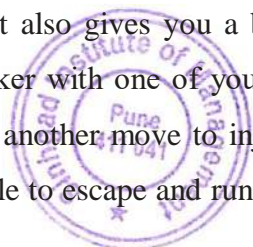
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Telefax: (020) 24356592 E-mail: director_siom@sinhgad.edu Website: www.sinhgad.edu

Activity Title	Self-Defence Session under "Protection against Sexual harassment cell"	Date &Time	13 th February 2020 4pm onwards
Activity Category	Campus to Corporate Activity	Activity Venue	Auditorium Hall
Participants	Students	Numbers of Participants	254

First time in the academic sessions of 2020 SIOM had taken an initiative to teach female students ance of self defence in their personal life.. To support the noble cause initiated by SIOM . Mrs. Hirkani Wable Phadke was invited to explore students the importance of "Self-Defence". She is the founder of Hirkani Foundation and has represented Maharashtra at National Level in wrestling and Judo

Mrs. Hirkani Wable Phadke educated the female students that verbal harassment was the most common form, but 51 percent of women said they were touched or groped in an unwelcome way, while 27 percent of women survived sexual assault. She added that after enriching the knowledge on Self defence ladies had better safety strategies in place were more equipped to deal with strangers, and people they know, in the context of potential assault or abuse had more positive feelings about their bodies had increased self-confidence.

Mrs. Hirkani Wable Phadke taught students with various techniques of self defence one technique included , Stabilize yourself as best you can. Lift your dominant leg off the ground and begin to drive your knee upward. Extend your dominant leg, drive hips forward, slightly lean back, and kick forcefully, making contact between your lower shin or ball of your foot and the attacker's groin area. Escape from a 'bear hug attack' For cases where the attacker is coming from behind, you'll want to use this move. Focus on getting low and creating space to free yourself. Bend forward from the waist. This shifts your weight forward, making it more difficult for your attacker to pick you up. It also gives you a better angle to throw elbows from side to side to the attacker's face. Turn into the attacker with one of your elbows and continue counterattacking. This should give you space to turn fully, using another move to injure the face or strike the groin. With the space these moves have created, you may be able to escape and run away. The session ended in a very positive way. Each



and everyone of students left the session with confidence in mind. They really learnt all the techniques in perfect manner. We are glad that we got a chance to be a part of such a great session and learn a lot many self defense techniques with regards to SIOM for giving such an exposure, under the guidance of Dr. Daniel Penkar Director SIOM, event coordinated by Mrs. Archana Patil and Dr. Rijwan Shaikh.

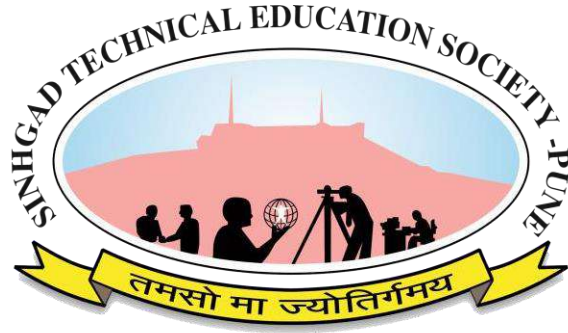
Some Glimpses of the Session



Dr. Sagar Pawar
Academic Head, SIOM



Dr. Daniel Penkar
Director, SIOM



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A.Y. 2020 – 21

**Ratan Tata's Philosophy of Developing Leaders
and 90/10 Theory**





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Date – 10 February 2020

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **Ratan Tata's philosophy of developing leaders and 90/10 Theory** at Sinhgad Institute of Management, Vadgaon, Pune from the **11th of February 2020**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.





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Activity Title	Ratan Tata's philosophy of developing leaders and 90/10 Theory	Date & Time	11 th February, 2020 11:30am onwards
Activity Category	In-House Activity	Activity Venue	Auditorium Hall
Participants	Faculty Memebers/Students	Numbers of Participants	42

A session on 'RATAN TATA'S PHILOSOPHY OF DEVELOPING LEADERS' was organised in SIOM conference hall on 11th February, 2020. Dr. Daniel Penkar started the session with the 90/10 Principle which was given by Stephen Covey which stated that the principle will change the way one reacts to situations. Sir gave various examples to make the students understand that 10% of your life is based on what happens to you and the remaining 90% depends on the way you react after which he moved towards the topic of Ratan Tata's philosophy on developing leaders.

Sir gave examples of many practical cases which included how Ratan Tata considered the employees on duty for almost six months after the 26th November, 2008 Taj hotel attack and what all assistance was given to them by this sir made the students understand that leaders can be created at the lowest level by having a sense of belongingness. The work atmosphere should be such that when employees are at work they should get a homely feeling which is always taken care of by Ratan Tata.

Sir ended the session on a note that many problems will approaching but one should always remember the 90/10 principle in order to resolve them in an easy manner and also that students should get the lessons of patriotism from Ratan Tata sir who live for the nation and is working for its development and well being.



Date: 11th Feb, 2020

HR ATTENDANCE

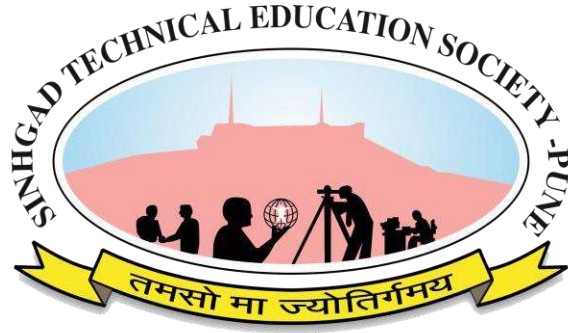
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Date: 11/02/2020
Session 4706

1.	Riya Gupta	Riya
2.	Dewyani S. Alwarrao	DS Alwarrao
3.	Prayakta Deshpande	PD Deshpande
4.	Shreeta Patil	SP
5.	Prakshita Shukla	PS
6.	Nidhi Singh	NS
7.	Roshni Pal	RP
8.	Pranali Dukam	PD
9.	Neha More	NM
10.	Apurva Shete	AS
11.	Prachi Varga	PV
12.	Pooja Parthol	PP
13.	Shweta Balaji	SB
14.	Pooja Bulakhe	PB
15.	Mansi Doye	MD
16.	Basika Joshi	BJ
17.	Shital Saimalava	SS
18.	Sayali Hakan	SH
19.	Aparnika Buchare	AB
20.	Mahima Khars	MK
21.	Deepali Dandale	DD
22.	Divyani Tarale	DT
23.	Nandini Randhvir	NR
24.	Priyanka Ghadi	PG
25.	Chamade Sruhal	CS
26.	Dipti Lohar	DL
27.	Pooja Halakude	PH
28.	Ayushi Barmate	AB
29.	Saniksha Chauhan	SC
30.	Sharyu D. Nimkar	SD
31.	Anushree Pathak	AP
32.	Niketha Nair	NN
33.	Mansi Heda	MH
34.	Diksha Daryama	DD
35.	A Anan Quazi	AQ
36.	Jay Chhelan	JC
37.	Parth Patil	PP
38.	Yashvi Kora	YK
39.	Sharyu Rangari	SR
40.	Rushi Rawal	RR
41.	Anish Pardeeshi	AP
42.	Ahishkar Hemant	AH

Dr. Sagar Pawar
Academic Head, SIOM

Dr. Daniel Penkar
Director, SIOM





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A.Y. 2020 – 21

Spectrum Fortune Hunt Event Report





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Date – 7 February 2020

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **Spectrum Fortune Hunt Event Report** at Sinhgad Institute of Management, Vadgaon, Pune from the **08th of February 2020**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.





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Telefax: (020) 24356592 E-mail: director_siom@sinhgad.edu Website: www.sinhgad.edu

Activity Title	Spectrum Fortune Hunt Event Report	Date &Time	8 th February 2020 11:30am onwards
Activity Category	In-house Activity	Activity Venue	G11 & G12
Participants	Students	Numbers of Participants	153

Participants:

Total 153 students from 41 teams participated in Fortune Hunt competition. Of these 8 teams from outside Sinhgad Institutes participated in the competition.

Team Fortune Hunt:

Student coordinators: Total of 56 students coordinators were engaged in fortune hunt competition for conducting the event smoothly.

Faculty Coordinators:

Dnyanesh Bandgar
Jaidatta Bangar

Schedule of Event:

Event is scheduled on 8th February 2020 at G11 and G12, SIOM. The Timing of event was 11.30 AM but due to late reporting of students from outside colleges force us to start event at 12.00 PM.

Description of Event with Photographs:

Spectrum's Fortune Hunt event was scheduled on 8th February 2020 at SIOM, G11 and G12. The Event inaugurated by Honorable Director Dr. Daniel Penkar at 12 PM and clues distributed to students afterwards. The event started at 12.08 PM and the winner team report to final destination at 1.20 PM. Total 41 teams of 153 students participated in the event. The Winner and Runner-up teams are from Sinhgad Institute of Management, Vadgaon

Dnyanesh Bandgar
Jaidatta Bangar





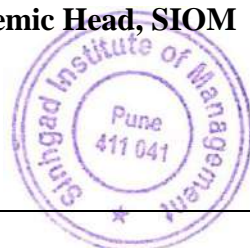
Spectrum Fortune Hunt Winner -SIOM

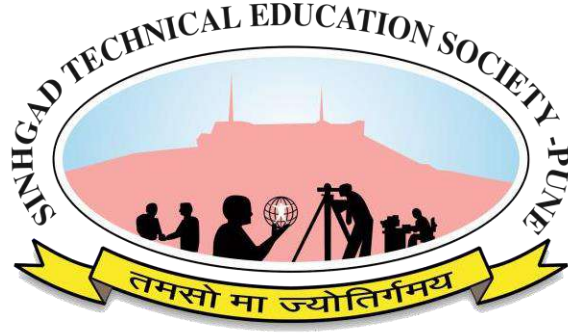


Spectrum Fortune Hunt Runner-up -SIOM

Dr. Sagar Pawar
Academic Head, SIOM

Dr. Daniel Penkar
Director, SIOM





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Vadgaon, Pune

A.Y. 2020 – 21

Spectrum Adzilla @SIOM





Sinhgad Technical Education Society's
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& Accredited by NAAC)

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Telefax: (020) 24356592 E-mail: director_siom@sinhgad.edu Website: www.sinhgad.edu

Date – 7 February 2020

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **Spectrum Adzilla @SIOM** at Sinhgad Institute of Management, Vadgaon, Pune from the **08th of February 2020**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.





Sinhgad Technical Education Society's
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Activity Title	Spectrum Adzilla @SIOM	Date &Time	8 th February 2020 10am onwards
Activity Category	In- house Activity	Activity Venue	G10
Participants	Students	Numbers of Participants	78

On 08/ 02/2020, a memorable ad making competition 'Adzilla' under the flagship of Sinhgad Karandak 2020, was organized in Sinhgad Institute of Management Pune. This event was whole day long and was held in the G-10 Seminar hall in this mega event, 38 team from various business schools from Pune took part.

The grand show commenced by the arrival of various teams from B-schools. Then the Chief Guest, Prof. (Dr) Denial Penkar 'Director' SIOM inaugurated the event by cutting of ribbon and he also emphasised on creativity in his inaugural speech. The Chief Guest praised the efforts of organising team and motivated the participating teams.

This competition was conducted in two rounds:

The first round for elimination was 'Poster making competition' started by 10:00 am on the given themes listed as a) Go vintage, b) Digital age, c) Go green and live green, d) Ayurveda is a blessing and e)Happiness is state of mind.

The second round was enactment for that 10 teams were qualified in which they were asked to make a video or/ and demonstration of advertisement of product that was given by judges i.e. fragrant socks and the time limit for ads was 30 seconds to 1 minute.

It was a truly a tough competition as the teams from various B-schools were well prepared for this most awaiting event of the year.

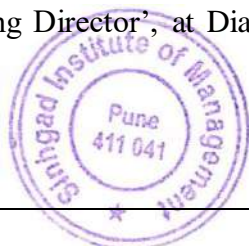
The event was followed by the announcement of the winning teams,

1st position was secured by SIOM Pune for cash prize of Rs. 6000.00

2nd Position was secured by MIT College, Pune for the cash prize of Rs.4000.00

3rd position was secured by SIOM Pune for cash prize of Rs. 2000.00

Prominent experts from industry Mr Nihar Laddha 'Managing Director' at Insignia Group, Mr Mohammad Ibad 'Managing Director', at Diamond aluminium pvt. Ltd. and Mr



Ganesh Mane 'Creative Director/Executive Producer' at Panchshil Studio of Performing Arts evaluated the competition in the capacity of Judges.

All the participants were encouraged by certificate of participation and everyone complimented one another. It was followed by a formal vote of thanks and the event concluded.

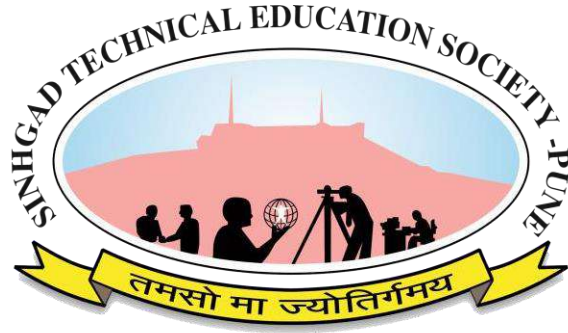


Dr. Sagar Pawar
Academic Head, SIOM



Dr. Daniel Penkar
Director, SIOM





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A.Y. 2020 – 21

Spectrum 2020 Inauguration Report





Sinhgad Institutes

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Telefax: (020) 24356592 E-mail: director_siom@sinhgad.edu Website: www.sinhgad.edu

Date – 6 February 2020

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **Spectrum 2020 Inauguration Report** at Sinhgad Institute of Management, Vadgaon, Pune from the **07th of February to 08th of February 2020**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.





Sinhgad Technical Education Society's
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Telefax: (020) 24356592 E-mail: director_siom@sinhgad.edu Website: www.sinhgad.edu

Activity Title	SINHGAD KARANDAK SPECTRUM 2020 INAUGURATION REPORT	Date & Time	7 th and 8 th of February 2020 9:30am onwards
Activity Category	In-house Activity	Activity Venue	Auditorium Hall
Participants	Students	Numbers of Participants	287

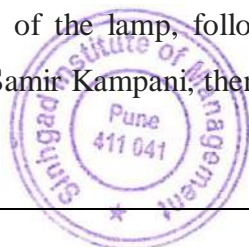
Sinhgad Technical Education Society (STES) is organizing a two day national level extravaganza Sinhgad Karandak "Spectrum 2020" at its Vadgaon – Ambegaon Campus, Pune on 7th and 8th of February 2020. The theme for this year's Spectrum was Graffiti.

'Spectrum' is an extravaganza of Management Events. The events aim to have participants not only from the post graduate management institutes but also from the graduate colleges across the country. Events such as AdZilla, Brilliant Brigade, Apprentice, Blitzkrieg, Shark Tank, and 20 other management events are part of Spectrum. Spectrum would serve as a platform to showcase talent and give the students an opportunity to prove their mettle.

A zealous avenue, where classic creativity, innovative intellect and a plethora of skill sets would be challenged to make the students victorious. Spectrum provides the students a chance to win Cash prizes over Rs. 1.5 lacs.

With over 4,000 students expected at the event, it would be just mesmerizing. Inauguration of Spectrum 2016 will done at the hands of Mr. Samir Kampani, Founder & CEO, Applied Engineering Services on 7th February at 9:30 am in Sinhgad Institute of Management. Mr. G. K. Shahani, Trustee, STES was the guest of honour.

The session started with the lighting of the lamp, followed by the Welcome address by Dr. Daneil Penkar, Director, SIOM. Mr. Samir Kampani, then took over the session and spoke about



his experience of participating in extracurricular activities and how these helped in shaping his personality.



Later, Mr. G. K. Shahani encouraged students to actively participate in these activities and learn from this experience. He also spoke about the values that these competitions inculcate among the students. He then declared the event open, and the participants dispersed to their respective event locations.



Dr. Sagar Pawar

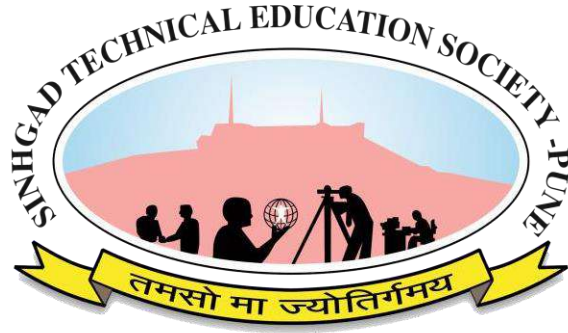
Academic Head, SIOM



Dr. Daniel Penkar

Director, SIOM





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Shark Tank Competition





Sinhgad Technical Education Society's
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Telefax: (020) 24356592 E-mail: director_siom@sinhgad.edu Website: www.sinhgad.edu

Date – 27 February 2020

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **Shark Tank Competition** at Sinhgad Institute of Management, Vadgaon, Pune from the **28th of February 2020**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.





Sinhgad Technical Education Society's
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Telefax: (020) 24356592 E-mail: director_siom@sinhgad.edu Website: www.sinhgad.edu

Activity Title	Shark Tank Competition	Date & Time	10 th March 2022 11am onwards
Activity Category	In-house Activity	Activity Venue	G10, 11, 12
Participants	Students	Numbers of Participants	58

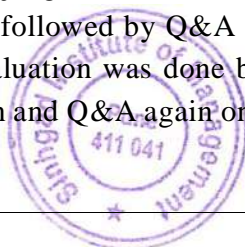
Spectrum Karandak – Shark Tank Competition

About Shark Tank 2020:

Shark Tank – A Business plan competition where participants have to present a business idea and plan for their hypothetical or actual business. Shark Tank – A Flagship Event under Spectrum 2020, was organized on February 7th 2020 at SIOM Vadgaon Campus. The host institute of the event was Sinhgad Institute of Management. Shark Tank got an overwhelming response as total 29 teams registered for the event from colleges from Pune and Mumbai in addition to those under Sinhgad Technical Education Society. Participants from other colleges included the colleges as DY Patil, MCA Pimpri, Army Law College, Pune , VJTI, Mumbai, IIT, Powai , MIT ADT, Pune and ASM IBMR, Chinchwad, Pune.

Event was divided in two rounds, Viz. first round as Elevator Pitch for two minutes and second round for short-listed teams to present their B-Plans in detail. In the first round, the participants presented their business idea within 2 minutes followed by Q&A with judges. A copy of pitch deck (format was shared in advance to all teams) which gave insights about their idea was submitted by the participants to the Judges while they presented as per their turn. Top 6 teams were selected for Round 2 based on soundness of the idea evaluated on content w.r.t. completeness, Clarity / presentation and feasibility aspects rated on 1 to 10 with given weights.

Round 2 was presentation to judges for virtual investments upto 50 Lakhs. Teams were allotted 12 minutes for presentations followed by Q&A with judges. Participants also submitted detailed business plan to judges. Evaluation was done by the Judges on four components, viz., content, functional plans, presentation and Q&A again on rating from 1 to 10 with given weights.



After a close competition top 3 teams were declared as winners.



Winning Teams:-

1. Park Well (SIOM, Pune)
Mr. Krishna Kasat and Mr. Bharat Kumbhojkar
2. Chaos (SIOM, Pune)
Ms. Trupti Choudhari, Ms. Vaishnavi Sanap, Ms. Suchita Kamdi and Mr. Karan Ghadge
3. Oxyource (SIMCA, Pune)
Mr. Akshay Adkine, Mr. Shashank Mishra, Mr. Shivani Rahate and Mr. Kiran Bayas

Key Highlights:-

- Eminent personalities, namely CMA Mr. Vinod Shete and Mr. Dileep Londhe (Ex-Dy GM, ICICI Bank) graced the event as Judges for both the rounds.
- Presentation conducted over Skype for team Passport Mapper whose participants were from VJTI and IIT, Mumbai.

Faculty Coordinators for the event were Dr. Hemant Patil and Prof. Revati Balutkar and student coordinators were Ms. Yogita Fegade, Mr. Majeed Shaikh, Mr. Deven Patil, Ms. Mansi Borawake accompanied with seven other volunteers. The event concluded with Judges' remarks to the students and with vote of thanks to the top management and Dr. Daniel Penkar, Director Sinhgad Institute of Management for the motivation, necessary support and guidance to make it a success and also to all the event coordinators for their untiring efforts for preparation and conduct of the event.



Event Flyer:



Sinhgad Karandak Spectrum Presents

SHARK TALK
...The Leap Ahead
[Flagship Event]

A Business Plan Competition

Round 1
2 Minutes Elevator Pitch

Round 2
Presentation to Investors for Funding Upto 50 Lakhs

Prizes:
1st:Rs.6000/-
2nd:Rs.4000/-
3rd:Rs.2000/-

Registration Fees: Rs.200/-

Date: 7th Feb 2020

Team Size: 2-4(UG/PG)

Venue: Room No-G10, SIOM Vadgaon Campus, Pune

Student Coordinators
Ms. Yogita Fegade - 9529781939
Mr. Majeed Shaikh - 9552793010

Faculty Coordinators
Dr. Hemant Patil - 9881191810
Prof. Revati Balutkar - 9604003761

Scan QR To Register

*Reporting time: 9:00am; SPECTRUM Inauguration: 9:30am and Round 1 starts at 10:00am & Round 2 immediately after Round 1 at SIOM.



Glimpses of Event – Shark Tank 2020:



Inauguration of the event Shark Tank (7th Feb 2020) at SIOM, Vadgaon (Bk), Pune





Presentations (Elevator Pitch), Shark Tank on 7-Feb 2020 at SIOM, Pune





Participation of team from VJTI and IIT, Mumbai through Skype at Shark Tank 2020 on 7-Feb 2020, SIOM





Team of Student Volunteers –Shark Tank , 7-Feb 2020 at SIOM, Vadgaon, Pune

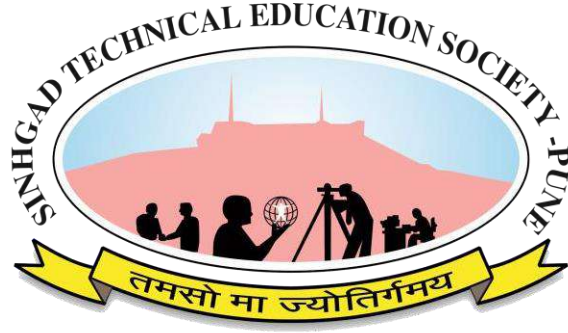
Dr. Sagar Pawar

Academic Head, SIOM

Dr. Daniel Penkar

Director, SIOM





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A.Y. 2020 – 21

Be the Best Version of Yourself





Sinhgad Technical Education Society's
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Telefax: (020) 24356592 E-mail: director_siom@sinhgad.edu Website: www.sinhgad.edu

Date – 27 January 2020

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **Be the best version of yourself** at Sinhgad Institute of Management, Vadgaon, Pune from the **28th of January 2020**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.





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Activity Title	Be the best version of yourself	Date & Time	28 th January 2020 11 am onwards
Activity Category	Campus to Corporate Activity	Activity Venue	Auditorium Hall
Participants	Students	Numbers of Participants	116

A workshop on 'Be the best version of yourself' was organised in SIOM Conference Hall on 28th January 2020. The guest speaker Mrs. Sunita Shukla started the session with a video based on how one's perception matters and not the circumstances. It stated that everything you want can be achieved and there is nothing that is impossible. Later questions were asked to the students which included 'Who you are?' Why are you here? Etc.

Mrs. Sunita mentioned that the Personality is a never ending process and the perceptions and thoughts we get from the society, people around us all together form our personality. She stated that our personality mainly consists of following:

1. Appearance
2. Body Language
3. Communication

She also mentioned the following types of personalities and discussed them in detail:

1. Extrovert
2. Introvert
3. Ambivert
4. Pessimistic
5. Optimistic
6. Realistic
7. Investigative
8. Artistic



9. Social

She also highlighted that it is important for management students to be able to understand all these types of personalities. After discussing the above mentioned personalities, an activity was carried out based on SWOT Analysis of yourself for which sheets consisting a few questions were circulated. This particular activity helped the students to find the answer to the question 'Who am I?'

Later she discussed the four stages of personality namely:

1. Discovery
2. Development
3. Mastery
4. Self-Actualization

Then she carried out a second activity which was based on self-awareness. The sheets circulated for this activity had some questions listed and each question had some points given from 0 to 2. The total sum of points after solving these questions created awareness about oneself.

Mrs. Sunita concluded her session with another video that stated 'One has to free oneself and never let anyone else tell you what you are capable of doing. One should dream and live life on their own terms and conditions because it's either today or never.'

At last, everyone introduced themselves with an adjective and one learning that they got from the session

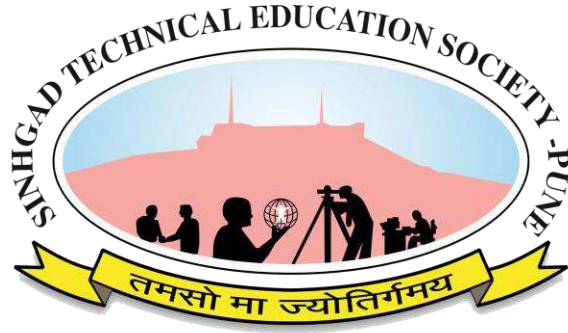


Dr. Sagar Pawar
Academic Head, SIOM



Dr. Daniel Penkar
Director, SIOM





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Vadgaon, Pune

A.Y. 2020 – 21

**“State Level Seminar” on “Trends for
Workforce in Industry 4.0”**





Sinhgad Technical Education Society's
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Date – 21 February 2020

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the “**State Level Seminar**” on “**Trends for Workforce in Industry 4.0**” at Sinhgad Institute of Management, Vadgaon, Pune from the **23rd of February and 24th of February 2020**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.





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 Website : www.sinhgad.edu

Activity Title	State Level Seminar” on “Trends for Workforce in Industry 4.0	Date &Time	23 rd and 24 th January 2020 10am onwards
Activity Category	Campus to Corporate Activity	Activity Venue	G10
Participants	Students	Numbers of Participants	250

The State Level Seminar was hosted on 23rd& 24th of January 2020 by Sinhgad Institute of Management, Vadgaon Pune in collaboration with Savitribai Phule Pune University. The event started with registration sharp at 9:00 a.m. For the seminar many of the participants from the institute such as S.N.D.T Womens University, Dr. D Y Patil Institute of Management & Research, Matrix School of Management Studies and Students all over STES has participated in the seminar. The registration was followed by breakfast and tea.



Some Glimpses from the Session

Day 1 Report:

The first day of the seminar was started with inauguration ceremony. The saraswati poojan and lightning of lamp was done by Dr. Daniel Penkar and honorable guest speakers.



Some Glimpses from the Session

Further the session started with felicitation of the key note speakers Mr. Nishant Wasatkar and CA Milind Kumar Kulkarni. After felicitation Dr. Daniel Penkar welcome the guest and addressed the students briefing them the global relation of the seminar topic “Trends for Workforce in Industry 4.0”





Some Glimpses from the Session

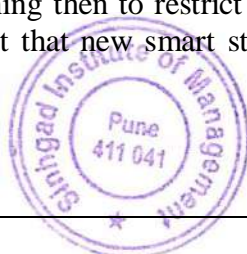
Dr. Daniel Penkar explained the students about the changing job requirements of the market according to the changing skill sets required for the job. Sir has also explained the “Trends for Workforce in Industry 4.0” not just 4.0 but also 1.0, 2.0, 3.0.

Mr. Nishant Wasatkar (Dy. Manager, Training and Development, Mubea Automotive Components India Pvt. Ltd. Pune) has taken the charge of the session briefing the students about the changing expectations and skill set required from the organization perspective. What all changes industry 4.0 is going to bring in the job requirements and significance of IR (Industry Revolution). Sir has guided students on how to minimize the non-value adding components to develop the skill sets required as per the industry.



Some Glimpses from the Session

Sir has also spoken on changing requirements of job mix qualification and how students should develop the skills so that they are ready for the industry. Sir has also briefed about how technology has touched its advance stages and it is creating it a threat for job seekers as most of the industry are focusing on automation which is reducing employability. Changes in organizational structure which the industry 4.0 is going to bring on implementation. Sir has also shared To Do list with the students which will help them in improving their skills sets as future managers. Students were told to focus more on application based learning then to restrict themselves to the classroom learning concept. Sir has also highlighted the fact that new smart startups business will always require a



smart workforce.



Some Glimpses from the Session

The next session was taken over by CA Milind Kumar Kulkarni Sir. The second key note speaker of the day. Sir has started the session with Introduction to supply chain management of the port trust and logistics. Sir has further also defined logistics and its elements and also supply chain and how it is interlinked. Sir has also explained student's difference between transportation and logistics. Future scope for supply chain management and logistics and how industry 4.0 is going to affect positively in supply chain management. Career opportunities in the field of logistics and why employer prefers skilled workforce and improvement are for skills. The students were given lunch break after this session.

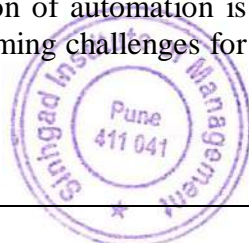
Day 1: 2nd half of the Sessions:

The post lunch session was started at 3:30pm by the key note speaker Dr. Sudeep Limaye. Dr. Rakesh Bhati felicitated Dr. Sudeep Limaye and welcome him.



Some Glimpses from the Session

Sir has started with the briefing of Industry 4.0 and industry revolution. Sir has also discussed the real scenario of the commerce industry and how 4.0 is going to affect the industry. How this revolution will create job opportunities and how it can reduce job opportunities in the upcoming years due to technology and up gradation of automation is going to affect the job in commerce industry. Sir has also discussed the upcoming challenges for the Human Resource Sector and how



the trend of training the employees is getting reduced because of advanced technology and techsavvy employee force. Sir has also discussed the difference between standardization and customization. The session ended with question and answers.



Some Glimpses from the Session

Vote of thanks was given by the anchors at the end of the session of day 1 to the guest speakers for sharing their valuable experiences with the students and guiding them how to enhance the skills required for the industry 4.0

Day 2 Report:

Day 2 session started at 12:30 pm by the Key note speaker Mr. Jay Naduvath (Co-Founder Jefferies & Brain). Sir is known to have successful startup making a combination of Digital Marketing, Artificial Intelligence and MI based operations. Sir have motivated students to become an entrepreneur and discussed a lot about the market stability and challenges he faced to grow his start up. Sir has also discussed his life journey as an entrepreneur. Sir guided the students regarding the job opportunities in the field of AI and MI and what does his company expects from the candidates the skill set and qualification. Sir has also addressed the queries of the students.





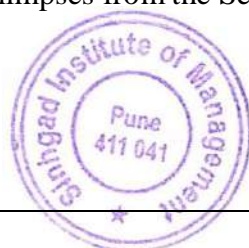
Some Glimpses from the Session

2nd half of the session:

The second started at 3:30pm the key note speaker for the day was Mr. Arun Chaudhari. was welcome by Dr Bharti Jagadale Ma'am.



Some Glimpses from the Session



Sir has guided the students about bridging the gap in between the knowledge they possess to get in to the industry and industry expectation. Sir has explained the concept of mass manufacturing, mass customization, Value Matrix and made the student understand the traditional approach towards education and modern approach. How students should prepare themselves for the rapidly changing market demands for candidates and employment. The session ended with question and answers.



The State Level Seminar was a success and ended up with certificate distribution to all the participants.



Some Glimpses from the Session





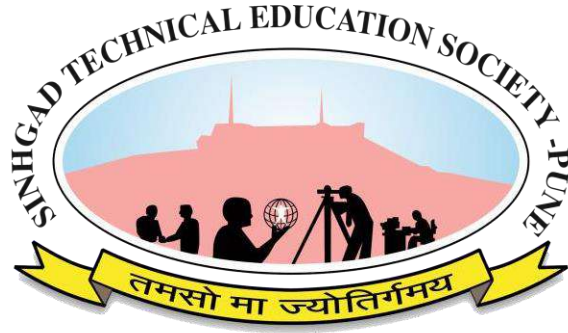
Some Glimpses from the Session

Vote of thanks was given by the anchors to all the participating colleges and the guest for giving their valuable time for the students and sharing their experiences with the students. And students feedback was taken at the end of the session from various participating institutes.

Dr. Sagar Pawar
Academic Head, SIOM

Dr. Daniel Penkar
Director, SIOM





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Vadgaon, Pune

A.Y. 2019 – 20

**Interactive session on Financial Literacy For
Stock Market**





Sinhgad Institutes

Sinhgad Technical Education Society's
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S.No. 44/1, Vadgaon (Bk.), Off Sinhgad Road, Pune 411 041

NOTICE

17th of October 2019

All students and faculty members of SIOM are hereby informed that we have organized the **Interactive session on Financial Literacy For Stock Market** at Sinhgad Institute of Management, Vadgaon, Pune from the **18th of October 2019**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.

Dr. Parag Kalkar
Director SIOM





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S.No. 44/1, Vadgaon (Bk.), Off Sinhgad Road, Pune 411 041

Activity Title: "Interactive session on Financial Literacy For Stock Market"
Name of Guest Speaker : Mr. Sudhkar Kulkarni
Designation: Investment Consultant
Contact No: +91 9423002014
Email Id: sbkulkarni.pune@gmail.com
Activity Coordinator: Prof. Aditee Huparikar
Date: 18th October, 2019 **Day:** Friday
Time: 11:00 to 1:00 PM **Class:** MBA-II – Finance **Venue:** G10, SIOM

Profile of the Speaker:

SUDHAKAR B. KULKARNI

Tel: 020-25432505, Mob: 9423002014

E-Mail: sbkulkarni.pune@gmail.com

D.O.B: 14th Dec 1952

Address: C-4/9, Madhuraj Nagar, Paud Rd, Pune-411029

--CAREER OBJECTIVE:

Provide professional banking and financial knowledge to individuals and organizations.

EXPERIENCE:

Excellent Banking domain knowledge with 24 yrs experience with ears while United Western Bank (the then leading pvt sector bank in India now merged with IDBI Bank w.e.f. Oct2006) Worked at various positions such as Branch Manager, Chief Manager, Head of Merchant Banking, Dy. Zonal Manager, and as General Manager for 2.5 yrs with Jalgaon Janata Sah. Bank (A scheduled co-op bank having business mix of Rs.1000/- crores in 2002)

Visiting faculty at following reputed management colleges in Pune for MBA Finance since last 10yrs.

- 1) MIT College , Pune
- 2) IMED (Bharati Vidyapith) Pune
- 3) Ind Search Institute of Management Studies
- 4) Pravara Center for Management Research & Development (PCMRD) Pune
- 5) YASHADA, Pune
- 6) PUMBA
- 7) Faculty for National Stock Exchange's Financial Literacy & Investment Planning program.

Also conducted finance for non finance programs for reputed companies like Lupin, Hindustan Cattle Field, and also at various EDPs. Visiting faculty for 1) Banking & Finance, 2) Advanced Financial services, 3) Derivatives, 4) Security Analysis and Portfolio Management, 5) Financial Risk management, 6) for CFP modules. Was Public Representative Director on PSE Securities Ltd. Member of NSE/BSE from Nov 2012 to May 2015. Also member of FINCOP { An advisory body for Economic Offences Wing (EOW) } at Pune Police Commissioner's Office since April 2010.

Qualifications:

M.Sc (Chemistry) from Pune Univ. in 1975

AMFI certification in 2006

IRDA certification in 2006

NSFM Derivative Module in 2007

BSCM cash module in 2009

CERTIFIED FINANCIAL PLANNER CM



Personal Strengths:

Excellent communication, negotiation and teaching skills

Learning & organizing skills matched with the ability to manage stress & time effectively.

I also regularly write articles on financial issues such as Stock Market, Mutual Fund, Insurance, Banking, and Investment & Financial Planning in leading papers viz. Sakal, Lokmat, Pudhari, & Sakaal Times. Saptahik Sakal, Bytes of India and Agro World Aurangabad

Brief Report of the Session :

On the 18 Oct 2019, the Department of Management, SIOM in association with the Training Institute Pune organized a two hours workshop titled 'Capital Market Awareness' for its MBA II year students.

This workshop was organized as a part of practical skill development initiative by Director SIOM. This type of workshop is useful to its all participants those are beginners or the nuances of stock market. The real life examples and session conducted by Mr. Sudhkar Kulkarni are more relevant for practical application and understanding of the theory.

The aim of the workshop was to give a brief exposure to the students about the fundamentals of Digital marketing and web based marketing to leverage the technology in reaching out to his potential customers. This workshop enlightened around 60 students.

The workshop began at 11.00 a.m with a welcome note & resource persons were introduced by the compère Priyanka Ghadi, student from MBA second year. After the formal welcome, the workshop was handed over to the resource persons for the day. The workshop was conducted smoothly with the help of power point presentation adding more value to the talk. gave an overview about BSE and the various components of Securities Markets such as Bonds, Stocks, Mutual Funds, Derivatives of securities (Futures, Options), Financial and Commodity Derivatives which constitute the Primary (IPO) and Secondary market. He gave the students an insight on the BSE Market Offerings such as Cash Market, Derivatives, Currency Derivatives, Interest Rate Derivatives, Debt Market Segment, ETFs/Mutual Funds and BSE SME Platform. Mr. Sudhkar Kulkarni spoke about how an investor is protected if there are any grievances present and also explained about the grievance redressal mechanism. Mr. Sudhkar Kulkarni, with apt examples, described the Capital Market operations through the Settlement System, e-trading, BOLT and De-mat accounts, the investment avenues available, various interest rates and returns, anticipated procects after investing etc. e key aspects of Financial planning being Financial goals, insurance, tax and retirement planning were discussed upon. He concluded the lecture by speaking about the three pillars of investing – consistency, liquidity and returns and also encouraged each and every participant of the lecture to start investing in the Capital Market.

The students were actively involved in the discussion and the whole session was very interactive Shruti Narayan, student from MBA second year ended it with the Vote of Thanks.

Student Anchor: Priyanka Ghadi

Student Report Writer: Omkar Gaikwad

Student photographer: Dnyaneshwar Kale.





Mr. Sudhkar Kulkarni being felicitated by SIOM Faculty

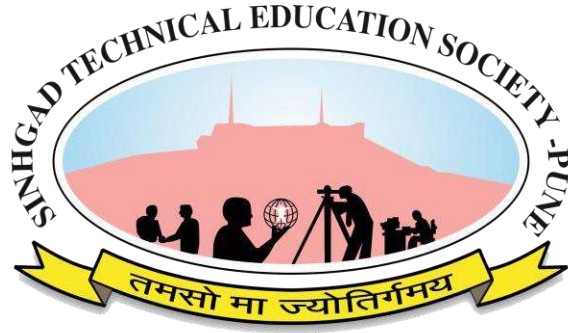


Mr. Sudhkar Kulkarni addressing the audience during the session

Dr. Sagar Pawar
Academic Head, SIOM

Dr. Parag Kalkar
Director SIOM





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Vadgaon, Pune

A.Y. 2019 – 20

**Workshop On Customer Relationship
Management**





Sinhgad Institutes

Sinhgad Technical Education Society's
SINHGAD INSTITUTE OF MANAGEMENT
(Affiliated to Savitribai Phule Pune University, Approved by AICTE
& Accredited by NAAC)

S.No. 44/1, Vadgaon (Bk.), Off Sinhgad Road, Pune 411 041

NOTICE

11th of October 2019

All students and faculty members of SIOM are hereby informed that we have organized the **Workshop On Customer Relationship Management** at Sinhgad Institute of Management, Vadgaon, Pune from the **14th of October 2019**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.

Dr. Parag Kalkar
Director SIOM





Sinhgad Technical Education Society's
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& Accredited by NAAC)
S.No. 44/1, Vadgaon (Bk.), Off Sinhgad Road, Pune 411 041

Activity Title: Workshop On Customer Relationship Management

Name of Guest Speaker: Dr. Altaf Shaikh

Designation: NASSCOM Certified Trainer for Customer Relationship Management

Activity Coordinator: Dr. Hemant Patil

Contact No.: 8698030308

E-Mail Address: altafs07786@gmail.com

Website: altaf-co-in.ueniweb.com

Date: 14/10/2019

Day: Monday

Venue: G10, SIOM

Time: 11am to 1pm

Description of activity in brief with photographs:

Dr. Altaf Shaikh was felicitated by Dr. Hemant Patil. Sir began the session by saying that this is going to be an interactive session and started to brief about the customer relationship management.

He started with the industrial transformation and then explained us the need of customer relationship management as he is a NASSCOM certified trainer for customer relationship management. Also he made us familiar with other topics like customer relationship management as business strategy, types of customer relationship management, different models of customer relationship management, customer relationship management system and what are the benefits and challenges in implementing a customer relationship management.

Also we did an activity, we were divided in the groups of 10-12 students, total there were 5 groups. each group was given a topic like banking, FMCG, hospitality, telecom, etc and each group was asked to discuss on what data is to be collected, how they will analyse the data, process of customer relationship management and customer satisfaction preference for the given topic and at last each group had to present their topic before other groups.

From this session we came to know about the importance of customer relationship management in today's business environment.

Some Glimpses from the Session





Some Glimpses of the Session



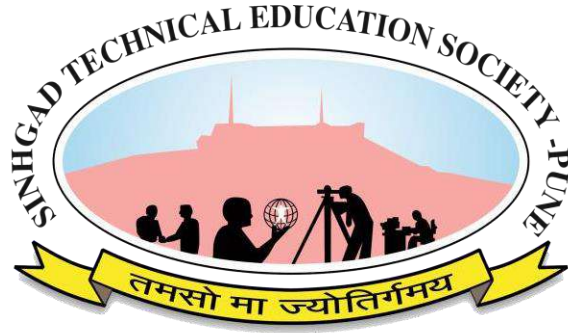
Dr. Sagar Pawar

Academic Head, SIOM



Dr. Parag Kalkar
Director SIOM





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Entrepreneur Journey





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& Accredited by NAAC)

S.No. 44/1, Vadgaon (Bk.), Off Sinhgad Road, Pune 411 041

NOTICE

04th of October 2019

All students and faculty members of SIOM are hereby informed that we have organized the **Entrepreneur journey** at Sinhgad Institute of Management, Vadgaon, Pune from the **07th of October 2019**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.

Dr. Parag Kalkar
Director SIOM





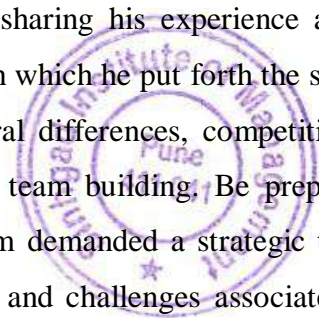
Sinhgad Institutes

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S.No. 44/1, Vadgaon (Bk.), Off Sinhgad Road, Pune 411 041

Activity Title:	<i>“Entrepreneur journey”</i>	
Name of Guest Speaker :	Abhijeet Mahajan (SIOM Alumni 2010-2012 batch)	
Designation:	Product Designer	
Organization Name:	MoenTek Pvt. Ltd., Pune	
Contact No:	+91-9766943214	
Email Id:	abhijeetmahajan@gmail.com	
Activity Coordinator:	Prof. Chandrakant Thorat and Dr. Hemant Patil	
Date: 7- Oct 2019	Day: Monday	Venue: G10, SIOM



Brief Report of the Session: Abhijeet Mahajan began the session by sharing his experience and the journey of starting entrepreneurship . He conducted many activities through which he put forth the scenario regarding corporate world. The corporate world is dynamic, with cultural differences, competition etc. Through activities Abhijeet sir made the students learn risk taking and team building. Be prepared to encounter challenges to start up business. Each activity conducted by him demanded a strategic thought process. He also introduced the participants to many exclusive examples and challenges associated with



entrepreneurship. He discussed about how to choose and how to implement business strategy in business and also ethical behavior at work place can benefit your career. According Abhijeet Mahajan fluent communication can win hearts in corporate world. At times one can be assertive. The session encouraged the students how to unleash the leader within them.

Mr. Abhijeet shared the entrepreneurs' struggle to be faced during early journey in entrepreneurship. Encouraged the students to think of starting own venture after MBA. MBA-II students were enlightened with his motivational talk.

Student Anchor: Keshvi and Akshay

Student Report Writer: Anuja and Ram

Student photographer: Akshay

MBA II A & C



Dr. Sagar Pawar
Academic Head, SIOM



Dr. Parag Kalkar
Director SIOM







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Stree Shakti Lecture Series 2019





Sinhgad Technical Education Society's
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& Accredited by 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

Date – 4 October 2019

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **Stree Shakti Lecture Series 2019** at Sinhgad Institute of Management, Vadgaon, Pune from the **07th of October 2019**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.

Dr. Parag Kalkar
Director SIOM





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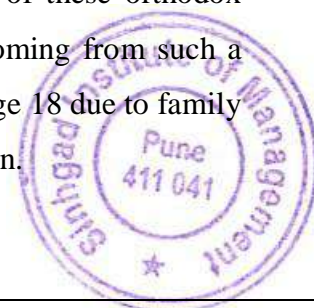
S. No. 44/1, Vadgaon (Bk.), Off Sinhgad Road, Pune 411 041
Telefax: (020) 24356592 E-mail: director_siom@sinhgad.edu Website: www.sinhgad.edu

Activity Title	Stree Shakti Lecture Series 2019	Date & Time	7 th October 2019 11am onwards
Activity Category	In-House Activity	Activity Venue	Auditorium Hall
Participants	Students	Numbers of Participants	258
Name of the Organizing Institute	Sinhgad Institute of Management	Faculty Coordinator	Dr. Sagar Pawar

Sinhgad Institute of Management arranged a series of lectures on the occasion of Navratri. The Stree Shakti program was initiated 5 years ago to empower the girl students and spread awareness of the ongoing in the industry. The event was organised on 30th September by female faculty and students. Successful female entrepreneurs to share their experiences with students. On 1st day, two successful women, Ms Abeda Inamdar and Ms Manisha Bhati shared their experiences of how they started with their career and why it is important for all to know that each and every woman should be given an equal opportunity for achieving their dreams and goals.

Mrs Abeda Inamdar shared the experience of how she started Abeda Inamdar Jr College and Abeda Inamdar Sr College. After this start, she has already opened more than 30 colleges. The journey in her eyes is inspiring and also something to learn from. In her eyes giving equal opportunities for girls in education is not just important for those girls, but for society itself. Quoting her words, "Education empowers people, it empowers society and it empowers the economy. If the girl is educated, the family is educated, society is educated and hence the nation is educated.". As she also stated that the talent in our society and nation does exist but it is always been unrecognised. Educations give us the power to recognise this potential and talent.

Mrs Manisha Bhati started her speech by sharing some of the thinking patterns of society related to education and career of girls. She stated that she is also from one of these orthodox families where educating girls is considered as not useful and unimportant. Coming from such a background of family restricted her earlier in her education. She got married at age 18 due to family pressure, but she left that home as they were not letting her complete her education.



After that, she took an educational loan and completed her education and found herself a job as a financial analyst. She had the craze for banking and finance from earlier so she always wanted to pursue her career in Banking and Finance. This craze and passion is the single most reason for her success. She advised students stating, “To prove yourself you have to improve yourself”. Coming to the management point, she said, management is not a one-time thing, it is a continuous process. You have to work on it daily to be better at it. She ended her speech with the life advice for the students. You should never give your life’s control any anyone else’s hands.



Mrs Abeda Inamdar with Dr. Parag Kalkar and Dr. Chandrani Singh





On day two, Mrs Shodha Kulkarni-Shukla enlightened the students about marketing and business field. She gave 7 aspects as the pillars of business, which were R and D, Marketing, Finance, HR, operations, Legal, Systems. According to Mrs Shobha, if you want to be successful business person, then you should know all these concepts. You should carefully study those concepts. Along with this, she also gave knowledge about the digital marketing. Upon asked by one of the students she also gave insightful thoughts on AdSense from Google. Mrs Sneha Goud, who is the HR professional in Mumbai based reputed company, gave information about the HR field. How an employee should be? It was the basic theme of this session. She also planned some games for students which were basically to let them know the importance of teamwork and helping each other.



Mrs Shodha Kulkarni-Shukla being felicitated by SIOM Faculty

On Day three of this lecture series, Ms Rajvi Mehta, Professional Garba Dance Teacher and the owner of dance academy in Pune, shared her journey in Pune and how she completed her education with pursuing her dream as a professional dancer. She started her dance classes when she was studying and along with studying she used to manage her classes on weekends. She is having dance classes at 4 different locations in Pune. She has also launched her new brand under the name Design Fables, where customers can get their shoes designed according to the experiences they had with that particular shoe as the reminder.





Mrs Pallavi Kasande being felicitated by SIOM Faculty

Mrs Pallavi Kasande, who is the professional psychologist, shared with the students the knowledge about mind and brain. There is the difference between brain and mind, mind can be trained as we want it to be trained so we can achieve whatever we need to achieve. She also shared the thought that, empowerment is needed for the weaker section of the society and women are not weak at all. They are just not given the responsibilities which they deserve by the society. She also said that each person is unique, there is the difference between same, similar and equal. We need to understand the meaning and difference between these terms. Dr Babita Gangwani, who is the Physio-Therapist shared the different view about the society and the education system. When she was studying the Course regarding health and diet, she observed that the syllabuss is more towards cooking healthy and diet food, instead of teaching students what the diet is for and how does it work. S decided to become the Physio Therapist. She also introduced students with the ROA concept of humanity introduced by Swami Vivekanand. The lecture series was concluded on 7th of October 2019 with the sessions of Mrs Diksha Dinde and Yoga Teacher Ms Iryna. Ms Iryna gave the important speech regarding health Yoga. Staying fit is solving half of the problems.



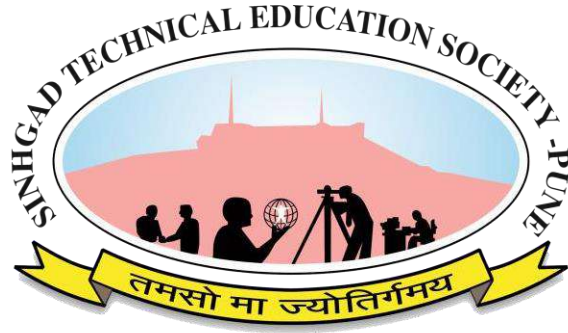


Mrs Abdea Inamdar and Mrs Manisha Bhati with Dr. Parag Kalkar, Dr. Chandrani Mam and SIOM Faculty

Dr. Sagar Pawar
Academic Head, SIOM

Dr. Parag Kalkar
Director SIOM





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Vadgaon, Pune

A.Y. 2019 – 20

**Debate competition on the occasion of Gandhi
Jayanti**





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S.No. 44/1, Vadgaon (Bk.), Off Sinhgad Road, Pune 411 041

NOTICE

30th September 2019

All students and faculty members of SIOM are hereby informed that we have organized the **Debate competition on the occasion of Gandhi Jayanti** at Sinhgad Institute of Management, Vadgaon, Pune from the **01st of October 2019**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.

Dr. Parag Kalkar
Director SIOM





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S.No. 44/1, Vadgaon (Bk.), Off Sinhgad Road, Pune 411 041

Activity Title: Debate competition on the occasion of Gandhi Jayanti

Activity Coordinator: Dr. Rijwan Shaikh

Date: 01/10/2019 **Day:** Tuesday **Venue:** G-09, SIOM

Time: 12 PM

Description of activity in brief with photographs:

Marketing Division B students, SIOM, pune has organized the debate competition to celebrate Gandhi Jayanti on 1st October, 2019 on the topics of "Gandhian Thoughts".

The competition began by addressing the audience and explaining the importance of Gandhian thoughts for the development of Indian society. Total 11 teams from different departments participated in debate competition and shared their views. There were 3 members in each team. 3 judges were invited for taking fair decisions. The judges invited were the faculty members from SIOM- Dr. Hemant Patil, Dr. Rijwan Shaikh and Prof. Archana Patil. The participants were briefed with rules of the competition in the beginning. There were total three rounds of the competition. In the first two rounds 2 teams competed against each other and at the end of each round one team was disqualified. Each team was disqualified on the basis of points given to them by the judges.

In the final round (third round) 3 teams competed against each other. The winner and the runner ups of the competition were decided on the basis of points given to them by the judges. The 3 teams were awarded with the certificates which were distributed with the hands of Dr. Parag kalkar (Director, SIOM). At last the director sir briefed the audience with the gandhian philosophy and and also motivated the participants and the co-ordinators of the competition.



SOME PICTURES OF DEBATE COMPETITION



Dr. Parag Kalkar Sir addressing the students



Students participating in the Debate Competition



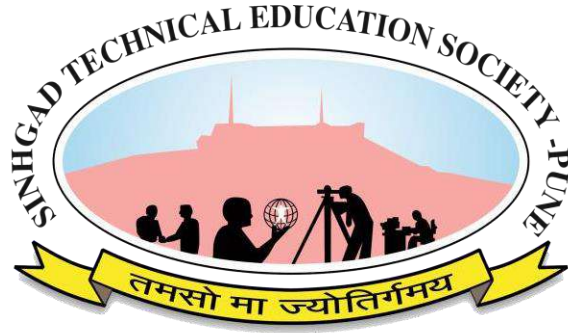


Dr. Parag Kalkar Sir with the winning team

Dr. Sagar Pawar
Academic Head, SIOM

Dr. Parag Kalkar
Director SIOM





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A.Y. 2019 – 20

Corporate Strategies in Sales





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S.No. 44/1, Vadgaon (Bk.), Off Sinhgad Road, Pune 411 041

NOTICE

27th of September 2019.

All students and faculty members of SIOM are hereby informed that we have organized the **Corporate Strategies in Sales** at Sinhgad Institute of Management, Vadgaon, Pune from the **30th of September 2019**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.

Dr. Parag Kalkar
Director SIOM





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S.No. 44/1, Vadgaon (Bk.), Off Sinhgad Road, Pune 411 041

Activity Title: “Corporate Strategies in Sales”

Name of Guest Speaker : Mr. Manjit Singh, ASM Marico LTD

Activity Coordinator: Dr. Hemant Patil Sir

Date : 30th September 2019 **Day :** Monday **Venue :** Syndicate Room, SIOM

Time : 12.00- 1.30 pm **Class :** MBA 2 year {MKT} **Total No Of Students :** 12 Approx



Mr. Manjit Singh addressing the students during the session

Description of Activity in Brief with Photographs :

Mr. Manjit Singh Area Sales Manager at Marico Limited Pune . Manjit Sir is Alumina of Siom and working at Marico ltd a FMCG company having dyanamic influence and market leader of Coconut oil ie Parachute oil and Saffola oil.

Sir take a session by Sharing his experience and journey of starting. He conducted many activites through which he put forth the scenario regarding corporate world. The FMCG sector is dynamic, with cultural differences , competition etc . Manjit sir made the students learn group dyanamics and team building. He also introduced the students to many exclusive examples and challenges associated with the industry. He discussed about how professional and ethical behaviour in work place can benefits your carrer.



The session encouraged the students how to unleash the leader within within them ?
MBA 2nd year students were enlightened with his motivational talk. The activities energized the students to gain confidence and work very hard challenges in Life.

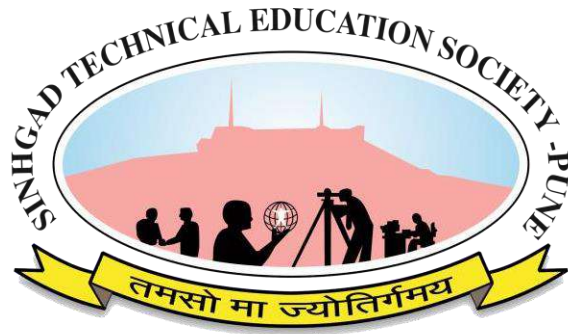


Mr. Manjit Singh addressing the students during the session

Dr. Sagar Pawar
Academic Head, SIOM

Dr. Parag Kalkar
Director SIOM





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A.Y. 2019 – 20

How to Write Literature Review





Sinhgad Technical Education Society's
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(Affiliated to Savitribai Phule Pune University, Approved by AICTE
& Accredited by 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

Date – 20 September 2019

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **How to Write Literature Review** at Sinhgad Institute of Management, Vadgaon, Pune from the **21st of September 2019**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.

Dr. Parag Kalkar
Director SIOM





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Telefax: (020) 24356592 E-mail : director_siom@sinhgad.edu Website :

www.sinhgad.edu

Activity Title	How to Write Literature Review	Date & Time	21 st September 2019 11:30am onwards
Activity Category	In-House Activity	Activity Venue	G10
Participants	Students	Numbers of Participants	58
Name of the Organizing Institute	Sinhgad Institute of Management	Faculty Coordinator	Dr. Manoj Kulkarni

Guest Profile:

Dr. Devidas Bharati (Ph.D)

Director, Rajgad institute of Management

Experience: Working as a director at Rajgad Institute of Management

Core Committee member for NAAC at B.M. College of Commerce Pune (twice)

Main Coordinator for NBA at Allana Institute of Management Science, Pune

Member of RR committee of (Management) D.Y.Patil University

Former chairman of Finance Board Faculty of Management SPPU, Pune

Life member of All India Commerce association Approved Ph.D guide in



the subject of Banking and Finance, Accountancy under Commerce Faculty,
SPPU, Pune



WORKSHOP – HOW TO WRITE LITERATURE REVIEW

Sinhgad Institute of Management organized Workshop on “How to write Literature Review”. This workshop was held on 21st September 2019. The guest speaker for this workshop was Dr. Devidas Bharati. The speaker being a very ingenious personality holds position of Director at Raigad University. He is a research guide at Savitribai Phule Pune University. He briefed the aspirants and beginners about the rules and regulations of the university with respect to Ph.D. He then guided everyone about the correct way of writing a literature review, importance of literature review, need of literature review are the topics that were covered under this workshop. Participants from various institutes participated in this workshop. Certificates of participation were given to all the participants by Dr. Devidas Bharati and Dr. Manoj Kulkarni.



Dr. Devidas Bharati addressing the Faculty Members



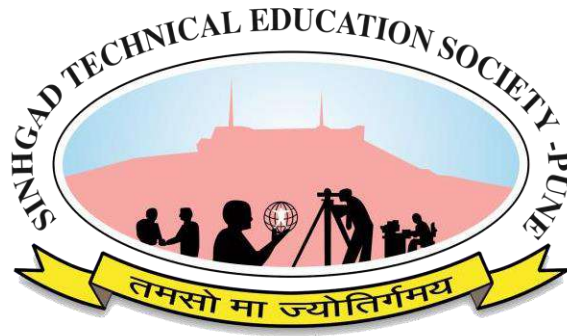


Dr. Devidas Bharati with SIOM Faculty

Dr. Sagar Pawar
Academic Head, SIOM

Dr. Parag Kalkar
Director SIOM





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Sinhgad Institute of Management

Vadgaon, Pune

A.Y. 2019 – 20

MBA Induction





Sinhgad Technical Education Society's
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& Accredited by NAAC)

S.No. 44/1, Vadgaon (Bk.), Off Sinhgad Road, Pune 411 041

NOTICE

9th of September 2019

All students and faculty members of SIOM are hereby informed that we have organized the **MBA Induction** at Sinhgad Institute of Management, Vadgaon, Pune from the **16th of September to 18th of September 2019**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.





“Today a reader, tomorrow a leader”

-Margaret Fuller

The MBA Programme has a number of expected and unexpected benefits. The knowledge of hard and soft skills is gained while pursuing this programme which is applicable across many industries. During the learning process students acquire skilled and versatile applicable qualities like leadership, critical and analytical thinking, creativity and communication.

Day-1:

On 16th of September 2019, the orientation program of 26th Batch started at 10:30 AM with the welcome address by Dr. Parag Kalkar on behalf of Sinhgad Technical Education Society and SIOM faculty.

Dr. Kalkar mentioned in his speech the challenges and hiccups the students faced for two months to complete the admission process as a learning experience in business world. He guided the students on



how they should spend these 2 years while pursuing MBA Programme. What all aspects they have to keep- in- mind related to syllabus, infrastructure, placements and career. He also pointed out that the millennium



generation is more interested in placement, package and less interested in subjects, syllabus and faculty. Further he explained that MBA is also an art like swimming, dancing and acting.

Dr. Kalkar advised the students to start thinking like managers and give less preference to celebration of birthdays and festivals. It is necessary to have a positive attitude. He also added that many companies complain about proper communication skills in students. He advised the students to learn English and overcome this problem. A student must have the capability to express and understand his/her strengths and weaknesses to become strong enough to face the industrial

challenges. It demands continuous practice to reduce the chances of making mistakes.

“Millennium generation is more interested in placement and package while less interested in subjects, syllabus and faculty.”

Dr. Parag Kalkar shared with the students that there are three types of Learning – **self learning, peer learning and group learning**. He also explained 4Fs in life- **Fix the path, Fix the route, Fight for goal, Finish the work**. He concluded his session by advising the students that they must start thinking like managers and it is time for them to earn happiness for their parents.

All the sessions organized throughout the day was conducted by SIOM faculty members.

Sinhgad Students Council

Remaining sessions were eye opener for the students with respect to events and activities organised by Sinhgad Technical Education Society. The students were briefed about the Sinhgad Students Council (SSC). It is the platform for developing skills and competency. It comprises of various clubs –Finance, Marketing and Human Resources. Students were



provided information about the Clubs membership, office bearers and relevant activities.

HBSP and Bloomberg Portal



In MBA one cannot acquire knowledge from books only. It is essential to go beyond the syllabus and books. SIOM has mapped the subjects with HBSP Case studies and Bloomberg Portal. Faculty members briefed the students that cases give insights and refine analytical and strategic thinking. Further, the students were explained about the Bloomberg Portal and Champions Programme from which one can learn the about the speculative markets and financial positions of companies and industries. Also understand the economic status of the countries.

Sinhgad Karandak – Cultural and Sports

Pune's Mega college festival for which every students participate with electrifying energy and enthusiasm. It includes drama, dance, singing and fashion shows. Sports include all indoor and outdoor sports viz., cricket, football, chess, table tennis, throw ball etc.

- Sinhgad Students Council (SSC)
- HBSP Case Studies & Bloomberg
- Spectrum
- Sinhgad Karandak “Neon”
- Students Publications
- Extra & Co curricular Activities

Spectrum

A mega business management event designed for MBA students to develop the entrepreneurial and managerial skills.

SIOM Student's Publications

Students were also briefed about 'Impact'- Annual Magazines, Construct and Explore- Student Research Journals and Monthly SIOM News Letters. All these are for budding writers and researchers.

Extracurricular Activities @SIOM

Students were also informed about the various cells viz., Arth Cell for Social Responsibility, Green cell for Protecting and Preserving Environment, 'Shrujan'- a Entrepreneurship cell to nurture entrepreneurial skills.

MBA Course Structure and Evaluation

The students were explained about the MBA 2019 pattern of New Syllabus, wherein



students have facility of Dual Specialization. Further they were briefed about the Generic Core and Generic Electives subjects of four semesters. The overall structure and evaluation procedure of MBA 2019 program was briefed to the students. The students were also informed about the 50-50 pattern of evaluation by SPPU.



26th MBA BATCH (2019-2021) INDUCTION PROGRAM

When a management with a reputation for brilliance tackles a business with a reputation for bad economics, it is the reputation of the business that remains intact.

-Warren Buffett

DAY-2

Venue-I: Conference Hall



The day -2 of the MBA induction program was reserved to bring the students and industry closer. Chief Guest and speakers were invited from various fields to address the student. The induction program was inaugurated by lighting of lamp by Chief Guest Mr. Ajay Panse and Dr. Parag Kalkar, Director, Sinhgad Institute of management. A



brief inaugural speech was delivered by Dr. Parag Kalkar. He welcome the guest to accept the invitation. He then addressed the students that it is important to understand what are the industry expectations from budding managers with respect to culture, attitude and thought process? No doubt the future is bright



even though economy is facing recession. Consumers market is changing. One must see it from as opportunity rather than a threat.

Chief Guest Mr. Ajay Panse addressed the aspiring budding managers on “*Innovation Management in Organization*”. He mentioned that the new area of works is changing, basics of all the business practices remain same but its applications are changing. We are now observing that the functions like marketing and human resource are getting transformed due to leverage of technologies. He further added that any function, *whether* it is new product development, supply chain or human resource, the important

point is to add value. In today’s scenario innovation is an important part of organization for decision making related to business, corporate or finance strategy. He

Companies cannot operate independently. It cannot establish without networks. Uber is the best example of network of drivers, customers, insurance companies, car companies and restaurant owners.

mentioned examples of Amazon, Uber, Swiggy etc. There is a difference between the present company and traditional company set up. It is important to know organizational structures as it is changing. No company alone can do all its innovation work. Companies cannot operate independently. It cannot establish without networks. Uber is the best example of network of drivers, customers, insurance companies, Car Company and restaurants owners. Similarly, Apple also networks with app developers. They have open network which anybody can join. Thus, organization does not want to restrict their functioning to one location. They are looking for network, partner, bring ecosystems to bring technology so that ideas can be converted into products or services.

He introduced two concepts:

1. **Market driven innovation** – people are observed and experts find out how market can be build?



2. **Technology driven innovation:** experts find out how the technology is going to change as companies like Uber, Tesla good at the technology.



Further he explained that the start-ups have ideas but it is not enough to generate money. They must know how to convert the idea into opportunity. Money is not the only objective but social, agricultural and economic cultures are equally important. He suggested the students to build a network in open innovation model. Further he discussed about the emerging technology like drones, robot, internet of things, chat bots and smart assistance (e.g., Alexa, Siri). Technology is going to be important part of our life as well as central part of all the management functions in the future. He suggested the students to study the market, rapid changing technology and adapt new technologies. He concluded the session by stating - *'Innovation is the key to organizational success and one cannot rely on traditional means'*.

Innovation is the key to organizational success and one cannot rely on traditional means.

Venue-II- G10



In Venue-II the guest speaker was Mr. Pankaj Kumar, Delivery Manager, Tech Mahindra, manages communications operations at Europe and India. He is B.E and



MBA in Marketing. He has done General Management from IIM-Lucknow and Global Business Leadership Management from Global Next University, Malaysia.

Mr. Pankaj Kumar started his session with the functioning of corporate world. He pointed out the guidelines to work and sustain in corporate world.

- Be clear with your aim.
- Be selfish for what you want to do and what you actually want to be?

Students must sharpen communication, confidence, leadership and domain knowledge to get absorbed in the competitive world.

Students must think about what MBA is all about and they are intending to pursue MBA when the world is competitive.

He then showed a video of 'Halforde'. It short video was about how the world is changing and getting completely digitalized. These days' people buy most of the products using digitally. Further he linked it to how management is important in this whole process?

He advised the students to sharpen communication, confidence, leadership and domain knowledge to get absorbed in the competitive world. Students must update themselves with the current trends and news about the world. A student is expected to be an all rounder in all areas of business world.

He further added that students are supposed to take initiatives and involve in more extra and co-curricular activities so that they can grow, improve and polish their skills. These days Artificial Intelligence helps to complete the work faster and with ease. Students must be self-motivated to believe in themselves. Nothing is impossible, if one has a strong will to do hard-work.

He concluded his session by suggesting the students to gain more knowledge about digitalization to work in the corporate world.



Training and Placement Orientation

Venue-I: Conference Hall

The guest speakers' session was followed by Training and Placement Orientation by Dr. Jayesh Minnase at Venue-I and Dr. Sanmath Shetty at Venue-II.

Dr. Jayesh Minnase has received PhD in Mechanical engineering from University of Adelaide Australia in 2011, M.S in Mechanical engineering from SUNY Buffalo USA in 2004 and B.E in Mechanical Engineering from Rajaram Bapu Institute Technology in 2000. He is

currently working as Deputy Dean Central Placement Cell (Management), Head Singhad International Institutes and faculty

in Mechanical Engineering at Singhad College of Engineering. He has previously worked as a lecturer in Mechanical Engineering at the University of Adelaide, Australia from 2006 to 2010, presented 20 plus talks as keynote speaker, guest speaker in the area of Robotics, Mechatronics and Control systems. He is recipient of the following awards Career

Guru-Visionary award at National Employability Conclave by Aspiring minds, Open Day Innovation award by University of Adelaide Australia and many more.

Dr. Minnase introduced the CPC members to the

Identify your strength and weaknesses and start working on it, improve your word power in English comprehension by reading newspapers.



students. He advised the student to improve the soft skills, communication skills and also domain knowledge by participating in activities as it helps in improveing communication skills and increase the confidence. Identify



your strength and weaknesses and start working on it, improve your word power in English comprehension by reading newspapers like Times of India, Economic Times, Magazine, Articles and so on. Start communicating with people around you and develop network, try to develop leadership quality, and accept short internship. You may have talent but no experience, so it is important to discuss with faculty members who are experienced and narrate success and failure stories which will guide you to take decisions.

He suggest the students to get closer to plug and play and make sure that they know whatever they have mentioned in the resume. He advised the students to prepare the time table and upgrade themselves as there is someone who is better than them.

Before registering for the placement check the company information and job profile thoroughly.

He concluded his session by mentioning that at Sinhgad Institute, everything is open to each and every student and CPC is looking forward to place each and every student. Best wishes to one and all...!!



At venue-II the Training and Placement Orientation session was conducted by Dr. Sanmath Shetty, Assistant Professor & Head, SIOM Placements.

Dr. Sanmath Shetty, briefed the student about the campus process of the company. The placement process starts with the company approaching the

college, students register for the job profile and so on. The process can vary from company to company. He shared data of the company visiting, selection and statistics



of the placement of the student which is around 89%. He explained about the placement system from CPC to students and the guidelines of the placement which includes data updating, company registration drive preparation (Aptitude Test, GD, PI and uniform), attendance and placement policy. He also guided the student on placement registration process which is to check online data, CV, job profile, company details and registration through link. He stated that SIOM does not ansure 100% placement but ansures 100% opportunities and training.

He concluded the session with the following statement *“life is something which happens to you when you were busy in doing something else.”*

The day concluded with the vote of thanks delivered by the anchors.



Day: 3

Venue: Conference Hall

The day -3 pre-lunch session guest speakers were **Dr. Harold D'costa** and **Mr. Santosh Kamane**.

Dr. Harold D'costa is currently President at Cyber Security Corporation and CEO -

Intelligent Quotient Security System. IQSS is featured in Top 10 Cyber Security Company in the country in matters related to cyber security, Cyber Forensics and Digital Evidence. He is Advisor Law Enforcement Agencies, Sr. Consultant & Trainer (CBI & District Court Judges) and International Trainer on Cyber Crime Investigation and Digital Forensics. He was instrumental in solving more than 4,000 Cases of Cybercrime from 7 Countries and trained more than 35,000 Cops and about 8,000 Judges and Public Prosecutors in Cyber related. He was a resource person in 15

In the 21st century, the mobile phone is the 'Ravan', more than 60% of crimes are done with the use of mobile phones.



International Conferences and was also a part of Global Cyber Security Summit in India. He is a regular writer for leading newspaper and an expert in Cyber Security. He was also instrumental in developing and implementing the first E-Delivery of Question Papers for Mumbai University. He was member of the Panel of Maharashtra Police Academy to develop curriculum and courseware on Cybercrime and Digital Forensics for Corporate. He has co-authored 14 books in Cyber Security Space and developed Cyber Compliance Practices for large and medium scale Corporate to eliminate Data Pilferage and maximize profits. He has more than 1,500 appreciations from

educational hubs,

Government Agencies, and
Corporate of National and
International Repute. He actively

trained the Officials of Reserve Bank of India on Cyber Security Compliance and holding of data.

“Like Swachha Bharat Abhiyan, India must have Swachha Internet Abhiyan”

Dr. Harold D’Costa started the session by sharing his association and experience with Sinhgad Institutes. He then discussed about delicate issues on cyber security. Why it is important? He mentioned about digital economy and digital currency. Technology is developed for better but at times it is misused. He interacted with students regarding possessing a mobile phone and e-mail id. He mentioned that in the 21st century, the mobile phone is the ‘Ravan’, more than 60% of crimes are done with the use of mobile phones. India ranks first in the world with respect to cyber-crime. He enlightened the students about the facts of e-mail accounts and android IDs. Nobody reads the terms and conditions before creating an e-mail account. He suggested to register on email account which has server located in India. He stated that like Swaccha Bharat Abhiyan, India must have **‘Swaccha Internet Abhiyan’**.

Further he added that usage of WhatsApp is creating unemployment. He also



mentioned about the privacy of photographs uploaded as profile pictures, how it can be used for unlawful activities? He shared that by installing a Truecaller app how the data stored in the mobile phone get accesses to server at Sweden. Compared to men Truecaller is more used by women. He narrated few cyber crime cases of blackmail



and stalking. He advised the students to be cautious while using WhatsApp, Gmail, mobile phones and Truecaller.

Mr. Santosh Kamane is Information Security Leader. He has over 18 Years of progressive experience in Information Security, Cyber Security, Security Operations Centre, Cloud Security, Architecture and Application Security. He is highly experienced in Vulnerability Assessment, Information Security Audits and Framework, Information Risk Management, Disaster Recovery as well as managing enterprise IT Departments that includes Network Engineering, System Administration, Database Administration, Database Administration as well as Code/Release Management. He is passionate about creating secure and resilient environments where information security is a business enabler and a competitive differentiator. He has worked with organizations like CMC, Wipro, BMC Software, KPIT and has over 13 years of experience working in USA as Information Security Manager with a Financial Organization. Currently he is Vice President – Information Security With DBS Bank.



Mr. Santosh Kamane discussed about '*Fundamentals of cyber security*'. He enlightened the students about cyber security. Cyber security comprises of cyber space, digital information and data security. Companies have to do lot of exercise to secure data. According to him the three basic elements of cyber security are **Confidentiality, Integrity and Availability**.

- **Confidentiality**- It is a security principle that controls access to information.
- **Integrity**- Data should not be changed and original structure of data must be maintained.
- **Availability**- Data should be available for authorized use, especially during emergencies and disaster.

The three basic elements of cyber security are Confidentiality, Integrity and Availability.

He mentioned that 25 years ago data was stored physical and in safes and lockers. Now days due to digitization data are stored in digital format. Everything is computerized. He advised the students to protect the information. Data can be protected through right authorization. He also shared the guidelines issued by the Reserve Bank of India. It has the right to look into the data of commercial banks for the purpose of audit. He shared few cases related to threat, vulnerability, risk and control. According to one of the prime minister, '*cyber security is very important but we don't have enough manpower for it.*' Further, Mr. Kamane discussed how cyber security affects every process? He explained the students the process of joining an IT company. While developing a newproduct it is also necessary to consider the aspects of cyber security.

He concluded the session by stating that it is very difficult to know what is going on in the market? But knowing about the market and cyber security will fetch additional advantage.



Alumni Interaction

The day-3, post lunch session was SIOM Alumni Interaction with the 26th MBA batch. The session started with the felicitation of 7 alumnae at the hands of Dr. Parag Kalkar, Director, Sinhgad Institute of Management.



The main motive behind this interesting session as a part of MBA induction program was to provide the MBA fresher's a real-time exposure to the corporate world, that can help them in polishing their qualities and make right decisions in their upcoming golden two years.

With a positive note Parag Hardikar initiated the discussion by asking budding



managers about what they are planning to do in their career? He enquired about their will to work or start a new business. On this note, Mr Dhariwal shared his own experience in his first job and pointed out about the areas of work in marketing and sales. He advised the students to go and check the exact job profiles of work before



applying. Next, he also suggested students on how to achieve entrepreneurship successfully?



The panel was graced with highly intellectual and successful alumnae of SIOM. The group of 7-panel members consisted of from **left to right- Harshad Bhandarkar (Area Sales Manager at Nissan Motors Pvt. Ltd), Mr Shripal Dhariwal (Procurement Head at Expat Engineering Pvt. Ltd), Mrs Snehal Sarode (HR Officer Epiroc Mining Ltd), Parag Hardikar (Partner, Switch Design and Branding), Mr Harshad Solanki (Senior Manager, Veracity), Vaishali Shah (HR Manager) and Mr Akhil Gupta (Sr. Director Treebo Hotels Pvt Ltd).**



Akhil Gupta mentioned that specialization does not matter, what matter is interest and intent!!! Fresher MBAs are like soft mud can be molded into any area in the beginning.



Agreeing to the points discussed the panel members also insisted students to have a different perspective and think about all areas vertically and horizontally to get the best idea for becoming an entrepreneur. Further, a student expressed her confusion about choosing a specialization after her engineering background. The panel members answered the question by sharing their experiences.

Snehal Sarode revealed how she made the right decision of her specialization by gaining internal perspective. She addressed the importance of internship, as it helped her to understand working of all areas of an organization and making the right decision.

Harshad Bhandarkar also

agreed that internship is important part of MBA Programme.

Further, Akhil Gupta added that whatever you do after your MBA will be only selling, irrespective of

specialization. So he advised students to choose specialization for learning and not choose as per brand name.

One of the students raised the question to the panel members, whether to join a start-up or an established company?

Panel members suggested the that it is good to work for start-ups, if the economy has slowed down as these companies are not affected by the macro-environment or other economic factors and they are eager to stay. Start-ups do not wait for their employees to grow slowly; in fact, they want fast results have less patience. As a result, one has to be fast and productive; otherwise there are chances of losing job. Start-ups are high-risk high reward area. If a student wants to learn then start-ups are the best place to work.

Towards the middle of the discussion, students asked some general questions about the qualities that are aspired by the marketing industry from their candidates. Also, one

- *Internship helps in selecting specialization.*
- *Choose specialization for learning and not for brand name.*
- *Start-ups are high-risk high reward areas.*



student expressed his will to know about the sources from where they can get funds for starting a new business. Panel members briefed the common qualities like confidence, intention and competitive advantage that are generally important for a marketing student. They also focused on the vitality of communication skills as it



plays a major role in 90% of cases. Akhil told students about the Angel Investors for funds that are required for starting any tech startup.

The question on digital marketing was explained by the panel members that the vast opportunities in digital marketing are flourishing well with areas of its usage in Google, Facebook Ads etc. Artificial Intelligence and digital marketing are the future. This scenario that will come after ten years and thus will be a paradigm shift. Thus, everyone will have to increment themselves in order to adapt to the changes.

Vaishali Shah on the basis of her own experiences listed out four things that are very important for fresh MBAs. Firstly,

she asked students to be like a sponge that absorbs everything to learn and to gain. She narrated her experience of Wipro, where she was delegated with a high level of

- *Become a sponge that absorbs everything to learn and to gain.*
- *Polish the image and become presentable.*
- *Trust depends on Credibility, Reliability, Intimacy and Self-Orientation.*



responsibility as she was expected to learn about all the functions. It ultimately helped her to gain and grow faster. Second, she advised students to polish the image and become presentable. Further, she suggested to network as it important part of success.



Akhil added that it is also important to be trustworthy. He elaborated the trust equation where trust is dependent on credibility, reliability, intimacy and self-orientation.

Students were curious to know about job opportunities as HR. Vaishali Shah shared her experience that how at Wipro she was first assigned the job of photocopying the documents and distributing it at various desks. It was learning for her as now she knows all the level of work from ground level to top level.

The last question was on shifting from an engineering background to managerial background. Harshad Solanki

disagreed on the myth that people carry. He added that the only areas that everyone must focus on are

It is not easy out there...in the corporate world.

learning, upgrading knowledge, communicating well and become active. These can certainly help you to land on a good job and flourish.

So the key points that were discussed were as follows:

- The scenario of corporate world and startups. Whether to work in a start-up or established company.
- How to choose between marketing and sales job?
- How to become an entrepreneur and get the required funds?
- Future of Digital Marketing
- Specialization to opt after being an engineer
- Expectations of marketing companies
- The job opportunities in HR
- Important qualities expected in a fresher by the companies

Finally, all the panel members agreed on one major point that – *“It’s not easy out there....in the corporate world”*

Overall, it was an intellectual, motivational and eye-opening session for the new budding managers who were about to start the journey with MBA Program.



Student Anchors:

- Priya Pandit, Nikita Gupta, Sonali Pawar, Krishna Kasat, Aaliya Sadaf

Student Report Writer:

- Saumya Agrawal and Amruta Chiddarwar, Jyotsna, Aishwarya, Aastha Srivastava

Student photographer:

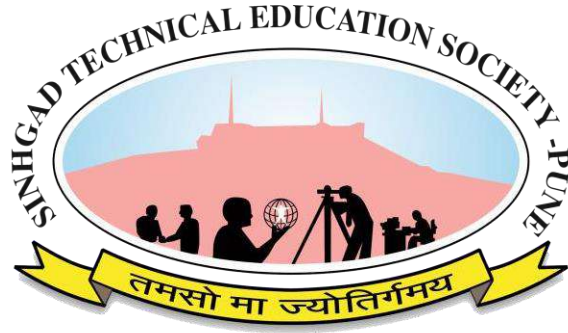
- Avinash Choudhary



Dr. Sagar Pawar
Academic Head, SIOM

Dr. Daniel Penkar
Director, SIOM





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Equity Research





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& Accredited by NAAC)

S.No. 44/1, Vadgaon (Bk.), Off Sinhgad Road, Pune 411 041

NOTICE

29th of August 2019

All students and faculty members of SIOM are hereby informed that we have organized the **Equity Research** at Sinhgad Institute of Management, Vadgaon, Pune from the **30th of August 2019**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.

Dr. Parag Kalkar
Director SIOM





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S.No. 44/1, Vadgaon (Bk.), Off Sinhgad Road, Pune 411 041

Activity Title: *“Equity Research”*
Name of Guest Speaker: Jitendra Bapna (SIOM Alumni 2009-2011 batch)
Organization Name: Birla Sun life
Contact No: 8097901276
Activity Coordinator: Prof. Mangalgouri S Patil
Date: 30th of August, 2019 **Day:** Friday **Venue:** G03, SIOM
Time: 4:00 to 6:30 PM **Class:** MBA-II – Finance and Marketing **Total No. of Students:** 100 Approx.

Profile of the Speaker: Mr. Jitendra Bapna has over 10 years of experience in Marketing, Sales & Training of Financial and insurance services with a proven record of productivity, quality and integrity. He has done Master in Marketing Management (2011), PGDM in Finance (2011), BMS (2007). He joined Birla Sun life as Sales Manager promoted to training team. He is specialized to training in equity research, Debt, Derivatives, Mutual Funds, Insurance and varied financial products. He is a dynamic Management Trainer and Business Consultant across Maharashtra. He is a BMS graduate from Symbiosis University, who later pursued MBA from Sinhgad Institute of Management affiliated to University of Pune.



Mr. Jitendra Bapna addressing the audience during the session



Brief Report of the Session :

The Morning session started at 11.30 AM in which the speaker Mr. Jitendra Bapna talked about his education background, family and hobbies like travelling, reading book, dealing with stock in marketing and sales, politics. He guided the students with real time experiences and examples in financial services. Jitendra Bapna began the session by sharing her experience and the journey of starting his life. He conducted many activities through which she put forth the scenario regarding corporate world, cultural differences, competition etc. He advised the student to be prepared to encounter challenges at work place. He discussed about how professional and ethical behavior in work place can benefit your career.

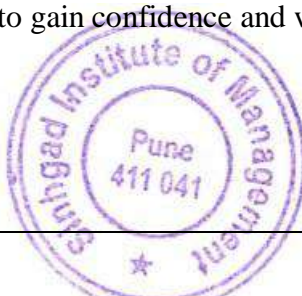


SIOM Faculty and students enjoying the session

In afternoon session the ingenious personality briefed the student about Derivatives, Demat Account, splitting shares, Nifty calculation, bonus share, buy back share, trap in stock market. He also enlightened the student about supreme prices, Greece Crises, US and China war in stock market, basic analysis and technical analysis, price move in trends.

He encouraged the students with his warm and motivating words and also suggested what to do daily for becoming better in finance.

The activities energized the students to gain confidence and work very hard to face the challenges in life.





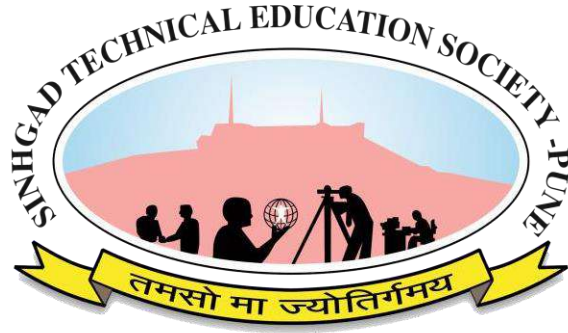
Mr. Jitendra Bapna with SIOM Faculty

Student Anchor: Surbhi Chandane and Varsha Bhadane
Student Report Writer: Saumya Agrawal
Student photographer: Sidhant Jadhav

Dr. Sagar Pawar
Academic Head, SIOM

Dr. Parag Kalkar
Director SIOM





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Industrial Visit To Cotton King, Baramati





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S.No. 44/1, Vadgaon (Bk.), Off Sinhgad Road, Pune 411 041

NOTICE

27th of August 2019

All students and faculty members of SIOM are hereby informed that we have organized the **Industrial Visit To Cotton King, Baramati** at Sinhgad Institute of Management, Vadgaon, Pune from the **28th of August 2019**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.

Dr. Parag Kalkar
Director SIOM





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S.No. 44/1, Vadgaon (Bk.), Off Sinhgad Road, Pune 411 041

Activity Title: Industrial Visit To Cotton King, Baramati

Activity Coordinator: Dr. Manoj Kulkarni, Dr. Bharti Jagdale, and Prof. Mangesh Sanap

Date: 28th August, 2019 **Day:** Wednesday

No. of Participants: 40 Students

“Travelling in the younger soul is a part of education, while in the elder sort it is part of experience”. To make the students abreast with the practical knowledge the faculty members organized an educational visit for students so that they can understand the industry.

A plant visit to “Cotton king” workshop, Baramati, Pune was organized by the operations department along with HR, IB and IT department of Sinhgad Institute of Management on 28th of August, 2019. A group of 40 students got the opportunity to learn and understand the production process of textile industry accompanied by faculty members Dr. Manoj Kulkarni, Dr. Bharti Jagdale, and Mr. Mangesh Sanap.

The Workshop Manager of Cotton King conducted a very informative session for the students. He guided the students about the production process in their plant which included Quality Checking, Designing, Cutting, Buttoning, Embroidery, Washing, Steaming, Packing were the process explained by him. He made sure that every student was clear with the process so that they can be industry ready. The session was concluded by question- answer session. The questions included demand projection method, Reverse Logistics, Production capacity, discounts offered and so on.

The visit was very informative and successful. Being the budding job aspirants, students were very thankful for the arranged visit.



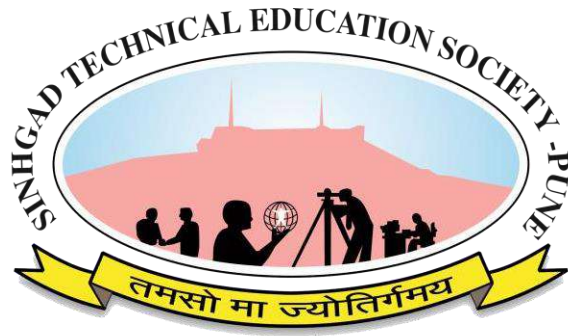


SIOM Faculty and students at the Cotton King Factory in Baramati

Dr. Sagar Pawar
Academic Head, SIOM

Dr. Parag Kalkar
Director SIOM





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Sinhgad Institute of Management

Vadgaon, Pune

A.Y. 2019 – 20

**Attributes required in preparation for
Telephonic Interviews**





Sinhgad Technical Education Society's
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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

Date – 22 August 2019

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **Attributes required in preparation for Telephonic Interviews** at Sinhgad Institute of Management, Vadgaon, Pune from the **23rd of August 2019**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.

Dr. Parag Kalkar
Director SIOM

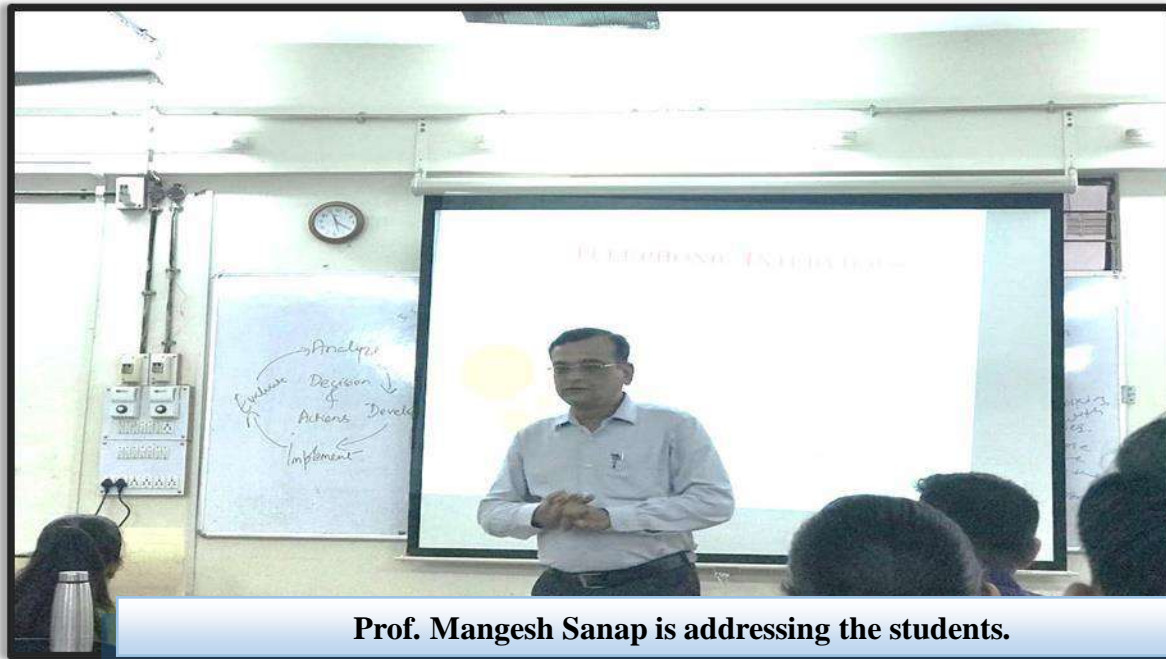




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Telefax: (020) 24356592 E-mail: director_siom@sinhgad.edu Website: www.sinhgad.edu

Activity Title	Attributes required in preparation for Telephonic Interviews	Date & Time	23 rd August 2019 2pm onwards
Activity Category	In-House Activity	Activity Venue	S-9
Participants	Students	Numbers of Participants	45
Name of the Organizing Institute	Sinhgad Institute of Management	Faculty Coordinator	Mr. Mangalgouri S Patil



Prof. Mangesh Sanap is addressing the students.





As the start of the campus placement season is nearing, the students as well as the faculty have started to gear up for achieving the preparation required in order for students to crack campus placements.

To this regard, a special lecture on “**Attributes required in preparation for Telephonic Interviews**” for MBA 2nd year students was organised by **Prof. Mangalgouri Santosh Patil** on behalf of **Sinhgad Institute of Management** in the afternoon session of **23rd August, 2019**.

The session was presided over by **Prof. Mangesh Sanap**, who is currently an Assistant Professor in **SIOM** and was organised to inform the students about an important aspect of the initial stages of hiring process employed by most companies in order to pre-screen and invite eligible candidates for further rounds. This includes Telephonic Interviews.

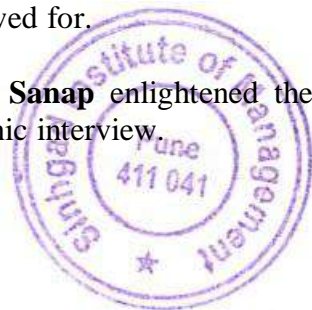
Now what are **Telephonic Interviews**?

Telephonic interviews are often conducted by employers in the initial interview round of the hiring process, which allows an employer to screen candidates on the candidate's experience, qualifications, and salary expectations pertaining to the position and the company.

The telephone interview saves the employers' time and eliminates candidates that are unlikely to meet the company's expectations. While there may not be direct contact between the employer and employee, however, the expectations are still there.

Telephone interviews are scheduled and questions are generally prepared in advance, custom tailored to meet the position in question, similar to the way other interviews are conducted. Another common reason a company looks to the telephone interview is that the interviewer does not have to assign company resources to the phone interview. It is a cost-effective method to short-list candidates for the position being interviewed for.

To this context, **Prof. Sanap** enlightened the students about crucial points to keep in mind while preparing for a telephonic interview.



He summarised all major key pointers under **Eight substantial requirements** and demonstrated a **Seven Step Model** to focus on while preparing for the same, in an easy language and with funny anecdotes.

He informed us that in this Era of Soft Skills, even Toppers have failed to secure a decent placement due to their world being confined to certain books and limited knowledge.

His advice to the students mainly centred on developing soft skills as well as the manner of speaking with the employer in line with maintaining a sense of professionalism desired by the organisation.

He discussed eight main requirements that a candidate should develop before sitting for a telephonic interview which include being eloquent and expressive, avoidance of long pauses, sounding cheerful and effervescent, not letting anyone else guide your answers, to avoid gabbing and be confined to specifics of the question, to show fervent enthusiasm at the prospect of joining the organisation, to speak clearly and slowly, if required and with correct pronunciation and to be assertive and confident in whatever one says.

His Seven Step model depicted a list of Do's and Don'ts prior to and during a telephonic interview. He mentioned the necessity of basic telephone manners and the ill-impact of a bad caller tune, advising against keeping one.

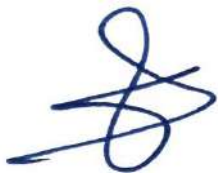
He also informed the students to make use of the opportunity of re-scheduling an interview as a means to portray one's professionalism. And that the timespan of rescheduling should be confined to a maximum of one day.

He also stressed on the importance of non-verbal behaviour and demonstrated various scenarios affecting the same in action. He also advised to take telephonic interview as seriously as regular interviews to avoid outright elimination in initial stages.

He also advised to conclude the interview by asking questions regarding the next steps in the hiring process and clarify any doubts, maintaining a professional front.

The session was concluded by exchange of thankful greetings between the students and Prof. Mangesh Sanap.

The special lecture was indeed insightful and entertaining and all the students were relieved of their doubts and confusion regarding an important aspect of the hiring process.

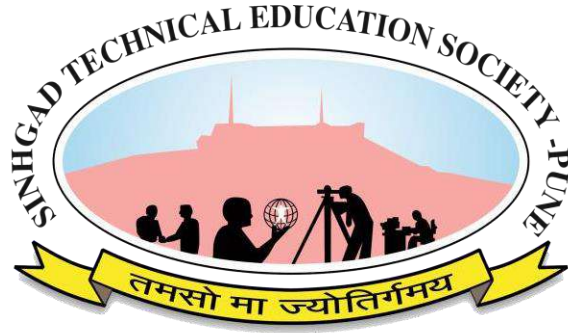


Dr. Sagar Pawar
Academic Head, SIOM



Dr. Parag Kalkar
Director SIOM





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A.Y. 2019 – 20

Bloomberg Advanced API Session





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S.No. 44/1, Vadgaon (Bk.), Off Sinhgad Road, Pune 411 041

NOTICE

27st of July 2019

All students and faculty members of SIOM are hereby informed that we have organized the **Bloomberg Advanced API Session** at Sinhgad Institute of Management, Vadgaon, Pune from the **01st of August 2019**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.

Dr. Parag Kalkar
Director SIOM





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Activity Title: Bloomberg Advanced API Formula

Speaker: Mr. Saurabh Prakash, Core and Enterprise Sales, Bloomberg Mumbai Office

Activity Coordinator: Dr. Samita Mahapatra

Date: 1st August 2019 **Day:** Thursday **Venue:** SIOM Bloomberg Lab

Bloomberg Advanced API Formula Session was conducted by Mr. Saurabh Prakash from Bloomberg Mumbai Office on 1st August 2019, Thursday at 3:30 PM in SIOM Bloomberg Lab. The faculty members teaching Finance and Economics subjects in Sinhgad Institutes MBA Programme had registered and attended the session.



Mr. Saurabh Prakash addressing the SIOM Faculty and students

Mr. Saurabh Prakash started the session with understanding the functions of keyboard. Yellow keys for asset class and Green keys are action keys. Then he explained about the use of tickers to navigate and explore the terminal.

WEI<GO> World Economic Indices



RV<GO> for Relative Valuation

FA<GO> Financial Analysis further by clicking ESG<GO> Number of Employees etc

BI<GO> Bloomberg Intelligence for Analysts

FI<GO> for help desk click twice

EQS <GO> for Equity Screening Function

CCB<GO> Company Classification Function

He also explained the use of Bloomberg office tools?

FRS<GO> New function for NEWS and Charts

Twitter Search=> TWTR<GO> to what extent Twit sentiments and News sentiments affects stock market. NEWS TRENDS <GO>

Further, he also discussed about the news which are generated by Data Automated and not human beings

AID<GO> function, Key Insights KI <GO>.

EEG<GO> Earnings Estimated Graph are revised and how to navigate, EPS<GO> Earning Adjusted Estimates.

Faculty members cleared the doubts by discussing questions and by exploring terminal.

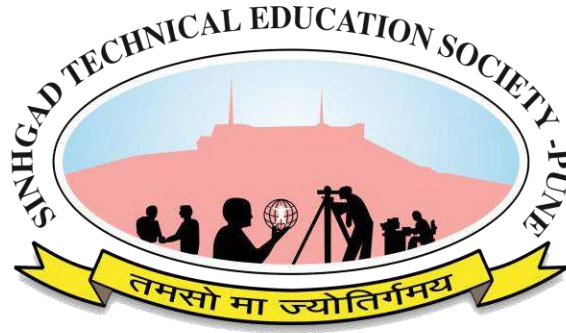


Mr. Saurabh Prakash with Director SIOM and SIOM Faculty

Dr. Sagar Pawar
Academic Head,
SIOM

Dr. Parag Kalkar
Director SIOM





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**Specialization Orientation Program for
MBA – II**





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NOTICE

26th July 2019

All students and faculty members of SIOM are hereby informed that we have organized the **Specialization Orientation Program for MBA – II** at Sinhgad Institute of Management, Vadgaon, Pune from the **29th of July to 31st of July 2019**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.

Dr. Parag Kalkar
Director SIOM





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S.No. 44/1, Vadgaon (Bk.), Off Sinhgad Road, Pune 411 041

Activity Title:	“Specialization Orientation Program for MBA – II”		
Name of Guest Speaker :	1. Dr. Sharad Joshi- Former Dean SPPU 2. Mr. Sandeep Sahastrabuddhe, Director at Club ELROW, WORLDWide Properties 3. Mr. Prashant Mehta, Head Recruitment at Metro Services, Pune" 4. Mr. Shreyas Bangad, MD, Brand Matterz 5. Mr. Nishant Wasatkar, Dy. Manager, Training and Development, Mubea Automotive Components India Pvt. Ltd. Pune.		
Activity Coordinator:	Dr. Rakesh Kumar Bhati		
Date: 29-31 July 2019	Day: Monday, Tuesday & Wednesday	Venue: Conference Hall - SIOM	
Time: 4:00 to 6:30 PM	Class: MBA-II – Finance and Marketing	Total No. of Students: 100 Approx.	

Day1: 29/07/2019 (10:00 A.M. to 11:00 A.M)

Dr. Hemant Patil, Dr. Rakesh Bhati & Dr. Bharti Jagdale (Cluster Heads, MBA-II)

Cluster Heads introduced Class Co-ordinators, updated about processes and system to be followed during academics in academic year. Dr. Hemant Patil updated on teaching-learning methods to be followed and focus on learning through activities including industry exposure and also appealed to all students to register for free MOOCs (Mass Online Open Courses) which are available through Swayam portal.

Day1: 29/07/2019 (11:00 A.M. to 01:00 P.M)

Dr. Sharad Joshi, Management Guru, Former Dean SPPU, Alumina-IIM Ahmadabad

Dr. Sharad Joshi shared his experiences as he passed out from the PGDM from IIM and drove the point that only two careers are there post MBA, either Marketing or Technical Specializations. He shared to continue extra bit always in the areas which we are passionate and able to work into. He also presented detailed information what exactly the organizations needs when they look for professionals from entry level and also at team leader level till CEOs and also briefed specializations pathways. He also guided on how to choose specialization and look at the decision not seeking for job but for a step towards building a career.





Dr. Sharad Joshi addressing the audience during the session

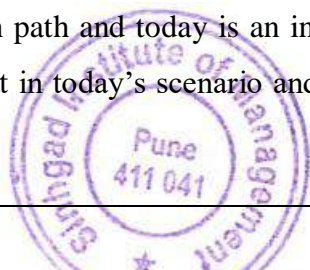


Dr. Sharad Joshi addressing the audience during the session

Day2: 30/07/2019 (10:00 to 11:00 am)

Mr. Sandeep Sahastrabuddhe, proprietor of Moneywise Wealth Planners, Sanay Property Consultants, Director at Club ELROW, WORLDWide Properties

Mr. Sandeep shared that he always had an aspiration to be self-employed and also advocates students to work for more than 7-8 years as a salaried person and then have an entrepreneurial venture. He mentioned how he carved his own path and today is an investment planner. He shared details about the organizations needs while recruitment in today's scenario and also about the investment plans and its needs in day to day



life. He guided about the opportunities in the various fields of Finance Specialization.





Mr. Sandeep Sahastrabuddhe with SIOM Faculty during the session

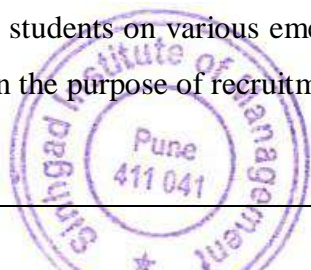


Mr. Sandeep Sahastrabuddhe addressing the audience during the session

Day2: 30/07/2019 (10:00 to 11:00 am)

Mr. Nishant Wasatkar, Dy. Manager, Training and Development, Mubea Automotive Components India Pvt. Ltd. Pune.

Mr. Nishant guided the students on various emerging career pathways elaborating the skillsets required. He also shared his views on the purpose of recruitment for organization and what one needs to be ready with for



being selected among the crowd.





Mr. Sandeep Sahastrabudde with SIOM Faculty

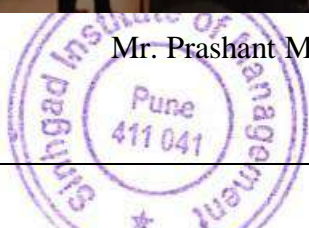
Day2: 30/07/2019 (12:00 to 1:00 pm)

Mr. Prashant Mehta, Head Recruitment at Metro Services, Pune

Mr. Prashant at the start of the session by enthusing the gathering by asking to greet two persons besides him/her and sit on other place in the hall. He shared that he believes in the lines “Choose a job you love & you will never have to work a day in your life. He continued with his view on the skills and qualities required for the selection by sharing his experiences during interviews. He highlighted on how different set of requirements are looked at at different level and types of jobs. He also shared one-liner that the companies hire for attitude and train for the skills highlighting the importance of attitude.



Mr. Prashant Mehta addressing the audience





SIOM Faculty and Students enjoying the session

Day3: 31/07/2019 (11:00 am to 1:00 pm)

Mr. Shreyas Bangad, MD, Brand Matterz

Mr. Shreyas conducted an interactive session and run through the students to work on SWOT analysis and seek information for self first and then also how to look for opportunities from outside environment by thinking differently. He highlighted importance of packaging, networking and shared one-liner that Brand yourself before other brand you. He also referred that at one point of time, everyone has to do selling and/or marketing. He highlighted importance of choices which we make in our life.

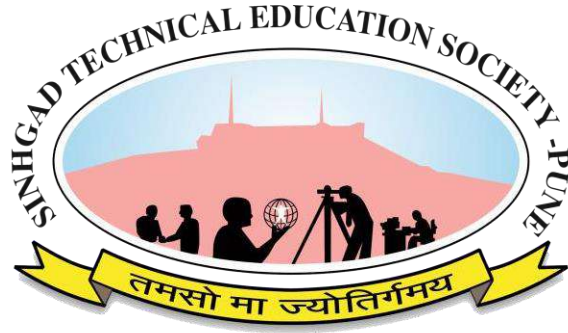


Mr. Shreyas Bangad addressing the audience during the session

Dr. Sagar Pawar
Academic Head, SIOM

Dr. Parag Kalkar
Director SIOM





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Disaster Management Skills





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NOTICE

14th of March 2019

All students and faculty members of SIOM are hereby informed that we have organized the **Disaster Management Skills** at Sinhgad Institute of Management, Vadgaon, Pune from the **15th of March 2019**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.

Dr. Parag Kalkar
Director SIOM





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S.No. 44/1, Vadgaon (Bk.), Off Sinhgad Road, Pune 411 041

Activity Title: Disaster Management Skills

Name of Guest Speaker: Mr. Anil Dandekar

Designation: Retd Principal

Organization Name: MIT School , Kothrud

Date: 15th March 2019

Day: Friday

Venue : G-10

Time: 4pm to 6pm **Class:** (MBA-1) **Total Numbers of Participants:** 90 students

Description of activity in brief with Photos.

Mr. Anil Dandekar was felicitated by Dr. Devidas Golhar.

The session was started with the brief introduction about the guest by Dr. Devidas Golhar. Our guest Mr. Anil Dandekar former principal at MIT School, Kothrud and currently working for awareness regarding **Disaster Management**.

In the beginning of session guest speaker told the students about Disaster and its actual meaning and how it can damage the surrounding where we live. He classified the disasters as Natural and man-made and Further Natural disaster can be categorized as 1) Meteorological 2)Topographical 3) Environmental. And The Man-made Disasters categorized as 1) Road Accidents 2) Nuclear Accidents 3) Cyber Crime 4) Terrorism.

Then he told about the Disaster Management? , and what should one do before and during disaster so he/she can be able to save self as well as others.



He also shared the practical aspects to deal with the disaster, like Earthquake flood and tsunami etc. They specify the various management tips to deal disaster. what one can do 1) before the earthquake 2) during the earthquake 3) after the earthquake.

He also guided the students about the possible measures which can be taken after, during and before the time of disaster. Further he also told about the special teams that works to help the during disaster known as **National Disaster Rescue Force(NDRF)**

To conclude the session he said that: We human being are destroying natural resources and one should try to save our nation form disaster.

Save yourself and try to save others life.



Mr. Anil Dandekar being felicitated by SIOM Faculty



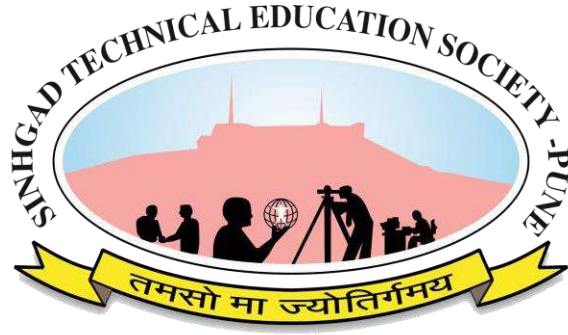


Mr. Anil Dandekar addressing the audience during the session

Dr. Sagar Pawar
Academic Head, SIOM

Dr. Parag Kalkar
Director SIOM





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Discipline





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Date – 8 March 2019

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the event on **Discipline** at Sinhgad Institute of Management, Vadgaon, Pune from the **11th of March 2019**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.

Dr. Parag Kalkar
Director SIOM





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Telefax: (020) 24356592 E-mail: director_siom@sinhgad.edu Website: www.sinhgad.edu

Activity Title	Discipline	Date &Time	19 th March 2019 4pm onwards
Activity Category	In-house Activity	Activity Venue	G10
Participants	Students	Numbers of Participants	90
Name of the Organizing Institute	Sinhgad Institute of Management	Faculty Coordinator	Dr. Devidas Golhar

Prof. (Dr.)Devidas Golhar felicitated the guest speaker. Though it was a two way interactive session but mainly focused on Discipline.

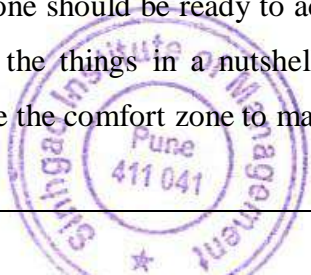
As the session proceeded, first of all he shared his experience to tackle the obstacles while performing his duties in corporate, after that he stated that the most important thing in life is “DISCIPLINE”.

He pointed towards the young generation stating that today’s youth is not at all disciplined & don’t have goals and even they don’t have passion to attain career goals. The youngsters are just following the trends & going with the flow.

After that he asked the students that how much every student is expecting the package for the placements? Most of Students responded with minimum 5-8 lakhs, in this exchange of dialogues He suggested in today’s competitive world one should possess all that qualities which are required for performing the duties.

He explained that there’s a difference between UNEMPLOYED & UNEMPLOYABLE. Where unemployed refers to possessing all the qualities & attributes but due to third factors the individual is unemployed, whereas unemployable refers to holding a degree without having that knowledge of it. One should constantly look for the personality enhancement which will help to evolve into the corporate world.

Mr Naik, also suggested that one should be ready to act & perform the tasks according to the situation. One cannot get all the things in a nutshell. Everybody has to compromise for certain benefits & should leave the comfort zone to make progress



Individual must perform all the jobs with the utter passion & dedication. Every student who is looking for the placement should always look for the post of executive assistant. It is a great start for the career in every field as it gives the opportunity to look after the every aspects of the said company. One who is looking for that post should acquire the potential knowledge of every field.

Then sir moved towards sharing his new venture called,” KAPIL DEV-THE LEGEND” a clothing company he said that every MBA aspirant should know that who is its target customer & one should know meaning of selling before marketing the product. Then one of the student asked a question that, What are the qualities required for executive assistant?. He answered that an individual should possess all the knowledge of all the specialisation such as Finance, Marketing, Human Resource, Operations. Individual should have good communication skills and should be able to manage any project.

From this session we got to know that one should consistently acquire knowledge and should enhance the personality & develop various skills.



Mr. Uday Naik being felicitated by SIOM Faculty





SIOM Faculty and students enjoying the session

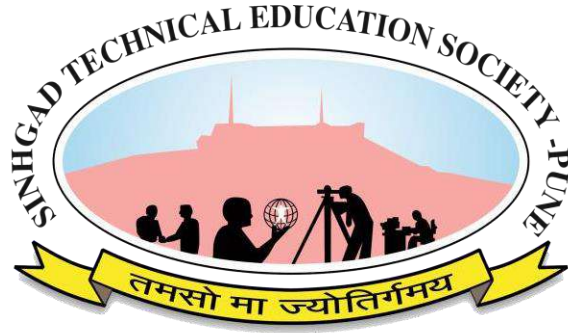


Mr. Uday Naik with SIOM Faculty Members

Dr. Sagar Pawar
Academic Head, SIOM

Dr. Parag Kalkar
Director SIOM





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Getting paid to Travel





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NOTICE

04th of February 2019

All students and faculty members of SIOM are hereby informed that we have organized the **Getting paid to Travel** at Sinhgad Institute of Management, Vadgaon, Pune from the **05th of February 2019**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.

Dr. Parag Kalkar
Director SIOM





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S.No. 44/1, Vadgaon (Bk.), Off Sinhgad Road, Pune 411 041

Activity: A guest lecture on "Getting paid to Travel" under C2C (Campus to corporate session)

Date: 5th February, 2019

Time: 11:00am to 12:00pm

Venue: Conference hall, Sinhgad Institute of Management, Vadgaon Bk, Pune

Resource person: Mr. Bhargav Vyas, Travel and Tourism consultant

Activity Coordinator: Dr. Rjiwan Ahmed

No. of participants: 250 MBA students



Some glimpses of the session

Session started with the welcome speech by Ms. Vaibhawa Tiwari followed by the felicitation of Mr. Bhargav Vyas with an indoor plant by Dr. Parag Kalkar. The student of 1st and 2nd year MBA participated in the guest lecture on the topic of "Getting paid to Travel".

Mr. Bhargav Vyas is from central region of Indian Raipur, Chhattisgarh) Presently his Switzerland and Fiji Island's Certified Travel Expert as well as international Air Transport Association's Travel Consultant (Among India's Youngest). Currently he is consulting and helping tourists to have a hassle free travel.



Through the lecture, Mr. Bhargav Vyas, the expert guest shared information regarding Tourism, History of Tourism, types of Tourism, The changing Environment of the Travel and Tourism industry.

Its helped the students in understanding Today's sophisticated Traveler, building the information resources, tour production, Group and Luxury Travel, Laws and Regulations, opportunities in Travel and Tourism Industry and working Ethics.

The session concluded with vote of thanks by Ms. Vaibhawa Tiwari and the 1st year students were instrumental in coordination of the event.

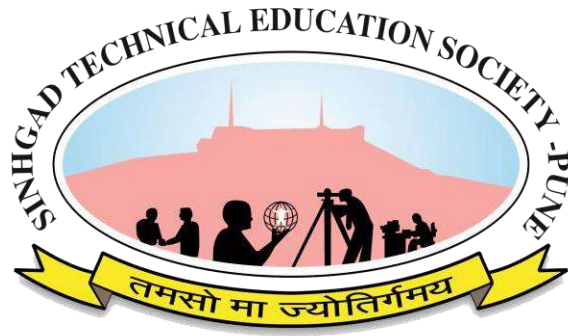


Dr. Sagar Pawar
Academic Head, SIOM



Dr. Parag Kalkar
Director SIOM





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A.Y. 2019 – 20

Banking Operations Post Demonetization

– Pros & Cons





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S.No. 44/1, Vadgaon (Bk.), Off Sinhgad Road, Pune 411 041

NOTICE

29th of January

All students and faculty members of SIOM are hereby informed that we have organized the **Banking Operations Post Demonetization – Pros & Cons** at Sinhgad Institute of Management, Vadgaon, Pune from the **30th of January to 31st of January 2019**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.

Dr. Parag Kalkar
Director SIOM





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S.No. 44/1, Vadgaon (Bk.), Off Sinhgad Road, Pune 411 041

Activity Title: State Level Seminar Under QIP – SPPU/ IQAC – NAAC Under UGC, New Delhi on “BANKING OPERATIONS POST DEMONETIZATION – PROS & CONS”

Speaker: Shri G.B.Songaokar, General Manager Rtd., Central Bank Of India

Activity Coordinator: Prof. Ambrish Sharma

Date: 30th & 31st January 2019

Venue: Conference Hall, SIOM (Sinhgad Institute Of Management), Vadgaon Bk, Pune

Number of Participants: 200 Students of MBA 1st & 2nd Year



Shri G.B.Songaokar with SIOM Faculty and students



SIOM Faculty and students enjoying the session



BRIEF REPORT OF THE ACTIVITY

Day – 01 - Date: 30th January 2019

1st Session (10am – 12pm) started with the Felicitation speech by Prof. Dr. Parag Kalkar (Director – SIOM) followed by the felicitation of Shri G.B.Songaokar, General Manager Rtd., Central Bank Of India, with a bouquet of flowers by Prof. Dr. Parag Kalkar (Director – SIOM)

2nd Session (12pm – 2pm) started with the felicitation of Shri Brijesh Tiwari, Union Bank Of India, with a bouquet of flowers by Prof. Manglagauri Patil.

3rd Session (3pm – 5pm) started with the felicitation of CMA Vinod Vasant Shete, Management Consultant & Practising Cost Accountant with a bouquet of flowers by Prof. Shubhangee Ramaswamy.

Day – 01 - Date: 31th January 2019

4th Session (10am – 12pm) started with the felicitation of Ms. Maithili Tendulkar, General Manager, Saraswat Bank with a bouquet of flowers by Prof. Revati Balutkar.

5th Session (12pm – 2pm) started with the felicitation of Mr. Pravin Barve, Vice-President – Operations, Axis Bank with a bouquet of flowers by Mr. Tussar – Research.

6th Session (3pm – 5pm) started with the felicitation of Mrs. Jyotsana, Branch Manager, Bank Of Baroda, STES Campus, Vadgaon (Bk), Pune with a bouquet of flowers by Prof. Dr. R.K. Singhal .The students under the supervision of Prof. R.K.Singhal (Conference Convener) and Prof. Hemant Patil (Co-ordinator - Seminar) participated in all the guest lectures on the topic of **“BANKING OPERATIONS POST DEMONETIZATION – PROS & CONS”**.

All the lecturer talked about the operations held in their banks at the time of Demonetization and told the students about What kind of problems were faced by them at the time of Demonetization. They also told us what is Demonetization and its advantages and disadvantages and how it affected and benefited our society and economy. Through the seminar the students understood the Pros & Cons of Demonetization and how it affected and benefited our econmy and society as well. At the end of each session each guest solved different queries of various students.The sessions were concluded with vote of thanks to each guest speaker & were instrumental under the Co-ordination of the entire seminar - Student Co-ordinators – Dolly Pabnani and Aishwarya Mahajan MBA 1st Year.

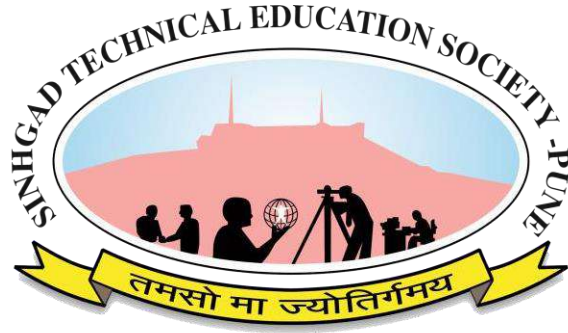


Dr. Sagar Pawar
Academic Head, SIOM



Dr. Parag Kalkar
Director SIOM





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A.Y. 2019 – 20

Technological Trends in Corporate and Innovation





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S.No. 44/1, Vadgaon (Bk.), Off Sinhgad Road, Pune 411 041

NOTICE

24th of January 2019

All students and faculty members of SIOM are hereby informed that we have organized the **Technological Trends in Corporate and Innovation** at Sinhgad Institute of Management, Vadgaon, Pune from the **25th of January 2019**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.

Dr. Parag Kalkar
Director SIOM





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S.No. 44/1, Vadgaon (Bk.), Off Sinhgad Road, Pune 411 041

Activity Title: Technological Trends in Corporate and Innovation

Date: 25/01/19 **Day:** Friday

Activity Coordinator: Dr. Rijwan Ahmed

Venue: G10 Ground Floor

On this particular day of Campus to Corporate session with attendance of 50 students we have been enlightened with the importance of domain knowledge and Technical Skills during Academic Session. Apart from this importance of IT Industry has also been mentioned which is currently trending in this Era.

The Multi-National Organisation named IAAA visited to SIOM, delivered knowledge and explained us about various approaches i.e. Strategic and Tactical, Block Chain (Logistics and Payment Industry) which cover 18+ multitudinous topics in regard with two other main topics PMO (Project Management Office) and BAP (Business Analysis Professional).

Some Glimpses from the Session





Some Glimpses of the Session

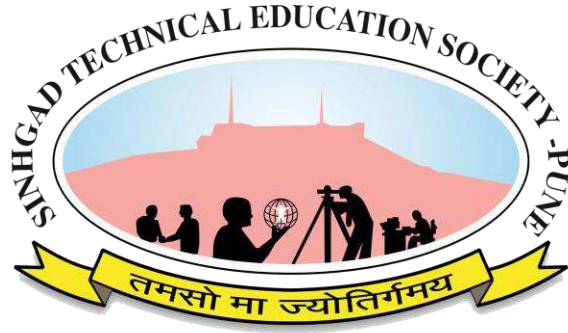
A handwritten signature in blue ink, consisting of a stylized, abstract shape.

Dr. Sagar Pawar
Academic Head, SIOM

A handwritten signature in black ink, appearing to be "Parag".

Dr. Parag Kalkar
Director SIOM





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Vadgaon, Pune

A.Y. 2019 – 20

An Opportunity in the Financial Sector





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S.No. 44/1, Vadgaon (Bk.), Off Sinhgad Road, Pune 411 041

NOTICE

17th of January 2019

All students and faculty members of SIOM are hereby informed that we have organized the event on **An Opportunity in the Financial Sector** at Sinhgad Institute of Management, Vadgaon, Pune from the **18th of January 2019**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.

Dr. Parag Kalkar
Director SIOM





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S.No. 44/1, Vadgaon (Bk.), Off Sinhgad Road, Pune 411 041

Activity Title: An Opportunity in the Financial Sector

Speaker: Dr. Sandeep Sahasrabudhe, MD at Moneywise Wealth Partners

Activity Coordinator: Prof. Anjit Jha

Date: 18th January 2019 **Day:** Friday **Venue:** G10 Ground Floor



Dr. Sandeep Sahasrabudhe addressing the students



Dr. Sandeep Sahasrabudhe with SIOM Faculty and students



Sinhgad Institute of Management organized a guest lecture on 'Opportunity in financial sector' on 18th January 2019. The speaker of the lecture was Mr. Sandeep Sahasrabudhe, specialized in banking is a Chief Financial Planner at Moneywise wealth planner and director at worldwide properties.

The session was basically divided into three parts 1) about the wealth management and his involvement in different fields of wealth management with a lot of facts about wealth management, 2) about why people don't want to invest in shares and mistakes they make while investing in shares 3) different fields and career opportunity in wealth management.

The lecture started with questions to student that what are savings and what is the difference between saving and investment. He says that savings and investment are interrelated, no investment can be done without savings. He even addressed to the problem that why youth don't want to save - the answer he gave was 'Yeh jawaani hai deewani' means they want to enjoy today and leave the saving to the later part of life. His advice for all of us was to start saving 25- 30% salary from the day we start receiving it.

He introduced us to many investment and wealth management facts like India's no. 1 investment product is still fixed deposit, there are only 7% people in India who invests in stock market, only 10% people have health insurance and not more than 25% have life insurance though it is a very important.

He gave three major reasons about why people don't want to invest in stock market:

1. Invested in wrong stock
2. Invested in peak level of stock
3. People do not have patience.

And only suggestion is that 'if you invest in good stock you'll never lose money'

As he introduced different fields of wealth management to us he also told about various career opportunity like fund manager which basically deals with managing the funds for people a total financial job and wealth manager a mixture of finance and marketing.

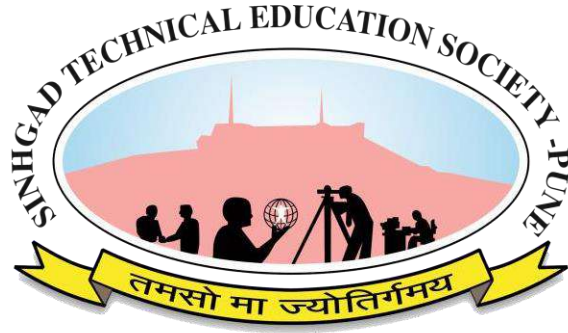
At the end of the lecture he gave an option to students if they want to work as an intern in his company they can mail. Overall the lecture was really engaging and full of essential details.



Dr. Sagar Pawar
Academic Head, SIOM



Dr. Parag Kalkar
Director SIOM



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A.Y. 2018 – 19

Women Empowerment





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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

Date – 12 October 2018

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **Women Empowerment** at Sinhgad Institute of Management, Vadgaon, Pune from the **15th of October 2018**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.

Dr. Parag Kalkar
Director SIOM





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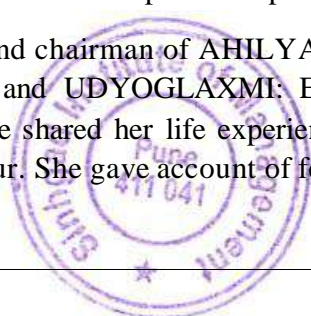
Activity Title	Women Empowerment	Date & Time	15 th October 2018 11am onwards
Activity Category	In-House Activity	Activity Venue	Auditorium Hall
Participants	Students	Numbers of Participants	256
Name of the Organizing Institute	Sinhgad Institute of Management	Faculty Coordinator	Mr. Gopa Das



Mrs. Nilima Tapasvi being felicitated by Dr. Sagar Pawar

The lecture series organised by Sinhgad Institute of Management on woman empowerment with great speakers coming and sharing their thoughts and life experiences. One such lecture was organised on 15th October 2018 had a great guest with us. She is not only a youngest woman to start her own business but also a powerful person with strong feminist views.

Mrs. Nilima Tapasvi, founder and chairman of AHILYARANI MAHILA VIKAS & EDUCATION FOUNDATION and UDYOGLAXMI: ENTREPRENUR DEVELOPMENT & BUSINESS FOUNDATION. She shared her life experiences and incidences which made her the youngest female entrepreneur. She gave account of few incidences one of them was when



just started with her spices business, when she got her first order of 3000 roti's per day morning and evening. She accepted the challenge and was able to search an innovative way to keep them fresh for up to 7 hours and not compromising with the quality of product. She believes that Presentation of your product is as important as the quality of the product.

She has also worked with government to make policies for the women in Vidarbha area, the women who were so poor that they couldn't start their own business. She asked government to spend more than Rs 52 Lac for these women.

Business tips from Nilima Tapasvi,

1. Time and knowledge is money
2. Build all your products as if they are for export, quality matters.
3. Presentation of your product is as important as the quality of the product

She believes in taking risk as it helps to become a person better and know the capacity and says that each and every woman should step into business.

She ended her lecture with message that every female in the society deserves better place. They have full right to make their own identity and live the life which they desire.

The lecture was organised by MBA first year division A and anchoring was done by Keshwi Ojha and Namrata Aslesha.



Students and Faculty Members enjoying the session

A handwritten signature in blue ink, consisting of several loops and a long horizontal stroke, identifying Dr. Sagar Pawar.

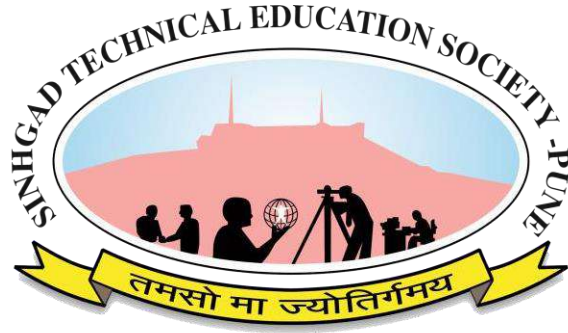
Dr. Sagar Pawar

Academic Head, SIOM

A handwritten signature in black ink, appearing to be 'Parag', identifying Dr. Parag Kalkar.

Dr. Parag Kalkar
Director SIOM





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A.Y. 2018 – 19

Stree Shakti Series Day 2





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Telefax: (020) 24356592 E-mail: director_siom@sinhgad.edu Website: www.sinhgad.edu

Date – 11 October 2018

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **Stree Shakti Series Day 2** at Sinhgad Institute of Management, Vadgaon, Pune from the **12th of October 2018**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.





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Activity Title	Stree Shakti 2k18	Date &Time	12 th October 2018 10:30am onwards
Activity Category	In-house Activity	Activity Venue	Auditorium Hall
Participants	Students	Numbers of Participants	143
Name of the Organizing Institute	Sinhgad Institute of Management	Faculty Coordinator	Mr. Anjit Jha

Ms. Rupali Saikhedkar, executive director at Druv Defence Motivation Center entered the hall at 10:20, anchored by Sonali.

Mam always wanted to be in defense, hence even after the success in software job and good earning left up and now works with self owned organization that serves with helping hand against cervical cancer.

Mam got hands on the mike at 10:30.

Gave certain detailed information about the organization that basically trains students with training as certain of Army and NCC.

Stated the crowd being **Friends** and not students.

Crowd of students in the session covered the figure of 143.

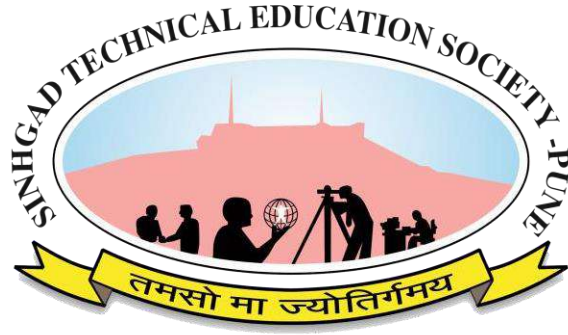
Till today trained 3000 candidates.

Divisions: D, E, F, H, I, J attained the session.

Dr. Sagar Pawar
Academic Head, SIOM

Dr. Parag Kalkar
Director SIOM





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A.Y. 2018 – 19

Stree Shakti Series Day 1



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Date – 10 October 2018

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **Stree Shakti Series Day 1** at Sinhgad Institute of Management, Vadgaon, Pune from the **11th of October 2018**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.



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Telefax: (020) 24356592 E-mail: director_siom@sinhgad.edu Website: www.sinhgad.edu

Activity Title	Stree Shakti 2k18	Date & Time	10 th October 2018 10:30am onwards
Activity Category	In-house Activity	Activity Venue	Auditorium Hall
Participants	Students	Numbers of Participants	143
Name of the Organizing Institute	Sinhgad Institute of Management	Faculty Coordinator	Mr. Anjit Jha

On the 2nd day of the event Stree Shakti the guest of honor was Ms. Dipti Panhalkar. The event started with the felicitation of Ms. Dipti with the hands of director Dr. Parag Kalkar. She enlightened the session with her motivational self empowering words. Mainly she focused on the points like setting short-term goals, self-esteem and self-empowerment. Further, she told the difference between wishes, aspirations and goals.

Ms. Panhalkar shared 4 golden mantras to conserve and utilize positive energy through:

- 1 Whatever we focus on, that will expand.
- 2 Make it simple.
- 3 Mind should be clear.
- 4 The choice should not be by chance.

Ms. Panhalkar conducted a meditation session in which she asked everyone to close their eyes and imagine that they are being controlled by a remote and likewise step by step she instructed how one can focus on himself during exams. Indeed, she discuss the strategies that student should adapt to take over the stress during the exams. She even told everyone the role of the physical exercise and its contribution in maintenance of the good health. It was executed practically through the role playing by the students participated.

Stree Shakti session given by Ms. Panhalkar brought a new way of visualization towards various life changing phases, self-development and the techniques to build confidence in students. The session has given everyone participated revised and positive goals that leave behind everything that adds negativity.

Photographs:



Ms. Dipti Panhalkar in discussion with Director Dr. Parag Kalkar and SIOM Faculty



Ms. Dipti Panhalkar being felicitated by Director Dr. Parag Kalkar



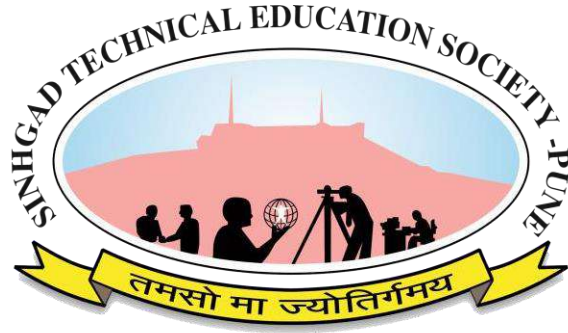
Students enjoying the session



Ms. Dipti Panhalkar with SIOM Faculty and the students

Dr. Sagar Pawar
Academic Head, SIOM

Dr. Daniel Penkar
Director, SIOM



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SEBI Functioning





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S.No. 44/1, Vadgaon (Bk.), Off Sinhgad Road, Pune 411 041

NOTICE

05th of October 2018

All students and faculty members of SIOM are hereby informed that we have organized the **SEBI Functioning** at Sinhgad Institute of Management, Vadgaon, Pune from the **06th of October 2018**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.

Dr. Parag Kalkar
Director SIOM





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S.No. 44/1, Vadgaon (Bk.), Off Sinhgad Road, Pune 411 041

Activity Title: SEBI Functioning

Name of Guest Speaker: Mr. Anish Dixit

Designation: SEBI registered Research analyst

Activity Coordinator: Prof. Ambrish Sharma

Contact No.: 9028706985

E-Mail Address: anishdix@gmail.com

Date: 06/10/2018

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.

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.





Mr. Anish Dixit addressing the students during the session

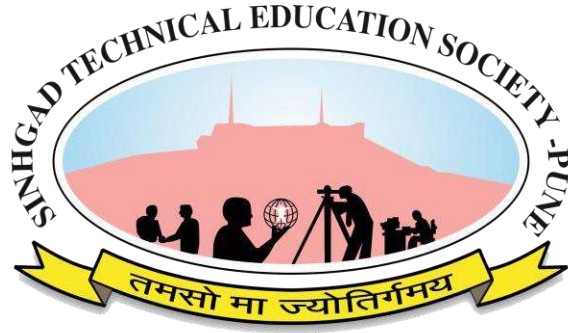


Mr. Anish Dixit with SIOM Faculty and students

Dr. Sagar Pawar
Academic Head, SIOM

Dr. Parag Kalkar
Director SIOM





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A.Y. 2018 – 19

Attributes Required in the Corporate World





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NOTICE

04th of October 2018

All students and faculty members of SIOM are hereby informed that we have organized the **Attributes Required in the Corporate World** at Sinhgad Institute of Management, Vadgaon, Pune from the **05th of October 2018**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.

Dr. Parag Kalkar
Director SIOM





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S.No. 44/1, Vadgaon (Bk.), Off Sinhgad Road, Pune 411 041

Activity Title: Attributes Required in the Corporate World

Speaker: Ms. Raveena Deshpande, SIOM Alumni

Co-ordinator: Prof. Anjit Jha

Date: 5th October 2018 **Day:** Monday

Venue: Through Virtual Mode (Microsoft Teams)

Class: MBA Ist Year 2021 **Total No. of Students:** 443



Ms. Raveena Deshpande is standing in the centre amidst esteemed SIOM faculty



(Left to Right:) Prof. Anjit Jha, Ms. Raveena



A guest lecture on “**Attributes Required in Corporate World**” for MBA 1st year students was organised by **Prof. Anjit Jha** on behalf of **Sinhgad Institute of Management** on the eve of **5th October 2018**.

The invited guest was **Ms. Raveena Deshpande**, member of **SIOM Alumni**, who had been a top Ranker SIOM of Passout batch of 2016-2018.

The esteemed guest was welcomed by the anchor **Ms. Pratiksha Dhanvijay**, followed by felicitation by the hands of Prof. Anjit Jha with the gift of a sapling as a token of appreciation.

About Ms. Deshpande, despite her young age, she has already undergone a number of stints which has endowed her with a varied range of experiences in very limited time.

Currently working as a ‘Social Media Strategist’ in **Signpost 360 Solutions**, her past work experiences range from having worked as a ‘Social Media Manager’ in **Grub Shub**, ‘Marketing Activity Coordinator’ in **Foodsmith**, ‘Market Research Intern’ in **Manta**, ‘PR & Marketing Activity Coordinator’ in **Hakuna Matata**, ‘Business Development intern’ in **Group Engineers** and as a ‘Content writer’ in **Tagdiva.com**. She has also worked as an ‘Assistant Director’ in Ekta Kapoor’s **Balaji Telefilms** as well as worked in Marathi Ad Films. She further aspires and works towards becoming a Personality Development Coach for aspiring students working themselves up for a Corporate World.

Having being welcomed amidst rounds of applause and due felicitations, Ms. Deshpande was requested to share her knowledge on what attributes should one incorporate during MBA studies so as to easily gain entry in a Corporate Organization.

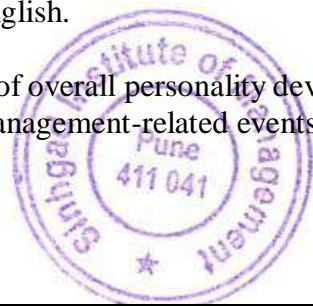
Setting the environment for an interactive session, Ms. Deshpande opened the discussion with the question to the audience of **Why MBA?**

Receiving few answers but finding the majority to be clueless, the speaker did not ridicule it but rather assured the students that being clueless was alright for the first year. Using this as a premise, she proceeded to educate us on how to make oneself better and adopt the correct outlooks and habits in the two years of opportunity we have received through MBA studies.

She enlightened us about the power of Communication, stressed on adopting an outlook of taking a Leap of Faith, taking risks and focussing on developing our overall personality.

She further notified us about the real job market wherein there will be hundreds of B.Com students and thousands of Engineers aspiring for the same position. So how can one make their employer believe that they are the best of the lot? To this concern, through a series of important points and their relevant discussion, she told us that no matter the grades, communication especially English as per global standards, is deemed an asset. Hence, to improve one’s English, one should start thinking in English.

She also stressed on the value of overall personality development by being pro-active in college, participating in cultural and management-related events, asking questions, generating curiosity



within oneself, using technology for better facilities apart from facebook, instagram, etc. and be ever ready for real struggle.

She also provided unique and note-worthy advices like-

“MBA is a place where you can make mistakes and not be judged over it, hence learning through your mistakes. So do it. Use these 2 years as your experimental ground”;

“Party till 2, but be ready to present your presentations at 8am”;

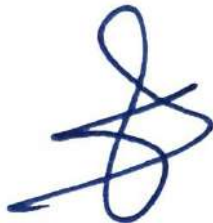
“Make both good and bad friends as one can grow further from good experiences, but learn and remember lifelong from bad experiences”;

‘Don’t be judgemental. Be open to all kinds of experiences”.

Being of the young age bracket, we were able to identify with her teachings and experiences. Her interactive nature influenced a lot of introverts to place a lot of questions to her, which Ms. Deshpande was able to clarify successfully.

Sharing her contact details for further communication on individual basis, she ended the session with good wishes to the current batch of SIOM.

The evening was concluded by anchor Ms. Anchal Sharma with a Vote of Thanks and followed with a photo session with the esteemed SIOM faculty.

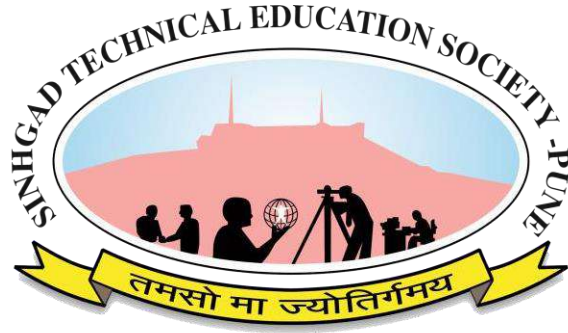


Dr. Sagar Pawar
Academic Head, SIOM



Dr. Parag Kalkar
Director SIOM





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Report on the event of Gandhi Jayanti





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S.No. 44/1, Vadgaon (Bk.), Off Sinhgad Road, Pune 411 041

NOTICE

28th September 2018

All students and faculty members of SIOM are hereby informed that we have organized the **Report on the event of Gandhi Jayanti** at Sinhgad Institute of Management, Vadgaon, Pune from the **01st of October 2018**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.

Dr. Parag Kalkar
Director SIOM





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S.No. 44/1, Vadgaon (Bk.), Off Sinhgad Road, Pune 411 041

Activity Title: Report on the event of Gandhi Jayanti

Activity Coordinators: Dr. Hemant Patil and Prof. Chandrakant Thorat

Date: 01/10/2018 **Day:** Tuesday **Venue:** L2 SIOM

Time: 4:00 to 5:00 PM

Description of activity in brief with photographs:

Gandhi Jayanti was celebrated with great zeal and enthusiasm by 2nd year students of SIOM. The event was inspired by the life journey of Gandhi ji, highlighting the important events of his life through images exhibition. The story behind each image was given by the students of div. A & C to the students and the co-ordinators present to attend the event.

Later was thought discussion session among the student, where they discussed about the most inspiring ideology of Gandhi ji according to them.

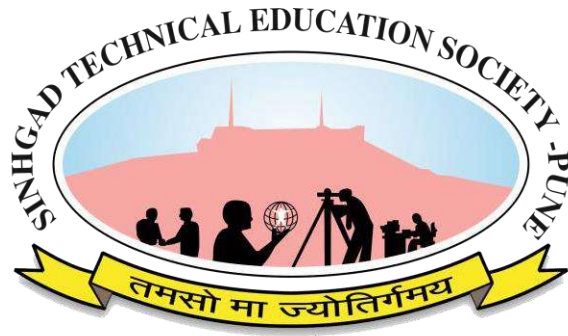
Our director Dr Parag Kalkar sir and co-ordinators Dr. Hemant Patil Sir and Prof. Chandrakant Thorat sir really appreciated the event and made it more special with their presence.

The whole event was organized by Marketing Division A & C.

Dr. Sagar Pawar
Academic Head, SIOM

Dr. Parag Kalkar
Director SIOM





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A.Y. 2018 – 19

Corporate Strategies





Sinhgad Technical Education Society's
SINHGAD INSTITUTE OF MANAGEMENT
(Affiliated to Savitribai Phule Pune University, Approved by AICTE
& Accredited by NAAC)

S.No. 44/1, Vadgaon (Bk.), Off Sinhgad Road, Pune 411 041

NOTICE

06th of September 2018

All students and faculty members of SIOM are hereby informed that we have organized the **Corporate Strategies** at Sinhgad Institute of Management, Vadgaon, Pune from the **07th of September 2018**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.

Dr. Parag Kalkar
Director SIOM



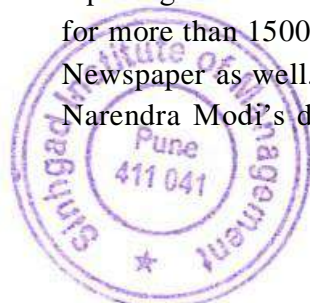


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S.No. 44/1, Vadgaon (Bk.), Off Sinhgad Road, Pune 411 041

Activity Title:	“Corporate Strategies”	
Name of Guest Speaker :	Padmini Panse (SIOM Alumni 2008-2010 batch)	
Designation:	Founder Partner, The Bumble Bee	
Organization Name:	The Bumble Bee	
Contact No:	+91-9922410645	
Email Id:	Padmini.panse@gmail.com	
Activity Coordinator:	Prof. Archana Patil and Dr. Shubhangee Ramaswamy	
Date: 7 th September 2018	Day: Friday	Venue: G03, SIOM
Time: 4:00 to 6:30 PM	Class: MBA-I –F & E	Total No. of Students: 60 Approx.
Profile of The Speaker:	<p>A dynamic Management Trainer and Business Consultant for almost 30,000 participants across Maharashtra, Padmini Panse is the honoured recipient of the prestigious ‘Successful Woman in Management 2017 Award. Padmini is a very trainee-centric person with a keen eye on potential exploration and talent development. She is a commerce graduate from Symbiosis University, who later pursued MBA from Sinhgad Institute of Management affiliated to University of Pune.</p> <p>As the Founder Partner of the The Bumble Bee- a Training and Development Firm, she works with the vision of developing participants to be more employable through Knowledge Enhancement Management workshops. Her clientele includes a long list of 12+ MNCs, 25+ B-schools; and many Management, Commerce and Engineering Institutes. She is also a Management Trainer at the Institute of Chartered Accountants of India (ICAI), having worked at Thane, Dombivli-Kalyan, Pune, Pimpri-Chinchwad, Bhiwandi, Ulhasnager and Latur.</p> <p>She has taken outdoor trainings to a different level by conducting Management Trainings on National Heritage sites! Known for her creativity and innovative nature, she has also been invited as a Guest Speaker for Women Self-help Group Projects, an initiative by Government of India. Appreciated on Radio Mirchi 98.3 FM by RU Rahul as a trendsetter & unique Woman Entrepreneur on International Woman’s Day 2011 in her fond memory!</p> <p>On social work and social development front-her popular program for orphanages and NGOs called ‘Sanskriti Saap Shidi’ has been conducted for more than 1500 children across 25 NGOs and appreciated in Sakaal Newspaper as well. she has passionately executed Shri. Narendra Modi’s dream of Swachh Bharat Abhiyan with street –plays</p>	



and flash mobs at public places! Her contribution in beautifying platform #6 of Pune Railway Station and various Bus stands through Wall Graffiti too was appreciated by media and citizens.

Her student-centric articles have been published in popular annuals like 'Shalant Diwali' & benefitted numerous students. The poet-writer in her has often entranced populates with poetry and articles being published in Sakaal and Times of India.



Padmini Panse addressing the students

Brief Report of the Session: Padmini Panse began the session by sharing her experience and the journey of starting The Bumble Bee. She conducted many activities through which she put forth the scenario regarding corporate world. The corporate world is dynamic, with cultural differences, competition etc. Through activities Padmini made the students learn group dynamics and team building. Be prepared to encounter challenges at work place. Each activity conducted by her demanded a strategic thought process. She also introduced the participants to many exclusive examples and challenges associated with corporate world. She discussed about how professional and ethical behaviour in work place can benefit your career. According to her, fluent communication can win hearts in corporate world. At times one

can be assertive. The session encouraged the students how to unleash the leader within them?

MBA-I students were enlightened with her motivational talk. The activities energized the students to gain confidence and work very hard to face the challenges in life.

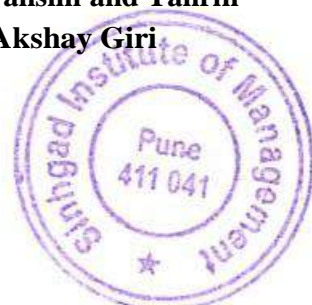
Student Anchor: Surbhi and Aastha

Student Report Writer: Tahsim and Tahrin

Student photographer: Akshay Giri


Stage: Pratik and Mayur

MBA I-E & F



Glimpses of the Session

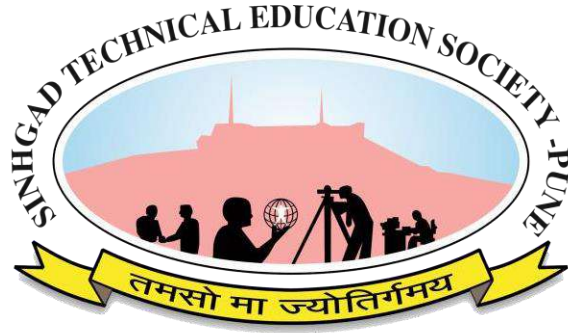



Dr. Sagar Pawar
Academic Head, SIOM




Dr. Parag Kalkar
Director SIOM





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Be – The Lead





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S.No. 44/1, Vadgaon (Bk.), Off Sinhgad Road, Pune 411 041

NOTICE

06th of September 2018

All students and faculty members of SIOM are hereby informed that we have organized the **Be – The Lead** at Sinhgad Institute of Management, Vadgaon, Pune from the **07th of September 2018**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.

Dr. Parag Kalkar
Director SIOM





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S.No. 44/1, Vadgaon (Bk.), Off Sinhgad Road, Pune 411 041

Activity Title: Be – The Lead

Speaker: Mr. Devendra Jani, Product Owner, Amdocs India

Co-ordinator: Prof. Ambrish Sharma and Prof. Gopa Das

Date: 7/9/2018 **Day:** Friday **Venue:** Conference Hall

Time: 4 pm to 6 pm

Class: A,B,I,J,H,D (MBA-1)

Total Number of Participants: 166

Description of activity in brief with Photographs:

Mr.Devendra Jani was felicitated by Prof.Gopa Das.

The session started with the small activity of closing of eyes and visualizing the story told by speaker to make session more interesting and interactive. After that sir moved the topic to 'Bee' and their qualities and types. After giving brief introduction of Bee and their lifestyle, he connected bee's life with human lives. During the discussion Sir talked about the leadership skills of the queen bee and her managerial skills, hard work and time management of the worker bees and coordination between the drone bees. While talking about the queen bee he told us that how a manager should exactly work like queen bee, her presence in the hive is same as a presence of a manager in the organization. As he related the worker bees as employees of the office who should work with full dedication and concentrate on the work given for the expected outcome of the business. He also added that how unity plays an important role in the organization and smart work is helpful for the welfare of the company. Later on he also encouraged students to try all the impossible things in life with his real life experiences.



Everyone who were present for the session were very inspired and can totally frame this quote from the session “Remember the bumblebee does something impossible everyday”. The only thing he emphasized us to remember is to “Bee-You”

At the end of session he shared his experience being a TEDx Speaker, Mentor, Educationalist, Painter, Filmmaker, and Nature Lover and also shared his 12 years of experience in leading global projects within IT industry.

From this session students could understand that how to be a good leader and behave like a bee in an organization irrespective of your job profile and how to adapt a bee lifestyle in your day to day life.

Signature of Activity Coordinators

Prof. Ambrish Sharma

Prof.Gopa Das



Mr. Devendra Jani conversing with Director Dr. Parag Kalkar and SIOM Faculty





Mr. Devendra Jani getting felicitated by SIOM Faculty



Mr. Devendra Jani delivering session to students





Mr. Devendra Jani with Director Dr. Parag Kalkar and SIOM Faculty



Mr. Devendra Jani with SIOM Faculty and students

Dr. Sagar Pawar
Academic Head, SIOM



Dr. Parag Kalkar
Director SIOM





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Industry Expectations and Career Prospects





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S.No. 44/1, Vadgaon (Bk.), Off Sinhgad Road, Pune 411 041

NOTICE

28st of August 2018

All students and faculty members of SIOM are hereby informed that we have organized the **Industry Expectations and Career Prospects** at Sinhgad Institute of Management, Vadgaon, Pune from the **31st of August 2018**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.

Dr. Parag Kalkar
Director SIOM





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S.No. 44/1, Vadgaon (Bk.), Off Sinhgad Road, Pune 411 041

Activity Title: Industry Expectations and Career Prospects

Name of Guest Speaker: Mr. Mohan Poojary, Founder and Chairperson, “Freshoodies Agro Foods Processing Pvt.Ltd” & “SkySciQ Educational Events Pvt.Ltd”

Activity Coordinator: Prof. Ambrish Sharma

Date: 31/08/2018 **Day:** Friday

Venue: Auditorium Hall

Time: 4pm to 6pm **Class:** FY MBA **Div:** I

Description of activity in brief with Photographs:

Mr. Mohan Sir started the session by asking questions so that students would feel more comfortable and to make session more interactive. After that Sir Asked us that “Why I’m here...?” so there were so many answers regarding to that particular question. After some time, we came at the point where sir was talking about Business ethics, Organization, Motivation, Communication, Guidance, etc. Then after, sir and students were discussed about these topics. Later on, Sir talked about other topics like Hiring, Emotional stability, Domain Knowledge, Complete work in given time. During discussion Sir talked about time management, what the Manager wants from Employees, how to sell the product and many more. While talking about hiring sir said because of high attrition rate it’s very difficult to engage freshers at beginning due to this organization faces lot of challenges. One should know about his personal skills so that it is easy to understand him what actually business is? And also, what business you do is not much important than How you do. In business it is difficult to understand what is risky and what is not, for that one should have proper market



understanding which helps him to take major decisions in his business. Later on, sir talked about what industry expected from freshers. “Manager always wants his work done yesterday” the meaning is you need to complete your work before given time and for that you should have proper domain knowledge. Don’t report manager unless and until you finished the work because it’s very irritating to him to guide you every single time. This session was very interesting because it was related to business life and day to day corporate life and students were enjoying it too.

At the end of session Sir shared his experience while working for 17 years with multi national companies like John Deere, Tata Technologies, Chrysler, Fiat, Mahindra and Mahindra.

From this session we all understand what sort of difficulties faces in industries for freshers as well as industry itself and it is very important to understand what industry wants from freshers.

We found this session informative and we all thoroughly enjoyed this interactive session.

Some glimpses of the Session





Mr. Mohan Poojary in discussion with SIOM Faculty





Mr. Mohan Poojary being felicitated by SIOM Faculty





Mr. Mohan Poojary in discussion with students



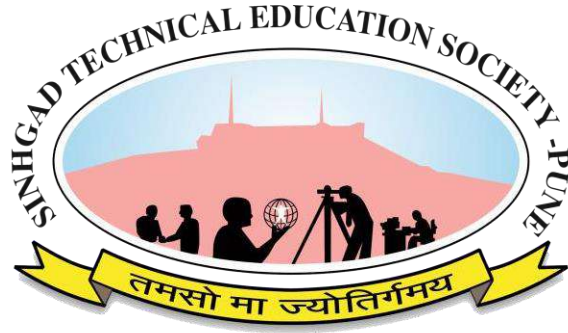


Mr. Mohan Poojary addressing the students

Dr. Sagar Pawar
Academic Head, SIOM

Dr. Parag Kalkar
Director SIOM





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A.Y. 2018 – 19

Entrepreneurship Development





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S.No. 44/1, Vadgaon (Bk.), Off Sinhgad Road, Pune 411 041

NOTICE

23th of August 2018.

All students and faculty members of SIOM are hereby informed that we have organized the **Entrepreneurship Development** at Sinhgad Institute of Management, Vadgaon, Pune from the **24th of August 2018**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.

Dr. Parag Kalkar
Director SIOM





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S.No. 44/1, Vadgaon (Bk.), Off Sinhgad Road, Pune 411 041

Activity Title: Entrepreneurship Development

Speaker: Mr. Harshvardhan Ranade, Founder at Biznovators

Activity Coordinator: Dr. Sudesh Kumar Sharma

Date: 24th August 2018

Venue: G10 (Ground Floor)



Mr. Harshvardhan Ranade being felicitated by SIOM Faculty





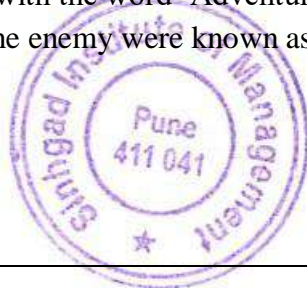
Mr. Harshvardhan Ranade addressing the students and SIOM Faculty Members

Sinhgad Institute of Management had organized a guest lecture on Entrepreneurship Development for the students of MBA 1st year on 24th August 2018. The speaker for the lecture was Mr. Harshvardhan Ranade, who is Chemical Engineer with specialization in Entrepreneurship. Internationally Accredited Entrepreneur Mentor, well known Speaker in Entrepreneurship, Mindset Change, Marketing And Growth Motivation. Mr Harshvardhan Ranade has trained over 10000+ budding number of entrepreneurs to establish their business ventures.

Aanchal Sharma, the student of MBA 1st year who was the Anchor for the Event welcomed all the guests and students on behalf of the Sinhgad Institute of Management. Dr Shubhangi Ramaswami felicitated Mr. Harshvardhan Ranade Sir. Then anchor requested honourable Mr Ranade Sir to share his knowledge about the entrepreneurship.

The lecture was started with the activity of shouting without making noise. The activity went like, everyone has to close their eyes and imagine that we are shouting within our hearts. This will reduce the stress and pressure that we feel in our everyday life. The activity was refreshing and stress removal for everyone present for the event.

After the activity, Mr. Ranade Sir has started the lecture with the history of Entrepreneurs and how the entrepreneur word has associated with the person who starts first. Students were told how the word entrepreneur is associated with the word 'Adventurer'. In 16th century the French army fighters who use to attack first on the enemy were known as the Entrepreneurs.



The origin of Entrepreneurship dates back 2000 years in India. The first entrepreneurs were the ones who use to have Barter system of making business. After sharing his knowledge and experience about the history of Entrepreneurship Mr. Harshvardhan Ranade sir has told listeners how important it is to clap for yourself. Sir told everyone that when you clap for yourself the confidence level that we feel increases and the work that we do, we do it with extra enthusiasm and confidence.

‘‘When you earn the money from your business don’t waste that money for buying the things which are unnecessary. Invest that money in your business again and try to increase the volume of your business’’, said Mr. Harshvardhan Ranade Sir.


The gist of the Meaning of Entrepreneurship from the lecture was, ‘The capacity and willingness to develop, organize and manage a business venture along with any of its risks in order to make a profit.’

When asked, ‘Does Entrepreneurship means that you need to create something New which does not exist in the world’, sir philosophically answered the question using the example of the Pen. ‘‘The Pen that you are using is the new brand and it is a new product for you is well. But the Pen itself is not new, it was invented few centuries ago, so Nothing is new in this world, everything is a Replacement for another thing.’’

‘‘I want all of you to change your seats and sit on the chair where you always wanted to sit in your life but you never did due to fear’’ requested by Mr Harshvardhan sir. The sole intension for the activity was to reduce the fear from the minds of Students about the things that they fear to do but are essential for their growth.

At the end of the lecture, Mr. Harshvardhan sir addressed audience with the activity that they wanted every person present to perform everyday in their life. ‘Everyday at the start of the day you have to look into the mirror and give a big flying kiss to yourself and promise that you will love yourself forever.’

The lecture was concluded with the huge noise of Applauds to Mr. Harshvardhan Ranade sir and thank you speech from the anchor of the event.

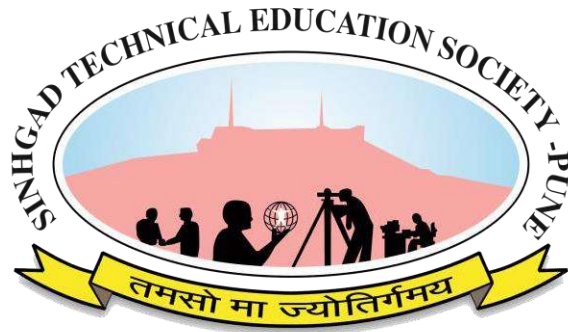


Dr. Sagar Pawar
Academic Head, SIOM



Dr. Parag Kalkar
Director SIOM





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Brief Ideas about Digital Marketing Concepts





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S.No. 44/1, Vadgaon (Bk.), Off Sinhgad Road, Pune 411 041

NOTICE

16th of August 2018

All students and faculty members of SIOM are hereby informed that we have organized the **Brief Ideas about Digital Marketing Concepts** at Sinhgad Institute of Management, Vadgaon, Pune from the **17th of August 2018**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.

Dr. Parag Kalkar
Director SIOM





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S.No. 44/1, Vadgaon (Bk.), Off Sinhgad Road, Pune 411 041

Activity Title: Brief Ideas about Digital Marketing Concepts

Speaker: Mr. Ashish Rathi, Director at Arena Animation

Mr. Darshan Sonar, CEO at Xerus Infotech

Activity Coordinator: Prof. Anjit Jha

Date: 17/08/2018 **Day:** Friday **Venue:** Auditorium Hall

Time: 4pm to 6pm **Class:** FY MBA **Div:** I

Description of activity in brief with Photographs:

The session started with the interactive way Mr. Darshan Sir asked us about any idea about Digital Marketing? Then having interaction with students, Sir told what exactly Digital Marketing Is.

So Digital Marketing is the marketing of products and services using digital technologies or electronic media. He further told us about the 7 categories of Digital Marketing, those are 1. Search Engine Optimization 2. Search Engine Marketing 3. Content Marketing 4. Social Media Marketing 5. Pay Per Click Advertisement 6. Affiliate Marketing 7. Email Marketing. After that he asked us, why now a day's most of companies shifted from Traditional Marketing to Digital Marketing? This is because we can reach maximum number of targeted audiences. It is time saving.

Less manpower required as compare to Traditional Marketing and the main reason behind is, it increases sales that's what companies are looking for. Mr. Darshan Sir further added that there are other types of Digital Marketing such as Offline Marketing, Inbound Marketing, and Outbound Marketing where we can influence our audiences, then he told us Google Analytics tool which is used by while having Marketing. In this we can track our audience's Acquisition, Behavior and Conversion



rate. Then he told us about How websites are ranked high on SERP usually there are certain factors that affect website ranking some of those are How often keyword used and How relevant content is, on this basis google ranked our websites. At the end of the session Mr. Darshan Sir told us about some technique used to improve website rank and also how to check our website is SEO Friendly or not? We all felt that this was an informative session, We all thoroughly enjoyed this session.

Some glimpses of the Session



Mr. Darshan Sonar addressing the students during the session





Mr. Ashish Rathi addressing the students during the session





Students and Faculty Members enjoying the session

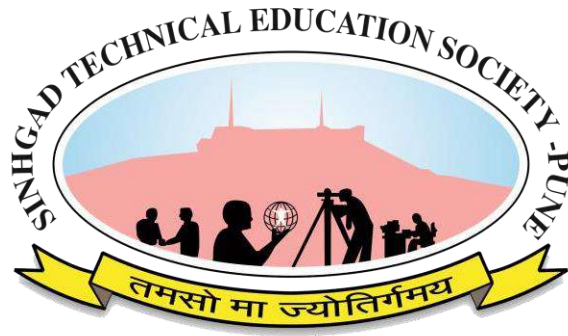
A handwritten signature in blue ink, consisting of several loops and a long horizontal stroke extending to the left.

Dr. Sagar Pawar
Academic Head, SIOM

A handwritten signature in black ink, featuring a stylized 'P' and 'K' with a horizontal line through them.

Dr. Parag Kalkar
Director SIOM





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A.Y. 2018 – 19

MBA Induction





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S.No. 44/1, Vadgaon (Bk.), Off Sinhgad Road, Pune 411 041

NOTICE

All students and faculty members of SIOM are hereby informed that we have organized the **MBA Induction** at Sinhgad Institute of Management, Vadgaon, Pune from the **1st of August 2018**. Hence, all the interested students and all teaching and non-teaching faculty members are instructed to be present for the same.

Dr. Parag Kalkar
Director SIOM





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25th MBA Induction Programme 2018

Report

“A MBA degree only works if you are willing to transform yourself. Are you?”

The MBA begins with an intensive Induction Programme. It is designed to smooth your return to academic studies, to help you develop successful working relationships with the other participants, and to understand the skills and action required to achieve a successful academic and career outcome from your MBA investment. There is a very thin line between an administrator and manager. Administrator imposes things on their sub-ordinates whereas manager inculcates things in sub-ordinates to get maximum output. To become a successful manager one must believe in himself/herself and must answer three questions – what, why and when.

The Induction programme for the 25th batch of SIOM was organised on 1st, 8th and 10th of August 2018. The induction programme started with the auspicious ritual of lighting of lamp by the chief guests.



Dr. Venkataramana Gajjala, Professor at the School of Business at Tiffin University, USA. Ph.D in Economics from the University of Pittsburg.



Dr Gajjala was the chief guest of the session organised in conference hall. He interacted with the students 40% fortune 500 CEO is an MBA. He explained that finance is the backbone of the entire organisation. Masters in Finance and Data Analytics is the need of the hour and a promising career. Further, he briefed about the employer's expectation with respect to skills and qualities. He directed the thought process of the students towards the following questions:

- Can you work in a team?
- Can you communicate effectively?
- Can you lead the team, i.e. leadership skills?

He concluded his session by discussing about global mindset and global strategy, problems encountered by entrepreneurs, entrepreneurial culture in USA.

Thus, one should not be scared or terrified of failures, it is important to keep trying till one succeeds.



Dr. Gowdara Pandu, Founder and Chief Manager of Talent Mentoring was the Chief Guest of the session in G10.



He started his session by involving the students in his 3 minutes silent games. He believed in simple principle i.e $H+M=S$ i.e. Heart + Mind = Soul. If one could implement this principle in any work or action, then nothing could ever stop the person from achieving the success he deserves.

Dr. Parag Kalkar, Director, SIOM

The session started with the welcome address by Dr. Parag Kalkar, Director, SIOM. He briefed the students about the MBA course. It is not only an addition to academic career, one need to have knowledge about various aspects of Business. He suggested the students to participate in real time simulations rather than confining themselves to academic results.

In the post lunch, ice breaking sessions were conducted by the MBA Second year students for MBA first year. Various management games were organized under the guidance of SIOM faculty members.



DAY TWO



Prof. Uday Naik addressing the audience

The day's session started with the information about training and placements. **Prof. Uday Naik** briefed the students about round the year 500 to 600 companies visit the campus for placements. He explained them about the expectations of the company with respect to skill, knowledge, communication and current awareness. It is important to attend all the lectures and Student Placement Training Sessions. He concluded the session with the statement "discipline is the biggest strength and asset" that must be adopted by students to attain success.

Prof. Uday Naik session was followed by the session

The guest speaker for pre lunch session was **Dr. Harold D'coasta, CEO, Intelligent Quotient Security System.** He enlightened the students that China ranks first in the usage of internet. USA ranks second, and India is third. According to Federal Bureau of Investigation India is among the first five countries to be a victim of Cyber Crime. He quoted examples of cyber crime in the corporate sector. He advised the students it is important to understand technology to avoid being victim. He also discussed about the famous apps like, '*mere sadak*', '*truecaller*' etc. He also mentioned certain statistical information such as:



Dr. Harold D'Costa addressing the audience

- 30-35% crimes are done by mobile phones.
- 30% cyber crimes are through mails.
- 72% women face cyber crime.
- Almost 67% cyber crime is related to social media. Be alert ... !!!



Mr. Pradeep Joshi, HR Server and Consultant- Oriental Rubbers was also invited to address the MBA First year students. He narrated a story and told the students to visualize it by closing their eyes. He explained what management is and how one can inculcate the habit of managing things from a very young age? Career means 'a profession or occupation with employment opportunities'. He also explained the five steps of career planning:

1. Self assessment (SWOT analysis)
2. Explore work / career options
3. Narrow down career options
4. Choose the best option
5. Set a career goal.



Mr. Pradeep Joshi addressing the students

He concluded his session by explaining the difference between career and job. He pen down the four characteristics of career, which are as follows:

1. Ability
2. Behaviour
3. Character
4. Discipline

Alumni Panel Discussion:

The SIOM Alumni invited for panel discussion were:

- Sangram Kadam
- Nihar N Laddha
- Nishikant
- Snehal Paygude:
- Kalpita Naravane
- Ranjeeta Gadkari

All the Alumni were felicitated by Dr. Parag Kalkar, Director, SIOM. All were of different batches of SIOM.

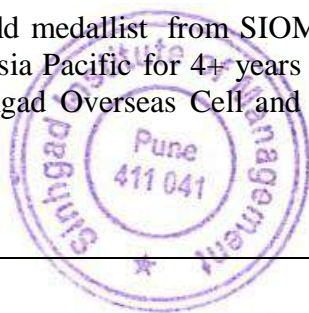


Nishikant- He is the Founder and Director of Leo Edunomics.

Alumni Panel Discussion in progress

He has 11 + years of industry experience in sales, marketing, business development, recruitment and project management. His previous job was in Times of India.

Sangram Kadam- BE, MBA gold medallist from SIOM. 16+ years of industry experience, he has widely travelled across Asia Pacific for 4+ years managing business in Japan, China, Korea. He is an advisor to Sinhgad Overseas Cell and an active member of Rotary Club,



Young Management Association and Computers Society of India. He is President of SIOM Alumni Association. He is currently working with KPIT technologies as Head Sales-India and Asia.

Nihar N Laddha, Managing Director, Insignia Group Pvt. Ltd. He has done MBA in Marketing from SIOM, 2011 batch. He started Insignia Branding in 2010 with the vision to provide innovative and customized branding solutions.

Snehal Paygude: Talent Acquisition Specialist at Futurestep Recruitment Services Pvt. Ltd She has 2.5 year of experience in end to end recruitment, client interaction & HR operations - Handling Sourcing /Recruitment co ordination/Candidate Management/ Client interactions / Job posting/ Administrative and Management activities. Recruitment medias such as job portals and social networking websites and handling recruitment drives She has experience in Vendor Management, Client Interaction, Maintaining Candidate database, Handling Joining Formalities, conducting training, Conducting interviews.

Kalpita Naravne: MBA HR – 2011 batch. She has 7 years of industry experience. She has work experience HR, LnD and PMO. She is currently working in Synechron Technologies Pvt Ltd. For constantly demonstrating high standards at work, she has won notorious awards.

Ranjeeta Gadkari: She is an Associate Director with Cognizant Technology Solutions. She is a Senior Program Manager with 17 years of industry experience in Software Development in Banking and Finance domain. Her work experience in Cognizant Technology Solutions is 12 years. She has 5 years of experience in Patni Computers. Rajeeta is B. Com and MBA and holds various Professional Project Management and Agile certifications. Majority of her work experience is in the Banking and Financial Services. She held various roles like Architect, Business Engineer and Project & Program Manager mostly in Agile and Scaled Agile. As part of her job, she also worked in multiple International locations like Japan, Singapore and Zurich.

Q1. Is work experience important for placements?

- Kalpita:** 50-50
Nihar: Not important, do your start-up and learn for yourself.
Nishikant: Develop the work experience in these two years.
Sangarm: It can help so utilize your Sunday to get it.



Alumni Panel Discussion in progress

Q. 2. Is communication important for an MBA student?

- Ranjeeta:** It is important. Speaking English is not communication. Utilise two years of MBA to develop good communication skills. You must dedicated and Grab every opportunity to speak.



Nihar: Communication is how you should communicate your thoughts. Try to listen.

Sangram: Learn foreign language side by side.

Snehal: Learn Foreign languages, I know German that helped me to recruit German employees.

Kalpita: Make the most out of business communication subject.

Q.3. How do you look at a foreign language learner?

Snehal: It gives you good prospects and Company gives you the first preference.

The alumni concluded the panel discussion with the following 3 words of advice:

- **Nishikant:** Focus, Day Dream, Learn
- **Ranjeeta:** Challenge yourself, Look for problems, Fresh ideas
- **Nihar:** Risk, Dream, Listen
- **Snehal:** Participate and Build Confidence
- **Kalpita:** Lets go far and be SMART

Day Three

All the sessions organised on the day was conducted by SIOM faculty members.

Sinhgad Students Council:

Remaining sessions were eye opener for the students with respect to events and activities organised by Sinhgad Technical Education Society. The students were briefed about the Sinhgad Students Council (SSC). It is the platform for developing skills and competency. It comprises of various clubs –finance, marketing and human resources. Students were provided information about the clubs membership, office bearers and relevant activities.

HBSP and Bloomberg Portal:

In MBA one cannot acquire knowledge from books only. It is essential to go beyond the syllabus and books. SIOM has mapped the subjects with HBSP Case studies and Bloomberg Portal. Faculty members briefed the students that cases give insights and refine analytical and strategic thinking. Further, the students were explained about the Bloomberg Portal and Championship programmes from which one can learn the about the speculative markets and financial positions of companies and industries. Also understand the economic status of the countries.

Sinhgad Karandak – Cultural and Sports:

Pune's mega college festival for which every students participate with electrifying energy and enthusiasm. It includes drama, dance, singing and fashion shows. Sports include all indoor and outdoor sports viz., cricket, football, chess, table tennis, throw ball etc.

Spectrum:

A mega business management event designed for MBA students to develop the entrepreneurial and managerial skills.



SIOM Student’s Publications:

Students were also briefed about ‘Impact’- Annual Magazines, Construct and Explore- Student Research Journals and Monthly SIOM News Letters. All these are for budding writers and researchers.

Extracurricular Activities @SIOM:

Students were also informed about the various cells viz., Arth Cell for Social Responsibility, Green cell for Protecting and Preserving Environment, ‘Shrujan’- a Entrepreneurship cell to nurture entrepreneurial skills.

MBA Course Structure and Evaluation:

The students were explained about the structure and evaluation procedure of MBA Course. The students were informed about the 20-30-50 pattern of evaluation by SPPU.

The day concluded with the interactive session with class coordinators in respective divisions.



Dr. Sagar Pawar
Academic Head, SIOM



Dr. Parag Kalkar
Director SIOM

