



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

**NOTICE**

Date: 26/12/2022

The TCSION Career Edge Program is scheduled in the months January - April 2023.

Certificates of TCSION Career Edge Program will be provided after completion of training programme to those students only who will attend the training for all days.

Attendance will be taken every training day.

Present for programme in formal attire

Please find below the training schedule of TCSION Career Edge Program.

Placement Activity	Date	Time
TCSION Career Edge Program	January - 2023 to April -2023	9:30pm to 5:30pm

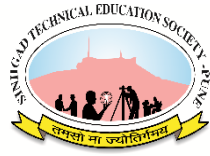
Venue:

Seminar Hall (2nd Floor) / G-10,  
SIOM Building.

To attend training programme is compulsory for all students.



**Dr. Daniel Penkar**  
Director, SIOM



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

### ACTIVITY REPORT ON TCSION

<b>Activity Title</b>	" TCSION''	<b>Date &amp;Time</b>	January 2023 to April 2023, 9.30am to 12:30am
<b>Activity Category</b>	Placement Activity	<b>Activity Venue</b>	G10
<b>Participants</b>	MBA 1 <sup>st</sup> year students	<b>Numbers of Participants</b>	274
<b>Name of the Organizing Institute</b>	Career Edge	<b>Faculty Coordinator</b>	Neelam Edake



#### Trainer of activity training to students

Sinhgad Institute of Management, Pune; in collaboration with Career Edge have organized Student grooming activity within duration January 2023 to April 2023. This grooming programme was inaugurated by Dr. Daniel Penkar, Director SIOM in presence of Dr. Sagar Pawar, Academic Head and faculties of SIOM. Sessions of RUBICON activity started from 9:30 am to 12:30 am. The training was conducted in Sinhgad Institute of Management, Vadgaon, Pune  
Number of students participated in the program are 274. This program receives huge response from students. Students actively participated in TCSION grooming program.



The TCSION conducts training program on cutting-edge technologies aims to provide students with hands on experience and exposure to industry-relevant tools and practices. The grooming activity emphasizes communication skills, problem-solving and critical thinking ensuring students are equipped with the interpersonal skills necessary for professional success. Students have the opportunity to interact with experts through webinars, seminars and networking sessions, gaining valuable insights into real – world scenarios and industry expectations. This training program focuses on key areas such as strategic management, leadership, and decision – making. The curriculum is designed to align with the diverse challenges MBA graduates may encounter in their careers. This module equips students with frameworks for analyzing and formulating business strategies. It delves into case studies, critical thinking and strategic problem-solving skills. Further, TCSION plans to continuously updating the program align with evolving industry demands. Number of students participated in the program are 274. This program receives good response from students. Students actively participated in TCSION grooming program. Certificates for participation were directly sent to the students by the trainer.



Certificate by TCSION to students

**Dr. Sagar Pawar**  
Academic Head



**Dr. Daniel Penkar**  
Director, SIOM



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

## ACTIVITY REPORT ON FIRST NAUKRI EVALUATION TEST

<b>Activity Title</b>	“First Naukri Evaluation test”	<b>Date &amp;Time</b>	27th Aug. 2022 10:00 am to 1:00pm
<b>Activity Category</b>	Placement Activity	<b>Activity Venue</b>	Online
<b>Participants</b>	MBA 1 <sup>st</sup> year students	<b>Numbers of Participants</b>	658
<b>Name of the Organizing Institute</b>	First Naukri	<b>Faculty Coordinator</b>	Neelam Edake

The document on hand is a narration of the details of the events and proceedings of the workshop on “Placement Training” that was conducted by sinhgad Institute of Management, Pune; in collaboration with “First Naukri” have organized Student grooming activity on 27th Aug. 2022 This grooming programme was inaugurated by Dr. Daniel Penkar, Director SIOM in presence of Dr. Sagar Pawar, Academic Head and faculties of SIOM. Activity conducts Evaluation test at 10:00 am to 1:00pm. This one-day training program held on online platform on premises of Sinhgad Institute of Management, Vadgaon, Pune.

The test was administered through online mode, with a duration of at 10:30 am to 12:30am. It consisted of multiple-choice questions, case studies, and practical scenarios to simulate real-world challenges. The First Naukri Evaluation Test for MBA Students served as a valuable tool in assessing the strengths and areas for improvement among participating students. The insights gained from this test will inform future initiatives to better prepare MBA students for successful careers.

658 students participated into First Naukri Evaluation test. Students actively participated in various activities taken in training program.

**Dr. Sagar Pawar**  
Academic Head



**Dr. Daniel Penkar**  
Director, SIOM



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

## ACTIVITY REPORT ON FUEL

<b>Activity Title</b>	" FUEL ”	<b>Date &amp; Time</b>	27 <sup>th</sup> March 2023 to 1 <sup>st</sup> April 2023, 10:00 am to 4:00pm
<b>Activity Category</b>	Placement Activity	<b>Activity Venue</b>	G10
<b>Participants</b>	MBA 1 <sup>st</sup> year students	<b>Numbers of Participants</b>	295
<b>Name of the Organizing Institute</b>	Friends Union for Energizing Lives	<b>Faculty Coordinator</b>	Neelam Edake

The document on hand is a narration of the details of the events and proceedings of the workshop on “Placement Training” that was conducted by Sinhgad Institute of Management, Pune; in collaboration with “Friends Union for Energizing Lives” have organized Student grooming activity from 27<sup>th</sup> March 2023 to 1<sup>st</sup> April 2023. This grooming programme was inaugurated by Dr. Daniel Penkar, Director SIOM in presence of Dr. Sagar Pawar, Academic Head and faculties of SIOM. Sessions of FUEL activity started from 10:00 am to 4:00pm. This five-day training program held under the speaker Mr. Sanket Lute, Mr. Amit Aswale and Ms. Asmita Lodam at Sinhgad Institute of Management, Vadgaon, Pune.

Placement Activity by FUEL specifically focused on digital marketing through nine modules of training contains various aspects of digital marketing. Students were introduced with the various aspects of digital marketing through Explanation of theories by trainer, videos and practical activities. In the rapidly evolving landscape of digital technology and marketing, staying abreast of the latest trends and acquiring practical skills is crucial for professional success. This training program provides opportunities to students to enhance their understanding of the latest digital technologies, tools, and methodologies. Enable participants to apply marketing concepts in real-world scenarios, fostering a deeper understanding of market dynamics and consumer behavior.



295 students participated into FUEL activity. Students actively participated in various activities taken in training program. Certificates for participation were directly sent to the students by the trainer.




**Trainer of placement activity training to the students**



**Certificate by FUEL to students**

  
**Dr. Sagar Pawar**  
Academic Head



  
**Dr. Daniel Penkar**  
Director, SIOM



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

**STUDENTS' SKILLS TRAINING AND TRANSFORMATION PROGRAM**  
**(STTP) FOR SINHGAD MANAGEMENT INSTITUTES**  
**(2022-2023)**

**MBA I: SEMESTER I**

The Students' Skills Training and Transformation Program focuses on the practical orientation of the students towards enhancing their communication skills. It will also focus on the necessary skills/etiquette expected from an MBA student to get through the interview and sustain in the corporate environment.

**Course Outcomes: On successful Completion of the course the learner will be able to:**

<b><u>CO#</u></b>	<b><u>COGNITIVE ABILITIES</u></b>	<b><u>COURSE OUTCOMES</u></b>
1	Remembering	Exhibit memory of learned material by recalling basic concepts.
2	Understanding	Demonstrate understanding of basic concepts by organizing, comparing, and interpreting given descriptions & stating main ideas.
3	Applying	Able to solve problems by applying acquired knowledge.
4	Analyzing	Examine acquired knowledge/concepts to draw inferences and evidence.
5	Evaluating	Successfully present and defend opinions by making judgments about the information validity of ideas.
6	Creating	Compile information together in a different way by combining concepts in a new pattern or proposing alternative solutions.





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

**SYLLABUS (SEMESTER I)**

1. **Listening Skills** (6 Lectures + 1 Test)
  - a. Importance, Finding Errors, Summarising what you heard, Pick out the main ideas, listen and spell (use a dictionary to identify the meaning), key details, and inferred meanings from short.  
(Involvement of only listening skills).
2. **Reading / Speaking Skills** (8 Lectures + 1 Test)
  - a. Reading Comprehension, pronunciation, Essential English Vocabulary, Elevator pitch, Self-Introduction, Basics of GD, Speech, Voice Modulation, Answer framing to basic interview questions,
3. **Basics of Communication (Speaking & Writing)** (6 Lectures + 1 Test)
  - a. **Verbal:** Fundamentals of effective speaking, Jargon, short talks, impromptu speaking, introducing others.
  - b. **Written:** Introduction to different Written Communication skills, Greetings, sentence framing, forbidden words, Presentation Skills, and Book/Movie Review.
4. **Soft Skills/ Basic Etiquettes & Manners** (10 Lectures + 1 Test)
  - a. Email and messaging etiquettes, Proxemics, Haptics, Body language, Confidence Building, imagining worst-case scenarios, Leadership skills, Dressing, Resume & CV Writing.
5. **Computer-Aided Personal Productivity Enhancing Tools** (10 Lectures + 1 Test)
  - a. Computer Functionality, Keyboard shortcuts, and commands, Microsoft Word, Microsoft Powerpoint, Current Trends.

**Total: 40 Lectures + 5 Tests**







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

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

### **OUTCOMES OF THIS COURSE (SEMESTER I):**

1. To provide students with *Effective Communication Skills* to improve their confidence.
2. To enhance the *Listening Skills* of the students.
3. Improve *Problem Solving Skills* of the students.
4. To induce students with basic *Social Etiquette and Ethics*.
5. To inculcate students with *Leadership skills and Teamwork*.

Dr. Daniel Penkar  
**DIRECTOR, SIOM**





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

**STUDENT SKILLS TRAINING AND TRANSFORMATION PROGRAM**  
**(STTP) FOR SINHGAD MANAGEMENT INSTITUTES**  
**(2022-2023)**

**MBA I: SEMESTER II**

The Students' Skills Training and Transformation Program focuses on the practical orientation of the students towards enhancing their communication skills. It will also focus on the necessary skills/etiquette expected from an MBA student to get through the interview and sustain in the corporate environment.

**Course Outcomes: On successful Completion of the course the learner will be able to:**

<b><u>CO#</u></b>	<b><u>COGNITIVE ABILITIES</u></b>	<b><u>COURSE OUTCOMES</u></b>
1	Remembering	Exhibit memory of learned material by recalling basic concepts.
2	Understanding	Demonstrate understanding of basic concepts by organizing, comparing, interpreting given descriptions & stating main ideas.
3	Applying	Able to solve problems by applying acquired knowledge.
4	Analysing	Examine acquired knowledge/concepts to draw inferences and evidence.
5	Evaluating	Successfully present and defend opinions by making judgments about information validity of ideas.
6	Creating	Compile information together in a different way by combining concepts in a new pattern or proposing alternative solutions.

**SYLLABUS (SEMESTER II)**

**1. Interview & Group Discussion Skills**

**(10 Lectures + 1 Test)**

a. Abstract topics, Current Affairs, Debate, Discussion Groups, Important Interview Questions, Mock Interviews, and Current Market Trends.





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

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

b. General Awareness (Test Based): India & Other Countries, Sports, Awards, Books, Important Days, First in India/World (Male And Female), Eminent organizations and their headquarters.

**2. Analytical & Creative Skills (6 Lectures + 1 Test)**

- a. Situational and problem-based questions,
- b. Caselets / Cases: General & Specialisation based

**3. General & Advanced Aptitude (6 Lectures + 4 Test)**

- a. Coding-Decoding, missing number series, What will come next?, Floor Puzzle, Sitting arrangement.
- b. Percentage, Profit & Loss, Simple & Compound Interest, Time Speed & Distance, Data Interpretation,

**4. Domain Knowledge (Test Based) (2 Lectures + 2 Tests)**

- a. In-depth Knowledge about their respective specialization
- b. Marketing, Human Resources, Finance, Operations & Business Analytics.

**5. Computer Aided Personal Productivity Enhancing Tool (11 Lectures + 2 Tests)**

- a. Advanced Excel, Power BI.

**Total: 35 Lectures + 10 Tests**

### **OUTCOMES OF THIS COURSE (SEMESTER II):**

1. To provide students with the *Communication Skills* required for *Group Discussion & Personal Interviews*.
2. To provide students with *Domain Knowledge* to improve their level of confidence during *Corporate Interviews*.
3. To provide and enhance the *Analytical Skills* of the students.
4. Improve the *Aptitude Skills* of the students.
5. To make students familiar with *Computer and Presentation Skills*.

Dr. Daniel Penkar  
DIRECTOR, SIOM



Date: 22/09/2022

## **STUDY THE COMPANY**

In this activity, students will be asked to study a company of their choice and write about it.

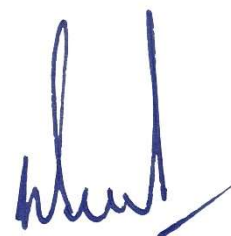
### **STEPS:**

1. Give 10 minutes to the students and ask them to collect the information about the company of their choice.
2. Once they have collected enough information, students have to write a paragraph on that particular company of at least 15 lines.

Please Note: Do not disclose it initially to the students that they also have to write about the company.

### **SKILLS FOCUSED:**

1. Reading Skills
2. Comprehension Skills
3. Writing Skills
4. Analytical Skills



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

Date: 22/09/2022

## **GRAMMATICAL CLOZE TEST**

In this activity, students will be given paragraphs with fill in the blanks. Here, they have to fill the blanks to make the paragraph sound grammatically right.

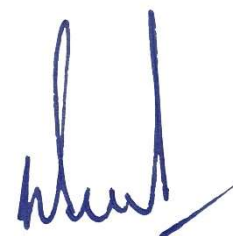
### **STEPS:**

1. It is an individual activity.
2. Circulate in the templates of the cloze test in the class.
3. Give students 10-15 minutes to complete the cloze test.
4. Discuss the answers with the students.
5. Repeat the above process again.

Please Note: Take enough templates to cover the whole class. Either hardcopies can be circulated in the class or the templates can be shown on the projector screen as well.

### **Skills Focused:**

1. Grammatical Skills
2. Comprehension Skills
3. Writing Skills
4. Analytical Skills



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

Date: 09/01/2023

## SENTENCE FRAMING

In this activity, students will be given sentence prompts, where they have to complete the sentence.

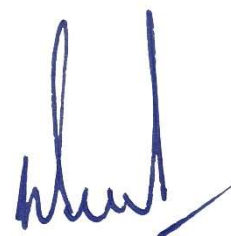
### STEPS:

1. It is an individual activity.
2. Circulate in the templates of the sentence prompts.
3. Give students 10-15 minutes to complete it.
4. Discuss the answers with the students.
5. Repeat the above process again.

Please Note: Take enough templates to cover the whole class. Either hardcopies can be circulated in the class or the templates can be shown on the projector screen as well.

### Skills Focused:

1. Grammatical Skills
2. Sentence Formation
3. Comprehension Skills
4. Writing Skills
5. Analytical Skills

A handwritten signature in blue ink, appearing to read 'Daniel Penkar'.

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

Date: 09/01/2023

## **DEBATE**

In this activity, students will be given a topic on which they have to present their arguments. One student/team will be presenting arguments in favor of the topic and other in contradiction of the topic.

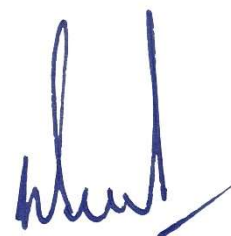
### **STEPS:**

1. It is can be an individual or group activity.
2. The students will be given a topic on which they have to prepare for two minutes.
3. Later student/group will be asked to present in front of the class.
4. The students should be able to speak for at least 3 minutes

Please Note: Please carry enough topics to engage maximum number of students.

### **SKILLS FOCUSED:**

1. Writing Skills
2. Stage Presentation
3. Comprehension Skills
4. Vocabulary
5. Creative Writing
6. Creative Skills



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



Questions

Responses 400

Settings

Total points: 15

Section 1 of 2

# STUDENTS' SKILLS TRAINING AND TRANSFORMATION PROGRAM: APTITUDE TEST 14



Topic: Linear Arrangement, Seating Arrangement and Floor Puzzles

Number of Questions: 15

Type: MCQs

Total Marks: 15 Marks

Date: 27/06/2023

Timings: 6:00 PM to 7:00 PM

**Please Note:**

1. It is compulsory for all the students to give this test
2. The Marks of this test will be considered for final placement.
3. Request for taking the retest will not be entertained.

This form is automatically collecting emails from all respondents. [Change settings](#)

Name:

Short-answer text

Division: \*

1. A

2. B





# STUDENTS' SKILLS TRAINING AND TRANSFORMATION PROGRAM: APTITUDE TEST 14

Topic: Linear Arrangement, Seating Arrangement and Floor Puzzles

Number of Questions: 15

Type: MCQs

Total Marks: 15 Marks

Date: 27/06/2023

Timings: 6:00 PM to 7:00 PM

## **Please Note:**

1. It is compulsory for all the students to give this test
2. The Marks of this test will be considered for final placement.
3. Request for taking the retest will not be entertained.

The respondent's email ([sakshichaware786@gmail.com](mailto:sakshichaware786@gmail.com)) was recorded on submission of this form.

Name:

Sakshi Sanjay Chaware

Division: \*

B

Roll No.: \*

57

Untitled section

Seven consecutive time slots for a broadcast, numbered in chronological order 1 through 7, will be filled by six song tapes—G, H, L, O, P, S—and exactly one news tape. Each tape is to be assigned to a different time slot, and no tape is longer than any other tape. The broadcast is subject to the following restrictions:

\* 1 point

L must be played immediately before O.

The news tape must be played at some time after L.

There must be exactly two time slots between G and P, regardless of whether G comes before P or whether G comes after P.

**If G is played second, which one of the following tapes must be played third?**

- the news
- H
- L
- O
- S

Seven consecutive time slots for a broadcast, numbered in chronological order 1 through 7, will be filled by six song tapes—G, H, L, O, P, S—and exactly one news tape. Each tape is to be assigned to a different time slot, and no tape is longer than any other tape. The broadcast is subject to the following restrictions:

\* 1 point

L must be played immediately before O.

The news tape must be played at some time after L.

There must be exactly two time slots between G and P, regardless of whether G comes before P or whether G comes after P.

**The news tape can be played in any one of the following time slots EXCEPT the:**

- second
- third
- fourth
- fifth
- sixth

Seven consecutive time slots for a broadcast, numbered in chronological order 1 through 7, will be filled by six song tapes—G, H, L, O, P, S—and exactly one news tape. Each tape is to be assigned to a different time slot, and no tape is longer than any other tape. The broadcast is subject to the following restrictions:

\* 1 point

L must be played immediately before O.

The news tape must be played at some time after L.

There must be exactly two time slots between G and P, regardless of whether G comes before P or whether G comes after P.

**If H and S are to be scheduled as far from each other as possible, then the first, the second, and the third time slots could be filled, respectively, by**

- G, H, and L
- S, G, and the news
- H, G, and L
- H, L, and O
- L, O, and S

Seven consecutive time slots for a broadcast, numbered in chronological order 1 through 7, will be filled by six song tapes—G, H, L, O, P, S—and exactly one news tape. Each tape is to be assigned to a different time slot, and no tape is longer than any other tape. The broadcast is subject to the following restrictions:

\* 1 point

L must be played immediately before O.

The news tape must be played at some time after L.

There must be exactly two time slots between G and P, regardless of whether G comes before P or whether G comes after P.

**If P is played fifth, L must be played**

- first
- second
- third
- fourth
- sixth

Seven consecutive time slots for a broadcast, numbered in chronological order 1 through 7, will be filled by six song tapes—G, H, L, O, P, S—and exactly one news tape. Each tape is to be assigned to a different time slot, and no tape is longer than any other tape. The broadcast is subject to the following restrictions:

\* 1 point

L must be played immediately before O.

The news tape must be played at some time after L.

There must be exactly two time slots between G and P, regardless of whether G comes before P or whether G comes after P.

**What is the maximum number of tapes that can separate S from the news?**

- 1
- 2
- 3
- 4
- 5

Seven consecutive time slots for a broadcast, numbered in chronological order 1 through 7, will be filled by six song tapes—G, H, L, O, P, S—and exactly one news tape. Each tape is to be assigned to a different time slot, and no tape is longer than any other tape. The broadcast is subject to the following restrictions:

\* 1 point

L must be played immediately before O.

The news tape must be played at some time after L.

There must be exactly two time slots between G and P, regardless of whether G comes before P or whether G comes after P.

**Which one of the following is the latest time slot in which L can be played?**

- the third
- the fourth
- the fifth
- the sixth
- the seventh

Seven consecutive time slots for a broadcast, numbered in chronological order 1 through 7, will be filled by six song tapes—G, H, L, O, P, S—and exactly one news tape. Each tape is to be assigned to a different time slot, and no tape is longer than any other tape. The broadcast is subject to the following restrictions:

\* 1 point

L must be played immediately before O.

The news tape must be played at some time after L.

There must be exactly two time slots between G and P, regardless of whether G comes before P or whether G comes after P.

**The time slot in which O must be played is completely determined if G is assigned to which one of the following time slots?**

- the first
- the third
- the fourth
- the fifth
- the sixth



Each of seven judges voted for or else against granting Datalog Corporation's petition. \* 1 point

Each judge is categorized as conservative, moderate, or liberal, and no judge is assigned more than one of those labels. Two judges are conservatives, two are moderates, and three are liberals. The following is known about how the judges voted:  
If the two conservatives and at least one liberal voted the same way as each other, then both moderates voted that way.

If the three liberals voted the same way as each other, then no conservative voted that way.

At least two of the judges voted for Datalog, and at least two voted against Datalog.

At least one conservative voted against Datalog.

**If the two moderates did not vote the same way as each other, then which one of the following could be true?**

- No conservative and exactly two liberals voted for Datalog.
- Exactly one conservative and exactly one liberal voted for Datalog.
- Exactly one conservative and all three liberals voted for Datalog.
- Exactly two conservatives and exactly one liberal voted for Datalog.
- Exactly two conservatives and exactly two liberals voted for Datalog.

Each of seven judges voted for or else against granting Datalog Corporation's petition. \* 1 point

Each judge is categorized as conservative, moderate, or liberal, and no judge is assigned more than one of those labels. Two judges are conservatives, two are moderates, and three are liberals. The following is known about how the judges voted: If the two conservatives and at least one liberal voted the same way as each other, then both moderates voted that way.

If the three liberals voted the same way as each other, then no conservative voted that way.

At least two of the judges voted for Datalog, and at least two voted against Datalog.

At least one conservative voted against Datalog.

**Which one of the following must be true?**

- At least one conservative voted for Datalog.
- At least one liberal voted against Datalog.
- At least one liberal voted for Datalog.
- At least one moderate voted against Datalog.
- At least one moderate voted for Datalog.

Each of seven judges voted for or else against granting Datalog Corporation's petition. \* 1 point

Each judge is categorized as conservative, moderate, or liberal, and no judge is assigned more than one of those labels. Two judges are conservatives, two are moderates, and three are liberals. The following is known about how the judges voted:  
If the two conservatives and at least one liberal voted the same way as each other, then both moderates voted that way.

If the three liberals voted the same way as each other, then no conservative voted that way.

At least two of the judges voted for Datalog, and at least two voted against Datalog.

At least one conservative voted against Datalog.

**If the three liberals all voted the same way as each other, which one of the following must be true?**

- Both moderates voted for Datalog.
- Both moderates voted against Datalog.
- One conservative voted for Datalog and one conservative voted against Datalog.
- One moderate voted for Datalog and one moderate voted against Datalog.
- All three liberals voted for Datalog.

Each of seven judges voted for or else against granting Datalog Corporation's petition. \* 1 point

Each judge is categorized as conservative, moderate, or liberal, and no judge is assigned more than one of those labels. Two judges are conservatives, two are moderates, and three are liberals. The following is known about how the judges voted:  
If the two conservatives and at least one liberal voted the same way as each other, then both moderates voted that way.

If the three liberals voted the same way as each other, then no conservative voted that way.

At least two of the judges voted for Datalog, and at least two voted against Datalog.

At least one conservative voted against Datalog.

**If exactly two judges voted against Datalog, then which one of the following must be true?**

- Both moderates voted for Datalog.
- Exactly one conservative voted for Datalog.
- No conservative voted for Datalog.
- Exactly two liberals voted for Datalog.
- Exactly three liberals voted for Datalog.

Each of seven judges voted for or else against granting Datalog Corporation's petition. \* 1 point

Each judge is categorized as conservative, moderate, or liberal, and no judge is assigned more than one of those labels. Two judges are conservatives, two are moderates, and three are liberals. The following is known about how the judges voted:  
If the two conservatives and at least one liberal voted the same way as each other, then both moderates voted that way.

If the three liberals voted the same way as each other, then no conservative voted that way.

At least two of the judges voted for Datalog, and at least two voted against Datalog.

At least one conservative voted against Datalog.

**Each of the following could be a complete and accurate list of those judges who voted for Datalog EXCEPT**

- two liberals
- one conservative, one liberal
- two moderates, three liberals
- one conservative, two moderates, two liberals
- one conservative, two moderates, three liberals

Each of seven judges voted for or else against granting Datalog Corporation's petition. \* 1 point

Each judge is categorized as conservative, moderate, or liberal, and no judge is assigned more than one of those labels. Two judges are conservatives, two are moderates, and three are liberals. The following is known about how the judges voted: If the two conservatives and at least one liberal voted the same way as each other, then both moderates voted that way.

If the three liberals voted the same way as each other, then no conservative voted that way.

At least two of the judges voted for Datalog, and at least two voted against Datalog.

At least one conservative voted against Datalog.

**If the two conservatives voted the same way as each other, but the liberals did not all vote the same way as each other, then each of the following must be true EXCEPT:**

- Both conservatives voted against Datalog.
- Both moderates voted for Datalog.
- At least one liberal voted against Datalog.
- Exactly two liberals voted for Datalog.
- Exactly five of the judges voted against Datalog.

A store sells kurta only in small, medium, and large sizes, and only in red, yellow, and blue colors. Rupa buys exactly three kurta from the store. \* 1 point

A shirt type consists of both a size and a color.

Rupa does not buy two kurta of the same type.

Rupa does not buy both a small shirt and a large shirt.

No small red kurta are available.

No large blue kurta are available.

**Which one of the following must be false?**

- Two of the kurta that Rupa buys are small and two are red.
- Two of the kurta that Rupa buys are medium and two are red.
- Two of the kurta that Rupa buys are large and two are red.
- Two of the kurta that Rupa buys are small, one is yellow, and one is blue.
- Two of the kurta that Rupa buys are medium, one is yellow, and one is blue.

A store sells kurta only in small, medium, and large sizes, and only in red, yellow, and blue colors. Rupa buys exactly three kurta from the store. \* 1 point

A shirt type consists of both a size and a color.

Rupa does not buy two kurta of the same type.

Rupa does not buy both a small shirt and a large shirt.

No small red kurta are available.

No large blue kurta are available.

**If Rupa buys a small blue shirt, which one of the following must be false?**

- Rupa buys two blue kurta.
- Rupa buys two red kurta.
- Rupa buys two yellow kurta.
- Rupa buys two small kurta.
- Rupa buys two medium kurta.

This form was created inside Sinhgad Technical Education Society.

# Google Forms



SINHGAD TECHNICAL EDUCATION SOCIETY'S  
**SINHGAD INSTITUTE OF MANAGEMENT**  
**CERTIFICATE**  
**OF COMPLETION**

THIS CERTIFICATE IS PRESENTED TO

*Kasture Abhishek Balasaheb*

It brings us great pleasure to award you with this certificate, recognizing your triumphant completion of the Students' Skills Training and Transformation Program (Semester 1).

Your dedication, diligence, and undeterred perseverance have culminated in this remarkable milestone. It's an honor to acknowledge and celebrate your achievements.

Congratulations!



---

**DR. DANIEL PENKAR**  
Director, SIOM

SINHGAD TECHNICAL EDUCATION SOCIETY'S  
**SINHGAD INSTITUTE OF MANAGEMENT**  
**CERTIFICATE**  
**OF COMPLETION**

THIS CERTIFICATE IS PRESENTED TO

*Kathe Harshal Chandrashekhar*

It brings us great pleasure to award you with this certificate, recognizing your triumphant completion of the Students' Skills Training and Transformation Program (Semester 1).

Your dedication, diligence, and undeterred perseverance have culminated in this remarkable milestone. It's an honor to acknowledge and celebrate your achievements.

Congratulations!



---

**DR. DANIEL PENKAR**  
Director, SIOM

SINHGAD TECHNICAL EDUCATION SOCIETY'S  
**SINHGAD INSTITUTE OF MANAGEMENT**  
**CERTIFICATE**  
**OF COMPLETION**

THIS CERTIFICATE IS PRESENTED TO

*Pradnya Raju Dulam*

It brings us great pleasure to award you with this certificate, recognizing your triumphant completion of the Student Skills Training and Transformation Program (Semester 2).

Your dedication, diligence, and undeterred perseverance have culminated in this remarkable milestone. It's an honor to acknowledge and celebrate your achievements.

Congratulations!



---

**DR. DANIEL PENKAR**  
Director, SIOM

SINHGAD TECHNICAL EDUCATION SOCIETY'S  
**SINHGAD INSTITUTE OF MANAGEMENT**  
**CERTIFICATE**  
**OF COMPLETION**

THIS CERTIFICATE IS PRESENTED TO

*Sakshi Sambhaji Ghumare*

It brings us great pleasure to award you with this certificate, recognizing your triumphant completion of the Student Skills Training and Transformation Program (Semester 2).

Your dedication, diligence, and undeterred perseverance have culminated in this remarkable milestone. It's an honor to acknowledge and celebrate your achievements.

Congratulations!



---

**DR. DANIEL PENKAR**  
Director, SIOM



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

## Activity Report

<b>Activity Title</b>	"Soft Skills"	<b>Date &amp; Time</b>	14 <sup>th</sup> October 2022 to 27 <sup>th</sup> October 2022
<b>Activity Category</b>	Soft Skills	<b>Activity Venue</b>	T12 (Seminar Room)
<b>Participants</b>	MCA I Sem I	<b>Numbers of Participants</b>	217
<b>Name of the Organizing Institute</b>	Sinhgad Institute of Management	<b>Faculty Coordinator</b>	Prof. Monalisa Bhinge

**Co-ordinator:**

**Mr. Monalisa Bhinge**  
**SIOM, Vadgaon (Bk.), Pune**

**Purpose:** To create awareness in students which helped them in understanding importance of resume writing skills.

The Soft Skill for "Resume Writing" was conducted from 14<sup>th</sup> October 2022 to 27<sup>th</sup> October 2022 for MCA I year students of all. It was a competition among all the students. It was held for the purpose of creating awareness in students which helped them in understanding importance of resume writing skills.

This event helped students in understanding an idea that a résumé is a self-advertisement that, when done properly, shows how your skills, experience, and achievements match the requirements of the job you want. It walks you through setting up and laying out the content to highlight your skills and grab the reader's attention. At last, we gave some tips as following:



  
**Dr. Chandrani Singh**  
**DIRECTOR, SIOM-MCA**



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

- 1) How to write a cover letter?
- 2) Include All Your Contact Information
- 3) Add a Profile or Objective
- 4) Include Resume Keywords
- 5) Prioritize Your Resume Content
- 6) Choose the Right Resume Format

The Soft Skills is conducted on multiple dates. Students are participated in the Soft Skills with mentioned communicated date.

**Soft Skill (GD) Conducted details:**

Sr. No.	Paticular	Date	No. of Students
1	Soft Skills	14/10/2022	190
2	Soft Skills	18/10/2022	210
3	Soft Skills	27/10/2022	217

**Glimpses of the Soft Skills (Resume Writing):**



*Dr. Singh*  
**Dr. Chandrani Singh**  
**DIRECTOR, SIOM-MCA**



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

## Activity Report

<b>Activity Title</b>	"Soft Skills"	<b>Date &amp; Time</b>	5 <sup>th</sup> June 2023 to 06 <sup>th</sup> June 2023
<b>Activity Category</b>	Soft Skills	<b>Activity Venue</b>	T12 (Seminar Room)
<b>Participants</b>	MCA I Sem II	<b>Numbers of Participants</b>	190
<b>Name of the Organizing Institute</b>	Sinhgad Institute of Management	<b>Faculty Coordinator</b>	Prof. Monalisa Bhinge

**Co-ordinator:**


**Mr. Monalisa Bhinge**  
**SIOM, Vadgaon (Bk.), Pune**

**Purpose:** To create awareness in students which helped them in understanding importance of writing skills.

The Soft Skill for "Writing Skills" was conducted from 5<sup>th</sup> June 2023 to 06<sup>th</sup> June 2023 for MCA I year Sem II students of all divisions. Writing skills is often seems to be a dreaded task among students. Whether the writing particular content is for a scholarship, a class, or maybe even a contest, many students often find the task overwhelming. While writing a content is includes many steps for a student that can take the help of to break down the task into manageable parts. Following this process is the easiest way to draft a successful details, whatever its purpose might be:

1. Pick a topic.
2. Prepare an outline or diagram of your ideas



  
**Dr. Chandrani Singh**  
**DIRECTOR, SIOM-MCA**



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

3. Write your thesis statement
4. Write the body
5. Write the introduction
6. Write the conclusion.
7. Add the finishing touches.

Topics Given Were:


1. On Discovering Oneself
2. On Deceiving Oneself
3. Epidemic Education
4. Favorite Antipathies
5. On Wearing New Shoes
6. The Penalty of Violating Convention
7. First Impressions
8. On Acquiring an Artistic Temperament
9. A Model Obituary

The Soft Skills is conducted on multiple dates. Students are participated in the Soft Skills with mentioned communicated date.

**Soft Skill (Writing Skills) Conducted details:**

Sr. No.	Paticular	Date	No. of Students
1	Soft Skills	05/06/2023	180
2	Soft Skills	06/06/2023	190



  
**Dr. Chandrani Singh**  
**DIRECTOR, SIOM-MCA**





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

**Glimpses of the Soft Skills (Resume Writing):**



*Dr. Singh*  
**Dr. Chandrani Singh**  
**DIRECTOR, SIOM-MCA**



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

Date: 10/03/2023

**NOTICE**

The FUEL training programme is scheduled in the months of March and April 2023.

Certificates will be provided after completion of training programme to those students only who will attend the training for all days.

Attendance will be taken twice a day, every day (before and after lunch)

Please find below the training schedule of FUEL.

Placement Activity	Date	Time
FUEL Training Programme	27 <sup>th</sup> March 2023 to 1 <sup>st</sup> April 2023	10:00 am to 4:00 pm

Venue:

Seminar Hall (2nd Floor) / G-10,  
SIOM Building.

To attend training programme is compulsory for all students.

**Dr. Sagar Pawar**  
Academic Head



**Dr. Daniel Penkar**  
Director, SIOM



Sinhgad Institutes

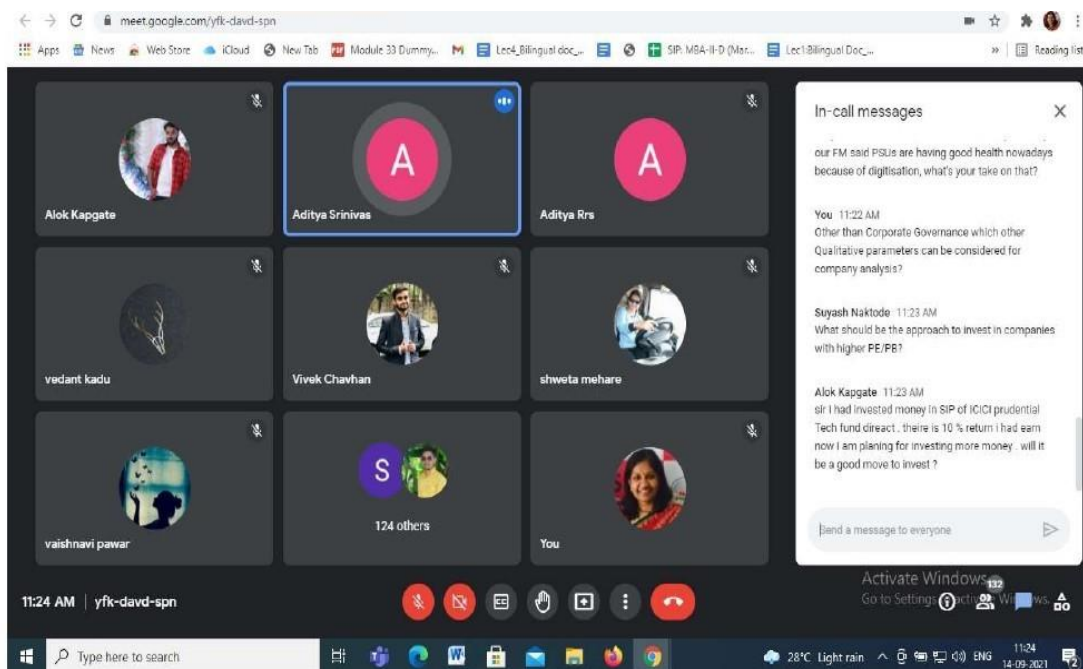
Sinhgad Technical Education Society's  
**SINHGAD INSTITUTE OF MANAGEMENT**  
(Affiliated to Savitribai Phule Pune University, Approved by AICTE  
& Accredited by NAAC)

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

**ACTIVITY REPORT ON FUEL**

<b>Activity Title</b>	" FUEL ”	<b>Date &amp;Time</b>	6th October 2021 - 12th October 2021, 2:00 am to 7 :00 pm
<b>Activity Category</b>	Placement Activity	<b>Activity Venue</b>	Online
<b>Participants</b>	MBA 1 <sup>st</sup> year students	<b>Numbers of Participants</b>	441
<b>Name of the Organizing Institute</b>	Friends Union for Energizing Lives	<b>Faculty Coordinator</b>	Neelam Edake, Shital Jadhav

The document on hand is a narration of the details of the events and proceedings of the workshop on “Placement Training” that was conducted by sinhgad Institute of Management, Pune; in collaboration with “Friends Union for Energizing Lives” have organized Student grooming activity from 6th October 2021 - 12th October 2021. This grooming programme was inaugurated by Dr. Daniel Penkar, Director SIOM in presence of Dr. Sagar Pawar, Academic Head and faculties of SIOM. Sessions of FUEL activity started from 2:00 am to 7 :00 pm. This Ten-day training program held under the speaker Mrs. Aboli Mishra on Online platform on premises of Sinhgad Institute of Management, Vadgaon, Pune.



**Participation by students in FUEL Training Programme.**



Placement Activity by FUEL specifically focused on digital marketing through twelve modules of training contains various aspects of marketing includes mobile marketing, email marketing, content marketing. Students were introduced with the various aspects of marketing through Explanation of theories by trainer, videos and practical activities. In the rapidly evolving landscape of digital technology and marketing, staying abreast of the latest trends and acquiring practical skills is crucial for professional success. This training program provides opportunities to students to enhance their understanding of the latest digital technologies, tools, and methodologies. Enable participants to apply marketing concepts in real-world scenarios, fostering a deeper understanding of market dynamics and consumer behavior.

The MBA placement activity organized by FUEL witnessed active participation from a significant number of students. The participants demonstrated a diverse set of skills, experiences, and specializations, contributing to the dynamic talent pool available for recruitment. 441 students shown active participation. FUEL will continue to evolve its strategies, ensuring that students are well-equipped to meet the dynamic demands of the professional world. Certificates directly sent to the students by FUEL on successfully completion of FUEL grooming programme.

**CERTIFICATE**

**Of Successful Completion**

Proudly presented to

**NIKITA NINAD BANNORE**

In Appreciation of Successful Completion of Future Skill Courses

Implemented by  **FUEL**  
Fuels Vision For Emerging Lives (FUEL)  
Creating Tomorrow's Talent


Knowledge partner  **AMTE**  
All India Marketing Training & Education

Supported by  **HDFC BANK**  
 **PARIVARTAN**  
A step towards progress

**Certificate by FUEL to students**

  
**Dr. Sagar Pawar**  
Academic Head



  
**Dr. Daniel Penkar**  
Director, SIOM



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

**NOTICE**

Date: 26/07/2021

The GTT training Programme is scheduled in the Aug 2021 - June 2022.

Certificates will be provided to the students after completion of GTT training programme. All students have to compulsory attend the GTT training as it will be the eligibility criteria for the placements.

The students can attend training programme by joining link. Link for the training programme will be provided on scheduled time on Telegram group.

Please find below the training schedule of GTT training programme.

Placement Activity	Date
GTT Training Programme	August 2021-June 2022

Venue:

Online Platform,

To attend GTT training programme is compulsory for all students.

**Dr. Sagar Pawar**  
Academic Head



**Dr. Daniel Penkar**  
Director, SIOM



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

## ACTIVITY REPORT ON GTT TRAINING PROGRAM

<b>Activity Title</b>	"GTT Training Programme"	<b>Date &amp; Time</b>	23rd May 2022 to 1st June 2022 2:00 PM to 6:00 PM 3:00 PM to 6:00 PM
<b>Activity Category</b>	Placement Activity	<b>Activity Venue</b>	G10
<b>Participants</b>	MBA 1 <sup>st</sup> year students	<b>Numbers of Participants</b>	348
<b>Name of the Organizing Institute</b>	Global Talent Track	<b>Faculty Coordinator</b>	Neelam Edake

Sinhgad Institute of Management, Pune; in collaboration with Global Talent Track have organized Student grooming activity on 23rd May 2022 to 1st June 2022 at the time 2:00 PM to 6:00PM under trainers Chinmay, Sapna, Hiral. GTT Activity was inaugurated by Dr. Daniel Penkar, Director SIOM in presence of Dr. Sagar Pawar, Academic Head and faculties of SIOM. This program receives huge response from students. Students actively participated in the activity.

Global Talent Track (GTT) is a renowned organization dedicated to bridging the skill gap between industry requirements and academic curricula. The placement activity for MBA students is a crucial component of GTT's commitment to ensuring the employability of graduates in the dynamic business environment.

Training Program conducted sessions and activities which specifically focused on developing soft skills like Communication Skills, Body Language, Positive Attitude, Resume building, Group Discussion, Interview Skills.

Number of students participated in the program are 348. Certificates for participation were directly sent to the students with successfully completion of training program.






. Active participation by students in GTT training Programme.



Certificates by GTT to the Participant students

  
**Dr. Sagar Pawar**  
Academic Head



  
**Dr. Daniel Penkar**  
Director, SIOM



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

**NOTICE**

Date: 27/01/2021

The TCSION Career Edge Program is scheduled in February- Jun 2022.

Students kindly note that in order to be considered for final placements in September-2022, it is mandatory for all the first year MBA students to undergo the TCSION Career Edge Program, clear the test and get the certificate of completion. Completion Certificates will be provided to those students only who will attend the training for all days.

The students can attend training programme by joining link. Link for the training programme will be provided on scheduled time on Telegram.

Please find below the training schedule of TCSION Career Edge Program.

Placement Activity	Date
TCSION Career Edge Program	Feb. 2022 - June 2022

Venue:  
Online Platform,

To attend training programme is compulsory for all students.

**Dr. Sagar Pawar**  
Academic Head



**Dr. Daniel Penkar**  
Director, SIOM





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

ACTIVITY REPORT ON TCSION CAREER EDGE PROGRAM

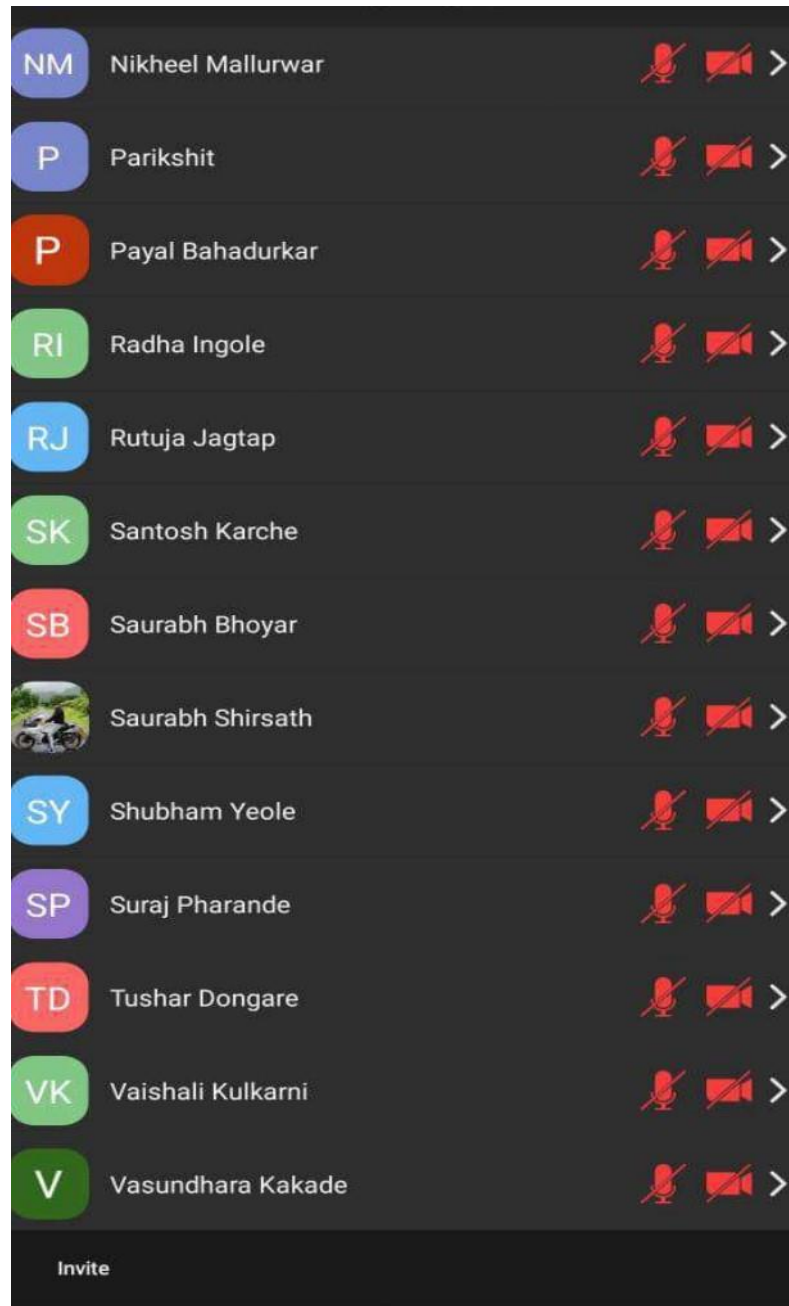
Table with 4 columns: Activity Title, Date, Activity Category, Activity Venue, Participants, Numbers of Participants, Name of the Organizing Institute, Faculty Coordinator. Rows include details for 'TCSION Career Edge Program' held from Feb. 2022 to Jun 2022, categorized as a Placement Activity for MBA 1st year students, with 558 participants, organized by Career Edge, coordinated by Neelam Edake.

Sinhgad Institute of Management, Pune; in collaboration with Career Edge have organized Student grooming activity within the February 2022- Jun 2022. This one - day grooming programme was inaugurated by Dr. Daniel Penkar, Director SIOM in presence of Dr. Sagar Pawar, Academic Head and faculties of SIOM. The training was conducted on Online platform on premises of Sinhgad Institute of Management, Vadgaon, Pune.

The placement activity undertaken by TCSION is a crucial aspect of its engagement with the talent pool and the industry The TCSION conducts training program aimed to analyze the placement process and its efficiency, to evaluate the success rate of placements and identify trends in the hiring preferences and demands of the industry.

The grooming activity emphasizes communication skills, problem-solving and critical thinking ensuring students are equipped with the interpersonal skills necessary for professional success. Students have the opportunity to gaining valuable insights into real – world scenarios and industry expectations. This training program focuses on key areas such as strategic management, leadership, and decision – making. It delves into case studies, critical thinking and strategic problem-solving skills. Further, TCSION plans to continuously updating the program align with evolving industry demands.





### Students Participation in Placement Activity

Number of students participated in the program are 558. This program receives huge response from students. Students actively participated in TCSION grooming program.. Certificates for participation were directly sent to the students by the trainer.

**Dr. Sagar Pawar**  
Academic Head



**Dr. Daniel Penkar**  
Director, SIOM



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

**REPORT ON Overview of Financial Markets Five Days Student Training Program**  
**Sinhgad Institute of Management**

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

Activity Title: Overview of Financial Market – Series: I

Name of the Guest Speaker: Dr. Aditya Srinivas Designation: Chief Operating Officer and Chief Economist

Organization Name: Bombay Stock Exchange Brokers Forum

Contact Number: Shenaz Shaikh: 8082766643 / 8691811258 Sania Shaikh: 7039479362

Email Id: Shenaz Shaikh: mum.shenaz@gmail.com> Sania Shaikh: [saniashaikh707@gmail.com](mailto:saniashaikh707@gmail.com)

Date (From to To) 13th to 17th September 2021 (Five Days)

Time: 10:45 to 11:45 AM

Venue: Online (Google Meet)

Divisions: MBA-I (A to E) Marketing and Finance Specialization

Number of Students Registered: 260 Number of Students Completed Training Program Successfully 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 Sinhgad Technical Educational Society's SINHGAD INSTITUTE OF MANAGEMENT (Affiliated to Savitribai Phule Pune University, Approved by AICTE & Accredited by





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

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

Day-1: Dr. Aditya Srinivas briefed about the origin and history of Bombay Stock Exchange. The Bombay Stock Exchange (BSE) was formed on 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





Sinhgad Institutes

Sinhgad Technical Education Society's  
**SINGHAD 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

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%. 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





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

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. 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





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

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





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

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 must consider before investing? • I am planning to invest more money in Tech Fund Direct; will it be good to invest more money in it? • Many more...

Day-3: On day-3, Dr. Aditya Srinivas discussed about Mutual Funds. Mutual Funds refer to pool of money which collectively belongs to investors. First mutual funds were started in 1964 by UTI. In 1987, Public Sector Banks were allowed to start mutual funds. State Bank of India (SBI) was the first to start with mutual funds. After economic reforms, in 1993 private sectors were allowed to start with mutual funds, in which Kothari Pioneer was the first to start it. In 1996, SEBI issued mutual fund guidelines. The Structure of Mutual funds consists of Sponsor, Board of Trustees and Asset Management Companies (AMCs). Sponsor creates the mutual funds. For example, Tata Mutual Fund created by Tata. The net worth of sponsor has to be Rs. 50 crores. Boards of Trustees are individuals who are reputed in financial markets. They ensure that interests of investors are taken care of. Asset Management Companies select the stocks for investment and generate return for investors. Following are the types of schemes: 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 have one index like Nifty or SENSEX as benchmark index and replicate that index f. Tax Saver Funds: Funds which are invested in equities with a locking period of 3 years g. ETF Funds: Exchange Traded Funds are listed in stock exchange. The benefits of mutual funds are: a. Diversification: Investment is done in around 50 stocks so the risk is diversified. b. Decent Return: Since 1964 average return has been between 12 to 15% c. Liquidity: Redemption money is credited to the account within 3 working days. d. Taxation: 10% long term capital gains tax above profit of Rs. 1,00,000. Short term capital gain tax at 15% e. 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







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

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?





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

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.





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

Risk management is the key in the derivatives market for long run survival of clients and brokers. Further with the help of an example Dr. Srinivas explained the functioning of futures market. Options as an investment tool give the buyer the right but not the obligation. There are two types of Options: Call and Put options. Call option gives the buyer the right to buy but not the obligation. Put option gives the buyer the right to sell but not the obligation. With the help of an example Dr. Srinivas explained the working of these options. Finally, he concluded the session by discussing the key aspects of Derivative market. One must understand the risk involved. Buy only options since risk is limited to the amount of premium paid. Futures are very risky, as profit and loss both can be unlimited. FIIs are big players in the market. Index is very heavily traded. Retail investors trade but often incur loss. The minimum contract value is Rs. 5 lakhs which was earlier Rs. 2 lakhs. Thus, retail investors should not trade if they do not understand the risk. Margin is the main tool for risk management. Brokers must guide clients properly for derivatives market trading. Knowledge management is very important for derivative markets.

Day-5 On day-5, Dr. Aditya Srinivas explained live the money control website ([www.moneycontrol.com](http://www.moneycontrol.com)). After explaining the website details and functioning, Dr Srinivas answered the questions and doubts raised by the students. The session concluded with the online test and feedback. Out of 255 students 151 students completed the test successfully



**Dr. Daniel Penkar**  
Director, SIOM



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

### ACTIVITY REPORT ON FIRST NAUKRI DIAGNOSTIC TEST

<b>Activity Title</b>	“First Naukri Diagnostic test”	<b>Date &amp; Time</b>	24th Jan. 2022, 2:00 am to 5:30am
<b>Activity Category</b>	Placement Activity	<b>Activity Venue</b>	Online
<b>Participants</b>	MBA 1 <sup>st</sup> year students	<b>Numbers of Participants</b>	518
<b>Name of the Organizing Institute</b>	First Naukri	<b>Faculty Coordinator</b>	Neelam Edake

The document on hand is a narration of the details of the events and proceedings of the workshop on “Placement Training” that was conducted by sinhgad Institute of Management, Pune; in collaboration with “First Naukri” have organized Student grooming activity on 24th Jan. 2022. This grooming programme was inaugurated by Dr. Daniel Penkar, Director SIOM in presence of Dr. Sagar Pawar, Academic Head and faculties of SIOM. Activity conducts Diagnostic test at 3:00 am to 5:00pm. This one-day training program held on online platform on premises of Sinhgad Institute of Management, Vadgaon, Pune.

The test was administered through online mode, with a duration of at 3:00 am to 5:00am. It consisted of multiple-choice questions, case studies, and practical scenarios to simulate real-world challenges. The First Naukri Diagnostic Test for MBA Students served as a valuable tool in assessing the strengths and areas for improvement among participating students. The insights gained from this test will inform future initiatives to better prepare MBA students for successful careers.

518 students participated into First Naukri diagnostic test. Students actively participated in various activities taken in training program.

**Dr. Sagar Pawar**  
Academic Head



**Dr. Daniel Penkar**  
Director, SIOM



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

### ACTIVITY REPORT ON RUBICON

<b>Activity Title</b>	"RUBICON"	<b>Date &amp; Time</b>	9th to 13th May 2022, 1 pm to 7pm
<b>Activity Category</b>	Placement Activity	<b>Activity Venue</b>	Online
<b>Participants</b>	MBA 1 <sup>st</sup> year students	<b>Numbers of Participants</b>	458
<b>Name of the Organizing Institute</b>	RUBICON	<b>Faculty Coordinator</b>	Neelam Edake

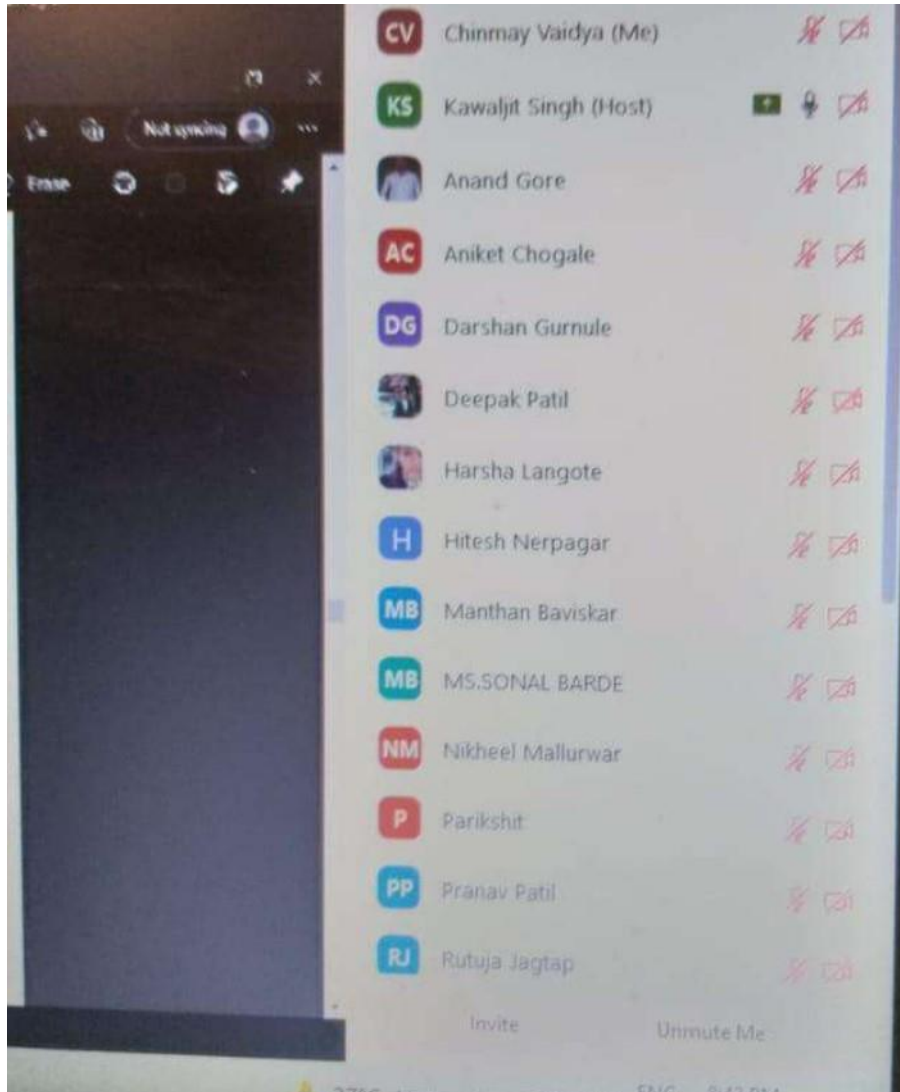
Sinhgad Institute of Management, Pune; in collaboration with RUBICON have organized Student grooming activity from 9th to 13th May 2022. RUBICON grooming programme was inaugurated by Dr. Daniel Penkar, Director SIOM in presence of Dr. Sagar Pawar, Academic Head and faculties of SIOM. Sessions of RUBICON activity started from 1 pm to 7pm. This five-day training program conducted on online platform on premises Sinhgad Institute of Management, Vadgaon, Pune.

The RUBICON training program aims to provide valuable insights and skills to MBA students, enhancing their professional development and preparing them for the dynamic business landscape. This training program focuses on key areas such as strategic management, leadership, and decision – making. The curriculum is designed to align with the diverse challenges MBA graduates may encounter in their careers. This module equips students with frameworks for analyzing and formulating business strategies. It delves into case studies, critical thinking and strategic problem-solving skills.

RUBICON training programme has prime focus on New Hire Training/ Personality Development/ Employability Skills. Various topic discussed such as Expectation setting i.e. to Presentation Skills To articulate thoughts through Power point presentation, E-mail Etiquette To learn E-mail writing skills ,grooming Dress to impress/ Proximity/ Personal hygiene, body language To learn positive body language, telephone Etiquette To handle telephonic round of interview/ to learn call mechanics group discussion To access candidates' public speaking skills personal Interview To perform well



during interviews learn Industry expectations from freshers, Ice breaking activity taken to know more about the trainer & candidates. Trainers introduced to the students an Organizational structure; SWOT Analysis was taken by trainer to identify their Strength/Weakness/Opportunities/ Threat. Students were introduced with commonly used words in corporates through corporate Jargons topic.



### **Students participated in RUBICON activity through online platform**

Number of students participated in the program are 458. This program receives huge response from students. Students actively participated in RUBICON grooming activity. students got certificate for participation after successfully completion of training programme.





# CERTIFICATE OF PARTICIPATION

THE CERTIFICATE IS PRESENTED TO:

*Abhay Kokani*

For successfully completing 5 days training from 9th May 2022 to 13th May 2022 on  
"Employability Skills" under "LifeSkills" programme organized by Rubicon  
at Sinhgad Institute of Management, Pune, Maharashtra.

*Dhanya Narayanan*  
Chief Operating Officer

**Certificate given by RUBICON**

**Dr. Sagar Pawar**  
Academic Head



**Dr. Daniel Penkar**  
Director, SIOM



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

**Report on Six Sigma Green Belt Certification Course** Date: 12/11/2021  
**Batch Oct. 2021**

Venue: Online/ Virtual

Director: Dr. Daniel Penkar

Platform Used: Zoom

Faculty Coordinator- Dr. K. M. Rahman

Duration: 35 hours

Speaker: G. K. Singh

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 35 hours designed course. It has got segregated for 5 hours timed 4pm to 9.30 pm daily for 7 days for the students appearing for this Course. Total 21 Fresh students have 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 12<sup>th</sup> Oct 2021, the course has ended and on 17<sup>th</sup> Oct the exam has scheduled via Online. At the end of the session everyone has shared their positive feedback with the speaker person.



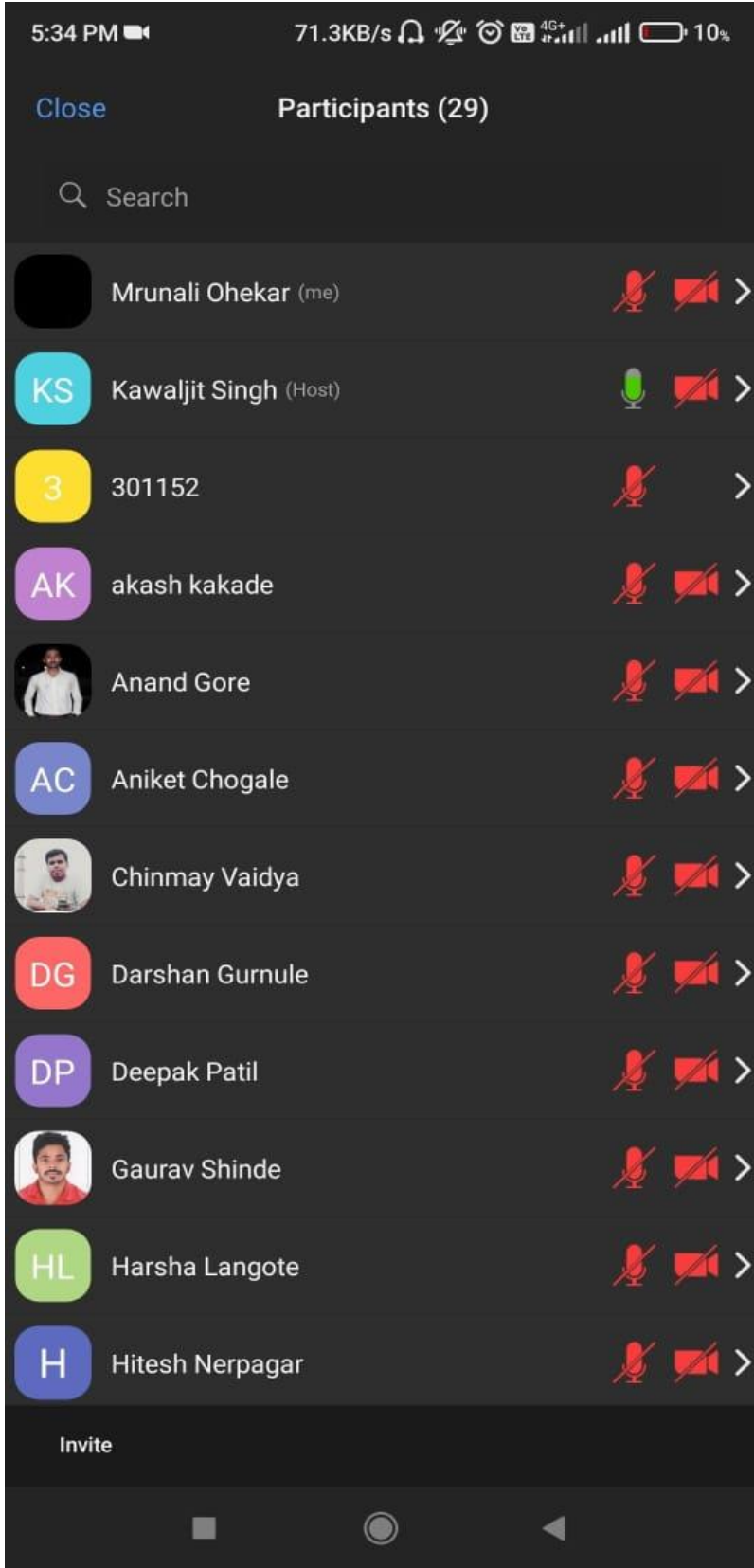




Sinhgad Institutes

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



Attendance of 8<sup>th</sup> Oct 2021





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

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 Bhojar			
	Saurabh Shirsath			
SY	Shubham Yeole			
SP	Suraj Pharande			
T	Tushar			
TD	Tushar Dongare			
V	Vasundhara Kakade			

Invite





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

5:34 PM 12.9KB/s 4G 10%

Close Participants (29)

Profile Picture/Initials	Name	Mute	Video	Share
	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			

Invite





Sinhgad Institutes

Sinhgad Technical Education Society's
**SINGHAD 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

Attendance of 9th Oct 2021

Participants (31)
Find a participant
Chinmay Vaidya (Me)
Kawaljit Singh (Host)
Vaishali Kulkarni
akash kakade
Anand Gore
Aniket Chogale
Darshan Gurnule
Deepak Patil
Gaurav Shinde
Harsha Langote
Hitesh Nerpagar
manthan
Neeraj Pawar
Nikheel Mallurwar
Leave Invite Unmute Me
24°C Haze 7:05 PM 10/9/2021

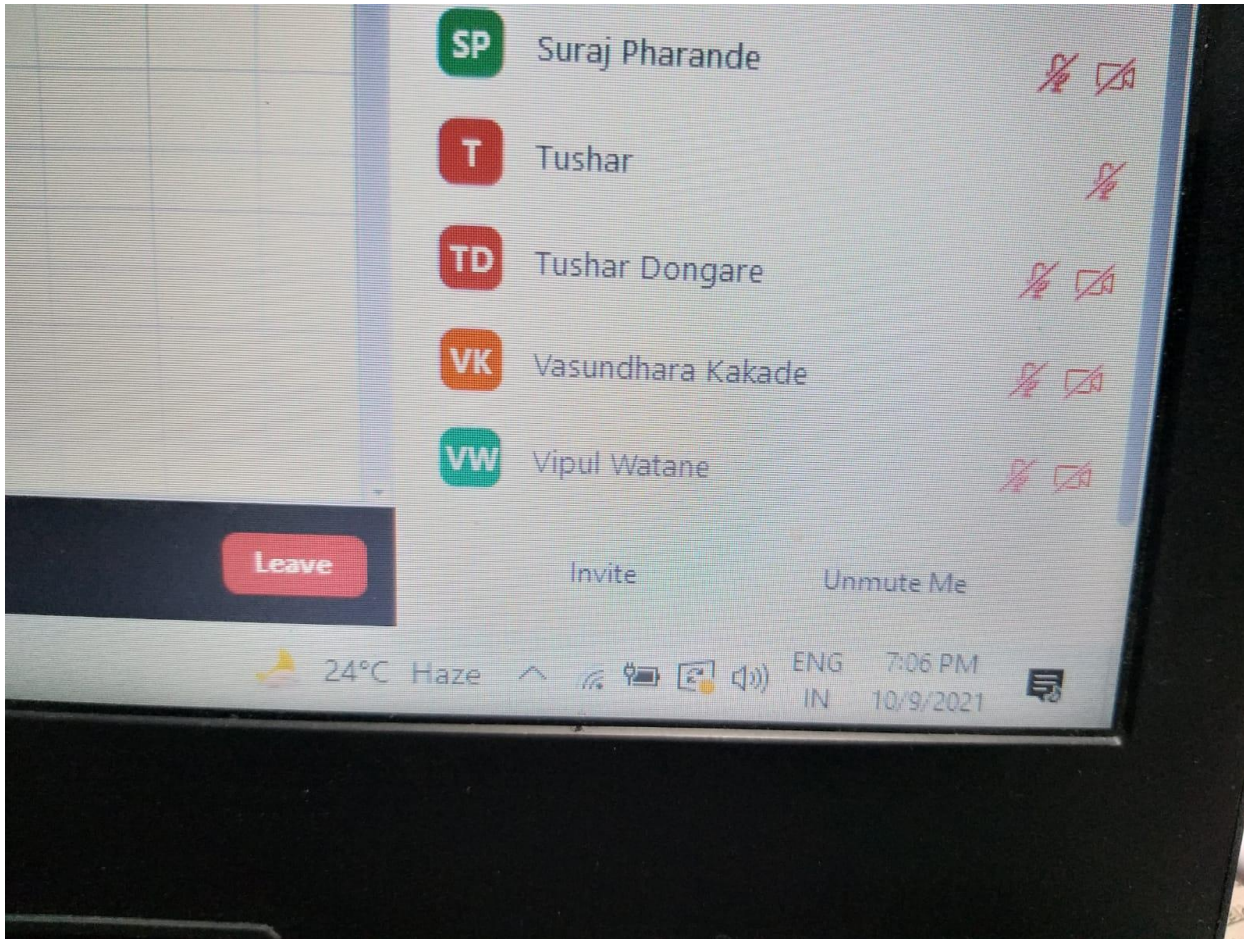




Sinhgad Institutes

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

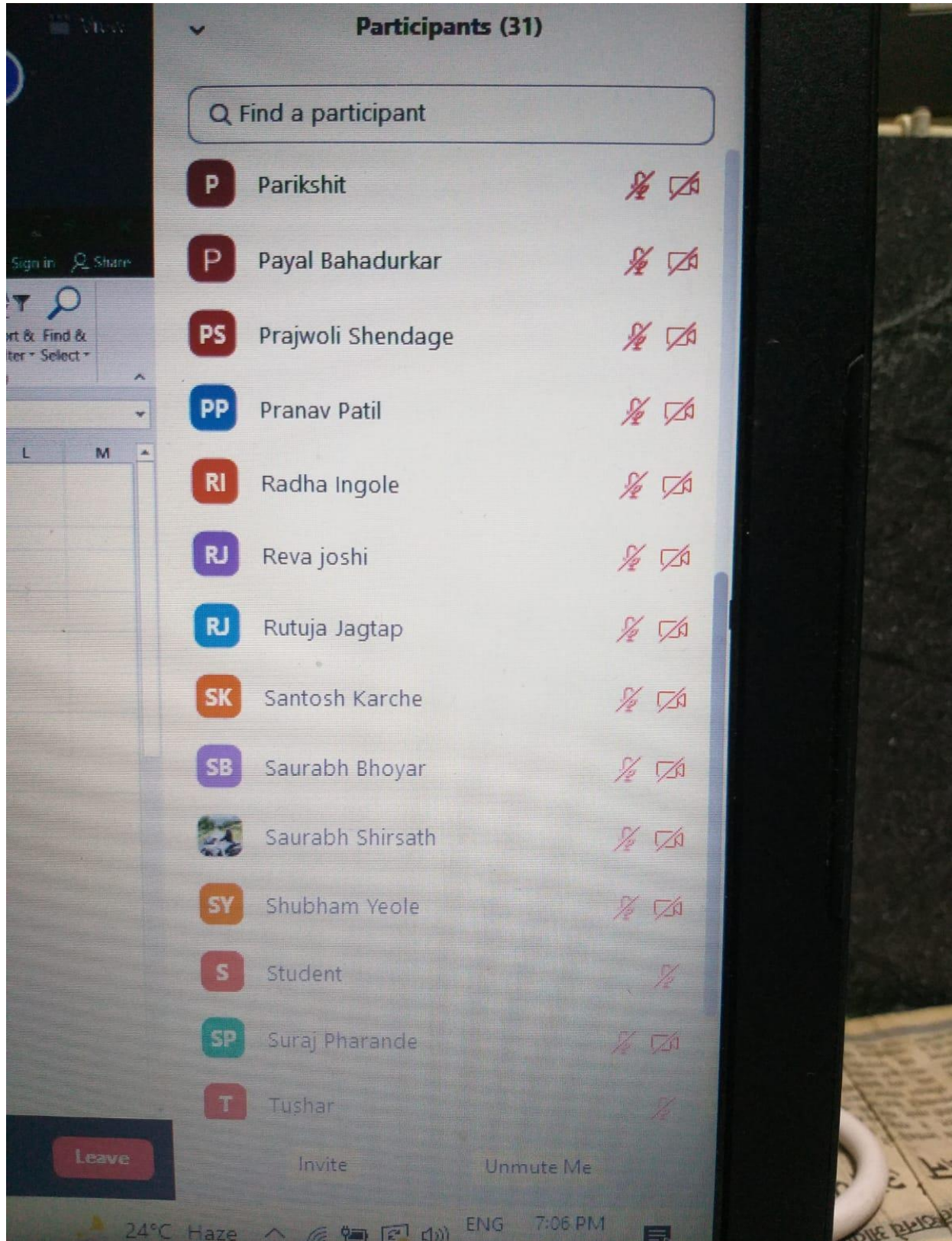




Sinhgad Institutes

Sinhgad Technical Education Society's  
**SINGHAD 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



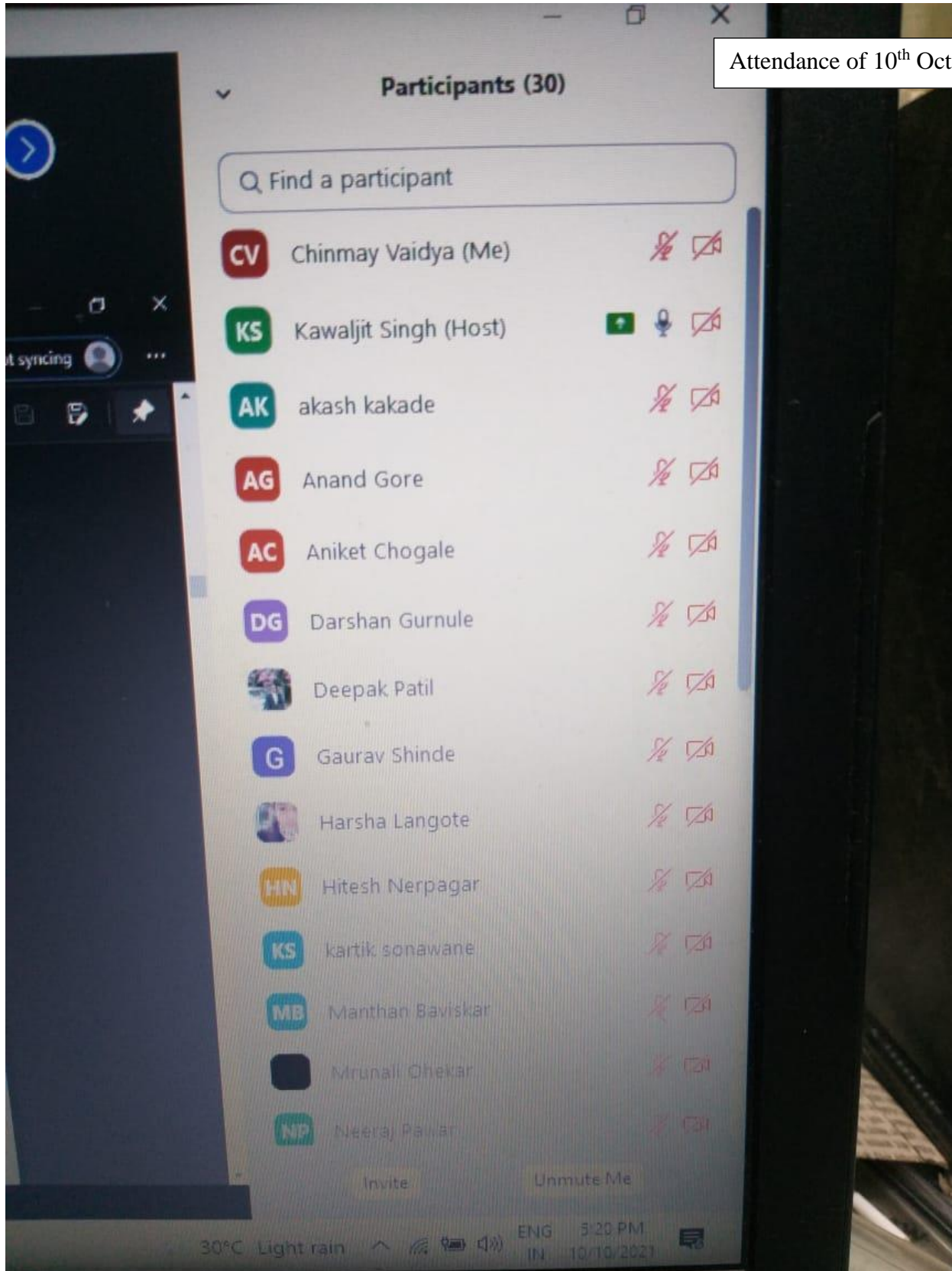


Sinhgad Institutes

Sinhgad Technical Education Society's  
**SINGHAD 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

Attendance of 10<sup>th</sup> Oct 2021

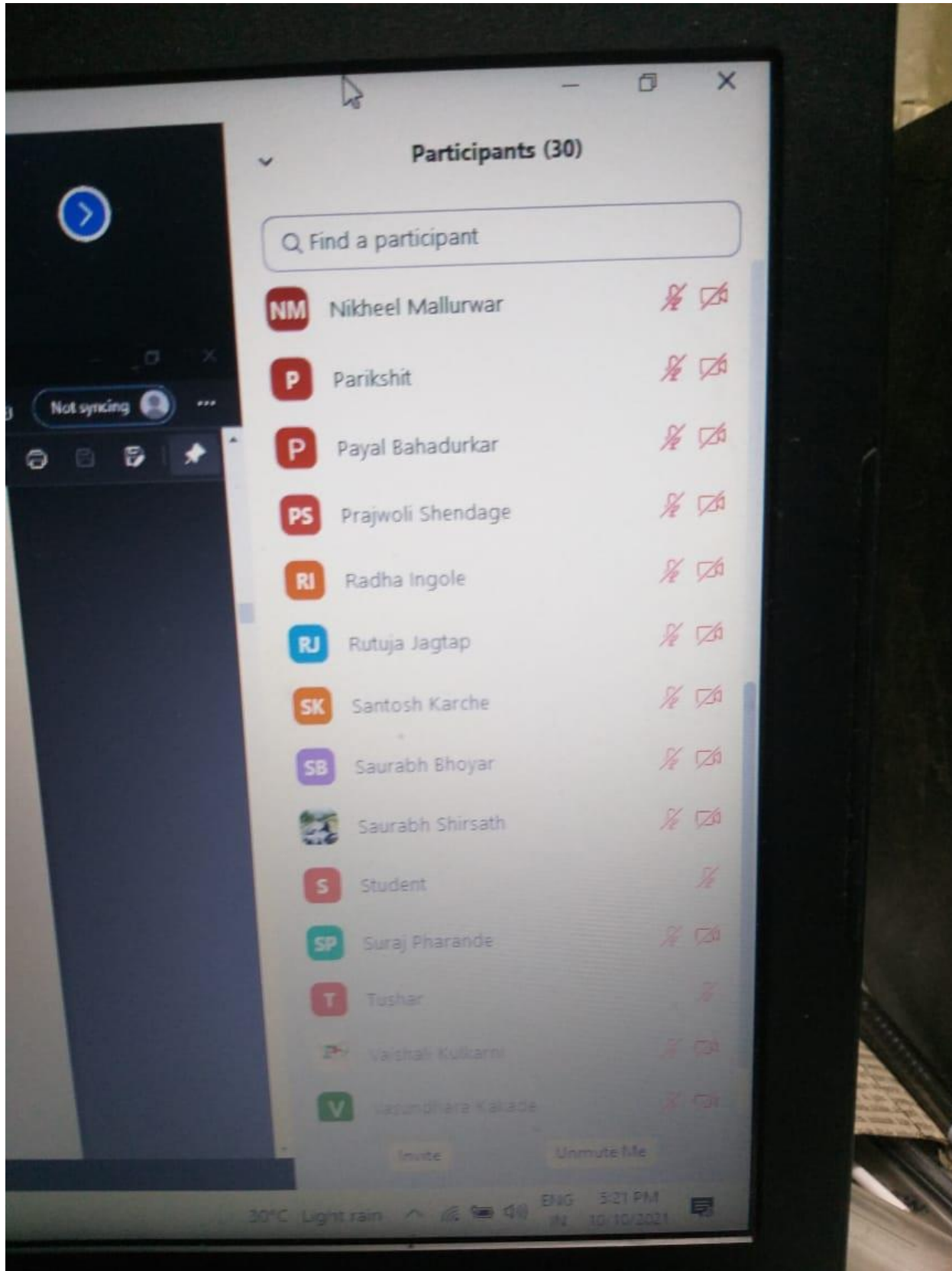




Sinhgad Institutes

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



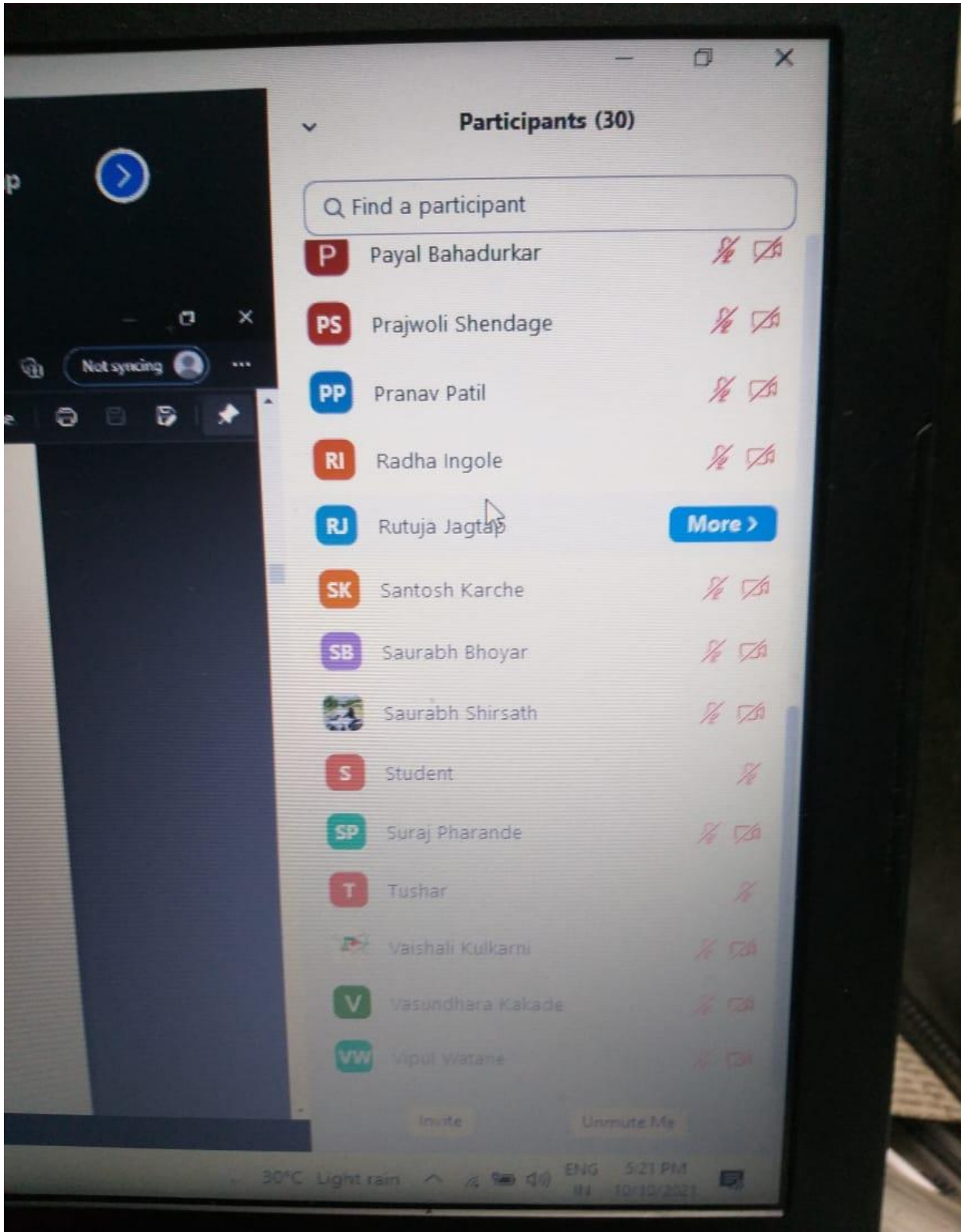




Sinhgad Institutes

Sinhgad Technical Education Society's  
**SINGHAD 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



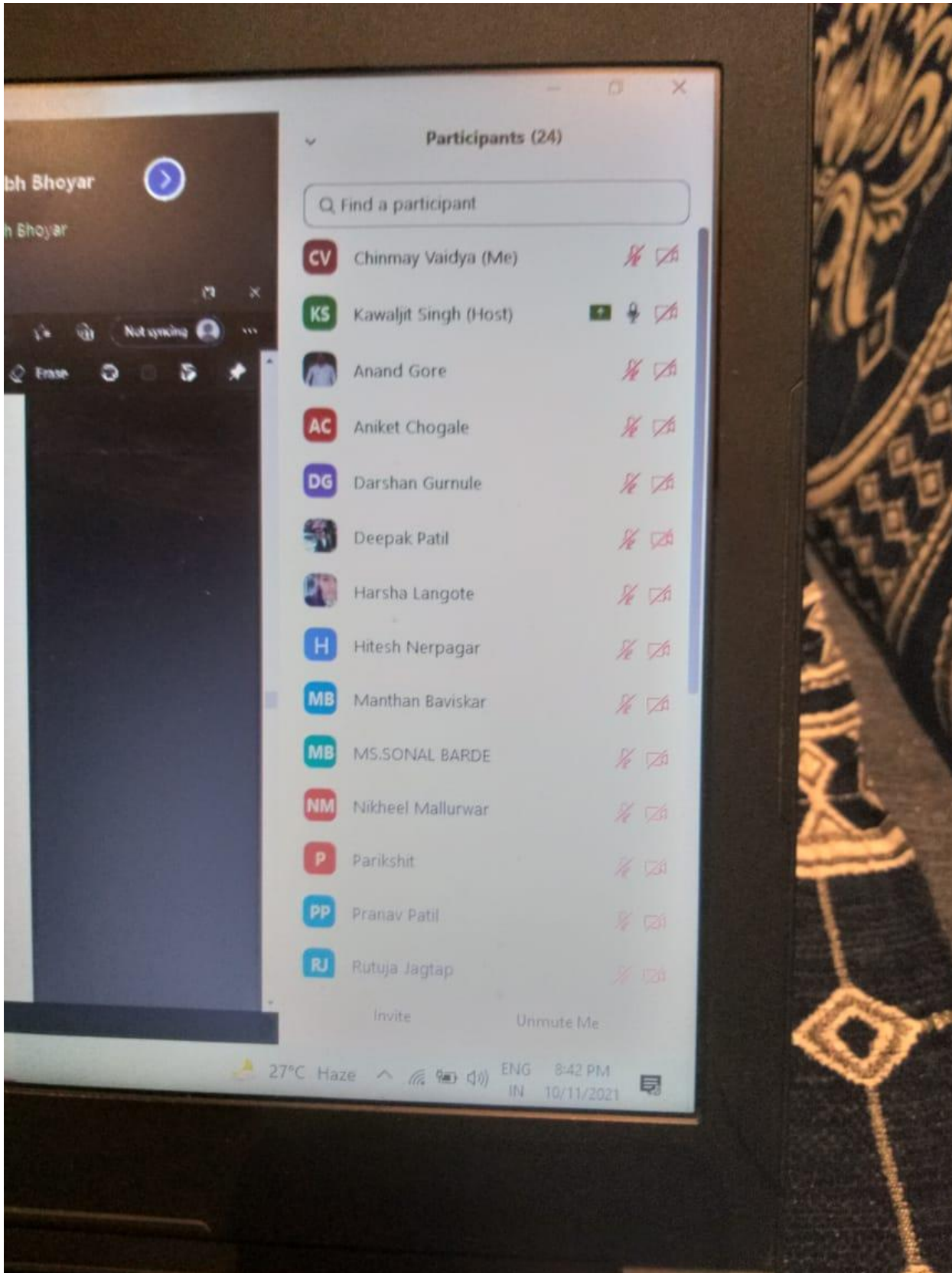


Sinhgad Technical Education Society's  
**SINGHAD INSTITUTE OF MANAGEMENT**  
(Affiliated to Savitribai Phule Pune University, Approved by AICTE  
& Accredited by NAAC)

S.No. 44/1, Vadgaon (Bk.), Off Sinhgad Road, Pune 411 041

Email : director\_siom@sinhgad.edu Website : www.sinhgad.edu

Attendance of 11<sup>th</sup> Oct 2021

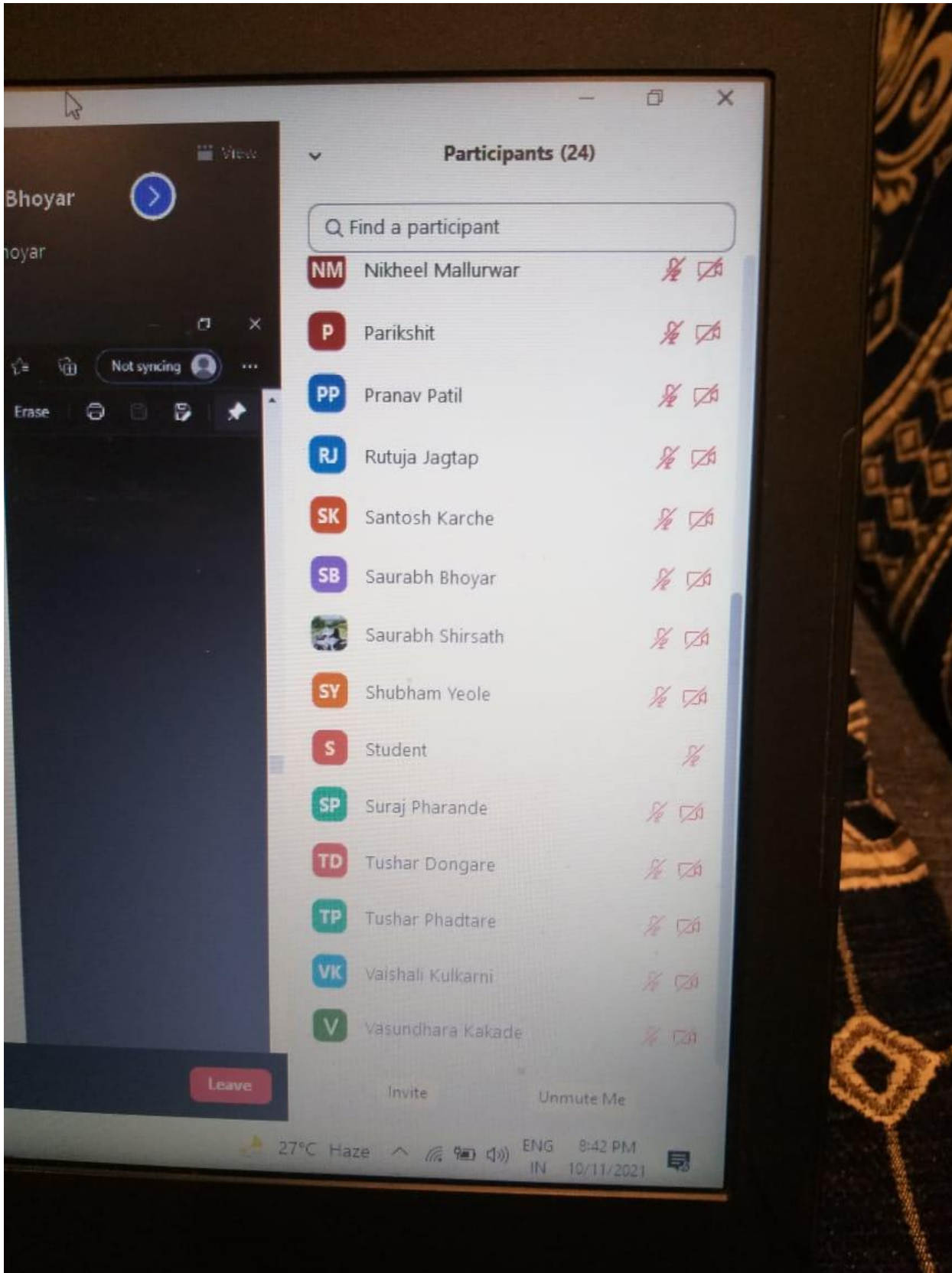




Sinhgad Institutes

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

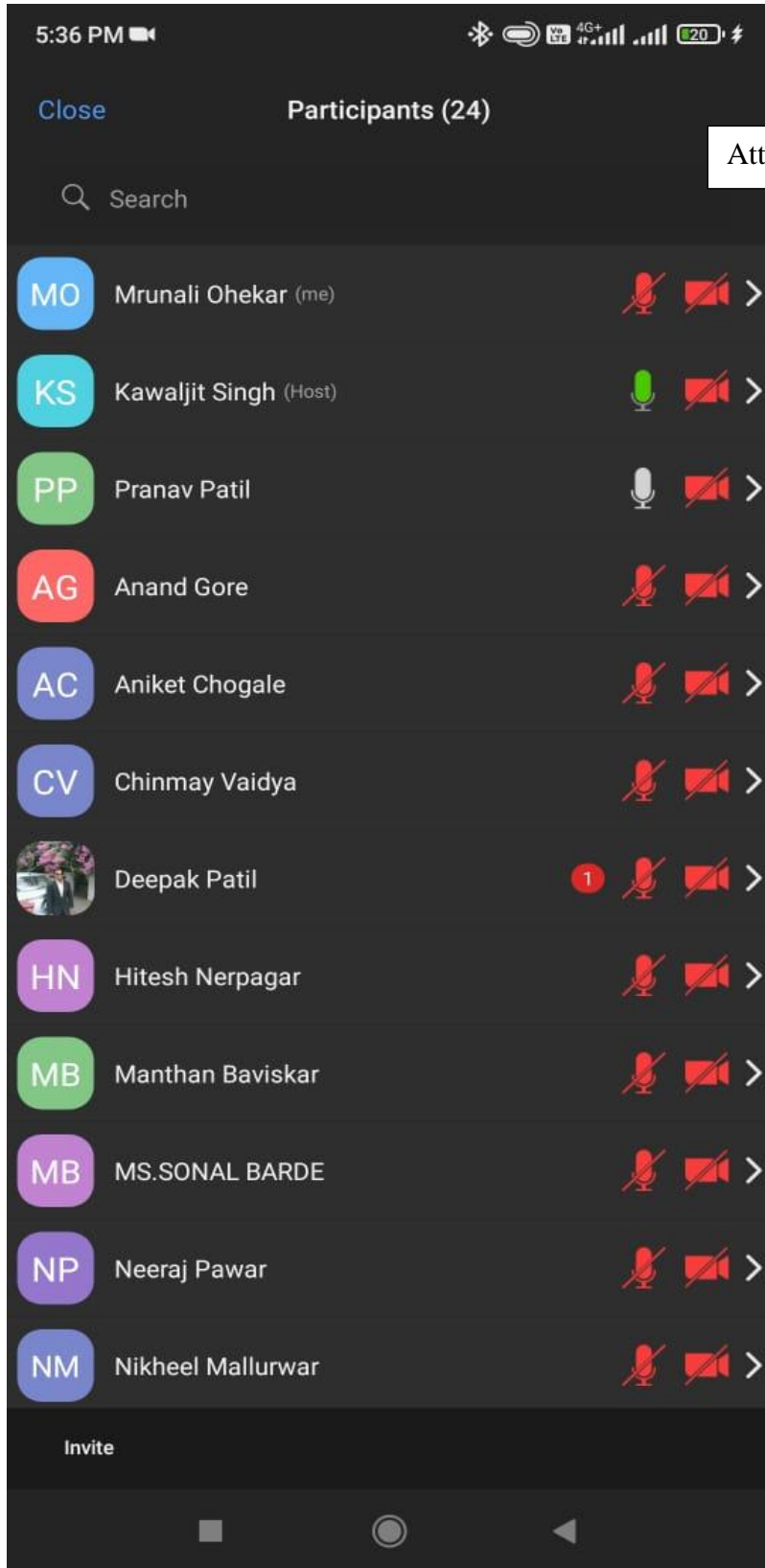




Sinhgad Institutes

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



Attendance of 12<sup>th</sup> Oct 2021

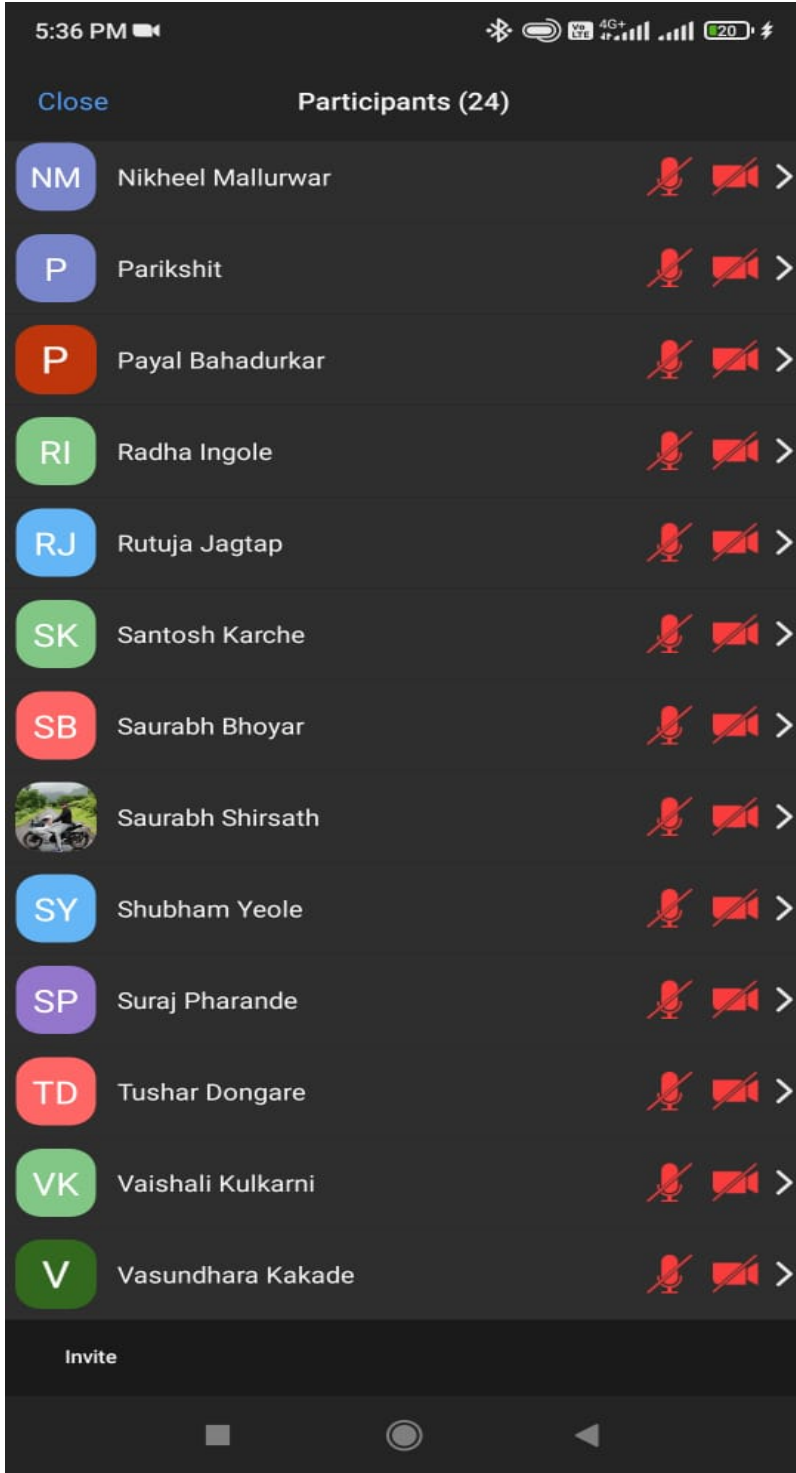




Sinhgad Institutes

Sinhgad Technical Education Society's  
**SINGHAD 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



**Dr. Daniel Penkar**  
Director, SIOM



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

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

**STUDENTS' SKILLS TRANSFORMATION PROGRAM (STP) FOR**  
**SINHGAD MANAGEMENT INSTITUTES**  
**(2021-2022)**

**MBA I: SEMESTER I**

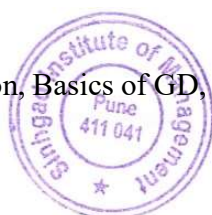
The STP focuses on the practical orientation of the students toward enhancing their communication skills. It will also focus on the skills/etiquette expected from an MBA student to get through the interview and sustain in the corporate environment.

**Course Outcomes: On successful Completion of the course the learner will be able to:**

<b><u>CO#</u></b>	<b><u>COGNITIVE ABILITIES</u></b>	<b><u>COURSE OUTCOMES</u></b>
1	Remembering	Exhibit memory of learned material by recalling basic concepts.
2	Understanding	Demonstrate understanding of basic concepts by organizing, comparing, and interpreting given descriptions & stating main ideas.
3	Applying	Able to solve problems by applying acquired knowledge.
4	Analysing	Examine acquired knowledge/concepts to draw inferences and evidence.
5	Evaluating	Successfully present and defend opinions by making judgments about the information validity of ideas.
6	Creating	Compile information together in a different way by combining concepts in a new pattern or proposing alternative solutions.

**SYLLABUS (SEMESTER I)**

1. **Reading Skills** (6 Lectures + 1 Test)
  - a. Reading Comprehension, Pronunciation, and Essential English Vocabulary,
  
2. **Speaking Skills** (8 Lectures + 1 Test)
  - a. An elevator pitch, Self-Introduction, Basics of GD, Speech, Voice Modulation, and Answer framing to basic interview questions.





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

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

b. Fundamentals of effective speaking, Jargon, short talks, impromptu speaking, and introducing others.

### 3. Writing Skills (6 Lectures + 1 Test)

a. Introduction to different Written Communication skills, Greetings, sentence framing, forbidden words, Presentation Skills, and Book/Movie Review.

### 4. General Awareness (10 Lectures + 1 Test)

a. General Awareness (Test Based): India & Other Countries, Sports, Awards, Books, Important Days, First in India/World (Male And Female), Eminent organizations and their headquarters.

### 5. General Aptitude (10 Lectures + 1 Test)

a. Coding-Decoding, missing number series, What will come next?, Floor Puzzle, Sitting arrangement.

b. Percentage, Profit & Loss, Simple & Compound Interest, Time Speed & Distance, Data Interpretation,

**Total: 40 Lectures + 5 Tests**

### OUTCOMES OF THIS COURSE (SEMESTER I):

1. To provide students with *Effective Communication Skills* to improve their confidence.
2. To enhance the *Listening Skills* of the students.
3. Improve the *Problem-Solving Skills* of the students.
4. To induce students with basic *Social Etiquette and Ethics*.
5. To inculcate students' with *Leadership skills and Teamwork*.

**Dr. Daniel Penkar**  
Director, SIOM





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

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

**STUDENTS' SKILLS TRANSFORMATION PROGRAM (STP) FOR**  
**SINHGAD MANAGEMENT INSTITUTES**  
**(2021-2022)**

**MBA I: SEMESTER II**

The STP focuses on the practical orientation of the students toward enhancing their communication skills. It will also focus on the necessary skills/etiquette expected from an MBA student to get through the interview and sustain in the corporate environment.

**Course Outcomes: On successful Completion of the course the learner will be able to:**

<u>CO#</u>	<u>COGNITIVE ABILITIES</u>	<u>COURSE OUTCOMES</u>
1	Remembering	Exhibit memory of learned material by recalling basic concepts.
2	Understanding	Demonstrate understanding of basic concepts by organizing, comparing, interpreting given descriptions & stating main ideas.
3	Applying	Able to solve problems by applying acquired knowledge.
4	Analyzing	Examine acquired knowledge/concepts to draw inferences and evidence.
5	Evaluating	Successfully present and defend opinions by making judgments about the information validity of ideas.
6	Creating	Compile information together in a different way by combining concepts in a new pattern or proposing alternative solutions.

**SYLLABUS (SEMESTER II)**

**1. Computer Awareness**

**(10 Lectures + 1 Test)**

a. Computer Functionality, Keyboard shortcuts, and commands, Microsoft Word, Microsoft PowerPoint, Current Trends.

**2. Group Discussion & Personal Interview**

**(6 Lectures + 1 Test)**

a. Abstract topics, Current Affairs, Debate, Discussion Groups, Important Interview Questions, Mock Interviews, and Current Market Trends.

b. Situational and problem-based questions,







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

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

3. **Domain Knowledge (Test Based)** (2 Lectures + 3 Tests)

- a. In-depth Knowledge about their respective specialization
- b. Marketing, Human Resources, Finance, Operations & Business Analytics.

4. **Test-Based Learning** (6 Lectures + 4 Tests)

- a. Computer Based MCQ Tests to evaluate students' Reading & Writing Skills, Aptitude, Computer, and General Awareness levels.

5. **Mock Test / Interview** (11 Lectures + 2 Tests)

- a. Surprise mock tests and in-class group discussions to evaluate the preparation levels of the students.

**Total: 35 Lectures + 10 Tests**

### **OUTCOMES OF THIS COURSE (SEMESTER II):**

1. To provide students with the *Communication Skills* required for *Group Discussion and personal Interviews*.
2. To provide students with *Domain Knowledge* to improve their confidence level during *Corporate Interviews*.
3. To provide and enhance the *Analytical Skills* of the students.
4. Improve the *Aptitude Skills* of the students.
5. To make students familiar with *Computer and Presentation Skills*.

**Dr. Daniel Penkar**  
Director, SIOM



# STP: COMPREHENSION TEST

Total Questions: 10

Date: 13/05/2022, Friday

Time: 2:00 PM to 3:00 PM

Duration: 30 minutes

\* Indicates required question

---

1. Email \*

---

2. Name \*

---

3. Division (Acc. to SEM 1) \*

*Mark only one oval.*

A

B

C

D

E

F

G

H

4. Roll No. \*

---

## English Reading Comprehension (RC) Passage 1:

Directions for questions 1 to 5- Read the short passage below and answer the questions that follow:

A sanctuary may be defined as a place where Man is passive and the rest of Nature active. Till quite recently Nature had her own sanctuaries, where man either did not go at all or only as a tool-using animal in comparatively small numbers. But now, in this machinery age, there is no place left where man cannot go with overwhelming forces at his command. He can strangle to death all the nobler wild life in the world to-day. To-morrow he certainly will have done so, unless he exercises due foresight and self-control in the mean time.

There is not the slightest doubt that birds and mammals are now being killed off much faster than they can breed. And it is always the largest and noblest forms of life that suffer most. The whales and elephants, lions and eagles, go. The rats and flies, and all mean parasites, remain. This is inevitable in certain cases. But it is wanton killing off that I am speaking of to-night. Civilized man begins by destroying the very forms of wild life he learns to appreciate most when he becomes still more civilized. The obvious remedy is to begin conservation at an earlier stage, when it is easier and better in every way, by enforcing laws for close seasons, game preserves, the selective protection of certain species, and sanctuaries.

I have just defined a sanctuary as a place where man is passive and the rest of Nature active. But this general definition is too absolute for any special case. The mere fact that man has to protect a sanctuary does away with his purely passive attitude. Then, he can be beneficially active by destroying pests and parasites, like bot-flies or mosquitoes, and by finding antidotes for diseases like the epidemic which periodically kills off the rabbits and thus starves many of the carnivora to death. But, except in cases where experiment has proved his intervention to be beneficial, the less he upsets the balance of Nature the better, even when he tries to be an earthly Providence.

5. Q.1. The author implies that his first definition of a sanctuary is \*

1 point

*Mark only one oval.*

- A. Totally wrong
- B. Somewhat idealistic
- C. unhelpful
- D. indefensible
- E. immutable

6. Q.2. The author's argument that destroying bot-flies and mosquitoes would be a beneficial action is most weakened by all of the following except \* 1 point

*Mark only one oval.*

- A. parasites have an important role to play in the regulation of populations
- B. the elimination of any species can have unpredictable effects on the balance of nature
- C. the pests themselves are part of the food chain
- D. these insects have been introduced to the area by human activities
- E. elimination of these insects would require the use of insecticides that kill a wide range of insects

7. Q.3. It can be inferred that the passage is \* 1 point

*Mark only one oval.*

- A. part of an article in a scientific journal
- B. extracted from the minutes of a nature club
- C. part of a speech delivered to an educated audience
- D. a speech delivered in a court of law
- E. from a polemical article published in a magazine

8. Q.4. What should be the most appropriate central idea of this passage \* 1 point

*Mark only one oval.*

- A. Author argues that man kills big animals but saves mosquitoes & other parasites.
- B. Man is selfish by nature so he is up against the wild life which is harmful for his survival
- C. Ecological balance, if not maintained by man will be harmful in long run.
- D. Author proposes a programme for not disturbing the balance of nature as it is beneficial for mankind.
- E. In view of the author man should not intervene in natural environments.

Mark only one oval.

- A. Descriptive to analytical
- B. Sarcastically humorous
- C. Objective to narrative
- D. Sarcastically critical to suggestive
- E. Ironically sarcastic to negative

## RC Passage -2

Directions for questions 1 to 5- Read the short passage below and answer the questions that follow:

Marie was born in 1867 in Warsaw, Poland, where her father was a Professor of Physics. At an early age, she displayed a brilliant mind and a blithe personality. Her great exuberance for learning prompted her to continue with her studies after high school. She became disgruntled, however, when she learned that the university in Warsaw was closed to women. Determined to receive a higher education, she defiantly left Poland and in 1891 entered the Sorbonne, a French university, where she earned her master's degree and doctorate in physics.

Marie was fortunate to have studied at the Sorbonne with some of the greatest scientists of her day, one of whom was Pierre Curie. Marie and Pierre were married in 1895 and spent many productive years working together in the physics laboratory. A short time after they discovered radium, Pierre was killed by a horse-drawn wagon in 1906. Marie was stunned by this horrible misfortune and endured heartbreaking anguish. Despondently she recalled their close relationship and the joy that they had shared in scientific research. The fact that she had two young daughters to raise by herself greatly increased her distress.

Curie's feeling of desolation finally began to fade when she was asked to succeed her husband as a physics professor at the Sorbonne. She was the first woman to be given a professorship at the world-famous university. In 1911 she received the Nobel Prize in chemistry for isolating radium. Although Marie Curie eventually suffered a fatal illness from her long exposure to radium, she never became disillusioned about her work. Regardless of the consequences, she had dedicated herself to science and to revealing the mysteries of the physical world.

10. Q.1. Marie had a bright mind and a \_\_\_\_ personality. \*

1 point

Mark only one oval.

- (A) Strong
- (B) lighthearted
- (C) Humorous
- (D) Strange

11. Q.2. When she learned that she could not attend the university in Warsaw, she felt \* 1 point

\_\_\_\_\_.

*Mark only one oval.*

- (A) Hopeless
- (B) Annoyed
- (C) Depressed
- (D) Worried

12. Q.3. Marie\_\_\_\_\_ by leaving Poland and travelling to France to enter the Sorbonne. \* 1 point

*Mark only one oval.*

- (A) Challenged authority
- (B) Showed intelligence
- (C) Behaved
- (D) Was distressed

13. Q.4 Her\_\_\_\_\_ began to fade when she returned to the Sorbonne to succeed her \* 1 point husband.

*Mark only one oval.*

- (A) Misfortune
- (B) Anger
- (C) Wretchedness
- (D) Disappointment

14. Q.5 Even though she became fatally ill from working with radium, Marie Curie was \* 1 point never \_\_\_\_\_.

*Mark only one oval.*

- (A) Troubled
- (B) Worried
- (C) Disappointed
- (D) Sorrowful

This content is neither created nor endorsed by Google.

# Google Forms

# STP: COMPREHENSION TEST

Total Questions: 10

Date: 13/05/2022, Friday

Time: 2:00 PM to 3:00 PM

Duration: 30 minutes

Email \*

tanmaykhair97@gmail.com

Name \*

Tanmay khair

Division (Acc. to SEM 1) \*

D

Roll No. \*

79

## English Reading Comprehension (RC) Passage 1:

Directions for questions 1 to 5- Read the short passage below and answer the questions that follow:

A sanctuary may be defined as a place where Man is passive and the rest of Nature active. Till quite recently Nature had her own sanctuaries, where man either did not go at all or only as a tool-using animal in comparatively small numbers. But now, in this machinery age, there is no place left where man



cannot go with overwhelming forces at his command. He can strangle to death all the nobler wild life in the world to-day. To-morrow he certainly will have done so, unless he exercises due foresight and self-control in the mean time.

There is not the slightest doubt that birds and mammals are now being killed off much faster than they can breed. And it is always the largest and noblest forms of life that suffer most. The whales and elephants, lions and eagles, go. The rats and flies, and all mean parasites, remain. This is inevitable in certain cases. But it is wanton killing off that I am speaking of to-night. Civilized man begins by destroying the very forms of wild life he learns to appreciate most when he becomes still more civilized. The obvious remedy is to begin conservation at an earlier stage, when it is easier and better in every way, by enforcing laws for close seasons, game preserves, the selective protection of certain species, and sanctuaries.

I have just defined a sanctuary as a place where man is passive and the rest of Nature active. But this general definition is too absolute for any special case. The mere fact that man has to protect a sanctuary does away with his purely passive attitude. Then, he can be beneficially active by destroying pests and parasites, like bot-flies or mosquitoes, and by finding antidotes for diseases like the epidemic which periodically kills off the rabbits and thus starves many of the carnivora to death. But, except in cases where experiment has proved his intervention to be beneficial, the less he upsets the balance of Nature the better, even when he tries to be an earthly Providence.

Q.1. The author implies that his first definition of a sanctuary is \*

1 point

- A. Totally wrong
- B. Somewhat idealistic
- C. unhelpful
- D. indefensible
- E. immutable

Q.2. The author's argument that destroying bot-flies and mosquitoes would be a beneficial action is most weakened by all of the following except

\* 1 point

- A. parasites have an important role to play in the regulation of populations
- B. the elimination of any species can have unpredictable effects on the balance of nature
- C. the pests themselves are part of the food chain
- D. these insects have been introduced to the area by human activities
- E. elimination of these insects would require the use of insecticides that kill a wide range of insects

Q.3. It can be inferred that the passage is \*

1 point

- A. part of an article in a scientific journal
- B. extracted from the minutes of a nature club
- C. part of a speech delivered to an educated audience
- D. a speech delivered in a court of law
- E. from a polemical article published in a magazine

Q.4. What should be the most appropriate central idea of this passage \*

1 point

- A. Author argues that man kills big animals but saves mosquitoes & other parasites.
- B. Man is selfish by nature so he is up against the wild life which is harmful for his survival
- C. Ecological balance, if not maintained by man will be harmful in long run.
- D. Author proposes a programme for not disturbing the balance of nature as it is beneficial for mankind.
- E. In view of the author man should not intervene in natural environments.

Q.5 – Tone of the Author as expressed in the passage can be best described \*

1 point

- A. Descriptive to analytical
- B. Sarcastically humorous
- C. Objective to narrative
- D. Sarcastically critical to suggestive
- E. Ironically sarcastic to negative

### RC Passage -2

Directions for questions 1 to 5- Read the short passage below and answer the questions that follow:

Marie was born in 1867 in Warsaw, Poland, where her father was a Professor of Physics. At an early age, she displayed a brilliant mind and a blithe personality. Her great exuberance for learning prompted her to continue with her studies after high school. She became disgruntled, however, when she learned that the university in Warsaw was closed to women. Determined to receive a higher education, she defiantly left Poland and in 1891 entered the Sorbonne, a French university, where she earned her master's degree and doctorate in physics.

Marie was fortunate to have studied at the Sorbonne with some of the greatest scientists of her day, one of whom was Pierre Curie. Marie and Pierre were married in 1895 and spent many productive years working together in the physics laboratory. A short time after they discovered radium, Pierre was killed by a horse-drawn wagon in 1906. Marie was stunned by this horrible misfortune and endured heartbreaking anguish. Despondently she recalled their close relationship and the joy that they had shared in scientific research. The fact that she had two young daughters to raise by herself greatly increased her distress.

Curie's feeling of desolation finally began to fade when she was asked to succeed her husband as a physics professor at the Sorbonne. She was the first woman to be given a professorship at the world-famous university. In 1911 she received the Nobel Prize in chemistry for isolating radium. Although Marie Curie eventually suffered a fatal illness from her long exposure to radium, she never became disillusioned about her work. Regardless of the consequences, she had dedicated herself to science and to revealing the mysteries of the physical world.

Q.1. Marie had a bright mind and a \_\_\_\_ personality. \*

1 point

- (A) Strong
- (B) lighthearted
- (C) Humorous
- (D) Strange

Q.2. When she learned that she could not attend the university in Warsaw, she felt \_\_\_\_\_.

\* 1 point

- (A) Hopeless
- (B) Annoyed
- (C) Depressed
- (D) Worried

Q.3. Marie \_\_\_\_\_ by leaving Poland and travelling to France to enter the Sorbonne. \*

1 point

- (A) Challenged authority
- (B) Showed intelligence
- (C) Behaved
- (D) Was distressed

Q.4 Her \_\_\_\_\_ began to fade when she returned to the Sorbonne to succeed her husband. \* 1 point

- (A) Misfortune
- (B) Anger
- (C) Wretchedness
- (D) Disappointment

Q.5 Even though she became fatally ill from working with radium, Marie Curie was never \_\_\_\_\_. \* 1 point

- (A) Troubled
- (B) Worried
- (C) Disappointed
- (D) Sorrowful

This form was created inside Sinhgad Technical Education Society.

Google Forms

SINHGAD TECHNICAL EDUCATION SOCIETY'S  
**SINHGAD INSTITUTE OF MANAGEMENT**  
**CERTIFICATE**

**OF COMPLETION**

**THIS CERTIFICATE IS PRESENTED TO**

*Atharva Hemant Pande*

It brings us great pleasure to award you with this certificate, recognizing your triumphant completion of the Students' Skills Transformation Program (Semester 1). Your dedication, diligence, and undeterred perseverance have culminated in this remarkable milestone. It's an honor to acknowledge and celebrate your achievements. Congratulations!



---

**DR. DANIEL PENKAR**  
Director, SIOM

SINHGAD TECHNICAL EDUCATION SOCIETY'S  
**SINHGAD INSTITUTE OF MANAGEMENT**  
**CERTIFICATE**

**OF COMPLETION**

**THIS CERTIFICATE IS PRESENTED TO**

*Shubham Shailendra Bolla*

It brings us great pleasure to award you with this certificate, recognizing your triumphant completion of the Students' Skills Transformation Program (Semester 1). Your dedication, diligence, and undeterred perseverance have culminated in this remarkable milestone. It's an honor to acknowledge and celebrate your achievements. Congratulations!



**DR. DANIEL PENKAR**  
Director, SIOM

SINHGAD TECHNICAL EDUCATION SOCIETY'S  
**SINHGAD INSTITUTE OF MANAGEMENT**  
**CERTIFICATE**

**OF COMPLETION**

**THIS CERTIFICATE IS PRESENTED TO**

*Prarajwal Pradip Chincholkar*

It brings us great pleasure to award you with this certificate, recognizing your triumphant completion of the Students' Skills Transformation Program (Semester 2). Your dedication, diligence, and undeterred perseverance have culminated in this remarkable milestone. It's an honor to acknowledge and celebrate your achievements. Congratulations!



**DR. DANIEL PENKAR**  
Director, SIOM



SINHGAD TECHNICAL EDUCATION SOCIETY'S  
**SINHGAD INSTITUTE OF MANAGEMENT**  
**CERTIFICATE**

**OF COMPLETION**

**THIS CERTIFICATE IS PRESENTED TO**

*Thakur Muskan Raju*

It brings us great pleasure to award you with this certificate, recognizing your triumphant completion of the Students' Skills Transformation Program (Semester 2). Your dedication, diligence, and undeterred perseverance have culminated in this remarkable milestone. It's an honor to acknowledge and celebrate your achievements. Congratulations!



---

**DR. DANIEL PENKAR**  
Director, SIOM



Sinhgad Institutes

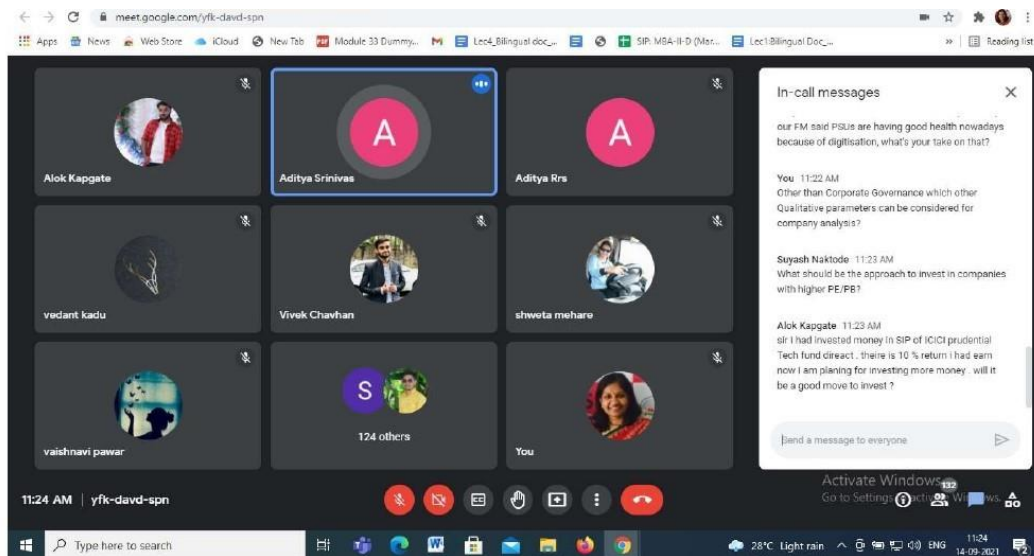
Sinhgad Technical Education Society's
SINHGAD INSTITUTE OF MANAGEMENT
(Affiliated to Savitribai Phule Pune University, Approved by AICTE
& Accredited by NAAC)

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

ACTIVITY REPORT ON GTT

Table with 4 columns: Activity Title, Date & Time, Activity Category, Activity Venue, Participants, Numbers of Participants, Name of the Organizing Institute, Faculty Coordinator. Row 1: 'GTT Training Programme, 22nd March 2021 11:00 AM - 2:00 PM. Row 2: Placement Activity, Online. Row 3: MBA 1st year students, 440. Row 4: Global Talent Track, Sheetal Jadhav, Neelam Edake.

Sinhgad Institute of Management, Pune; in collaboration with Global Talent Track have organized Student grooming activity on 22nd March 2021 at time venue 11:00 AM - 2:00 PM GTT Activity was inaugurated with the hands of Dr. Daniel Penkar, Director SIOM in presence of Dr. Sagar Pawar, Academic Head and faculties of SIOM. GTT training programme conducted on online platform. Number of students participated in the program are 440. This program receives huge response from students. Students actively participated in the activity.



Trainer of activity training to students



The Grooming program for MBA students aims to enhance the professional and personal development of participants, equipping them with the skills and mindset required for success in the dynamic business world. The program's primary goal is to bridge the gap between academic knowledge and practical application, fostering a holistic growth approach. It focuses on refining communication, skills, leadership qualities, positive attitude, confidence, self-grooming.

The MBA placement activity organized by GTT witnessed active participation from a significant number of students. The participants demonstrated a diverse set of skills, experiences, and specializations, contributing to the dynamic talent pool available for recruitment. 440 students shown active participation.



**Dr. Sagar Pawar**  
Academic Head



**Dr. Daniel Penkar**  
Director, SIOM



Sinhgad Institutes

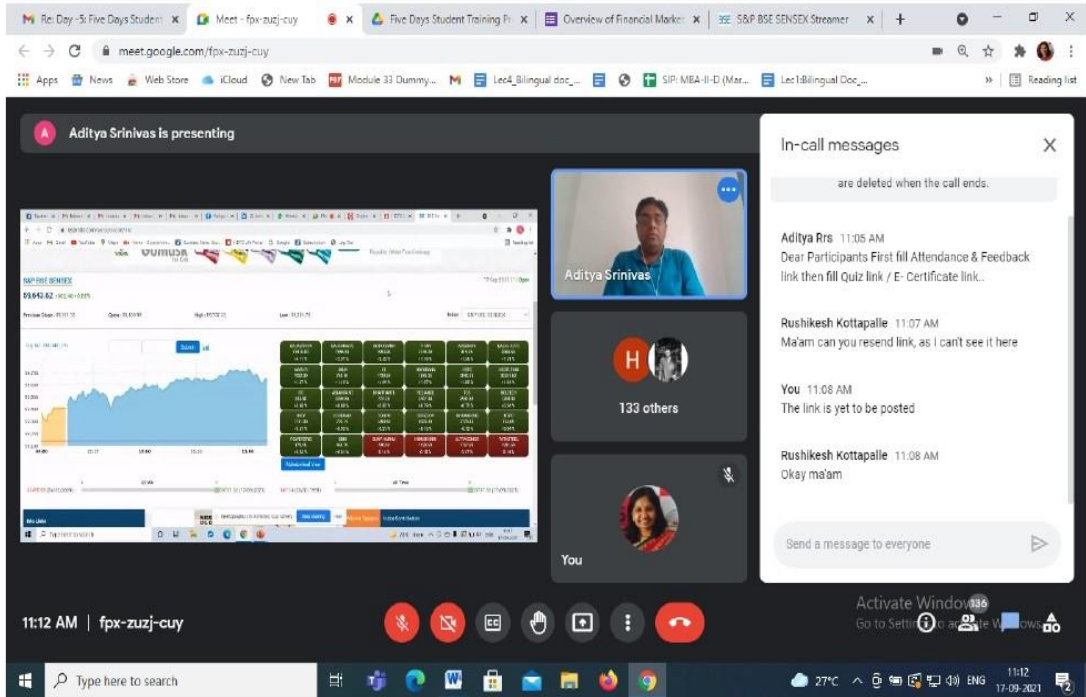
Sinhgad Technical Education Society's  
**SINHGAD INSTITUTE OF MANAGEMENT**  
 (Affiliated to Savitribai Phule Pune University, Approved by AICTE  
 & Accredited by NAAC)

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

**ACTIVITY REPORT ON TCSIION CAREER EDGE PROGRAM**

<b>Activity Title</b>	"TCSIION Career Edge Program"	<b>Date &amp;Time</b>	Feb 2021 - Jun 2021, 9.30 AM to 12:30 PM
<b>Activity Category</b>	Placement Activity	<b>Activity Venue</b>	Online
<b>Participants</b>	MBA 1 <sup>st</sup> year students	<b>Numbers of Participants</b>	493
<b>Name of the Organizing Institute</b>	Career Edge	<b>Faculty Coordinator</b>	Sheetal Jadhav, Neelam Edake

Sinhgad Institute of Management, Pune; in collaboration with Career Edge have organized Student grooming activity from 22nd Feb 2021 - 16th April 2021. TCSIION grooming programme was inaugurated by Dr. Daniel Penkar, Director SIOM in presence of Dr. Sagar Pawar, Academic Head and faculties of SIOM. Sessions of TCSIION activity started from 9.30 AM to 12:30 PM. The training was conducted on Online platform on premises of Sinhgad Institute of Management, Vadgaon, Pune.



**Placement Activity by TCSIION On Online Platform**



The placement activity conducted by TCSION for MBA students was a significant event aimed at bridging the gap between academia and industry. TCSION, a strategic unit of Tata Consultancy Services (TCS), organized the placement drive to provide valuable opportunities for MBA students to secure placements in reputed organizations. The TCSION conducts training program on cutting-edge technologies aims to provide students with hands on experience and exposure to industry-relevant tools and practices. The grooming activity emphasizes communication skills, problem-solving and critical thinking ensuring students are equipped with the interpersonal skills necessary for professional success. Students have the opportunity to interact with experts through webinars, seminars and networking sessions, gaining valuable insights into real – world scenarios and industry expectations. This training program focuses on key areas such as strategic management, leadership, and decision – making. The curriculum is designed to align with the diverse challenges MBA graduates may encounter in their careers. This module equips students with frameworks for analyzing and formulating business strategies.

The MBA placement activity organized by TCSION witnessed active participation from a significant number of students. The participants demonstrated a diverse set of skills, experiences, and specializations, contributing to the dynamic talent pool available for recruitment. 493 students shown active participation.



**Dr. Sagar Pawar**  
Academic Head



**Dr. Daniel Penkar**  
Director, SIOM



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

### Activity Report

<b>Activity Title</b>	<b>Bloomberg Market Concepts (BMC) Certification Training Programme</b>	<b>Date &amp; Time</b>	<b>30th and 31st July 2019</b>
<b>Activity Category</b>	<b>In-house Activity(MBA)</b>	<b>Activity Venue</b>	<b>S-12, Conference Hall</b>
<b>Participants</b>	<b>MBA-II Students</b>	<b>Numbers of Participants</b>	<b>100</b>
<b>Name of the Trainer/Guest</b>		<b>Faculty Coordinator</b>	<b>Ms. Samita Rabindranath Mahapatra</b>

A Two-Days Bloomberg Market Concepts (BMC) Certification was conducted by Dr. Samita Mahapatra for students of MBA Second Year All Specialisations on 30<sup>th</sup> and 31<sup>st</sup> July 2019 in Conference Hall. Students who had completed SIP attended the training programme.

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?





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

### III. Getting Started with Bloomberg

The duration of the training programme was 12 hours. All the questions were Multiple Choice Questions.



  
**Dr. Daniel Penkar**  
Director, SIOM



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

**STUDENTS' SKILLS TRAINING PROGRAM (STP)**  
**FOR SINHGAD MANAGEMENT INSTITUTES**  
**(2020-2021)**

**ONLINE**

The Students' Skills Training Program helps students learn in-demand skills that are necessary for career growth and development. It ensures the academic as well as professional development of the student.

SR. NO.	NUMBER OF HOURS ALLOCATED / MODULE (SEMESTER I)	
1	WEEK 1 & 2	Reading Skills I
2	WEEK 3 & 4	Writing Skills I
3	WEEK 5 & 6	Aptitude I
4	WEEK 7 & 8	General Awareness I
5	WEEK 9	Buffer Week (If Required)
6	After the completion of the syllabus, parallelly with the classes.	Tests (Online)
SR. NO.	NUMBER OF HOURS ALLOCATED / MODULE (SEMESTER II)	
1	WEEK 1 & 2	Writing Skills II
2	WEEK 3 & 4	Aptitude II
3	WEEK 5 & 6	General Awareness II
4	WEEK 7 & 8	Group Discussion
5	WEEK 9	Buffer Week (If Required)
6	After the completion of the syllabus, parallelly with the classes.	Test-Based Learning (Online)

**NOTE:**

1. GD can be conducted anytime during the week.







**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

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

2. Buffer week is kept at the end to let you complete the activities you missed in the earlier week.
3. Lectures / Week: 04
4. Certificate of the program only issued if the student has attended 80% of the course.

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





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

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

**STUDENTS' SKILLS TRANSFORMATION PROGRAM (STP) FOR**  
**SINHGAD MANAGEMENT INSTITUTES**  
**(2021-2022)**

**MBA I: SEMESTER I**

The STP focuses on the practical orientation of the students toward enhancing their communication skills. It will also focus on the skills/etiquette expected from an MBA student to get through the interview and sustain in the corporate environment.

**Course Outcomes: On successful Completion of the course the learner will be able to:**

<b><u>CO#</u></b>	<b><u>COGNITIVE ABILITIES</u></b>	<b><u>COURSE OUTCOMES</u></b>
1	<b>Remembering</b>	Exhibit memory of learned material by recalling basic concepts.
2	<b>Understanding</b>	Demonstrate understanding of basic concepts by organizing, comparing, and interpreting given descriptions & stating main ideas.
3	<b>Applying</b>	Able to solve problems by applying acquired knowledge.
4	<b>Analysing</b>	Examine acquired knowledge/concepts to draw inferences and evidence.
5	<b>Evaluating</b>	Successfully present and defend opinions by making judgments about the information validity of ideas.
6	<b>Creating</b>	Compile information together in a different way by combining concepts in a new pattern or proposing alternative solutions.

**SYLLABUS (SEMESTER I)**

**1. Reading Skills**

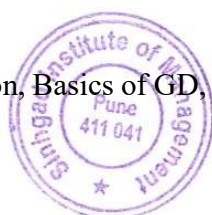
**(6 Lectures + 1 Test)**

- a. Reading Comprehension, Pronunciation, and Essential English Vocabulary,

**2. Speaking Skills**

**(8 Lectures + 1 Test)**

- a. An elevator pitch, Self-Introduction, Basics of GD, Speech, Voice Modulation, and Answer framing to basic interview questions.





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

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

b. Fundamentals of effective speaking, Jargon, short talks, impromptu speaking, and introducing others.

### 3. Writing Skills (6 Lectures + 1 Test)

a. Introduction to different Written Communication skills, Greetings, sentence framing, forbidden words, Presentation Skills, and Book/Movie Review.

### 4. General Awareness (10 Lectures + 1 Test)

a. General Awareness (Test Based): India & Other Countries, Sports, Awards, Books, Important Days, First in India/World (Male And Female), Eminent organizations and their headquarters.

### 5. General Aptitude (10 Lectures + 1 Test)

a. Coding-Decoding, missing number series, What will come next?, Floor Puzzle, Sitting arrangement.

b. Percentage, Profit & Loss, Simple & Compound Interest, Time Speed & Distance, Data Interpretation,

**Total: 40 Lectures + 5 Tests**

### OUTCOMES OF THIS COURSE (SEMESTER I):

1. To provide students with *Effective Communication Skills* to improve their confidence.
2. To enhance the *Listening Skills* of the students.
3. Improve the *Problem-Solving Skills* of the students.
4. To induce students with basic *Social Etiquette and Ethics*.
5. To inculcate students' with *Leadership skills and Teamwork*.

**Dr. Daniel Penkar**  
Director, SIOM





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

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

**STUDENTS' SKILLS TRANSFORMATION PROGRAM (STP) FOR**  
**SINHGAD MANAGEMENT INSTITUTES**  
**(2021-2022)**

**MBA I: SEMESTER II**

The STP focuses on the practical orientation of the students toward enhancing their communication skills. It will also focus on the necessary skills/etiquette expected from an MBA student to get through the interview and sustain in the corporate environment.

**Course Outcomes: On successful Completion of the course the learner will be able to:**

<u>CO#</u>	<u>COGNITIVE ABILITIES</u>	<u>COURSE OUTCOMES</u>
1	Remembering	Exhibit memory of learned material by recalling basic concepts.
2	Understanding	Demonstrate understanding of basic concepts by organizing, comparing, interpreting given descriptions & stating main ideas.
3	Applying	Able to solve problems by applying acquired knowledge.
4	Analyzing	Examine acquired knowledge/concepts to draw inferences and evidence.
5	Evaluating	Successfully present and defend opinions by making judgments about the information validity of ideas.
6	Creating	Compile information together in a different way by combining concepts in a new pattern or proposing alternative solutions.

**SYLLABUS (SEMESTER II)**

**1. Computer Awareness**

**(10 Lectures + 1 Test)**

a. Computer Functionality, Keyboard shortcuts, and commands, Microsoft Word, Microsoft PowerPoint, Current Trends.

**2. Group Discussion & Personal Interview**

**(6 Lectures + 1 Test)**

a. Abstract topics, Current Affairs, Debate, Discussion Groups, Important Interview Questions, Mock Interviews, and Current Market Trends.

b. Situational and problem-based questions,





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

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

3. **Domain Knowledge (Test Based)** (2 Lectures + 3 Tests)

- a. In-depth Knowledge about their respective specialization
- b. Marketing, Human Resources, Finance, Operations & Business Analytics.

4. **Test-Based Learning** (6 Lectures + 4 Tests)

- a. Computer Based MCQ Tests to evaluate students' Reading & Writing Skills, Aptitude, Computer, and General Awareness levels.

5. **Mock Test / Interview** (11 Lectures + 2 Tests)

- a. Surprise mock tests and in-class group discussions to evaluate the preparation levels of the students.

**Total: 35 Lectures + 10 Tests**

### **OUTCOMES OF THIS COURSE (SEMESTER II):**

1. To provide students with the *Communication Skills* required for *Group Discussion and personal Interviews*.
2. To provide students with *Domain Knowledge* to improve their confidence level during *Corporate Interviews*.
3. To provide and enhance the *Analytical Skills* of the students.
4. Improve the *Aptitude Skills* of the students.
5. To make students familiar with *Computer and Presentation Skills*.

**Dr. Daniel Penkar**  
Director, SIOM





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

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

**STUDENT DEVELOPMENT PROGRAM (SDP)**  
**FOR SINHGAD MANAGEMENT INSTITUTES**  
**(2019-2020)**

Students Development Program is a structured program to support the academic and professional growth of students by inculcating skills and knowledge. It is an advanced program that identifies the industry needs and prepares students for career progress.

SR. NO.	NUMBER OF HOURS ALLOCATED / ACTIVITY	ACTIVITY PLANNED
1	WEEK 1 & 2	Reading Skills I
2	WEEK 3 & 4	Writing Skills I
3	WEEK 5 & 6	Group Discussion
4	WEEK 7 & 8	Interview Skills I
5	After the completion of the syllabus, parallely with the classes.	Tests
6	WEEK 9 & 10	Reading Skills II
7	WEEK 11 & 12	Writing Skills II
8	WEEK 13 & 14	Group Discussion
9	WEEK 15 & 16	Interview Skills II
10	After the completion of the syllabus, parallely with the classes.	Tests

**NOTE:**

1. GD can be conducted anytime during the week.
2. Lectures / Week: 04
3. Certificate of the program only issued if the student has attended 80% of the course.



**Dr. Daniel Penkar**  
Director, SIOM



Sinhgad Institutes

STUDENT DEVELOPMENT PROGRAM

## Discussing the Dynamics of Group Discussions



Sinhgad Institutes

### Flow Of Presentation

- What is a GD?
- Why GD's are conducted?
- Types of GDs.
- Dynamics of a GD.
- Evaluation Components.
- Use of Effective body Language.
- Don'ts and Do's
- Effective Tips



Sinhgad Institutes

## ***Group Discussion***

- **It refers to the situation where a particular number of people (above 3 usually) meet face to face and originate, share and discuss ideas to arrive at a decision or solution to a problem.**
- **Group discussions are used for decision-making and problem solving.**
- ***They are also used widely as a personality test for evaluating several candidates simultaneously.***



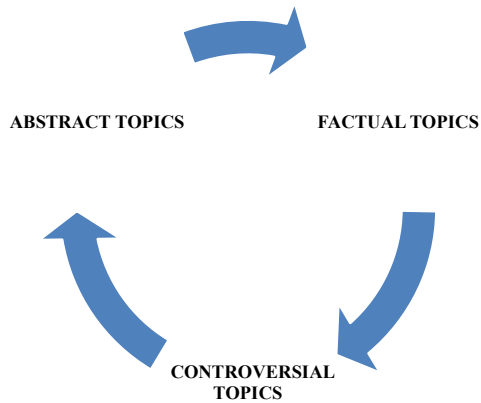
Sinhgad Institutes

## **Why GD's are conducted?**

- It reflects your :
  - Team dynamics.
  - Ability to think critically.
  - Your listening skills.
- Focuses a Group to make a particular decision.
- Helps in sharing of ideas and thoughts
- It increases your confidence.
- Brings out the leader in you.
- Emphasizes your General Knowledge.



## TYPES OF GROUP DISCUSSION



## Factual Topics

- Factual topics are about practical things which an ordinary person is aware of in his day-to-day life.
- Typically these are about socio-economic topics. These can be current, i.e. they may have been in the news lately, or could be unbound by time.
- **A factual topic for discussion gives a candidate a chance to prove that he is aware of and sensitive to his environment.**

**E.g.** - The education policy of India, Tourism in India.



Sinhgad Institutes

## Controversial Topics

- Controversial topics are the ones that are argumentative in nature. They are meant to generate controversy.
- The noise level is usually high, there may be tempers flying.
- **To see how much maturity the candidate is displaying by keeping his temper in check, by rationally and logically arguing his point of view without getting personal and emotional.**

**E.g.** - Reservations should be removed, Women make better managers.



Sinhgad Institutes

## Abstract Topics

- Abstract topics are about intangible things.
- These topics are not given often for discussion, but their possibility cannot be ruled out.
- **These topics test your lateral thinking and creativity.**

**E.g.** -A is an alphabet, Twinkle, twinkle little star, The number 10.



Sinhgad Institutes

## Dynamics

- Normally groups of eight to ten candidates formed into a **leaderless group**, and are given a specific situation to analyze and discuss **within a given time limit**
- The candidates are given a topic or case for discussion.
- The group sits in circle or U-shape
- They may either be given their choice of seat or seat allotted.
- This panel observes and evaluates



Sinhgad Institutes

## Evaluation Components

- Ability to work in a team
- Communication skills (Tone, Voice, Articulation, Fluency, Modulation, Good delivery)
- Reasoning ability
- Leadership skills
- Initiative
- Assertiveness
- Flexibility
- Creativity
- Knowledge



Sinhgad Institutes

## Effective Body Language

- Look at the speaker
- Maintain group eye contact
- Avoiding hidden gestures
- Avoiding pointing out fingers
- Avoid closed body stance
- Do not show disinterest in the topic by facial gestures.



Sinhgad Institutes

### POSITION

### SIGNIFICANCE

- |   |  |
|---|--|
| <ul style="list-style-type: none"><li>▪ Push your body to the back of the chair.</li><li>▪ Keep your hand on your lap right</li><li>▪ Hand movements should be restricted.</li><li>▪ Keep your legs stationed firmly on the ground.</li></ul> | <ul style="list-style-type: none"><li>▪ Keeps you alert.</li><li>▪ Indicates that you are logical person.</li><li>▪ Indicates you that you don't need hands as props when speaking.</li><li>▪ Keeps you firmly positioned.</li></ul> |
|---|--|



Sinhgad Institutes

## Don'ts

- Get emotional
- Dominate vocally/physically
- Be in a hurry
- Be silent
- Start playing or fidgeting
- Throw all ideas at one shot
- Indulging in ill conversation
- Using slang
- Argue and shout during the GD
- Don't repeat and use irrelevant materials.



Sinhgad Institutes

- Initiate the discussion if you do not have sufficient knowledge about the given topic.
- Engage yourself in sub-group conversation.
- Look at the evaluators or a particular group member
- Pose negative body gestures like touching the nose, leaning back on the chair, knocking the table with a pen etc.
- Display low self confidence with shaky voice and trembling hands.
- Put others in an embarrassing situation by asking them to speak if they don't want.

**Remember it is healthy discussion neither a debate nor an argument!**



Sinhgad Institutes

## DO's:

- Sit comfortably.
- Listen to the subject carefully
- Put down your thoughts on a paper
- Initiate the discussion if you know the subject well
- Listen to others if you don't know the subject
- Support points with some facts and figures
- Make short contribution of 25-30 seconds 3-4 times
- Keeping track of time and share it fairly
- Maintain group eye contact



Sinhgad Institutes

- Give others a chance to speak
- Be assertive
- Speak politely and pleasantly.
- Respect contribution from other members.
- Disagree politely and agree with what is right.
- Summarize the discussion if the group has not reached a conclusion.
- Take criticism positively



Sinhgad Institutes

## Tips for summarizing a Discussion

- Avoid raising new points.
- State the group viewpoints.
- Avoid dwelling only on one aspect of the GD.
- Keep it brief & concise.
- If the examiner ask you to summarize a GD, it means the GD has come to an end.
- Do not add anything once the GD has been summarized.



Sinhgad Institutes

## Remember

- Never try to bluff/lie.
- Practice group discussion with friends on different subjects.
- Read newspapers, magazines. Surf sites like Wikipedia, Wiki How, and other informative sites
- Like informative pages on your Facebook account.

**Group Discussion brings out your team playing skills, which is very, very important to get jobs!**



Sinhgad Institutes

## Full Assignment

- Actual GD : (45 mins)
  - 15 candidates at once in one group,
  - 4-6 groups, one after the other,
  - 8 – 10 mins for each GD,
  - The teacher is the moderator and other students will observe.
- Essay on Do's and Don'ts of a Group Discussion – 10 Do's and 10 Don'ts (15 mins)





Sinhgad Institutes

STUDENT DEVELOPMENT PROGRAM

## The Art of Confident Public speaking



Sinhgad Institutes

### Flow Of Presentation

- Getting right, the basics!
- Using Interactive Pictures
- Dress to impress!
- Taking support from the crew (team effort)
- Body Language Pointers
- Correcting body language
- Modifying Mental status
- KISS !!! and Rehearse



Sinhgad Institutes

## Get the Basics right!

- **Know your audience** - Their interests, attention span, their benefits (this should be your primary objective)



- **Know your delivery material** - Content, examples, how to personalize it, customize it?



Sinhgad Institutes

## Use powerful pictures and images



To convey your message and force the audience to pay attention and think!



Sinhgad Institutes



**Dress to impress!**

**Guys – Formals to smart casuals**



Sinhgad Institutes



**Dress to impress!**

**Girls – Western and Indian formals**



Sinhgad Institutes

- Dress SMART! Formals or Casual.
- Comfortable and hassle free clothing
- Comfortable footwear --- don't torture your feet!!
- Proper Grooming is absolutely essential
  - Hair tip to feet toes!



Sinhgad Institutes

### Take the support of the crew



- Get to the spot early
- Talk to the crew handling your presentation prep (sound-checks, preview your ppt, wiring and power back ups etc.)
- Make friends with them, ensure their full support to help you deliver a hassle free, glitch free presentation, speech.



Sinhgad Institutes

## Body Language - Anxiety Pointers

- Anxiety leads to adrenaline
- Adrenaline leads to lactic acid build up
- Lactic acid build up leads to a strong urge to move!!
  - Leads to Weaving, Prowling
  - Uncomfortable/ unpleasant movements



Sinhgad Institutes

## How to correct it? (F&SA)

- Lock your hips, put equal pressure/weight on both your legs and plant them firmly on the ground as if they are glued to the ground.
- No need to be rigid body wise, give your upper body freedom to move around.
- Use proper hand movements though.



Sinhgad Institutes

## Make friends with yourself!

- I am what I am (at this point of time).
- I will do what needs to be done to the best of my abilities (at this point of time).
- No need to make develop a complex and then attempt miserably to hide it.
  - Using big fancy words, hiding or using accents
  - Overly complicating simple things



Sinhgad Institutes

## Be Enthused!!!

- Enthusiasm leads to passion
- Passion leads to research and preparation
- Preparation of this nature leads to removal of anxiety
- No anxiety leads to a successful public speech/ presentation!!



Sinhgad Institutes

## Tell a story

- Engage your audience
- Make it interactive
- Forget the boring technical/business outlook for some time!
- Once the audience is hooked... then and only then talk about targets, objectives and goals and that to in a personalized, friendly manner.



Sinhgad Institutes

## KISS—Keep it Short and Simple!

- Delete excess text, points. Whatever content does not match the points you want the audience to think, feel or know..... Delete!!!  
Remember detailed information is best delivered in print.
- Present it as if you were talking to your friends over a cup of coffee



Sinhgad Institutes

## Rehearse!!

- Stand up in front of your bathroom mirror, your dressing table mirror..... Wherever but rehearse.
- DON'T TAKE IT LIGHTLY!
- Prepare at least 4-5 times and then trust yourself to deliver it.



Sinhgad Institutes

## Full Assignment

- Divide the class into 6-8 groups of 10 students
- Give 1 topic per group, to make presentation on
- The team presentation write up by the group should have only 1 idea of 1 sentence per student i.e. 10 sentence per group
- Ask students to present the write up group wise.
- Each student should present his/her idea contributed to the write up in front of the class.
- Grade the groups and collect the write ups as submitted assignment.





Sinhgad Institutes

## Bibliography

- Image Components taken from Conselle' international
- Data compiled using the World Wide Web through various sources
- Inputs taken from Judith Rasband's curriculum
- Presentation body language inputs from [www.Jeff&Mike.com](http://www.Jeff&Mike.com)



SINHGAD TECHNICAL EDUCATION SOCIETY'S  
**SINHGAD INSTITUTE OF MANAGEMENT**



# CERTIFICATE OF COMPLETION

THIS CERTIFICATE IS PRESENTED TO

*Animesh Banerjee*

It brings us great pleasure to award you with this certificate, recognizing your triumphant completion of the Students Development Program (Semester 1 and Semester 2). Your dedication, diligence, and undeterred perseverance have culminated in this remarkable milestone. It's an honor to acknowledge and celebrate your achievements. Congratulations!

A handwritten signature in blue ink, appearing to read 'Daniel Penkar', written over a horizontal line.

**DR. DANIEL PENKAR**  
**DIRECTOR**



SINHGAD TECHNICAL EDUCATION SOCIETY'S  
**SINHGAD INSTITUTE OF MANAGEMENT**



# CERTIFICATE OF COMPLETION

THIS CERTIFICATE IS PRESENTED TO

*Rui Ravindra Borse*

It brings us great pleasure to award you with this certificate, recognizing your triumphant completion of the Students Development Program (Semester 1 and Semester 2). Your dedication, diligence, and undeterred perseverance have culminated in this remarkable milestone. It's an honor to acknowledge and celebrate your achievements. Congratulations!

A handwritten signature in blue ink, appearing to read 'Daniel Penkar', written over a horizontal line.

**DR. DANIEL PENKAR**  
**DIRECTOR**



Sinhgad Institutes

Sinhgad Technical Education Society's  
**SINGHAD 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 Report

Activity Title	Bloomberg Training Programme	Date & Time	17 <sup>th</sup> Jan 2020
Activity Category	In-house Activity(MBA)	Activity Venue	S-12, Conference Hall
Participants	MBA-II Students	Numbers of Participants	176
Name of the Trainer/Guest	Bloomberg	Faculty Coordinator	Ms. Ragini Indoria

#### **Bloomberg Terminal Updates from February 2019 to June 2020**

1. **21<sup>st</sup> February 2019:** Resumption of Bloomberg terminal.
2. MBA-II (Finance) Specialization students Aastha Srivastava, Shubham Limje and Yogesh Kandre were trained to explore the terminal.
3. **28<sup>th</sup> March, 2019:** Conducted Bloomberg Market Concepts (BMC) Student Training Program for MBA-II Finance, IB, Operations Specializations.
4. **1<sup>st</sup> and 2<sup>nd</sup> April, 2019:** Conducted Bloomberg Market Concepts (BMC) Student Training Program for MBA-I students opting Finance specialization.
5. **4<sup>th</sup> and 5<sup>th</sup> April, 2019:** Conducted Bloomberg Market Concepts (BMC) Faculty Training Program for SIOM Faculty Members.
6. **10<sup>th</sup> and 11<sup>th</sup> April, 2019:** Conducted Bloomberg Market Concepts (BMC) Faculty Training Program for Sinhgad Institutes MBA Faculty Members teaching Finance and Economics.
7. Two students of International Business Specialization had completed Dissertation report using information and data from Bloomberg terminal.
8. **30<sup>th</sup> April 2019:** Conducted Bloomberg Market Concepts (BMC) Student Training Program for MBA First Year Students.
9. **30<sup>th</sup> & 31<sup>st</sup> July 2019:** Bloomberg Market Concepts (BMC) Certification Student Training was conducted for MBA Second Year All Specialization Students.





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

10. **1<sup>st</sup> August 2019: Bloomberg Advance API Formula Session** was conducted by Mr. Saurabh Prakash from Bloomberg Mumbai Office. 30 faculty members from Sinhgad Management Institutes attended the session.
11. **August 2019:** Login Id of new faculty members was created and they were briefed about the usage of Bloomberg terminal. They underwent BMC Certification Training.
  - Ms. Nitu Pandey
  - Ms. Mayuri Tawade
  - Ms. Ragini Indoriya
12. **September 2019:** The Bloomberg Market Concepts Certification was upgraded with fifth module on '**Portfolio and Risk Management: PORT<GO>**'.
13. **3<sup>rd</sup> & 4<sup>th</sup> October 2019:** The Bloomberg Champions Programme 2019 '**Students Short-listing & Selection**' procedure was conducted from 9:00 AM onwards at Sinhgad Institute of Management, Vadgaon (BK). Following three students were selected as Bloomberg Champions:
  - Shubham Jadav
  - Aditya Chandra
  - Deven Patil
14. **10<sup>th</sup> & 11<sup>th</sup> October 2019:** To get hands on experience on the terminal Two -days Students Training Programme was organized from 9:00 AM to 5:30 PM in the Bloomberg Lab. Thirty students of SIOM underwent training with the Bloomberg Champions.
15. **19<sup>th</sup> & 20<sup>th</sup> October 2019:** Three MBA Finance students participated in TAPMI Bloomberg Olympiad conducted by T. A. Pai Management Institute, Manipal, Karnataka. The topic of the Olympiad was '**Demystifying Economic Enigmas**'. The names of the students are:
  - Aastha Shrivastava
  - Shubham Limje
  - Yogesh Khandre
16. **14<sup>th</sup> & 15<sup>th</sup> October 2019:** Two-day Student Training Program for MBA I<sup>st</sup> year (aspiring to opt finance) & II<sup>nd</sup> year students finance students of other Sinhgad Institutes was organized on from 9:00 AM onwards in SIOM, Conference Hall.
17. One -day Student Training Program for MBA-II<sup>nd</sup> year finance specialization students was conducted by Champions on 18th November 2019, 9:00 AM onwards. 80 Students completed the training process. The modules covered are as follows:
  - **Fixed Income**
  - **Equities**
  - **Port-Folio Management**
18. **25<sup>th</sup> & 26<sup>th</sup> November 2019:** Two-day Bloomberg Market Concepts (BMC) faculty training program was conducted by Champions from 9:30 onwards. The modules covered are as follows:





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

- **Economic Indicators**
- **Currencies**
- **Fixed Income**
- **Equities**
- **Port-Folio Management**

19. MBA First year division -wise training program for Enterprise Analysis and Desk Research and Economic Analysis for Business Decisions was also conducted by the Bloomberg Champions. Students had submitted assignments based on the data and information extracted related to companies and countries.
20. **18<sup>th</sup> December 2019:** Bloomberg Champions are undergoing online training of BQLX (Bloomberg Query Language). BQLX <GO> provides information on using the Bloomberg Query Language to retrieve data and perform analysis in Microsoft Excel.
21. **Till 31<sup>st</sup> December 2019,** 215 faculty members and students were Bloomberg Market Concepts certified.
22. **3<sup>rd</sup> February 2020,** Monthly Activity Report Submitted.
23. **17<sup>th</sup> January 2020,** One –Day Bloomberg Market Concepts Student Training Program was organized. 130 students of Sinhgad Management Institutes underwent the training program.
24. **20<sup>th</sup> February 2020,** One- Day Bloomberg Market Concepts Student Training Program was organized. 57 students of Sinhgad Management Institutes successfully completed the certification program.
25. **26<sup>th</sup> February 2020,** One –Day Bloomberg Market Concepts Faculty Training Program was organized. Eight faculty members of Sinhgad Management Institutes successfully completed the certification program.
26. **27<sup>th</sup> April 2020 onwards,** Palak Sanghvi of Bloomberg LP provided Bloomberg Champion Shubham Jadhav remote access of the Bloomberg Terminal.
27. The Three Champions were allotted the following assignment to complete:
  1. Performance of top 10 stocks: Pre and Post Lockdown
  2. Performance of India's GDP, Industrial Growth and Employment Generation: Pre & Post Lockdown.
  3. Comparative Performance of all International Stock markets: pre and post lockdown.
  4. Fluctuations in top 5 currencies in comparison with Indian rupee.
  5. International Trade of India with other countries during and post lockdown.





Sinhgad Institutes

Sinhgad Technical Education Society's  
**SINGHAD 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

28. **4<sup>th</sup> June 2020:** Webinar on “Uncovering Opportunities in Volatile Regime: A Cross Asset Perspective”.

29. Bloomberg Updates are also included in Monthly Reports of SIOM.

Sr. No.	Name of students	Duration	Year	Issuing Institute Name
1	Krishna Kasat	2-7-2019	2019	SIOM
2	Abhishek Mehta	2-7-2019	2019	SIOM
3	Aaliya Sadaf	2-7-2019	2019	SIOM
4	Neha Kedia	2-7-2019	2019	SIOM
5	Kalyani Gangwal	2-7-2019	2019	SIOM
6	Varsha Bhadane	3-7-2019	2019	SIOM
7	Amruta Chiddwarkar	3-7-2019	2019	SIOM
8	Bharat Kumbojkar	4-7-2019	2019	SIOM
9	Yuvraj Singh	4-7-2019	2019	SIOM
10	Divyanka Sankhe	5-7-2019	2019	SIOM
11	Shudhanshu Srivastava	13-7-2019	2019	SIOM
12	Sumit Pidurkar	20-7-2019	2019	SIOM
13	Avinash Kumar Singh	12-7-2019	2019	SIOM
14	Abhishek Kumar	18-7-2019	2019	SIOM
15	Amar Kumar Kushwaha	23-7-2019	2019	SIOM
16	Sourav Kunal	17-7-2019	2019	SIOM
17	Saurabh Chhadi	18-7-2019	2019	SIOM
18	Akshay Totad	18-7-2019	2019	SIOM
19	Kumar Ranjeet	19-7-2019	2019	SIOM
20	Sagar Shahane	20-7-2019	2019	SIOM
21	Somnath Shendkar	24-7-2019	2019	SIOM
22	Vishal Khumavat	31-7-2019	2019	SIOM
23	Subhodh Nandeshwar	1-8-2019	2019	SIOM
24	Anshul Jog	2-8-2019	2019	SIOM
25	Mithilesh Sharma	2-8-2019	2019	SIOM
26	Shubham Tayade	2-8-2019	2019	SIOM
27	Chougule Ronak	16-4-2019	2019	SIOM
28	Swapnil Chalkhure	19-4-2019	2019	SIOM
29	Tanmay Yadav	23-8-2019	2019	SIOM
30	Suhas Tarde	26-8-2019	2019	SIOM
31	Sweety Ghorpade	4-9-2019	2019	SIOM
32	Udit Gandhi	11-10-2019	2019	SIOM
33	Yogesh Khandre	15-10-2019	2019	SIOM
34	Shivam Indani	17-10-2019	2019	SIOM





Sinhgad Institutes

Sinhgad Technical Education Society's  
**SINGHAD 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

35	Surbhi Uday	17-10-2019	2019	SIOM
36	Aditya Chandra	22-10-2019	2019	SIOM
37	Madhuj Ghodke	22-10-2019	2019	SIOM
38	Shubham Jadhav	24-10-2019	2019	SIOM
39	Deven Patil	31-10-2019	2019	SIOM
40	Mansi Borawake	3-11-2019	2019	SIOM
41	Sameer Bhokariker	4-11-2019	2019	SIOM
42	Swapnil Ambre	6-11-2019	2019	SIOM
43	Shreem Manoj Agrawal	7-11-2019	2019	SIOM
44	Niranjan Bhong	8-11-2019	2019	SIOM
45	Mansi Nainwar	9-11-2019	2019	SIOM
46	Pooja Bhagwat	14-11-2019	2019	SIOM
47	Vishnu Kalange	15-11-2019	2019	SIOM
48	Shrikrushna Jaybhaye	15-11-2019	2019	SIOM
49	Ashutosh Arun Wattamwar	16-11-2019	2019	SIOM
50	Pranali Jawale	16-11-2019	2019	SIOM
51	Bharat Satish Kareppa	19-11-2019	2019	SIOM
52	Yash Omprakash Khandelwal	19-11-2019	2019	SIOM
53	Dhanashree Pawar	20-11-2019	2019	SIOM
54	Priya Kondhare	21-11-2019	2019	SIOM
55	Siddhesh Sanjaykumar Wadekar	22-11-2019	2019	SIOM
56	Rasika Sandip Joshi	22/11/2019	2019	SIOM
57	Monali Raju Bhoi	23-11-2019	2019	SIOM
58	Nandini Dinesh Tiwari	29-11-2019	2019	SIOM
59	Apurva Paygude	30-12-2019	2019	SIOM
60	Urvashi Pradip Pawar	30-12-2019	2019	SIOM
61	Prajwal Sachin Zirpe	31-12-2019	2019	SIOM
62	Mohit Kumar	6-1-2020	2019	SIOM
63	Akshay Giri	6-1-2020	2019	SIOM
64	Aboli Chandulaji Racca	6-1-2020	2019	SIOM
65	Pranali B. Karade	7-1-2020	2019	SIOM
66	Shivani G. Jakhotiya	7-1-2020	2019	SIOM
67	Pratik Surendra Malasare	7-1-2020	2019	SIOM
68	Aditya Sanjay Penter	8-1-2020	2019	SIOM
69	Jai Patil	8-1-2020	2019	SIOM
70	Atul Bhima Golhar	8-1-2020	2019	SIOM
71	Shekhar Ram	9-1-2020	2019	SIOM
72	Rushikesh Ravindra Kulkarni	9-1-2020	2019	SIOM
73	Ashutosh Ramesh Rao Bhagadkar	9-1-2020	2019	SIOM
74	Pratik Deepak Gawai	10-1-2020	2019	SIOM
75	Devendra Sawalakhe	10-1-2020	2019	SIOM







Sinhgad Institutes

Sinhgad Technical Education Society's  
**SINGHAD 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

76	Bhavana Bhalachandra Mashal	10-1-2020	2019	SIOM
77	Karan Dhattrak	11-1-2020	2019	SIOM
78	Raj Kharalkar	11-1-2020	2019	SIOM
79	Abhay Patil	11-1-2020	2019	SIOM
80	Yashi Gopaldas Chandak	13-1-2020	2019	SIOM
81	Priya Behra	13-1-2020	2019	SIOM
82	Sujit Ghogare	14-1-2020	2019	SIOM
83	Chetan Amrutkar	14-1-2020	2019	SIOM
84	Supriya Bobade	14-1-2020	2019	SIOM
85	Hrishikesh D. Moolya	15-1-2020	2019	SIOM
86	Mahendrasingh Rajpurohit	15-1-2020	2019	SIOM
87	Bapule Abhishek	15-1-2020	2019	SIOM
88	Tejas Dilip Patil	16-1-2020	2019	SIOM
89	Gaurav Bhasme	24-1-2020	2019	SIOM
90	Sushil Prakash Girase	16-1-2020	2019	SIOM
91	Harshad More	20-1-2020	2019	SIOM
92	Mayuri Jadhav	20-1-2020	2019	SIOM
93	Suraj Parihar	20-1-2020	2019	SIOM
94	Rushikesh Kapuskar	21-1-2020	2019	SIOM
95	Amol Umale	21-1-2020	2019	SIOM
96	Sushil Yadav	21-1-2020	2019	SIOM
97	Yash Sanjay Kalekar	22-1-2020	2019	SIOM
98	Mangesh Khamkar	22-1-2020	2019	SIOM
99	Purva Lokre	22-1-2020	2019	SIOM
100	Lalit Gholap	23-1-2020	2019	SIOM
101	Vaibhav Gudgila	24-1-2020	2019	SIOM
102	Ashwini Roundale	24-1-2020	2019	SIOM
103	Ekta Lakhotiya	27-1-2020	2019	SIOM
104	Swapnil Mulay	27-1-2020	2019	SIOM
105	Satyam Sharma	27-1-2020	2019	SIOM
106	Himanshu Kanire	28-1-2020	2019	SIOM
107	Nikhil Mehta	28-1-2020	2019	SIOM
108	Pranav Mantri	28-1-2020	2019	SIOM
109	Niharika Priya	29-1-2020	2019	SIOM
110	Samyak Jambhulkar	29-1-2020	2019	SIOM
111	Rahul Waghadkar	30-1-2020	2019	SIOM
112	Trupti Pedamkar	30-1-2020	2019	SIOM
113	Harshada Rathod	31-1-2020	2019	SIOM
114	Roushan Kumar Pandey	3-2-2020	2019	SIOM
115	Bhavesh Mane	3-2-2020	2019	SIOM
116	Prakshita Shukla	4-2-2020	2019	SIOM





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

117	Shraddha Latane	4-2-2020	2019	SIOM
118	Rushikesh Kakde	5-2-2020	2019	SIOM
119	Kulkarni Shubham Chandrakant	5-2-2020	2019	SIOM
120	Akash Churhe	6-2-2020	2019	SIOM
121	Vedant Pande	6-2-2020	2019	SIOM
122	Sanket Kadam	6-2-2020	2019	SIOM
123	Shreya Vartak	11-2-2020	2019	SIOM
124	Yadnesh Dhamane	11-2-2020	2019	SIOM
125	Pranit Kamble	12-2-2020	2019	SIOM
126	Yogita Fegade	12-2-2020	2019	SIOM
127	Pallavi Khedkar	12-2-2020	2019	SIOM
128	Vijay Atkare	13-2-2020	2019	SIOM
129	Sonali Bhele	13-2-2020	2019	SIOM
130	Devendra Patil	13-2-2020	2019	SIOM
131	Aditya Raj	17-2-2020	2019	SIOM
132	Shyam Deshmukh	17-2-2020	2019	SIOM
133	Aishwarya Chhajed	17-2-2020	2019	SIOM
134	Karan Kumbhoje	18-2-2020	2019	SIOM
135	Swati Jadhav	18-2-2020	2019	SIOM
136	Ritu Kumbhare	18-2-2020	2019	SIOM
137	Mayuri Lokare	20-2-2020	2019	SIOM
138	Vaishnavi Deo	20-2-2020	2019	SIOM
139	Nikita Firke	24-2-2020	2019	SIOM
140	Kunal Holkar	24-2-2020	2019	SIOM
141	Sanket Paunikar	24-2-2020	2019	SIOM
142	Rushikesh Asane	24-2-2020	2019	SIOM
143	Riya Pallavi	25-2-2020	2019	SIOM
144	Pooja Mane	25-2-2020	2019	SIOM
145	Samiksha Chauhan	25-2-2020	2019	SIOM
146	Ashish Wakte	25-2-2020	2019	SIOM
147	Rohit Kumar	27-2-2020	2019	SIOM
148	Satyam Handage	29-2-2020	2019	SIOM
149	Priyanka Ghadi	28-2-2020	2019	SIOM
150	Karan Ghadge	29-2-2020	2019	SIOM
151	Vikas Kakde	29-2-2020	2019	SIOM
152	Dheeraj Nikam	2-3-2020	2019	SIOM
153	Nikhil Ghumare	2-3-2020	2019	SIOM
154	Diksha Dayama	2-3-2020	2019	SIOM
155	Shubham Tayade	3-3-2020	2019	SIOM
156	Kajal Patil	3-3-2020	2019	SIOM
157	Dushyant Singh	3-3-2020	2019	SIOM





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

158	Mayur Pujari	3-3-2020	2019	SIOM
159	Parmeshwar Subhedar	4-3-2020	2019	SIOM
160	Datta Dangat	4-3-2020	2019	SIOM
161	Aishwarya Mahale	4-3-2020	2019	SIOM
162	Nikhil Ganjegaonkar	4-3-2020	2019	SIOM
163	Akash Shinde	5-3-2020	2019	SIOM
164	Deepali Pathare	5-3-2020	2019	SIOM
165	Shubham Walke	6-3-2020	2019	SIOM
166	Ameya Sonawane	6-3-2020	2019	SIOM
167	Ashish More	7-3-2020	2019	SIOM
168	Kunal Poman	7-3-2020	2019	SIOM
169	Sarvesh Pise	9-3-2020	2019	SIOM
170	Nitish Raje	9-3-2020	2019	SIOM
171	Shreya Chaware	11-3-2020	2019	SIOM
172	Yash Darda	12-3-2020	2019	SIOM
173	Shubhangi Pachorkar	12-3-2020	2019	SIOM
174	Neha Jadhav	12-3-2020	2019	SIOM
175	Vinayak Damkondwar	13-3-2020	2019	SIOM
176	Vijayalaxmi Kinage	13-3-2020	2019	SIOM



**Dr. Daniel Penkar**  
Director, SIOM



Sinhgad Institutes

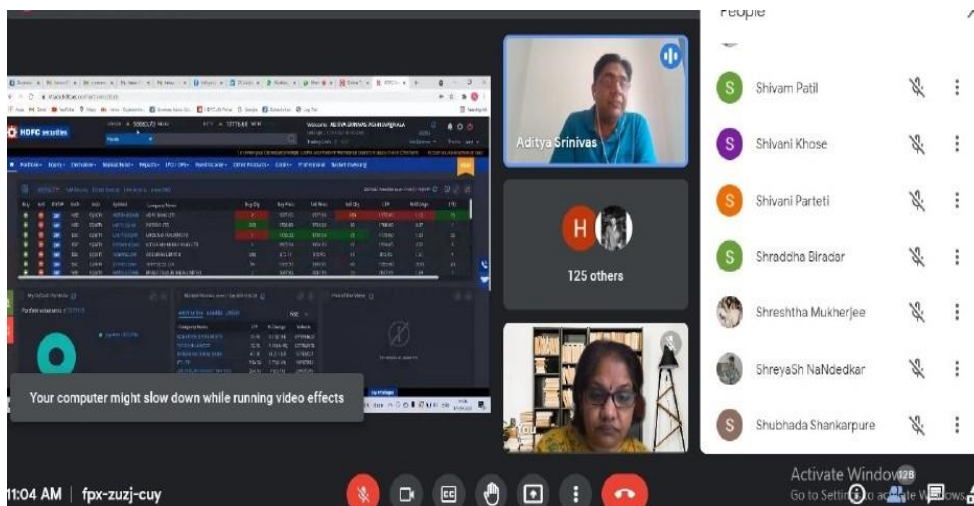
Sinhgad Technical Education Society's  
**SINHGAD INSTITUTE OF MANAGEMENT**  
 (Affiliated to Savitribai Phule Pune University, Approved by AICTE  
 & Accredited by NAAC)

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

**ACTIVITY REPORT ON TCSION CAREER EDGE PROGRAM**

<b>Activity Title</b>	TCSION Career Edge Program	<b>Date &amp; Time</b>	April 2020 - June 2020, 10:00am to 12:00pm
<b>Activity Category</b>	Placement Activity	<b>Activity Venue</b>	Online
<b>Participants</b>	MBA 1 <sup>st</sup> year students	<b>Numbers of Participants</b>	350
<b>Name of the Organizing Institute</b>	Career Edge	<b>Faculty Coordinator</b>	Neelam Edake, Sheetal Jadhav

Sinhgad Institute of Management, Pune; in collaboration with Career Edge have organized Student grooming activity within the duration April 2020 - June 2020. TCSION grooming programme was inaugurated by Dr. Daniel Penkar, Director SIOM in presence of Dr. Sagar Pawar, Academic Head and faculties of SIOM. Sessions of TCSION Career Edge Program activity started from 10:00am to 12:00pm. The training was conducted on Online platform on behalf of Sinhgad Institute of Management, Vadgaon, Pune



**Trainer of activity training to students**



The placement activity conducted by TCSION for MBA students was a significant event aimed at bridging the gap between academia and industry. The primary goal of the placement activity was to connect MBA students with leading companies in various industries. TCSION incorporated skill development sessions and workshops into the placement activity to help students enhance their employability skills. These sessions focused on communication skills, resume building, and interview preparation. TCSION aimed to facilitate interactions between students and recruiters to enhance career prospect TCSION. The placement activity conducted by TCSION for MBA students proved to be a successful endeavor in facilitating meaningful connections between students and industry leaders. It not only provided valuable placement opportunities but also contributed to the holistic development of students through skill enhancement initiatives.

The MBA placement activity organized by TCSION witnessed active participation from a significant number of students. The participants demonstrated a diverse set of skills, experiences, and specializations, contributing to the dynamic talent pool available for recruitment. 350 students shown active participation.



*This is to certify that*  
**Shubham Bichare**  
*has successfully completed*  
**Career Edge - Knockdown the Lockdown**  
*online course offered by TCS iON*

Start Date: 10 Apr 2020 | End Date: 01 Jun 2020

Topics:

- Communication Skills ■ Presentation Skills ■ Soft Skills ■ Career Guidance Framework ■ Resume Writing
- Group Discussion Skills ■ Interview Skills ■ Business Etiquette ■ Effective Email Writing ■ Telephone Etiquette
- Accounting Fundamentals ■ IT Foundational Skills ■ Overview of Artificial Intelligence\* (Source: NPTEL)



*Mehul Mehta*

Mehul Mehta  
Global Delivery Head, TCS iON

Certificate by TCSION to students



Dr. Daniel Penkar  
Director, SIOM



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

**STUDENT TRAINING PROGRAM (STP)**  
**FOR SINHGAD MANAGEMENT INSTITUTES**  
**(2018-2019)**

Student Training Program is to support student's academic and professional growth by inculcating skills required by the industry. It helps the students to prepare holistically and achieve career heights.

SR. NO.	WEEK WISE ACTIVITY PLANNED / ALLOCATION	
1	WEEK 1 & 2	Reading Skills I
2	WEEK 3 & 4	Writing Skills I
3	WEEK 5 & 6	Aptitude Skills I
4	WEEK 7 & 8	GA & CA I
5	After the completion of the syllabus, parallelly with the classes.	Tests
6	WEEK 9 & 10	Reading Skills II
7	WEEK 11 & 12	Writing Skills II
8	WEEK 13 & 14	Aptitude Skills II
9	WEEK 15 & 16	GA & CA II
10	After the completion of the syllabus, parallelly with the classes.	Tests

**NOTE:**

1. GD can be conducted anytime during the week.
2. Domain Test specialization to be conducted.
3. Lectures / Week: 04
4. Certificate of the program only issued if the student has attended 80% of the course.



**Dr. Sagar Pawar**  
Academic Head, SIOM



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

**STUDENT TRAINING PROGRAM (STP)**  
**FOR SINHGAD MANAGEMENT INSTITUTES**  
**(2018-2019)**

Student Training Program is to support student's academic and professional growth by inculcating skills required by the industry. It helps the students to prepare holistically and achieve career heights.

SR. NO.	WEEK WISE ACTIVITY PLANNED / ALLOCATION	
1	WEEK 1 & 2	Reading Skills I
2	WEEK 3 & 4	Writing Skills I
3	WEEK 5 & 6	Aptitude Skills I
4	WEEK 7 & 8	GA & CA I
5	After the completion of the syllabus, parallelly with the classes.	Tests
6	WEEK 9 & 10	Reading Skills II
7	WEEK 11 & 12	Writing Skills II
8	WEEK 13 & 14	Aptitude Skills II
9	WEEK 15 & 16	GA & CA II
10	After the completion of the syllabus, parallelly with the classes.	Tests

**NOTE:**

1. GD can be conducted anytime during the week.
2. Domain Test specialization to be conducted.
3. Lectures / Week: 04
4. Certificate of the program only issued if the student has attended 80% of the course.



**Dr. Sagar Pawar**  
Academic Head, SIOM

## FOUR PILLARS OF COMMUNICATION

LISTENING SKILLS

READING SKILLS

**WRITING SKILLS**

SPEAKING SKILLS

STUDENT TRAINING PROGRAM

### Presentation flow

- Types of Writing
- Grammar Inputs
- Comprehension
- Three keys to effective writing
- Activities



## Types of Writing You May Use

- Press Release
- News Story
- Magazine Feature Story
- Narrative Writing
- Letter Writing
- Report Writing/Technical Writing



## Grammar Inputs for improvement in writing skills

- Parts of speech:
  - ▣ Noun
  - ▣ Pronoun
  - ▣ Verb
  - ▣ Adverb
  - ▣ Adjective
  - ▣ Preposition
  - ▣ Conjunction
  - ▣ Interjection

## Comprehension

### Setting Career Development Goals

Goal-setting techniques are used by successful people in all fields. By setting sharp, clearly defined goals, you can measure your progress and continuously motivate yourself to progress toward the vision you have for your ideal work life. You will be able to see forward movement in what might otherwise feel like a long, pointless grind. By setting and taking action toward your goals, you will raise your self-confidence.

The following are some tips for setting effective goals:

*Express your goals positively, rather than framing them in terms of what you don't want.*

- *Be precise in setting dates, times, and amounts so that you know when you have achieved your goals.*
- *Set priorities so that you know which of your goals to focus your attention toward and helps you avoid feeling overwhelmed by having too many goals.*
- *Write your goals down so that you can visually be reminded of them and so that you can craft them to be precise and clear.*
- *Break down your goals into small, achievable tasks so that you get frequent opportunities to accomplish them and feel motivated to take on other goals.*
- *Set realistic goals that you can achieve and that are in your own control.*

## Writing apt answers

- What does Goal setting facilitates?
- How does Goal setting help one get focused?
- What is an ideal way of setting your goals?
- Note down the characteristics' of effective goal setting?

## Three keys to effective writing

- Use simple words and short sentences
- Use jargon only when necessary
- Format to improve readability

### Key #1 : Use Simple words and short sentences

#### Example 1

- As pertaining to the question of whether or not to construct a new storage facility, corporate management will ascertain the appropriateness of such an issue in the near future.
- ✓ Management will decide next week whether to build a new storage facility.

## Key #2: Use Jargon only when necessary

- ▣ What is jargon?

“Jargon” is defined as an industry term or special word or expressions used by a profession or group that are difficult for others to understand.

## Key #3 : Format document to improve readability

### Use:

- ▣ Lists
- ▣ Bullets
- ▣ Charts
- ▣ Tables
- ▣ Indents
- ▣ *Italics*
- ▣ **Bolds**
- ▣ Headings and Subheadings

## Activity 1 – Sentence Making (25min)

Make five sentences using each: (**total 20 sentences**)

- 5 different conjunctions
- 5 different prepositions
- 5 different adjectives
- 5 different adverbs

## Activity 2 – Essay Writing (60min)

Write an essay on **any two** of the following topics in about 250 words.

- An evening in Paris
- An ideal life
- India: A Superpower
- Crime against women on the rise

## FOUR PILLARS OF COMMUNICATION

LISTENING SKILLS

**READING SKILLS**

WRITING SKILLS

SPEAKING SKILLS

STUDENT TRAINING PROGRAM

### Presentation flow

- What is reading?
- Why reading?
- How to read?
- Order of reading progression
- Fluency Developer (Vocabulary put to use activity)
- Summarizing
- Activities

## What is reading?

- ❑ **Reading is a complex cognitive process of decoding symbols in order to construct or derive meaning.**
- ❑ **The reading process requires continuous practice, development, and refinement.**

## Why reading?

- 1. Reading is fundamental to function in today's society.**
- 2. Reading is a vital skill in finding a good job.**
- 3. Reading is important because it develops the mind.**
- 4. Reading discover new things.  
Reading develops the imagination.**

## How to read?

- When we read, we essentially do it on 2 levels.
  - ▣ Physical
  - ▣ Mental
- Physically the object should be stationary with respect to the eye or vice versa.
- Physical reading shall not necessary lead to comprehension of the material read.
- Focus is the only key to comprehension!

## Order of reading progression

- Word
- Sentence
- Paragraph
- Levels of paragraph



## **Fluency Developer (Vocabulary put to use activity)**

### **Usage of words in sentences**

- Nature
- Late
- Face
- Lift
- Rhythm
- Privilege
- Prime
- Sport
- Elect
- Biannual
- Loose
- Seek
- Opportunity
- Authorize
- Pseudo
- Point

## **Advance reading and comprehension skill builder**

- Techniques of Summarizing
- Techniques of Drawing Inferences
- Techniques of Forming cause and effect chains

## Summarizing: What captures best, the gist of the text being read.

- Although almost all climate scientists agree that Earth is gradually warming, they have, for long, been in two minds about the process of rapid climate shifts within larger periods of change. Some here speculate that the process works like a giant oven or freezer, warming or cooling the planet at the same time. Others think that shifts occur on opposing schedules in the Northern and Southern hemispheres, like exaggerated seasons. Research in Germany examining climate patterns in the southern hemisphere at the end of the last Ice Age, strengthens the idea that warming and cooling occurs at alternate times in the two hemispheres. A more definitive answer to the debate will allow scientists to better predict when and how the next climate shift will happen.

## Options:

1. Scientists have been unsure whether rapid shifts in the Earth's climate happen all at once or on opposing schedules in different hemispheres; research will help find a definitive answer and better predict climate shifts in future.
2. More research than debates on warming or cooling of the Earth and exaggerated seasons in its hemispheres will help scientists in Germany predict climate changes better in future.
3. Research in Germany will help scientists find a definitive answer about warming and cooling of the Earth and predict climate shifts in the future in a better manner.

## Word Stress Activity (10min)

- Instruct a student to read out the following sentences stressing on specific words. Ask others to write the meanings that they draw by listening to the same sentence every time.
- *I* never said that you are stupid.
- I **never** said that you are stupid.
- I never said that **you** are stupid.
- I never said that you are **stupid**.

## Word Color Conflict (15min)

**RED BLUE WHITE**  
**YELLOW BLUE GREEN**  
**RED PURPLE BLACK**  
**BLUE ORANGE RED**  
**PURPLE RED BROWN**  
**BLUE YELLOW GREEN**

## Punctuation Activity (5min)

- Instruct 2 students to read the following passage.  
Observe whether they recognize the punctuations.
  
- David: Hey Connie! How are you?
- Connie: Hi David. I'm doing good.
- David: Where is your husband, Richard?
- Connie: He is out on a vacation with the kids.



SINHGAD TECHNICAL EDUCATION SOCIETY'S  
**SINHGAD INSTITUTE OF MANAGEMENT**



# CERTIFICATE

## OF COMPLETION

THIS CERTIFICATE IS PRESENTED TO

*Ansari Nimra Rais Ahmed*

It brings us great pleasure to award you with this certificate, recognizing your triumphant completion of the Students Training Program (Semester 1 and Semester 2). Your dedication, diligence, and undeterred perseverance have culminated in this remarkable milestone. It's an honor to acknowledge and celebrate your achievements. Congratulations!

A handwritten signature in blue ink, appearing to read 'Daniel Penkar', written over a horizontal line.

DR. DANIEL PENKAR  
DIRECTOR



SINHGAD TECHNICAL EDUCATION SOCIETY'S  
**SINHGAD INSTITUTE OF MANAGEMENT**

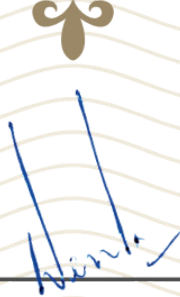


# CERTIFICATE OF COMPLETION

THIS CERTIFICATE IS PRESENTED TO

*Arastha Shrivastava*

It brings us great pleasure to award you with this certificate, recognizing your triumphant completion of the Students Training Program (Semester 1 and Semester 2). Your dedication, diligence, and undeterred perseverance have culminated in this remarkable milestone. It's an honor to acknowledge and celebrate your achievements. Congratulations!

  
\_\_\_\_\_  
DR. DANIEL PENKAR  
DIRECTOR



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

## National Unity Day Celebration Report

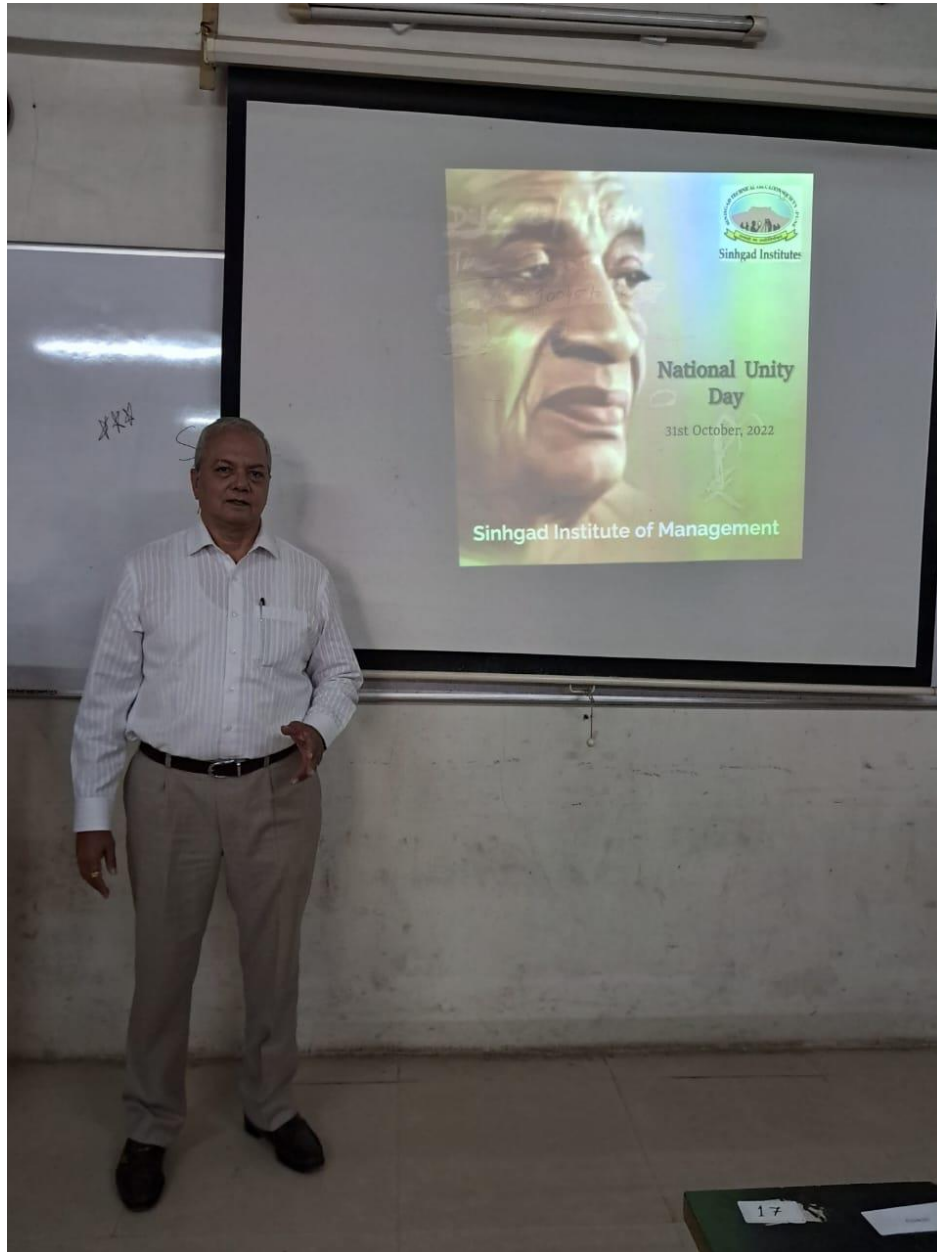
<b>Activity Title</b>	<b>: National Unity Day Celebration</b>
<b>Date</b>	<b>: 31<sup>st</sup> October, 2022</b>
<b>Day</b>	<b>: Monday</b>
<b>Time</b>	<b>: 11.30am to 12.00noon</b>
<b>Venue</b>	<b>: Class room G-9</b>
<b>Attendees</b>	<b>: MBA faculty members</b>
<b>Activity Coordinator</b>	<b>: Prof. Deepali Sonawane</b>

India is a secular country with diversified cultures and the significances in their own kind. As an endeavor to solidify the bond of oneness and unification, the country celebrated the **Birth Anniversary of Sardar Vallabhbhai Patel** on **31<sup>st</sup> October** as **Rashtriya Ekta Diwas (National Unity Day)**. In line with the celebrations countrywide, **Sinhgad Institute of Management, Vadgaon, Pune** following the mandate, organized a session in order to extend their heartfelt appreciation about the life and the involvement of the great leader, Sardar V. Patel, in the veritable contribution during the freedom struggle. and to lay a foundation of a unified country fused with oneness.

All MBA faculty members had assembled in class room G-9. The session had started with the impressive speech of **Dr. Daniel Penkar, Director, SIOM**. Dr. Penkar sir had shared the history and role of Sardar V. Patel in the freedom struggle to establish a harmonious society. Being a special occasion to foster and reinforce dedication to preserve and strengthen unity, integrity and

security of the nation by reinforcing the values of a strong and united India, a session ended with collaborative pledge on Peace and Solidarity by all faculty members.

**Photos of session**







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