1) Workshop on Prototype/Process Design and Development –Prototyping

Under the Institute Innovation Council's (IIC) Activity

Report

Sinhgad Institute of Management and Computer Application, (SIMCA), Pune has organized a day seminar on "**Workshop on Prototype/Process Design and Development –Prototyping**", on June 9, 2021. The workshop focused on Prototyping Design Thinking. Interested faculty and students have attended the workshop. The program started at 11:00 am with the welcome address by Ms. Priya Shinde. The opening remarks and introduction given by Guest speaker Prof. Prajakta Joshi she has experience of 28 years, she is Entrepreneurship Innovation Educator, NEN Faculty and a Leader.

She highlighted design thinking and the tools and techniques of prototyping. She emphasized how we can think differently and how we have to be passionate about our goals.

She shared her research work and talked about her experience in all these years. She gave several examples of prototyping. She also explains how prototyping is used in various fields like Engineering, Architecture, etc.

Professor Prajkta Joshi shared her experience of starting a travel community platform and fulfilled women's dreams to travel solo. Prof. Prajakta Joshi decided to empower women differently. PWST-Pune Women Solo Travelers is a community-based organization run by women for women!! She used media and a social media platform to reach out to every woman. Her hard work and dedication paid off by receiving and achieving various rewards.

She presented her work and observations in tourism growth in social, political, economic sectors. Also emphasized on how to use social media platforms for encouraging women and many more.

At the end of the program, Dr. Anamika Singh (Director, SIMCA) shared her experience of attending the workshop and appreciated the inspiring work done by guest Prof. Prajakta Joshi. Ma'am has ended the session by thanking the guest speaker for such an interesting and informative session and for being with us.

Glimpses of the session:







Flyer of the Event:











Session on Talk with Start-up Founder /Co-Founder Under the Institute Innovation Council's (IIC)Activity:

REPORT

Date:- 24/08/2021

Sinhgad institute of management and computer application (simca) Narhe, has organised a Live session on "Talk with Start-up Founder/Co-Founder "on the occasion of celebrating the World entrepreneurship day on August 24,2021. The session was focused on an interactive session regarding start-ups, interested students have attended the session. The session started at 4 pm with the welcome address by Mr. Abhishek Singh addressing the guest Mr. Pritesh Singh Co-founder and CTO at carselonadaily. He is currently working with the excellent people in the motor vehicle industry.

Mr. Pritesh Singh started with briefing about the introduction of start-ups. He clearly described about the difference between starting a business and a start-up. Then moving on he described on what to focus on while starting a start-up and how to get the investments for the start-ups.

Mr. Pritesh Singh clearly mentioned the steps for starting a start-up and the major requirements and experiences needed. He shared his life experience from joining the college to how he started the start-up and gave advices on what others should do while planning for a start-up. He explained about the importance of having a vision and goal to achieve the target.

The session started interactive, lots of students had their doubts and shared their experience, Mr. Pritesh Singh helped to solve their doubts and motivated others to start start-ups. He gave examples of different start-ups and explained how they achieved their success.

At the end of the session Prof.Sachin gupta gave a short description on entrepreneurs. He shared his experience of the session and ended the session thanking the guest speaker for the informative session.













FLYER OF THE EVENT











FACULTY DEVELOPMENT PROGRAM

TRAIN THE TRAINER

Date:-7&8 APRIL 2022

VENUE:-CTC, LONAVALA

<u>SUMMARY REPORT BY :- DR MILIND A MARATHE, PROFESSOR,</u> <u>SIMCA</u>

Date:-7th April 2022

Time:-10-1 pm

Session1

Resource Person:-Prof Mr Govind D Apte

Theme:- Case study Teaching Methodology

Some of the key points covered in the session:-

The case method changes the role of the students from passionate absorbers to Partners in the joint process of learning

Role of Teacher is seen as:-

Provoking argumentative Thinking

Guide with own contribution

Taking final position on view points

Constant probing

Use contrast and comparison for learning

Case method of teaching helps in

Analytical skill development

Conceptual understanding

Deductive reasoning





Session2

Time:-2-5 pm

Resource Person:- Prof Govind D Apte

Theme:-Case study discussion-following cases were discussed:-

- 1. The Chattanooga Ice Cream Division
- 2. Birch Paper Company
- 3. Atlantic Computer:-A bundle of pricing options

Case Study: The Chattanooga Ice Cream Division, Case study, HBS case study

Background Analysis

Falling Trend of ice cream consumption

Loss of sale for regular flavours

Shifting blame

Inexperienced staff

Management failure to launch new products

Inexperienced CEO

Weak R&D

No synergy in Decision Making



14

Case Study : Birch Paper Company, HBS case study

Birch Paper company was a medium sized, partly integrated paper company, producing white and Kraft papers and Paperboard

Key learning

Decentralise responsibilities and authority

Each division profit and ROI Northen Division – Display box with Thompson Division – Designed by Thompson, Reimbursed by Northern for cost of design

Profit Margins are squeezed

Contribution is equal to overheads

Marked price=\$430

Target price=\$480

Variable cost=\$280

Any price above Variable cost

Case Study: Atlantic Computer:-A bundle of pricing options, HBS Case study

Key factors influencing the pricing strategy

- 1. Atlantic computer could stay with the status quo and offer software tools for free
- 2. Charge a price equal to its competitor
- 3. Charge a price based on cost plus pricing
- 4. Charge a price based on value based pricing

Key learning:-

Design marketing strategy in support of Marketing channel and pricing

Highly reliable product



ik

Customer centric approach Product differentiation Buying behaviour is different in different segments Take a part of benefit, Shadow pricing

Date:-8th April 2022

Session1

Time:-10.00 am -1.00 pm

Resource Person:-Dr Sharad Joshi, Management Consultant

Theme:-Teaching Pedagogy for Management Institutes

Some of the key points covered in the session:--

Dr Sharad Joshi had send a case study titled 'National Stell Indutsries Limited,an IIM Ahmedabad case study and a chapter (Title;-At the firing line of Business) ,adopted from a novel on Automobile industry Titled 'Wheels'.

Dr Joshi used reference of the case study and the chapter from the book during the session.

Qualitative Research Methods Grounded Theory – Developing a theory to explain a research problem

(Farmer suicides)

Ethnography-exploration of cultural groups (e.g. millennial) with a view to understanding a way of life from the point of view of its participants

Phenomenology- Understanding a phenomenon directly irrespective of its social and historical context (e.g. Film Institute standoff)

Ethnomethodology – Study of methods which individuals employ to create order (e.g. succession process) and to learn from them





Action research – Research focusing on action and knowledge in an integrated fashion through a cyclical and participatory means (e.g. agile methodology) Case Study – In depth analysis of a single or small number of units.

The purpose is to learn from them and to develop theory (Pharma MNC's)

Session 2

Time:- 2.00pm-5.00pm

Resource Person:-**Dr Daniel Penkar, Director SIOM, Pune** Theme:-What it's like to work in Management Institute

Some of the key points covered in the sessions are as follows:-

9P's in Training/Teaching

P= Planning – Preparing – Practice P= Pronunciation, P= Pitch, P= Pace, P=Pause, P=Pride, P=Passionately

- 1. How to maintain control on your session?
- 2. Anticipate difficulties in the session
- 3. Ask yourself the objective and the bigger picture of a particular session
- 4. Should we make objective of the session clear to the class / Audience
- What combination I can use in teaching Involve me and I learn Tell me and I hear Show me and I see
- 6. What is vicious circle in training/Teaching +ve vicious circle
 -ve vicious circle
- 7. Understanding the audience is it important?
- 8. Can we take advantage of gestures in teaching?
- 9. Should there be an agenda with us before and during the lecture and session?





- 10. Why role of confidence is important in teaching /
- 11. Why is it important for faculty to come to class on time or before time?
- 12. How important is Time Management in teaching
- 13. Start- Maintain End with lively pace and Talk Why?
- 14. Phrases Quotes. Important statements or words of wisdom are they important
- 15. Is feedback from the students important in teaching / training?
- 16. Why are certain activities / exercise important in teaching?







Sinhgad Institute of Management and Computer Application

Sinhgad Technical Education Society's

Sinhgad Institute of Management & Computer Application, Pune

Report of Induction Programme

Two days online Induction programme for MBA Batch 2021-2023 was conducted by Sinhgad Institute of Management & Computer Application (SIMCA), Pune on 28th – 29th December 2021 under the aegis of Sinhgad Technical Education Society (STES). The objective of the program was to acclimatize the students to the new environment and get them acquainted with legacy and culture of Sinhgad Institutes and Academics, Placement various activities and events at SIMCA.



Dr. Anamika Singh, Director, SIMCA, Pune









On Day 1 (Tuesday, 28th of December 2021), the Induction was inaugurated by Dr. Anamika Singh, Director, SIMCA, She extended a warm welcome to students of MBA 2021 -2023 batch .She has presented a two year comprehensive academic plan leading to Holistic development .This in turn will offer them a competitive advantage in the corporate world, She shared interesting success stories of Elon Musk, Tesla.

This was followed by the Mr. Nitesh Khatlawala, CEO Puspadin Investment. The theme for his session was Career in Finance. He stressed on the importance of blending the conceptual and practical learning for the budding managers. He elaborated on core banking, stock market, commodities market etc









Mr. Baliram Mutagekar VICE PRESIDENT (IIR) AND EX MANAGING TRUSTY, HR INFOTECH ASSOCIATION



ika





The next session was followed by Dr. Parag Kalkar, Dean, Commerce and Management, Savitribai Phule Pune University (SPPU) stressed a theme that studying in a B school is like working in a company. The Budding managers will have to invest 10 to 12 hours per day for learning and evolving as a professional.

The last session of the day was by Mr. Baliram Mutagekar, VP (HR), the theme of his session was 'Bridging The Gap Between Industry Expectations and Offering'. He stressed on the industry challenges and importance of developing the soft skills.







Day 2 (Wednesday, 29th of December 2021) started with Dr. Rik Das, the lead Data scientist (Computer Vision and Research) Siemens .He enlightened the audience on 'Significance of business Analytics'. He elaborated on pre and post pandemic scenario in the industry and the skills to be developed by the students for a successful career in Business Analytics.

It was followed by a fruitful session by Dr. Shridhar Rajpathak, Director, Garware Technical Fibres limited .The theme for his session was International Business. He highlighted the nuances of International Business focussing on agile organizations, International Operations, expectations of professionals and bottom line as

Customer and consumer loyalty,

This further was followed by a session by Dr Tansen Chaudhari, COO, FluidControls India Limited Pune, The theme for his session was operations management. Key points were 'Interaction among three gods -continuous preservation, destruction and creation cycle







1ka





ika





Post lunch session was conducted by Dr Sudesh SharmaMBA ,SIMCA He has discussed the MBA syllabus (2019) pattern and shared the teaching learning methodology .He elaborated on the Choice Based Credit System Courses, Major and minor specializations ,Program outcomes (POs) and course outcomes(COs)







Alumni Panel Discussion was held on 29thDecember 2021 at 2: 30 pm, MBA alumni of SIMCA joined the discussion via Microsoft Teams: The discussion revolved around various points like Industry Expectation from freshers. Importance of participation of students in various activities and events organized by the Institute in term of holistic development of the students and Post COVID scenario in the corporate world and its impact on the corporate career

Mr. Prathamesh Shinde, Area Manager (Saint Gobian Glass)spoke on open and learning culture at SIMCA and how students were delegated responsibilities of various activities and events

Mr. Chinmay Deshmukh, Branch Manager (Cholamandlam Finance)elaborated on effective use of resources made available to them like library, alumni session, guests sessions etc

Mr. Amol Gadre, (Deputy Manager-HR Analytics and Quality) who is MBA HR Alumni shared his views :on mentoring and guidance given to the students





Session on 'Placement Talk' was conducted by Dr. Jayesh Minase, Dean Placements MBA Sinhgad Institutes. The objective of the session was to develop clarity among the students in terms of their academic and career interests, and guided them in achieving their short and long-term goals. He stressed on developing problemsolving ability, creative thinking, and acquisition and development of transferable skills,



Prof Rajeshwari Shinde faculty member at SIMCA proposed the vote of thanks to the STES' patrons Hon. Prof. M. Navale, Founder President, Hon. Dr. Sunanda Navale, Founder Secretary, Hon. Mrs. Rachana Navale Ashtekar, Vice-President(Admin) and Hon. Mr. Rohit Navale, Vice-President(HR), eminent speakers and students, Team SIMCA







SINHGAD INSTITUTE OF MANAGEMENT AND COMPUTER APPLICATION

NARHE, Pune 41

Title : Panel discussion on Entrepreneurship under Institution Innovation Council (IIC) of MoE's Innovation Cell

Date : 24th August 2021

Time: 5 pm to 6 pm

Faculty Coordinator: Prof. Manisha Shinde, Prof. Sachin Gupta

Venue : Online Platform through MS Teams

Moderator: Prof. Manisha Shinde

Panel members: SIMCA Alumni Entrepreneurs -

- 1) Mr. Natansh Dubey (MBA) MNG Legal (Founder Partner)
- 2) Mr. Aniket Yadav (MBA(IT)) Tech Celestial Innovations (Director)
- 3) Mr. Pritesh Singh (MCA) Carselonadaily (Co-founder)

Attendees: All students of MBA and MCA, All faculty members of MBA and MCA

Objectives of the activity:

1ka



- To spark conversation between a group of entrepreneurs and thought leaders, so that the students can learn from their discussion and interaction
- To provide the students, panelists personal experiences, opinions and share how to tackle the problems

<u>Table Plan</u>

Sr No	Activity/Guest/Speaker	Time
1.	A short speech on Entrepreneurship by Prof. Sachin Gupta	5.00 pm to 5.05 pm
2.	Introduction of all the panel members by Prof. Manisha Shinde	5.05 pm to 5.15 pm
3.	Panel discussion by a moderator Prof. Manisha Shinde	5.15 pm to 5.55 pm
4.	Vote of Thanks by a student	5.55 pm to 6.00 pm

Activity Background -

The <u>"Panel discussion on Entrepreneurship"</u> was a Ministry of Education Innovation Cell (MIC) driven activity arranged under Institution Innovation Council of MoE's Innovation Cell, to promote World Entrepreneurs Day. The entrepreneurs of MBA were identified by Prof. Manisha Shinde.

IKA



The program started with the short speech on Entrepreneurship by Prof. Sachin Gupta. Then, the panel discussion started with the introduction of all the entrepreneurs by the moderator Prof. Manisha Shinde. The discussion continued by asking various standard and personal questions to the entrepreneurs by Prof. Manisha Shinde like –

- a) How did the idea for your business come about?
- b) What was the key driving force to become an entrepreneur?
- c) How did you come up with the name of your company?
- d) About their journey from SIMCA to entrepreneur
- e) How do you market your business?

All the entrepreneurs answered and shared their personal experiences, their opinions with the students. All the three panel members had done their SIP Summer Internship Program with the entrepreneurs only. So, the moderator advised the audience students to not to avoid SIP with the entrepreneurs which generally students does. Finally, all the entrepreneurs were asked to speak about give message to all the students and were asked to share 3 key points to become a successful entrepreneur. The session was concluded by the vote of thanks by a student of MCA.

Student's Feedback-

- Students were very happy with the panel discussion as the panel members shared their experiences, their success path which will definitely encourage and motivate the students
- Students learnt about the different funding policies, the formalities required to become an entrepreneur.



1Ka

Prof. Manisha Shinde

Dr. Anamika Singh Parents

Meet Coordinator

Director (SIMCA)







Sinhgad Technical Education Society

SINHGAD INSTITUTE OF Management and Computer Application

Narhe, Pune 41

Glimpses of the Event "Panel discussion on Entrepreneurship" By



SIMCA











Sinhgad Institutes Sinhgad Institute of Management and Computer Application (SIMCA), Narhe Alumni Meet Report 2022

Sinhgad Institute of Management and Computer Application (SIMCA), Narhe has organized 'Rendezvous – Online Alumni Meet 2022' on Saturday 25th June 2022 between 5pm to 7pm. It was an incredible reunion of alumni, students, faculty and staff members though it was on the virtual platform Microsoft Team. It gives immense pleasure to present the report of Alumni Meet 2022. The main objective of the scheduled meet:

- 1. To encourage, foster and promote close relations among the alumni.
- 2. To maintain communication flow of Alumni and current batch students.
- 3. To provide a forum for the Alumni for exchange of ideas on academic, cultural and social issues of the day by organizing and coordinating reunion activities of the Alumni.
- **4**. To keep a roster of all Alumni and their pertinent data.
 - 5. To provide career development and guidance.

The Alumni Association of SIMCA achieves these objectives by hosting an Alumni Meet every year through communications, interaction in various ways namely alumni meet, mock interviews, guest sessions, and inviting alumni as a judge in the various institute's events and many more.

Timing	Sessions	Resource Person	Key Point Discussed
05:00-	Welcome	Dr. Anamika Singh	Updates about SIMCA and various
05.30 pm	Note and	Director SIMCA	events happening.
	Directors	Prof. Rajeshwari Shinde –	
	Address	Host Alumni Meet	
05.30 pm-	Alumni	Dr. Milind Marathe,	-Alumni Association Review
06.30 pm	Association	Professor, SIMCA-MBA,	- Industry interaction, Future
	Review	Natanash Dubey - Alumni	activities, Career Services
		Association President	
		Pritesh Singh - Alumni	
		Association Vice President	

Schedule: Alumni Meet 2022





06.30-7.00	Alumni	Alumni Representative-	-Industry	
pm	Interaction	Prajwal Shetty C.H.Meena,	interaction,	
		Hrishikesh Kale,	Startup Support,	
		Nitin Dhopatkar ,	Knowledge and	
		Trupti Sagar	Experience	
		Kewal Bagawe,	sharing	
		Rani Prajapati	-Internship and	
			Placement	
			Opportunities	

Prior to the annual alumni meet, the event registration details were shared to the alumni through various social media platform and mail was also sent to all alumniTotal 120 Alumni's enthusiastically attended this online alumnus meet.

Dr. Anamika Singh, Director- SIMCA extended warm welcome and updated alumni about various activities and initiatives of SIMCA. Mr. Natansh Dube, President SIMCA Alumni Association shared his views and industry experience to the audience also expressed his gratitude for such a wonderful Alumni Meet Event.

Mr. Pritesh Singh, Vice President SIMCA Alumni Association joined the event from New Delhi & was thankful to be part of this event. Mr. Hrishikesh Kale, Kewal Bagawe, Nitin Dhopatkar Trupti Sagar shared their experiences being a part of SIMCA family and his experiences about the management profession in general.

Prajwal Shetty from batch (12-14) expressed that there should be one common platform to be devised, wherein all the alumni can communicate and share job vacancies, in their company, their achievements in professional career.



14

C.H.Meena (HR) form batch (15 -17) added that, job requirements will be provided by our company if there is any common platform.

Prof. Manisha Shinde appealed to the alumni team to provide the details of alumni of their respective batches.

Afterwards Dr. Vilas Nandavadekar, Director SIMCA – MCA shared his experience and achievements of his career along with his thoughts on Alumni activities. He urged the alumni to contribute in enhancing Knowledge and skill domains of currents students by conducting guest lectures, webinars, and seminar.

Dr. Milind Marathe, Research Head, emphasized on the role alumni in strengthening the department and stressed on building of strong bonding between juniors and the seniors for overall growth of the department

Dr. Sudesh Sharma, Academic Head, enlightened students with his views. He stressed on the importance of dedication and persistence in gaining success in carrier.

All the participants attended the alumni meet with great enthusiasm and made the alumni meet a great success with exchange of thoughts and ideas. It was a good stress reliever for students and alumni, change from there routine work and academic life. It was a nice gesture from Alumni to declare support and any help required as per their capacity for betterment of SIMCA.

The event was concluded with formal vote of thanks to everyone for their contributions to put their best effort in arranging this grand alumnus meet. SIMCA family express sincere gratitude towards all the alumni for sparing their valuable time and contributing towards making it a memorable evening. Thank you very much again.

Dr. Anamika Singh Director, SIMCA.

Photos of Online Alumni Meet 2022



14

Photo: Inaugural 'Rendezvous – Online Alumni Meet 2022'

























Sinhgad Technical Education Society's

Sinhgad Institute of Management & Computer Application, Pune

PRESS RELEASE

A 3 days Online International FDP (Faculty Development Program) on

"Innovations in Techno-Management and Strategic Case-based Teaching Learning" was conducted by Sinhgad Institute of

Management & Computer Application (SIMCA), Pune on $6^{th} - 8^{th}$ August 2021 under the aegis of Sinhgad Technical Education Society (STES).

The FDP attracted more than 700 faculty participants from all across

India as well as from overseas countries such as France, Ghana,

Ethiopia, Combodia, Gambia, Pakistan, Morroco, Libya, Algeria, Bangladesh, Oman, Phillipines, etc







Dr. Vikas Singh, Vice-Chancellor, ITM



Dr. Parag Kalkar, Dean, Commerce &

SIMCA, Pune



UniversityRaipur

Management, SPPU







Dr. Vasant Bang, Dr. Prashant Salwan, Faculty Director, Faculty, IIM, Indore

DELTA-M

On Day 1 (Friday, 6th of August 2021), the FDP was inaugurated by Dr. Anamika Singh, the dynamic Director, SIMCA, by welcoming the eminent Guests of Honour and Participants and highlighting the purpose of FDP and importance of Case Based Teaching in Management Courses. This was followed by the session of Dr. Parag Kalkar, Dean, Commerce and Management, Savitribai Phule Pune University (SPPU) stressing on the changes that has affected teaching and learning due to Covid-19 pandemic and how leading institutions like Harvard Business School (HBS) are adapting to the change. Another Guest Dr. Vikas Singh, Vice-Chancellor, ITM University, Raipur delved on the need for learning through the Case Studies, citing few examples from his own personal career life. Dr. Rik Das, the Third Eminent Faculty Guest Speaker from Xavior Institute of Social Service (XISS), Ranchi, Jharkhand, focused on making the learning more interesting by use of problem solving methods.

Day 2 (Saturday, 7th of August 2021) saw Dr. Vasant Bang, the Faculty Director, DELTA-M elaborating from different perspectives through a full Case Study on Tata Motors.

Day 3 (Sunday, 8th of August 2021) witnessed fruitful session by Dr. Prashant Salwan of IIM, Indore going into the details of Presenting, Preparing and Writing of the interest building case studies. This was followed by another session by Mr. Santosh Karmane, Vice-President Cyber Security, Business Continuity & Risk, DBS Asia Hub 2 on the new challenges for Cyberscecurity @2021.

The FDP was formally closed with vote of thanks by Dr. Milind Marathe, Head, Research, SIMCA thanking the STES stearing team Prof. M. Navale, Founder President, Dr. Sunanda Navale, Founder Secretary, Mrs. Rachana (Navale) Ashtekar, Vice-President and Mr. Rohit Navale, Vice-President, the participating faculty members,





SINHGAD INSTITUTE OF MANAGEMENT AND COMPUTER APPLICATION

NARHE, Pune 41

Title : Poster Presentation of Innovative and Creative business plan

Date : 18th May, 2022

Time : 11 am to 1 pm

Attendees: MBA I year students

Objectives of the activity:

- To encourage the students to develop Innovative and Creative business plan.
- A poster presentation provides a visual representation of your research through text, charts, graphs, and other visual aids.
- A poster presentation allows viewers to read your research material at their own leisure and to interact with you—perhaps asking questions about your methods or your findings.

Activity Background -

The <u>**"Poster Presentation of Business Plan"</u>** was arranged by Dr. Milind Marathe. On 18th May students came with preparation to present their Posters with PPT. All groups of students presented efficiently.</u>

The evaluation of all the Posters was done by **Dr**. **Milind Marathe**. According to evaluation done, the winner was declared by **Dr**. **Megha Mehta**.





Topics	Winner	Runner-up
	Pradnya Jadhav	Prashant Motipwal
Woman Entropolychin	Anuja Patil	Omkar Pawar
Women Entrpreneurship	Tejal Indulkar	Sneha Tawade
	Abhijeet Patil	
	Sagar Dalal	Ajit Pawar
	Prachi Gokhale	Rutuja Pawar
Business Startup	Umesh Vanke	
	Roshan Gualve	
	Shristi Sinha	

Here is the list of Winners and Runner-up of the activity.

Outcomes -

- Students get interacted with each other through group activity.
- It provides students with an opportunity to learn by doing, in turn strengthening the learning.
- Enhanced understanding along with facilitating creative thinking and extensive research and reading.







Dr. Milnd Marathe

Dr. Anamika Singh

Poster presentation Coordinator

Director (SIMCA)



Sinhgad Technical Education Society

SINHGAD INSTITUTE OF Management and Computer Application

Narhe, Pune 41





Glimpses of the Event "Poster Presentation of business plan" By

SIMCA















