

S.K.N Sinhgad School of Business Management

S. No. 10/1, Ambegaon (Bk.), Pune – 411 041, Phone: 020 – 24354036, Fax: 020-24354036 (Approved By AICTE, Recognized by Govt. of Maharashtra & Affiliated to Savitribai Phule Pune University, Accredited by NAAC)

7.2 Best Practices

7.2.1 Best Practice- I

Title- Student Training Program (STP) Development and implementation Objective:

1. To study the skill gap in terms of Knowledge, skill and attitude amongst the students.

2. To design the training program to develop the reading, writing, communication, aptitude & reasoning skills needed for business management.

3. To conduct the student training program.

4. To create entrepreneurs.

Context-

Students who are pursuing MBA program are from different socio, economic background and belong to mostly to towns and rural areas of state of Maharashtra and Rest of India. So it is necessary to bring all the students in terms of knowledge and skills and attitude. Therefore training session need to be conducted for developing communication skill, reading & writing skill, assessing the economic environment and career opportunities has become necessary.

The SKNSSBM has a strong association with industries. After the placement process the companies who have completed the placement cycle, give feedback to the Central Placement Cell regarding students' performance during the recruitment and selection process.

The Placement cell of the institute has identified requirement of the industries and groom the students accordingly based on the feedback received. It was observed that there is a great need for enhancing students 'employability. To fill the gap between industries requirement and academics, students need to improve their overall skills, practice for interview and selection procedures and improve their personality. Hence, the institute had decided to undertake Student

Training Programme (STP) every year. The Institute conducts a series of activities under Students' Training Program (STP) catering to Industry requirements to make students industry-ready.

The Practice:

Due to Conduction of STP modules in every semester students are aware about the corporate culture and the different skills which are required them compatible with the corporate world.

Under the STP (Student Training programme) different modules are covered like personal interviews, group discussions, Psychometric test, reading, writing, aptitude, reasoning, domain knowledge test are conducted to understand the Knowledge, skills and attitude and other behavior aspects of the students which are latent in nature.

Institute invites alumni and for giving guidance to students in the above areas, alumni and industry experts are invited. Faculty members, including STP coordinators conduct the different tests because of which students are able to identify areas of their strengths and weaknesses to improve them. Students are also given input to become proficient in English language.

And trained about the verbal, non-verbal communication and body language.

Problems encountered and resources required

Training need identification for the students was a difficult task. It was overcome with the help of mentors of the students.

As STP is additional activity which is designed by institute for students benefit and it is not a part of the curriculum, it was observed that many students who are exam and marks-oriented didn't consider it seriously.. On observing this, the institute conducted STP guidance sessions, where STP coordinators explained about what is STP Importance of STP, how it will help students

and why they should all participate in it actively.

Resource Requirement-

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In-house or external faculty/ trainer required to impart the session.

Evidence of Success

Students are able to work in a team with effective communication skill.

Students started giving class presentation confidently.

For final placements students are appearing for aptitude, reasoning, Personal interview & Group discussion very confidently.

Sr.no	Name of the students	Company Name	
1	Akotkar Ketan Pralhad	State Street HCL Services	
2	Aashish Barge	Vodafone India Services Private Limited	
3	Anandkar Rohit Sambhaji	Amara Raja Nava Prathibha	
4	Anand Vicky Vinod	SBI Life Insurance Company Ltd.	
5	Apte Atharva Kumar	DTDC Express Limited	
6	Babar Pragati Satish	Cian Healthcare	
7	Badode Ankit Sanjay	ICICI Bank	
8	Bargat Yash Rameshwar	Griffyn Robotech	
9	Bellam Omkar Ramesh	Principal Global Services	
10	Bhaalerao Mokksada Dilip	Gallagher services center llp	
11	Bhalke Vaishnavi Vilas	Aavas Financiers	
12	Bhokare Rhutvik Siddhanath	Persolkelly	
13	Bhongle Rakhi Pundlik	ThinkQuotient Software Pvt. Ltd.	
14	Birajdar Vaibhav Mallinath	Infosys	
15	Chaugule Megha Dattatray	Bajaj Allianz Life Insurance.	
16	Chikhale Aishwarya Balaji	ASPERA Advisors LLP.	
17	Chitare Akash Ashok	Aditya Birla Finance Limited	
18	Choudhary Anjali Mohan	Ahuja valecha	
19	Dabade Suprit Deepak	THE INTERCONTINENTAL TRADE PROMOTION	
20	Dakare Tanaya Narendra	Cleanindia Group	
21	Dandage Dinesh Rajendra	Cian Healthcare	
22	Dani Anil Raghunandan	Infosys	
23	Desai Ritika Vijay	Wipro LTD.	
24	Desarda Yash Rajendra	Arihant Food Industries	
25	Deshmukh Pooja Kailasrao	L-Cube Innovative Solutions Pvt.Ltd.	
26	Dhande Amruta Rajesh	Sinhgad Institute Lonawala	
27	Dhume Maithily Sanjay	Fitart Health and wellness PVT.LTD	
28	Dube Shubham Vilas	Torcko logi pvt. Ltd.	
29	Fegade Gaurav Pravin	Xanadu Realty	
30	Funde Harshwardhan Subhash	Shirke Construction Technology pvt. Ltd.	
31	Gaikwad Anuj Baliram	State Street HCL Services	
32	Gaikwad Kajal Mukund	Cognizant PVT LTD	
33	Gaikwad Kumar Yuvraj	Crompton Greaves	
34	Gajbhiye Vivek Keshavrao	Shraddha Infosystem.	
35	Gawade Sahil Sunil		
36	Gawande Himanshu Panjabrao	Awign Awign	
37	Ghadge Suraj Haribhau	State Street HCL Services	

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38	Ghode Aniket Dnyaneshwar	Tech Mahindra LTD.	
39	Ghodke Pratiksha Pramod	Bajaj Finance Ltd	
40	Guru Tanvi Subhash	ASPERA Advisors LLP.	
41	Honakande Karan Rama	Big Basket	
42	Hulagbali Jayesh Vinayak	360 Realtors LLP	
43	Itkar Vaishnavi Mahesh	Techmihirnaik Groups	
44	Jadhav Rutuja Rupendra	Piaggio Vehicles Pvt.Ltd	
45	Jagdale Saurabh Sudhir	SBI Life Insurance Company Ltd.	
46	Jagtap Atul Babasaheb	HDB Financial Services	
47	Javanjal Rutuja Charandas	Viraj Profiles Pvt Ltd.	
48	Kadam Harshad Rajaram	Shapoorji Pallonji and company PVt.LTD	
49	Kale Shivani Sudhakar	YASHASWI Group	
50	Kamat Rutvik Sanjay	State Street HCL Services	
51	Kapure Kajal Sukhdev	State Street HCL Services	
52	Kawad Abhijit Mohan	Insurance Dekho	
53	Kende Shubham Narendra	State Street HCL Services	
54	Kshirsagar Tanmay Rajesh	Bajaj Allianz Life Insurance.	
55	Kudache Anant Chandrakant	State Street HCL Services	
56	Landge Saloni Baburao	State Street HCL Services	
57	Magare Karishma Arun	Xanadu Realty	
58	Mahajan Vithoba Shridhar	Emerson India	
59	Maisheri Payal Pankaj	Rialtes	
60	Makandar Mujjammil Ramjan	Tata Autocomp Systems Ltd.	
61	Mali Ajit Ramchandra	ICICI Bank	
62	Malji Vaibhavee Rajvinayak	Wipro	
63	Mandhare Pratik Kakasaheb	Randstad India Pyt.Ltd	
64	Marathe Akash Premraj	MRF Ltd.	
65	Mhetre Varsha Vikas	State Street HCL Services	
66	More Hrutwik Sanjay	Topsource Infotech Solutions Pvt.Ltd.	
67	More Samiksha Prakash	Peropersolkelly	
68	Mule Ankush Shankar	Merino Industries Ltd	
69	Mule Sanket Kirankumar	Crave InfoTech	
70	Naik Atharva Mahesh	Bajaj Allianz Life Insurance	
71	Naik Venkatesh Gopal	GRITFIT	
72	Narayankar Mahadevi Shahu	Bajaj Allianz Life Insurance	
73	Newaskar Purva Prasad	Paranjape Schemes Construction Ltd.	
74	Paikrao Deepali Keshaorao	Manpower Groups	
75	Paliwal Adarsh Satish	Equitas Small Finance Bank	
76	Palve Vikas Ashok	Findestination	
77	Pandav Pankaj Mahendra	SBI General Insurance Ltd.	
8	Patil Ashish Dhanajirao	Bluestone Jewellery&Lifestyle Pvt	
9	Patil Gaurav Rajendra	ICICI Bank	
0	Patil Nilesh Bhatu	Equitas Small Finance Bank	

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81	Patil Rohit Bhaidas	Equitas Small Finance Bank	
82	Patil Shraddha Sidramappa	Crave InfoTech	
83	Rajurkar Nandini Bandopant	Persistent Systems.	
84	Rajurkar Shubham Sudhakar State Street HCL Services		
85	Raskar Swaraj Popatrao	HDFC Bank	
86	Sakhare Ankit Jayprakash	Seedwill Consulting Pvt. Ltd	
87	Salve Mayur Ramesh	Alliance Bernstein Business services pyt.ltc	
88	Sawant Shrusti Sudam	FinDestination	
89	Sawant Uday Bhaskar	KPIT Technologies Ltd	
90	Shanamwad Savita Marotirao	Zenith Management Consultants	
91	Sharma Abhishek Manojkumar	State Street HCL Services	
92	Shetty Prathamesh Dushyant	exi Service.com pvt ltd.	
93	Shinde Dinesh Ramrav	Aavas Financiers	
94	Shinde Dinesh Sambhaji	State Street HCL Services	
95	Shirbhate Raj Purushottam	Century Plyboards (India) Ltd.	
96	Shitole Rutuja Dushyant	State Street HCL Services	
97	Shukla Rushikesh Rameshwar	State Street HCL Services	
98	Solanki Rohit Kamal	Triangle Technologies Pvt Ltd.	
99	Sonkamble Sumedh Uttamrao	ICICI Securities Limited	
100	Sul Rahul Chandrakant	State Street HCL Services	
101	Tayade Akshay Suresh	HDFC Life	
102	Thakare Tejas Vilasrao	Bajaj Finance Ltd.	
103	Tiwari Akshaykumar Anilprasad	State Street HCL Services	
104	Waghmare Sneha Sagar	Averon Software & services	
105	Wankhede Rutuja Suryakant	DS Solutions Lab Private Ltd.	
106	Yadav Prakash Rajkiran	Mphasis	
107	Yadav Prasad Narayan	Crave InfoTech	
108	Zade Vaishnavi Manojrao	Neeyamo enterprises solution pvt.ltd.	
109	Zanzane Durga Jaywant	Jobs Cruz	
110	Zende Rajas Abhijeet	Samarth Industrial services pvt. Ltd	
111	Vaibhav Bhagawat Misal	Equitas Solutions	
112	Ashish Rambhau Musale	Atos	
113	Ranjitsinh Balasaheb malave	Teamlease Services Ltd.	
114	Suyog Popat Chaudhari	Teamlease Services Ltd.	
115	Ashutosh Lalaso Wable	Kotak mahindra Bank	

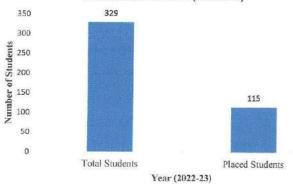
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Placement Details (2022-23)



Director
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	SINHGAD TEC	HNICAL EDUCATION	SOCIETY's	
	S.K.N. SINHGAD SCHO	OL OF BUSINESS MAN	AGEMENT, PUNE	
	STUDENT TE	RAINING PROGRAM AG	CTIVITY	
	Date: 23rd June 2022	Day: Thursday	Venue: Computer Lab	
Sr. No.	Class	Time	Remarks	
1	MBA I Div A	9.15 am to 10.15 am		
2	MBA I Div B	10.15 am to 11.15 am		
3	MBA I Div C	11.15am to 12.15 pm	All students should attempt	
4	MBA I Div D	12.15pm to 1.15 pm	Aptitude Test Series in computer lab,Mr.Vithal Sudnya will be	
5	MBA I Div E	2.15 pm to 3.15 pm	coordinating the test	
6	Counselling session for all mentees with respective mentor	3.15 pm to 4.15 pm	Filling up of Forms / Speaking skill Activity	

Director

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	S.K.N. SINHGA	AD TECHNICAL EDUC D SCHOOL OF BUSIN NG PROGRAM ACTIV	CATION SOCIETY'S ESS MANAGEMENT ,PUNI ITY -APTITUDE TEST SER	E
D	ate: 1st July 2022	Day: Friday	Venue: Computer Lab	IES I
Sr no.	Class	Time	Remarks	Supervision
1	MBA I Div C	4.00pm to 5.00pm		Dr.Roza
2	MBA I Div D	5.00pm to 6.00pm	All students should attempt Aptitude Test Series in computer lab	Parashar & Prof.Niketa Patil

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STES

SKN SINHGAD SCHOOL OF BUSINESS MANAGEMENT, PUNE

STUDENT TRAINING PROGRAMME (STP) APTITUDE TEST SERIES I & II for MBA I Batch 2021-2023

Dates conducted: 23rd June & 1st July 2022

Aptitude Test Series I: Total students present 226

Link for the test: https://forms.gle/TCikwZBKMRpgkmUv6

Aptitude Test Series II: Total students present 231

Link for the test: https://forms.gle/QewqF9ZLxHL1Ag7P8

Google Link was created and stored in computer lab, students had to be present in computer lab and attempt the test.

Dr.Roza Parashar

Dr.Ram Kolhe

Prof.Niketa Patil

Faculty coordinator

Dr.Prachi Pargaonkar

Director

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	Sinhgad Technical Education Society's	
S.K.N. SINHGAD SCHOOL OF BUSINESS MANAGEMENT, PUNE		
REPORT FOR One Day Group Discussion Workshop " Gateway to Corporates"		
Duration :	7 Hours	
Date:	27 th June 2022	
Time:	10.00 am to 11.00 pm Session for Faculty Members	
	11.15am to 12.15pm Workshop for students	
	12.15pm to 1.00 pm Lunch Break	
	1.15pm to 5.00 pm Group discussion, Inputs & Evaluation for MBA I	
9),	students	
Mode of Delivery :	Offline	
Topic :	"Group Discussion- Key Point for faculty members "	
	"Gateway to Corporate" Group Discussion for the students	
Guest Speaker :	Dr.Daniel Penkar, Director of SIOM	
TOTAL NUMBER OF PARTICIPANTS:	110 including Faculty members	
CLASS:	MBA I students	
PROGRAMME FACULTY	Dr.Roza A Parashar Student Training Program coordinator, Dr. Ram	
COORDINATOR:	Kolhe- Placement coordinator and Asst. Professor Niketa Patil	
Registration link for Interested students:	https://forms.gle/ECHGi57BnJ7yzGhx7	
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Sinhgad Technical Education Society's

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S.K.N. Sinhgad School of Business Management has organized a one day workshop on topic "Gateway to Corporate" by Dr. Daniel Penkar on 29th June 2022. Dr. Daniel Penkar has shared the information at a very ground level and ended up with crucial part of Group Discussion that every student should be aware of while participating in GD round for placements. He explained the marking system of group discussion and corporate interviews. He has given many tips. He gave many examples to make students understand better with help of describing different types of topics.

Our Guest Speaker Dr.Daniel Penkar began with today's session by giving a brief description on "Gateway to Corporate" and how students approach and faculties' evaluation approach while assessment and giving the topics should be.

Session was very insightful and Interactive various important points were discussed such as:

- 1. Clarity
- 2. Content
- 3. Communication
- 4. Confidence
- 5. Corporate interviews
- 6. Temperament
- 7. Ethics and Best Practices
- 8. Leadership Qualities
- 9. Etiquette
- 10. Introvert and extrovert character
- 11. Body Language of student
- 12. Grooming Sense

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Sir explained the marking system of group discussion to the faculty members, how to encourage & motivate students, how the student gets selected and rejected in corporate interviews.

Group discussions was conducted of 4 different groups of students (Each group consist 12 students). The topics were :

- 1. Russia Vs Ukraine war
- 2. Is India ready for Electric vehicles?
- 3. Cashless Economy- Is India ready for it?
- 4. Social Media- A Boon or a Bane for the society?

After every GD, Sir guided to the students as per the topic and explained the **Do's and Don'ts**. Faculty members also had a great learning experience. Our MBA I students Tanaya and Shubhangi did the compeering and our Faculty coordinator Dr.Roza Parashar organized the complete program. The overall Program was successful and feedback received from the program and Guest was excellent. It was more contributing to increase in number of students final placements and building confidence in students.

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"FUEL TRAINING "organized by CPC for SKNSSBM Students (Certification course)

	Sinhgad Technical Education Society's
	S.K.N. Sinhgad School of Business Management ,Pune
Name of the Training	"FUEL TRAINING" organized by CPC for SKNSSBM Students (Certification course)
Objective	Enhancing Placement skills
Guest Speaker:	Mr. Ashutosh Kulkarni , Mr. Tushar Pandit
Date:	3 rd April 2023 to 6 th April 2023
Time	9 am to 5.30pm
Participants	MBA I Students
Online /Offline mode	Offline
Program coordinator:	Dr.Roza Parashar, Prof.Niketa Patil, Mrs. Akshada Kumbhar
Director :	Dr.Prachi Pargaonkar - Director ,SKNSSBM

Central Placement Cell has arranged FUEL Training for SKN Sinhgad School of Business Management, MBA I Students from 3rd April to 6th April 2023 for Enhancing Placement Skills.

This session was organized for making students confident in soft skills like developing in communication skills, preparing Resumes, grooming, Interview skills preparing themselves for better placements.

Session was very insightful and interactive and various topics were discussed such as:

- 1. Calculation in Quant
- 2. Noun and Pronoun
- 3. Basic Tricks to do mats calculations
- Letter and Email Writing
- 5. Public Speaking
- 6. Active Listening
- 7. Communication Skills
- 8. Soft Skills
- 9. Quantitative Aptitude Ratio & Proportion, Blood Relation, Logical Reasoning

Overall, the Program was successful and feedback received for Training program and Guest was excellent. Students participated by in different activities by coming forward and speaking on different topics given by sir. It was more contributing to the students and additional efforts by Central Placement Cell and SKNSSBM Team Placements. It was very helpful in bringing the overall development among the students for the better placements. Note: Attendance was compulsory for students. Completion Certificates will be provided to those students only who will attend the training for all days.

Dr. Prachi Pargaonkar Director -SKNSSBM

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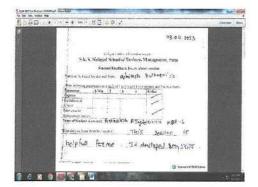


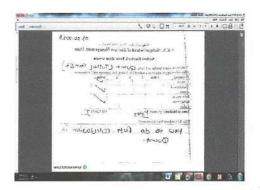
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Day 1:3rd April 2023 Photographs, Attendance & Feedback

FEEDBACK FOR THE PROGRAM: DAY 1: 03.04.2023









Director

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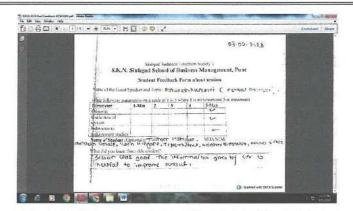
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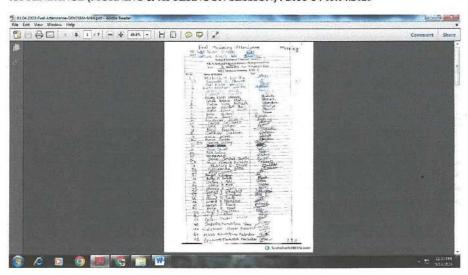


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ATTENDANCE (MORNING & AFTERNOON SESSION): DAY 1:03.04.2023

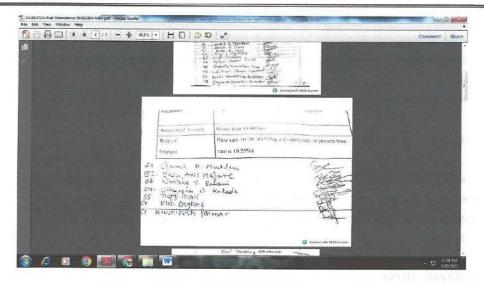


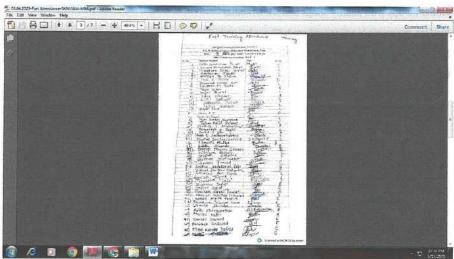
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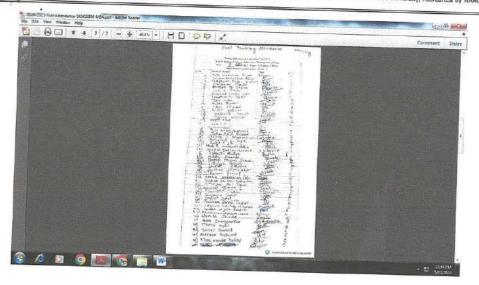
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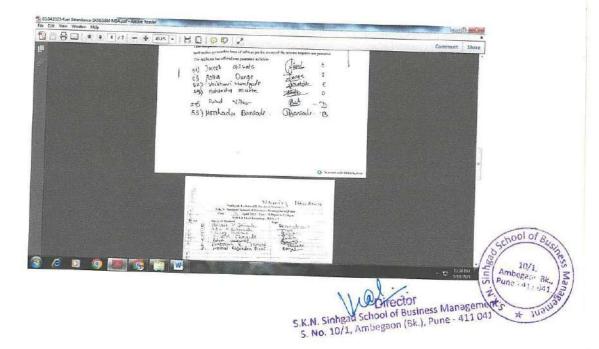
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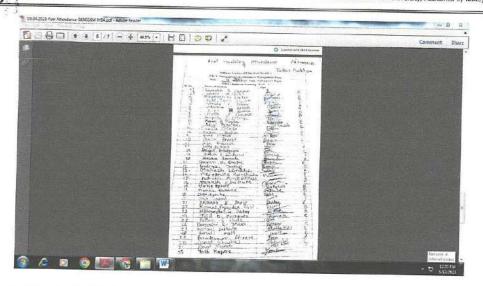


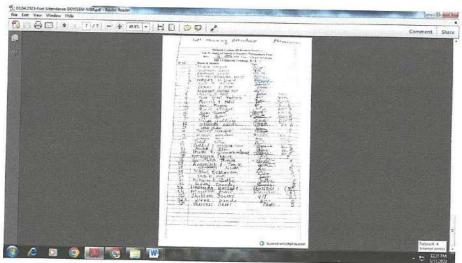




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Day 2: 5th April 2023 Photographs, Attendance & Feedback

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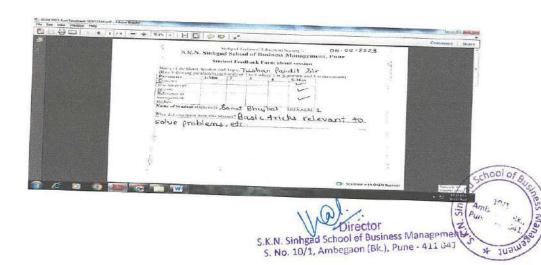
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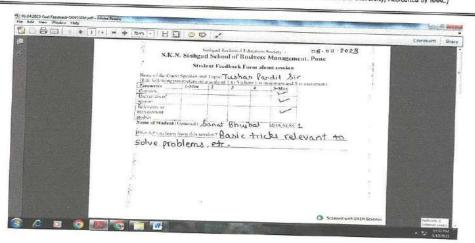


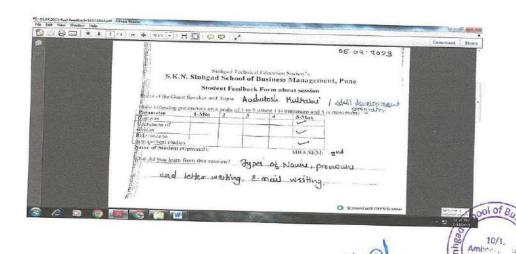




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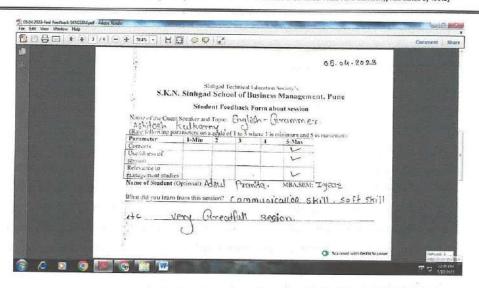


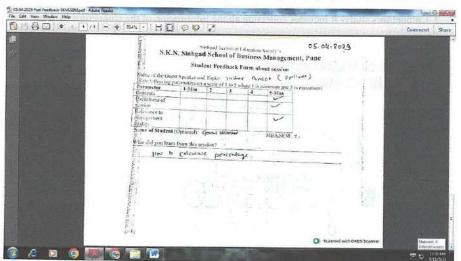
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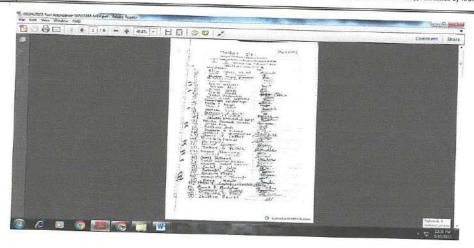
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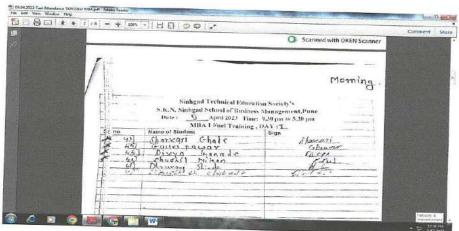
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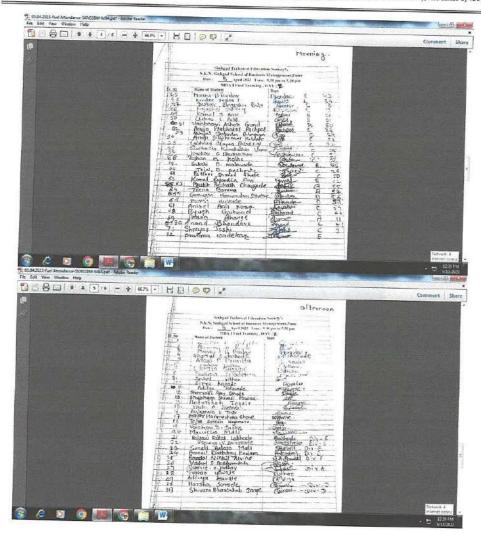
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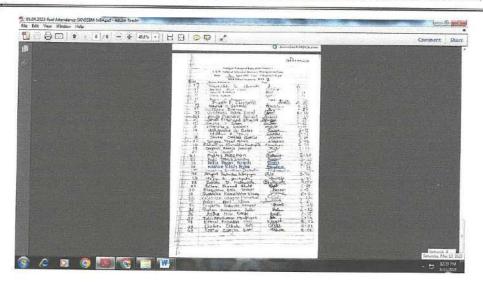


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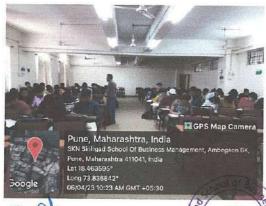


Day 3: 6th April 202 Photographs, Attendance & Feedback 3







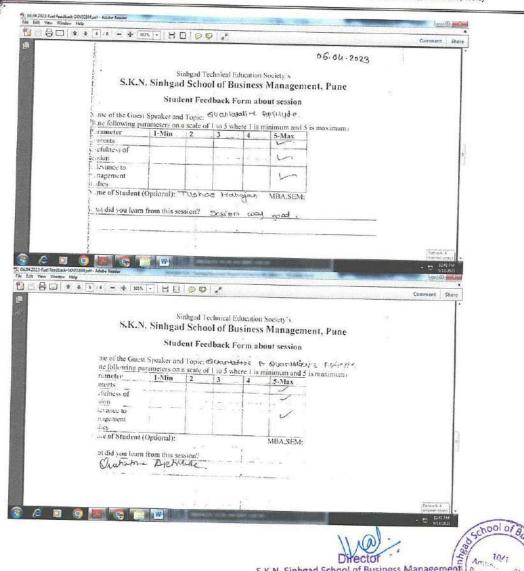


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REPORT FOR "GTT Training –Soft Skills 5 Days Workshop" 4th and 5th July 2022 (4th July to 8th July 2022)

	4 th and 5 th July 2022 (4 th July to 8 th July 2022)
S.K.N.S	Sinhgad Technical Education Society's
REPORT FOR "GT	SINHGAD SCHOOL OF BUSINESS MANAGEMENT, PUNE T Training –Soft Skills 5 Days Workshop "
Duration:	4 Hours
Date:	4 th and 5 th July 2022 (4 th July to 8 th July 2022)
Time:	2.00 pm to 6.00 pm
Mode of Delivery:	Offline
Topic:	"GTT Soft Skill Training "
Guest Speaker:	Mr.Imran Shareef contact number:9822384742 Mr.Chinmay contact number:9960263675
TOTAL NUMBER OF PARTICIPANTS:	4th July,2022- 97 including Faculty members 5th July,2022- 91 including Faculty members
CLASS:	MBA I students Batch (2021 – 2023)
PROGRAMME FACULTY COORDINATOR:	Dr.Roza A Parashar Student Training Program Co-ordinator, Dr. Ram Kolhe, Asst.Professor Niketa Patil, Asst. Prof. Mrunali Pathak

SKN Sinhgad School of Business Management has conducted a Soft Skill workshop for 5 days on topic "GTT Soft Skill Training" Framework for Sinhgad Group" conducted by Mr.Imran Shareef and Mr.Chinmay on 4th and 5th, July 2022. Central Placement Cell organized 5 days Training session for MBA I (Batch 2021 – 2023) students of SKN Sinhgad School of Business Management, Ambegaon bk, Pune, by GTT Trainer Mr.Imran Shareef and Mr.Chinmay. This session was organized for making students confident in soft skills like developing in communication skills, preparing Resumes, grooming, Interview skills preparing themselves for better placements.

Session was very insightful and interactive and various topics were discussed such as:

- 1. Linkedin
- 2. Grooming
- 3. Confidence
- 4. Self-Awareness
- 5. Public Speaking
- 6. Active Listening
- Communication Skills
- 8. Extempore

Faculty Student Training Program coordinator Dr.Roza Parashar coordinated the complete 5 days program. Overall, the Program was successful and feedback received for Training program and Guest was excellent. Students participated by in different activities by coming forward and speaking on different topics given by sir. It was more contributing of the students and additional efforts by Central Placement Cell and SKNSSBM Team Placements for making students know about the importance of Soft Skills. It was very helpful in bringing the overall development among the students for the better placements.

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Dr. Prachi Pargaonkar Director - SKNSSBM



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Photographs of 4th July,2022









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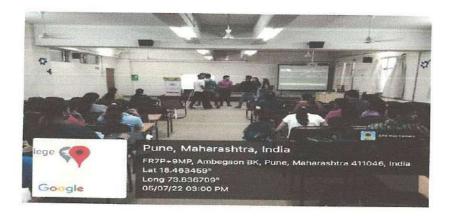
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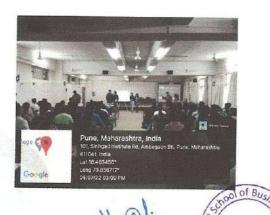
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Photographs of the program: On 5th July, 2022







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REPORT FOR "GTT Training Framework for Sinhgad "Day 3-(6th July 2022), day-4 (7th July 2022) & 8th July 2022

	Sinhgad Technical Education Society's	
S.K.N. SINH	GAD SCHOOL OF BUSINESS MANAGEMENT, PUNE	
REPO	RT FOR "GTT Training Framework For Sinhgad "	
Duration :	4 Hours	
Date:	Day 3-(6 th July 2022), day-4 (7 th July 2022) & 8 th July 2022	
Time:	2.00 pm to 6.00 pm	
Mode of Delivery:	Offline and Presentation	
Venue:	SKNSSBM Seminar Hall	
Topic:	"GTT Training Program "	
Guest Speaker:	Mr. Imran Sharif & Mr. Chinmay , GTT trainers	
TOTAL NUMBER OF PARTICIPANTS:	6 th July- 2022- 90 including Faculty Members 7 th July 2022-50 including Faculty Members	
CLASS:	MBA I students Batch 2021 – 2023)	
PROGRAMME FACULTY COORDINATOR:	Dr.Roza A Parashar Student Training Program coordinator, Asst. Prof. Mrunali Pathak, Asst. Prof.Dr.Ram Kolhe, Asst. Prof. Niketa Patil	

S.K.N. Sinhgad School of Business Management has conducted a Soft Skill workshop for 5 day on topic "GTT Soft Skill Training" Framework for Sinhgad Group" conducted by Mr.Imran Shareef and Mr.Chinmay on 6th and 7th, July 2022. Central Placement Cell organized 5 days Training session for MBA I (Batch 2021 – 2023) students of SKN Sinhgad School of Business Management, Ambegaon bk, Pune, by GTT Trainer Mr.Imran Shareef and Mr.Chinmay. This session was organized for making students confident in soft skills like developing in communication skills, preparing Resumes, grooming, Interview skills preparing themselves for better placements.

- 1. LinkedIn
- 2. Grooming
- 3. Public Speaking
- 4. Confidence
- 5. Resume
- 6. Self-Awareness
- 7. Active Listening
- 8. Communication Skill (Verbal and Non-Verbal)
- 9. Extempore
- 10. Group Discussion
- 11. Personal Interview

Director

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On 8th July 14, 2022 actual Personal Interviews were conducted of each and every students after the Personal Interview session. Students were in formals and they had prepared their resumes according to instructions given in previous sessions and had come up with their document file. Each student personal interviews were taken for 5-10 minutes where each one were given tips and suggestions after the interview.

Faculty Student Training Program coordinator Dr.Roza Parashar coordinated the complete 5 days program. Overall the Program was successful and feedback received for Training program and Guest was excellent .Students were participated in Different activities taken by the trainers while session .It was more contributing to the students. It was very helpful in bringing the overall development among the students for the better placement

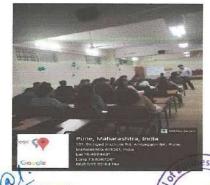
Dr. Prachi Pargaonkar

Director - SKNSSBM







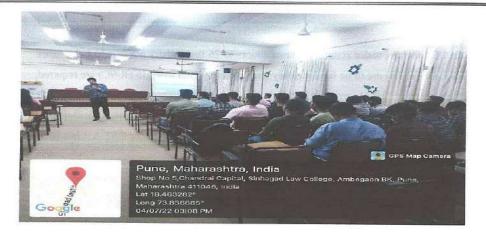


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Photographs of Personal Interviews:











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Sinhgad Technical Education Society's

S.K.N. Sinhgad School of Business Management, Pune

Topic: Group Discussion for MBA I Batch 22-24

Guest Speaker: Ms. Shalini Hathiramani, Senior Trainer Global Talent Track (GTT)

Day & Date: Friday 13th January 16, 2023

Time: 3.30 pm to 4.30 pm

Venue: Seminar Hall, S.K.N Sinhgad School of Business Management

Faculty Coordinator: Dr.Roza Parashar

Group Discussion was discussed briefly to students and following points were discussed to them:

Introducing the topic
Leadership skill
Confidence level
Listening skill
Body language
Do not deviate from topic
Summarizing is the way to grab the attention
No argument with high voice
Knowledge on the topic
Involvement of all students
Concluding the topic

Group Discussion Topics given by Guest Speaker to students in Different Groups

- 1) Is Digital Payment Secure and is India ready to go for cashless -Group A
- 2) Super Intelligence Vs Artificial Intelligence is it a boon or bane-Group B
- 3) Caste Based reservation must be replaced with economic status and merit -Group C
- 4) Western culture is making forget our Heritage culture-Group D
- 5) Positive Attitude can make huge difference in productivity, it can also improve workplace moral-Group E

Groups were given 10 minutes to discussion followed by 7 minutes of their group discussion with positive and negative aspect for their topics.

The evaluators Ms.Shalini H and Faculty coordinator Dr.Roza Parashar evaluated students and gave the necessary feedback to the group for their development. Vote of thanks were expressed by Dr.Roza to the guest for the extra efforts and giving time for evaluating Group Discussion activity.

Director Pargaon kas S.K.N. Sinhgad School of Business Managemen S. No. 10/1, Ambegaon (Bk.), Pune - 411 042



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Photographs for the event:













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REPORT FOR "GTT Training Module 2 BFSI TOC"

"Organized by CPC and SKNSSBM Placement

	Sinhgad Technical Education Society's
S.K.N. S	INHGAD SCHOOL OF BUSINESS MANAGEMENT, PUNE
R	REPORT FOR " GTT Training Module 2 BFSI TOC "
	"Organized by CPC and SKNSSBM Placement
Date:	16 th January 2023 Monday to 20 th January 2023 Friday
Time:	10.00 am to 01.00 pm
Mode of Delivery:	Offline
Venue:	SKNSSBM Seminar Hall
Topic:	" GTT Training Module 2 BFSI TOC "
Guest Speaker:	Ms. Shama, Senior Trainer Global Talent Track (GTT)
Contact no:	9923021341
Organizer:	Dr. Prachi Pargaonkar Director SKNSSBM
CLASS:	MBA I students Batch 2022 - 2024
PROGRAMME	Dr.Roza A Parashar
FACULTY	Dr.Ram Kolhe
COORDINATOR:	Ms. Akshada Kumbhar

Central Placement Cell and S.K.N. Sinhgad School of Business Management, Pune had organized "GTT Training Module 2 BFSI TOC". Faculty coordinator Dr.Ram Kolhe welcomed the guest and gave brief Introduction about guest. He also explained students the importance of the program and role of CPC to organizing this event for their final placements at the best organization. Following Points were discussed day wise by guest speaker Ms.Shama

CONTENTS:

Day 1	BANKING	
	Overview of Banking Industry	
	Legal aspects of banking operations	
	Overview of banking related laws	
	Loans and Advances	b
	Securities of bankers loan	
	International banking	
	Financial analysis of banks	
	Electronic banking and IT in banks	schoolor
	Risk Management	20 84
	Customer relationship	(5° 1 200
	Frauds - Prevention and Detection (Data Security)	S Pune gaon 8k
	Ethics and Corporate Governance in banks	Mirector * Juenilar



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	Practical demo of banking day-to-day operations through role play Banking related puzzles, quizzes, riddles, brainstorming sessions on real time scenario, and aptitude related games Teach back sessions Excel, PPT and Word Practical banking templates, and reconciliation statements
Day 2	Accounting
	Fundamentals of /accounting -Overview Management accounting - Budgeting/Forecasting/MIS/Cash flow and Fund flow statements Practical assignments Case studies from various segments of accounting Value Chain Analysis Overview of Cost Accounting
Day 3	Finance
	P2P - Accounts Payable O2C - Accounts Receivable R2R - Record to report Taxation Treasury Management Practical assignments, Real time business scenario, Templates, case studies, role play
Day 4	Insurance
	Overview of Insurance Industry Health Insurance Life Insurance General Insurance Travel Insurance
Day 5	ERP and Outsourcing
W.	Overview of ERP with a real time business scenario Outsourcing – Overview

Reflection by Students:

Day 1: Structure of Banking in India, RBI (Cooperative (Short Term / Long Term), Commercial (Commercial /Public /Foreign / Local Area), Development (SIDBI, NABARD, NHB, Exim Bank)12 Nationalize Bank in India, Digital Banking Advantages: Safe Travel, convenience, 24/7, Reduce paperwork, etc, Channels: ATM /POS, Internal Banking, Mobile Banking: UPI(unified Payment Interface), BHIM -Government Certified UPI, Safe online banking. Loans Based on Security (Secured /Unsecured), Based on Repayment-Time Loan, Instalment Loan, Demand Loan. Types of Advances: Short Term, Over Draft, Bill Purchase, Cash Credit

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Day 2: Fraud Detection, Mudra Loans (Shishu, Kishor, Tarun), CIBIL who keeps record of our credit score, Negotiable Instrument, NRO Ordinary Non-Resident, NRE (Non-Resident External, NRNE Non Residential non-repatriable), Mutual Funds Helps you keep less efforts and collect big amount, NAV Net assets value,

Most liquid assets gold.

Day 3 : Life cycle needs Food, Cloth, House, Education, Marriage, Health, Business, Old age, Death. Insurance

:Life,Property, wealth are always at risk. Insurance is the best safeguard to mitigate risk. Winner is one who

plans for the future with insurance. Myths not needed, expensive, too early to think.

IRDAI: Insurance Regulatory and Development Authority is the regulator of Insurance.

24 Life Insurance Company, 34- General Insurance Company

Types of Insurance Policy: Life, Term, whole, Endowment, Money Back, Retirement Plan, Child, Pension

Plan, Health, Travel Motor Home, ULIP, Pension Plan

How to Choose Life Insurance Policy?

Your current income & expenses, how much money your family may need when you are not there, how much

premium you can afford? Insurances Claim settlement record, Policy exclusions.15 days free Lock periods.

Road to buy Health Insurance - Determine your current needs, understanding expenses, decide the member to

be covered

Day 4: Excel Sheet

Day 5: Power Point

Vote of thanks was expresses to the guest speaker for conducting this session by interaction and also discussing the

queries of students.

Business Manager

S.K.N. Sinhgad School of Business Management S. No. 10/1, Ambegaon (Bk.), Pune - 411 041

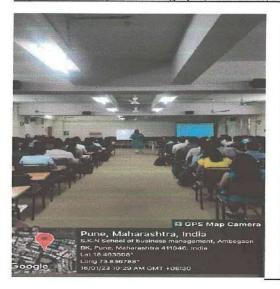
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S.K.N Sinhgad School of Business Management

S. No. 10/1, Ambegaon (Bk.), Pune – 411 041, Phone: 020 – 24354036, Fax: 020-24354036
(Approved By AICTE, Recognized by Govt. of Meharashtra & Affiliated to Savitribai Phule Pune University, Accredited by NAAC)

Day 1:16th January 2023 Photographs, Attendance, Feedback









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Director S.K.N. Sinhgad School of Business Management S. No. 10/1, Ambegaon (Bk.), Pune - 411 041

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Sinhgad Technical Education Society's S.K.N. Sinhgad School of Business Management, Pune

Student Feedback Form about session

Name of the Guest Speaker: Topic:

Time: 17/1/23

(Rate following parameters on a scale of 1 to 5 where 1 is minimum and 5 is maximum)

Parameter	1-Min	2	3	4	5-Max
Contents					1
Usefulness of session			1		1
Relevance to management studies			-		1

Name of Student (Optional): Triveni Tekade MBA, SEM: 1 scm (B)

What did you learn from this session?

Information about banking

Day 3:18th January 2023 Photographs, Attendance, Feedback





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Student Feedback Form about session

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Student Feedback Form about session

Director

S.K.N. Sinhgad School of Business Management
S. Ne. 10/1, Ambegaon (Bk.), Pune - 411 041

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Day 4:19th January 2023

Photographs, Attendance, Feedback











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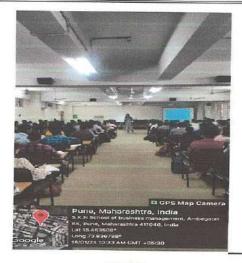
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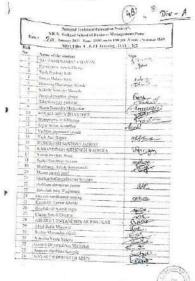


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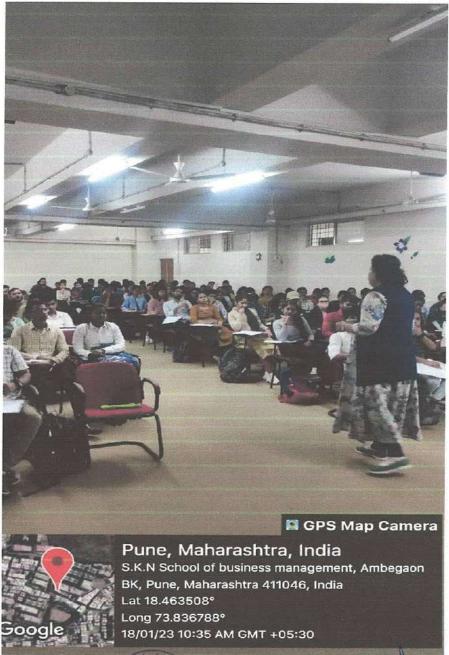
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	Sinhgad Technical Education Society's	
	S.K.N. Sinhgad School of Business Management, Pune	
Name of the Training	"RUBICON TRAINING" organized by CPC	
Objective	Enhancing Placement skills	
Guest Speaker:	Reetu Pasbola- 9359528878	
	Sangeeta R Samant- 8956766973	
	Sangram Bagade-9096510876	
	Amol Munje- 9665614272	
Date:	27th March to 31st March 2023	
Time	9 am to 5.30pm	
Participants	MBA I Students	
Online /Offline mode	Offline	
Program coordinator:	Dr.Roza Parashar, Prof.Niketa Patil, Mrs. Akshada Kumbhar	
Director :	Dr.Prachi Pargaonkar - Director ,SKNSSBM	_

Following are the topics covered in the Rubicon Training.

- 1) Interview Skills ,Body Language, SWOT, Giving Self Introduction
- 2) Self-Improvement, Maintaining Relationship with colleagues
- 3) Confidence building, Group / Team Building
- 4) Personality Development
- 5) Presentation Skills
- 6) Building Objectives & Goals
- 7) Group Discussion
- 8) Business World & Business Plan Development
- 9) 9.Listening skills
- 10) Time Management

Different activities were conducted, Feedback and Answer part was conducted every day .All the training sessions were Interactive. Certificates were provided to students who participated.

Dr. Prachi Pargaonkar

Director

10/1. Ambegaon Bk., amplify Pune - 411 041/3



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DAY 1: 23rd March 2023 Photographs, Attendance and Feedback











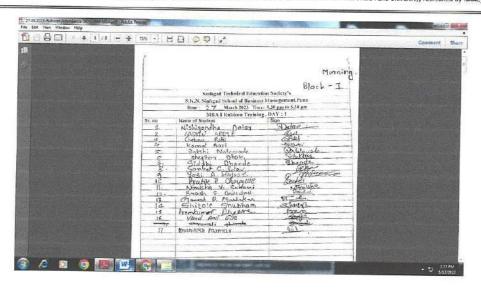


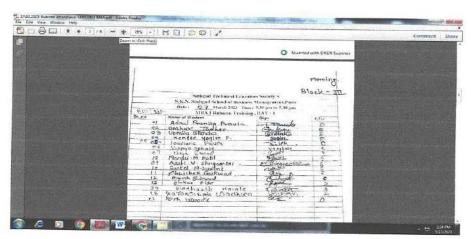
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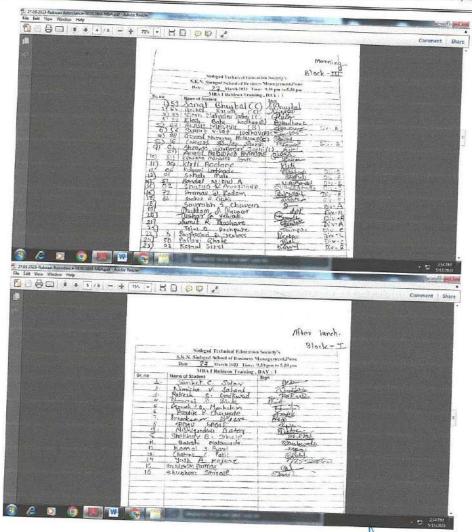


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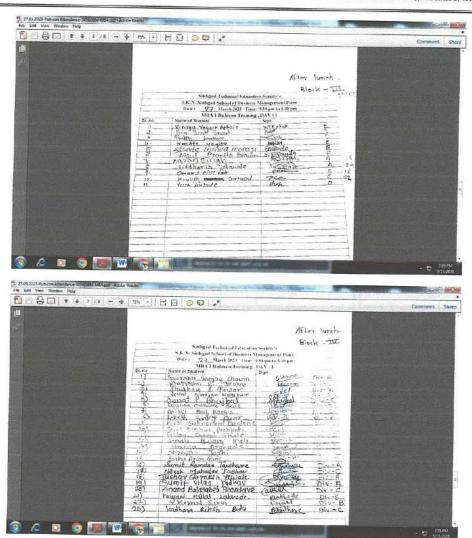






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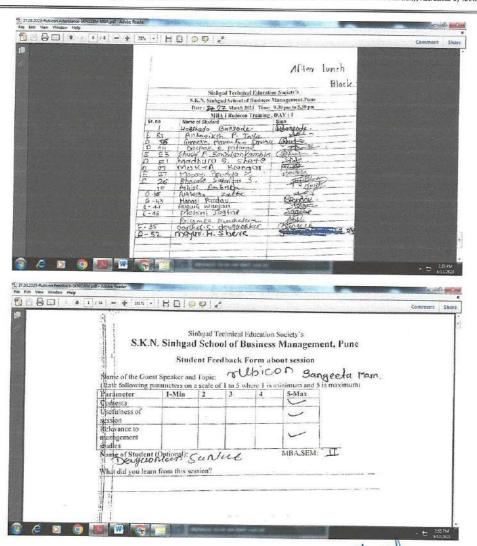






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Day 2:28 / 03 2023 Photographs, Attendance and Feedback







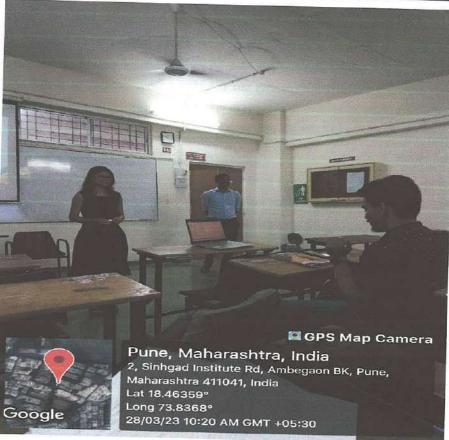
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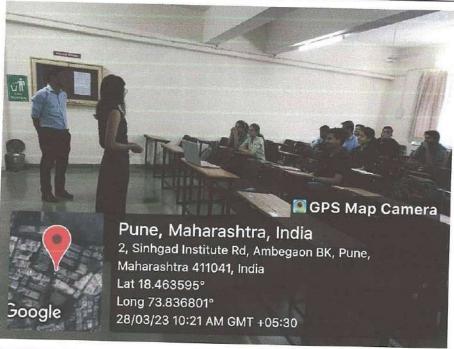


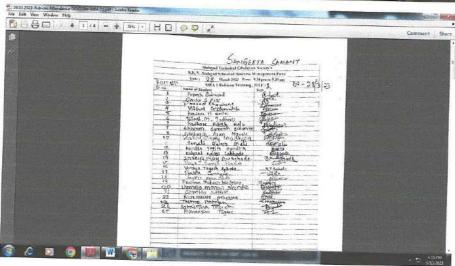
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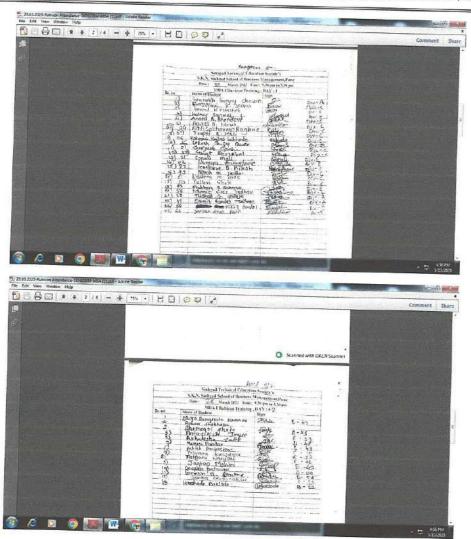






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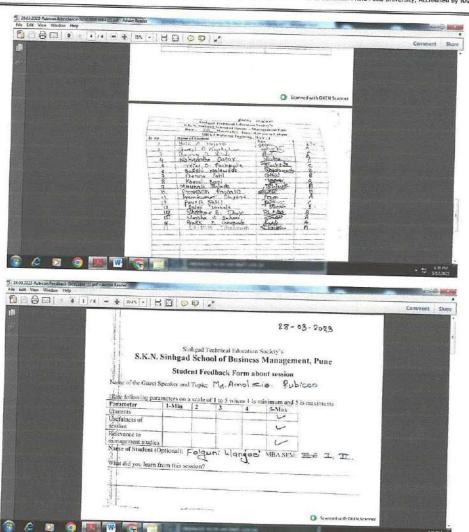






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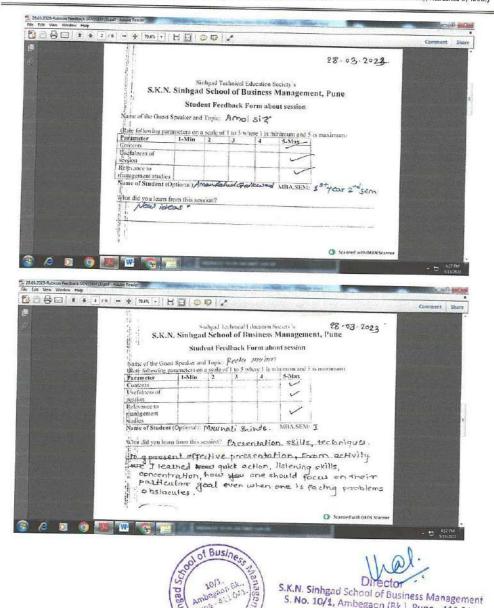






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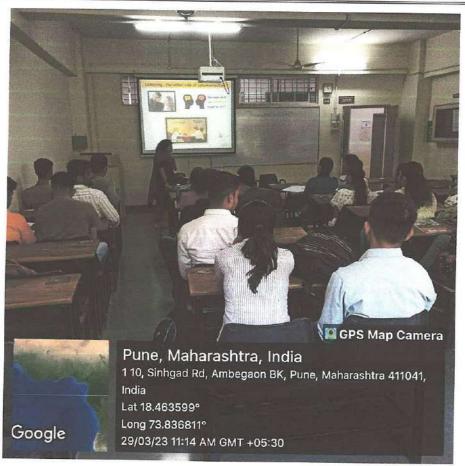
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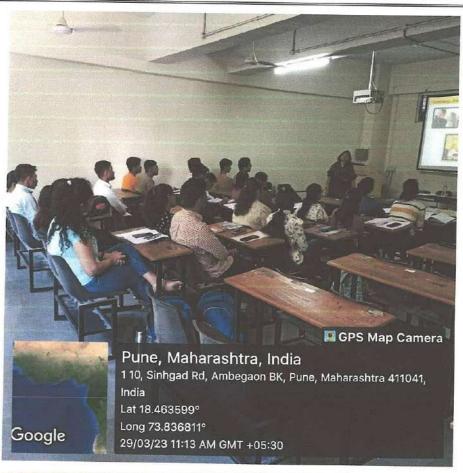


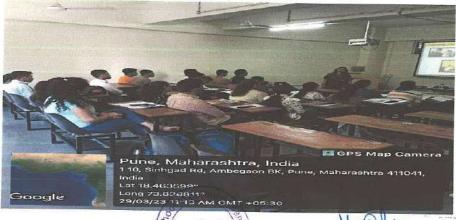


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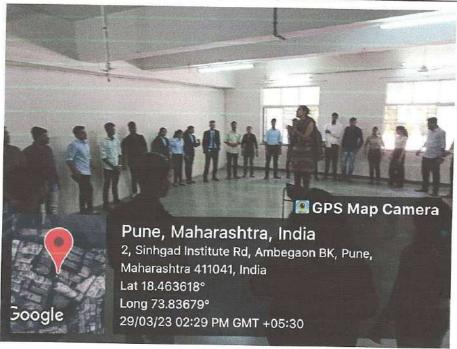






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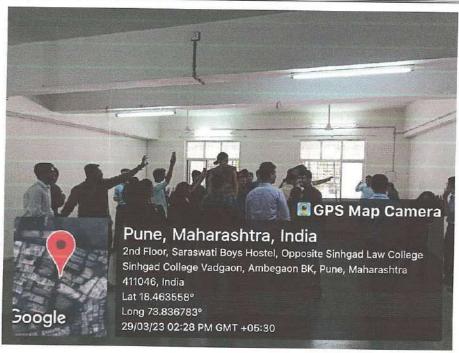


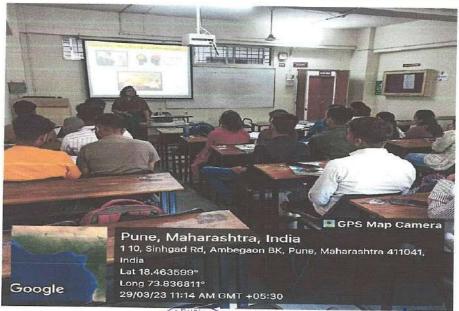




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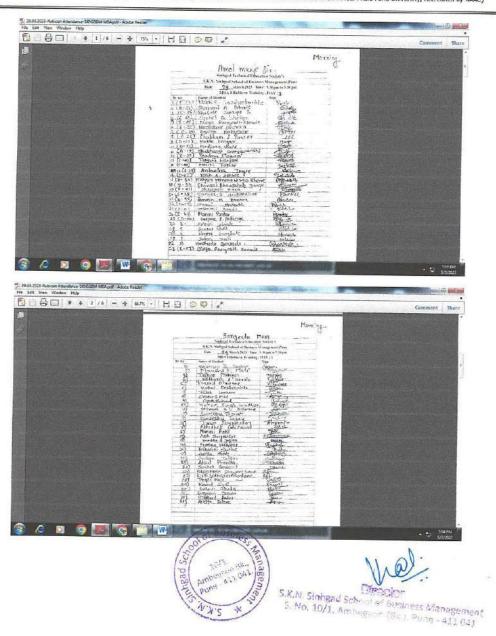






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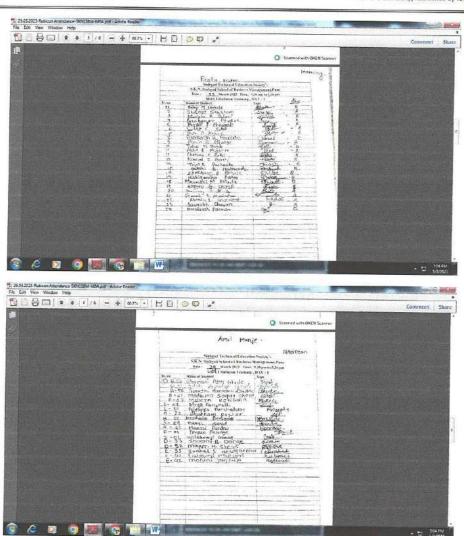
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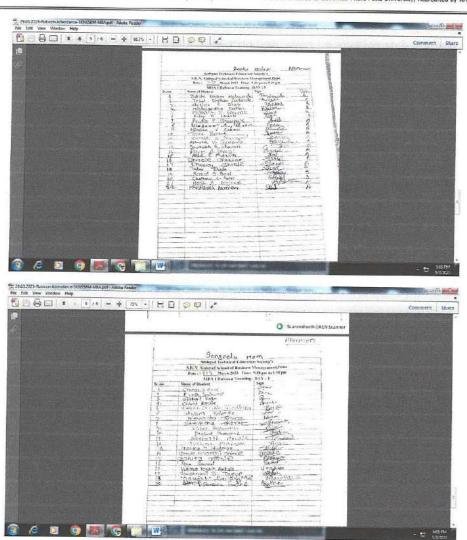






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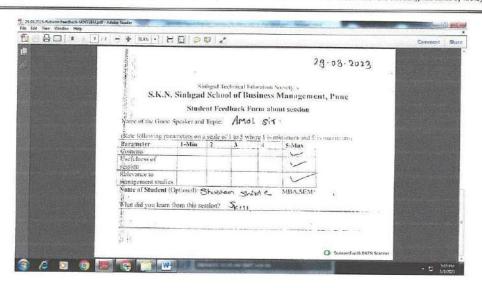


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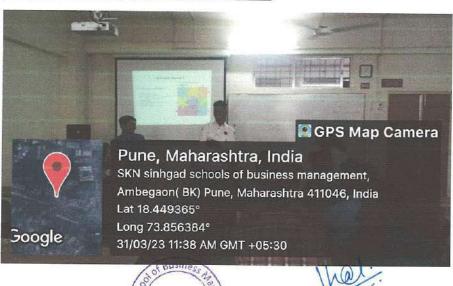


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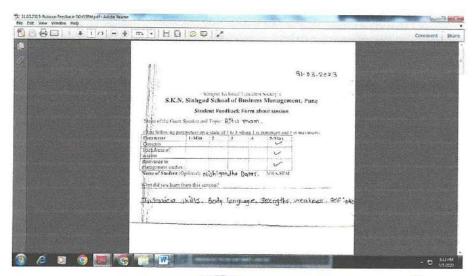




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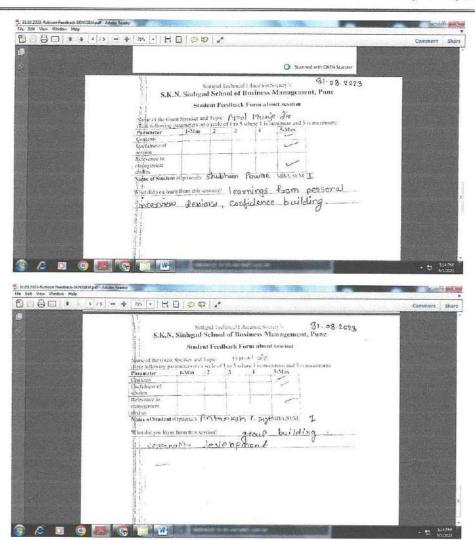
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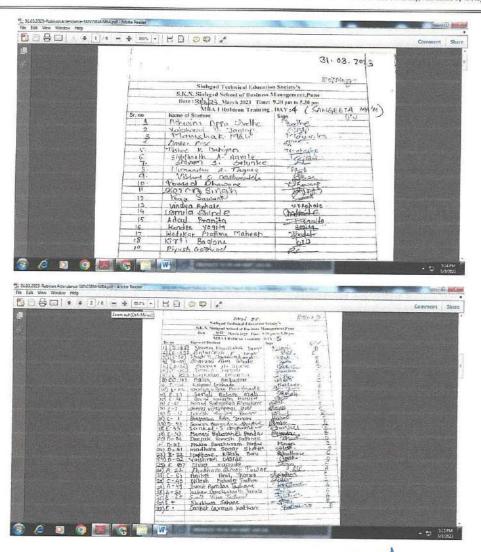






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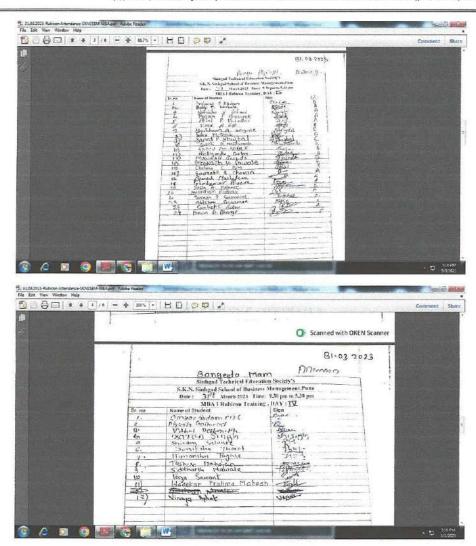


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