#### Date: 12/10/2023

To,

The Director,

Dr. Priya Agashe,

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

Sub: Permission to conduct Student Training Program.

Dear Madam,

This is a humble request for permission to conduct "Student Training Program" at S.K.N. Sinhgad School of Business Management from 20<sup>th</sup> October 2023.

Thanking You,

Dr. Prapti Dhanshetti. Asst. Professor SKNSSBM



Ser.



## SINHGAD TECHNICAL EDUCATION SOCIETY'S S.K.N. SINHGAD SCHOOL OF BUSINESS MANAGEMENT

(Approved by AICTE, Recognized by Govt. of Maharashtra & Affiliated to Savitribai Phule Pune University, Accredited by NAAC) S. No. 10/1, Ambegaon (Bk.), Pune – 411041. Phone: + 91 20 24354036 E-mail: director\_sknsbm@sinhgad.edu, website: www.sinhgad.edu

Founder President	Founder Secretary	Director
M.E. (Elect), MIE, MBA	B.A., M.P.M., Ph.D	M.Com., Ph.D., FCA
Prof. M. N. Navale	Dr. (Mrs.) Sunanda M. Navale	 CA Dr. Priya Agashe

18-10-2023

## Notice

Dear All,

This is to inform all the Faculty members that that "Student Training Program" is schedule from 20<sup>th</sup> October 2023.

Dr. Prachi Pargaonkar Director





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18-10-2023

Notice

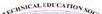
Dear All,

This is to inform all the MBA First Year Students that "Student Training Program"

is schedule from 20<sup>th</sup> October 2023.

Dr. Prachi Pargaonkar Director





# Sinhgad Institutes

## SINHGAD TECHNICAL EDUCATION SOCIETY'S

# S.K.N. SINHGAD SCHOOL OF BUSINESS MANAGEMENT

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Founder President	Founder Secretary	Director

## Student Training Program Activities 2023-2024

Sr. No.	Documents	Date	Page. No.
1	STP Report	9/12/2024	1
2	Placement Detail/ Evidence of Success	9/12/2024	4
	Communication Skill Tr	aining	
3	Placement Orientation	20/10/2023	10
4	Resume Writing - Dr. Jayesh Minase Sir	31/10/2023	18
5	Rubicon Softskill Training	2/11/2023	32
6	SIP Preparation- Dr. Jayesh Minase Sir	17/1/2024	82
7	Writing Activity	15/3/2024	97
8	Product Talk	21/3/2024	119
	Aptitude and Problem S	Solving	
9	Aptitude Test II	29/2/2024	127
10	Aptitude Test II	4/3/2024	127
11	General awareness & Current Affairs	7/3/2024	142
	Group Discussion Tra	ining	
12	Group Discussion for MBA1 Batch 2022-24	1/3/2024	163
	Domain Specific Guest Session a	and Workshops	
13	Problem Solving & Ideation Workshop	30/10/2023	178

CA Dr. Priya Agashe

CA Dr. Priya Agashe Director





#### SINHGAD TECHNICAL EDUCATION SOCIETY'S S.K.N. SINHGAD SCHOOL OF BUSINESS MANAGEMENT

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Prof. M. N. Navale M.E. (Elect), MIE, MBA Founder President	Dr. (Mrs.) Sunanda M. Navale B.A., M.P.M., Ph.D Founder Secretary	CA Dr. Priya Agashe M.Com., Ph.D., FCA
rounder rresident	Founder Secretary	Director

214/2024

#### SKN Sinhgad School of Business Management, Ambegoan (BK), Pune 411041

Academic Year: 2023-24

Organizing Unit: SKN Sinhgad School of Business Management

Mode of Session: Offline

#### Title of the Program: Student Training Program(STP)

S.K.N. Sinhgad School of Business has conducted Student Training Program (STP) from 20th October 2023. Following activities were conducted in STP.

#### "Communication Skill Training"

1) Placement Orientation

2) Resume Writing

3) Rubicon Soft Skill Training

4) SIP Preparation

5) How to be Corporate Ready

6) Writing Activity

7) Product Talk

Objectives of the Session:

To enhance student's communication skills for academic and professional success.

To prepare students for placement opportunities through interview strategies and resume writing.

3. To develop interpersonal skills such as teamwork, leadership, and time management.

To equip students with the skills to be corporate ready and transition smoothly into professional environments.

5. To improve written communication through practical writing activities and exercises.



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Founder President	Founder Secretary	Director
		Director

To build students confidence and public speaking abilities through product presentations and interactive activities.

7. To provide guidance for summer internship preparation and maximizing learning opportunities during SIP.

Outcomes:

Students gained a clear understanding of the placement process and company expectations.

Students developed well-structured, professional, and tailored resumes.

Significant improvement in communication, teamwork, leadership, and problem-solving skills.

Students became more confident in collaborating within teams and managing time efficiently.

Students gained practical knowledge of corporate etiquette, professional communication, and conduct.

Enhanced ability to draft professional emails, reports, and presentations effectively.

#### "Aptitude and Problem Solving":

The sessions and tests conducted under the topic of "Aptitude and Problem Solving" aimed to enhance analytical thinking, logical reasoning, and awareness among participants. These exercises play a crucial role in developing skills necessary for competitive exams, decisionmaking, and real-life problem-solving scenarios.

The primary objective of Aptitude Test I was to assess and improve participants' abilities in basic numerical skills, logical reasoning, and problem-solving. The test aimed to identify strengths and weaknesses in foundational areas.

Outcome:

The test provided participants with an understanding of their current aptitude levels. Areas requiring improvement were identified, and constructive feedback was provided for further development. Star Back AL COLOUR ATTAIN AND AND AND

## SINHGAD TECHNICAL EDUCATION SOCIETYS

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#### Group Discussion:

The Group Discussion Training was conducted to prepare participants for effective communication, critical thinking, and teamwork. Group discussions are a key component of various competitive selection processes, interviews, and professional environments.

Objectives: The primary objective of the Group Discussion Training was to develop participant's communication skills, critical thinking abilities, and collaborative mindset.

Outcomes:

Improved verbal and non-verbal communication skills.

Increased confidence in presenting ideas and responding to counterarguments.

Enhanced critical thinking, enabling participants to analyze topics and present structured viewpoints.

Development of leadership and teamwork abilities, fostering collaboration and mutual respect.

#### Experience Sharing Session:

The Experience Sharing Session provided an opportunity for students to gain insights from their seniors and alumni who successfully secured placements through college programs. It aimed to inspire and prepare participants by sharing real-life experiences and practical tips.

Outcome:

Participants gained valuable insights and practical advice from seniors and alumni, helping them understand the interview process and expectations better. This session fostered inspiration, clarified doubts, and provided actionable strategies for excelling in interviews.

**Faculty Coordinators:** 

Dr. Prapti Dhanshetti



CA Dr. Priya Agashe

DireElisector Sinhgad Technical Education Tester Hahead School of Austress, hubased School of Austress, hubased 31/1, Ambrighum (Bh.), Pune

#### Evidence of success:

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

Students started giving presentation confidently.

For final placement students are appearing for aptitude, reasoning, personal Interview & Group discussion.

	Batch 2022-2024 (A.Y. 2023-24)			
	Placed Students Details			
3.6				
SR. NO	PLACE STUDENT NAME	COMPANY NAME		
1	Akhil Rafik Mujawar	Market Intelligence & Tech Consulting		
2	Khushi Rama Sawaisonkamble	Boyd & Moore Executive Search, India		
3	Antariksh purushottam ingle	Ceasefire Industries Pvt. Ltd.		
4	Santosh Haribhau Sangale	Bluestone Jewellery and Lifestyle Private Limited.		
5	Siddhesh Ravindra Patil	Mahindra Home Finance.		
6	Yash Anandrao Jiotode	Purnartha Investment Advisers Pvt. Ltd		
7	Ganesh Dnyaneshwar Murhekar	Home First Finance Company		
8	Yash Anil Hajare	Dquor Spaces		
9	Anjali Rameshwar Gawande	Futurism Technologies, Inc.		
10	Siddharth Arun Navale	Corizo		
11	Pooja Suresh Sawant	ICICI Securities Limited		
12	ASHISH NANDKISHOR AMBUSKAR	AAVAS FINANCIERS LIMITED		
13	Ganesh Narendra Dhotre	AAVAS FINANCIERS LIMITED		
14	JAYESH DEVIDAS CHIKATE	AAVAS FINANCIERS LIMITED		
15	Dhruvraj Dhananjay Shinde	Asian Paints Limited		
16	Omkar Sudam Pise	Asian Paints Limited		
17	Madhura Sagar Shete	Atlas Copco Compressor Technique		
18	Abhishek Balu Waghmare	Avenue Supermarts Limited -DMart		
19	PREMKUMAR ASHOK DHOTRE	Walkaroo International.		
20	Hrushikesh Suresh Ingle	Walkaroo International.		
21	Nilesh Mahadev Jadhav	Moneyfrog Financial Services Pvt. Ltd.		
22	Shubham Shivaji Pawar	sakal media group		
23	Siddhant Mukund Kadus	Heaptrace Technology		
24	Prajwal Rajendra Chavan	HDFC Life's Executive Trainee Program.		
25	Rutuja Balaso Saste	USDC PROJECTS INDIA PVT LTD.		
26	Subodh Gajananrao Korde	Berger Paints India Ltd		
27	Sonali Balaso Mali	Quess Corp Ltd		
28	Kalyani Kailas Labhade	Quess Corp Ltd		
29	Shreya Vijay Awaghade	Quess Corp Ltd		

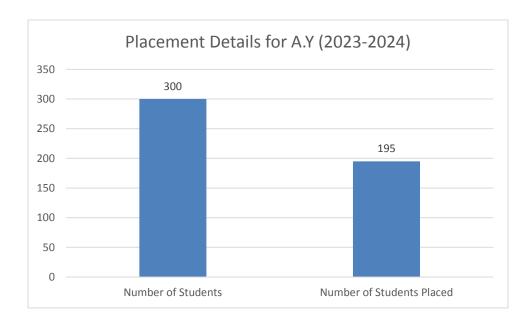
30	Abhijeet Dnyaneshwar Bhatkar	Propvishwa Pvt Ltd.	
31		ICICI Prudential Life Insurance	
22	Pavan Damodhar Ghuge	SATIN CREDITCARE NETWORK LTD	
32	Saurabh Sanjay Chavan Soham Sunil Ahire	Welmade Locking Systems Private Limited	
33		(Europa)(Re)	
34	Mahesh Milind Sutar	PurpleRadiance Technologies Pvt. Ltd.	
35	Pushkar Prabhakar Sonawane	Venkatesh Educatech Pvt Ltd.	
36	Swapnil Raju Hiwarale	Blinkit	
37	Shubham Rajendra Shitole	Blinkit	
38	vikas vishnu pawar	Blinkit	
39	KIRTI SAKHARAM BAGLANE	LTIMindtree.	
40	Abhishek Vinayak Gawande	Pune Property Investor	
41	Aditya Sanjay Takavade	Pune Property Investor	
42	Pavan Dinesh Patil	Pune Property Investor	
43	Trupti Bajrang Mali	Pune Property Investor	
44	Rakesh Sanjay Gaikwad	Pune Property Investor	
45	Radhika Pankaj Joshi	Pune Property Investor	
46	Karansingh AjitSingh Wadhwa	Swiggy	
47	Parmar Hrushikesh Chandrshekhar	POSHS CINOTI PVT.LTD.	
48	SHIVAM APPASAHEB DESHMUKH	Anante Designs	
49	Sanket Shashikant Devgaonkar	Welmade Locking Systems Private Limited	
50	Prajwal Sanjay Ahir	Market Intelligence & Tech Consulting	
51	Kaustubh Tushar Kherde	AIQoD (Roots Innovation Labs Pvt. Ltd.)	
52	Arpit Ravindra Bobade	VEDANT LIGHTS INDIA PVT LTD.	
53	Manan Paresh Patel	ClaimMyShares.	
54	SADIK NAJEER CHANEGAON	Perennial Systems	
55	Bhushan Hemant Metkar	Firstrate Wealthtech Pvt. Ltd.	
56	Jagdish Govinda Chaudhari	BDB India	
57	Aditi Vilas Shirgaonkar	METRO Global Solution Center Pvt. Ltd.	
58	shamal sanjay chopade	CTGT Innovations Pvt Ltd	
59	Mohini Suresh Jagtap	CTGT Innovations Pvt Ltd	
60	Gayatri Anil Kokadwar	CTGT Innovations Pvt Ltd	
61	Shreyas Vijaykumar Joshi	NKB Group (Indomax)	
62	SUJIT CHANDRAKANT PAGADE	FinDestination	
63	Lukesh murlidharrao wankhede	Mahindra Logistics Pvt. Ltd.	
64	Mahesh Mukundrao Londhe	Quees Corp Ltd.	
65	Sangram Hanmant Mulik	Hifield organic Inc.	
66	Vaishnavi Kishor Garde	Dhanashree Wealth Pvt. Ltd.	
67	Akash Narendra Mathankar	Friends Union For Energising Lives	
68	Ankita Anil salve	Cradle Runways India Pvt.Ltd	
69	Divya rangnath kanade	Ross LifeScience	
70	Niriksha Manesh Kakade	Operon strategist	
71	Nitin Ramesh Dindokar	Nexdigm	

72	Prakash Krishna Pawale	Senate Systems Pvt. Ltd.
73	Pratima Mahesh Wadekar	ACCU Group
74	Nimisha Veeru Sahani	SBC Cooling Pvt. Ltd.
75	Sakshi Rajendra dhoke	I Talent team
76	Komal Sanjay Bari	BRIOT Technologies Private Limited
77	Yash Prashant Kale	Business
78	Pradnya Suryakant Jagtap	Star Health and Allied Insurance Co. Ltd.
79	Dnyaneshwar Vitthalrao Salunke	Wysetek Digital Services LLP
80	SAGAR BHATU SONAR	Infosys
81	Nilesh Arun Vhatkar	Business
82	Shekhar Balasaheb Dhole	Coditas Solutions LLP.
83	Rajashree Jaywant surve	KPGM Assurance and Consulting Services LLP.
84	Akshay Manaji Shinde	Ethiqual Pvt.Ltd.
85	Aditi arvind Naykawdi	Yogdaan Agro Pvt. Ltd.
86	Naman Vipin Ashar	Business
87	Nishigandha Ganpat Datar	Entrata India Pvt. Ltd
88	AMAN RAHUL GAIKWAD	Business
89	KOMAL RAJENDRA SIRVI	Globus Thenken
90	Himanshu Anil Tagare	Knowledge Power Solution
91	Ramesh Suresh Raut	Reliance Retail
92	SUMIT DILIPRAO WAKEKAR	JGBS co operative Bank
93	Mrunali Manoj Shinde	UPS
94	Roshan Hemraj Patil	Shirpur Merchants Co Bank
95	Shivani Bhausaheb Dange	Shoppers Stop India
96	Kiran Gajanan Adagale	Yashjyoti Debt Consultancy Pvt. Ltd.
97	VAIBHAV ANGAD KANADE	TCS
98	Vishakha vijay bhere	Supreme Construction
99	Rohit Sukhadev Kawade	Infosys
100	Sanket Mohan Sawant	Kingfa Sci & Tech. co. Ltd
101	Falguni Mangesh Wanjari	Fourth Dimension group
102	Manisha Kailash Mali	GramDev Pvt Ltd Pune
103	Purvaja sudhakar kale	Ayurveda Rasayani
104	Shubham dnyaneshwar Alpe	Eureka Outsourcing Solutions Pvt. Ltd
105	Suraj Radhesham Navandar	Business
106	Gauri arun thakre	Mphasis
107	Sagar Madhukar Dhangar	Desai AgriFoods
108	Sharvari Ajay Ghate	eClerx
109	Triveni Manoj Tekade	Pride Lifestyle Homes
110	Sadhu Ganesh Sagle	D-Mart
111	Sujata Rajesh Kotade	Gamaka AI
112	Fasate Gajanan Appasaheb	NoBrokerHood
113	Govind Narayan HelasKar	Eagle Loan Services
114	Kalpesh Bhaskar Patil	IndiaMART Intermesh Ltd.
115	Manasi Vijayrao Nakade	Bajaj Finserv
116	Prajwal yadavrao Dangare	FASHIONABLYIN LTD

117	Saharsh Sharadrao Mangale	Market Research Future
118	Saurabh Ramrao Kolhe	XDBS Worldwide
119	Tejal Rajesh Gawande	NEXSEL
120	Tulsi Rahulkumar Mandhane	Connect StocksFinancial Services Pvt. Ltd
121	Vinayak Raju Amrutam	Infosys
122	Shivam satish chougule	FoodCognics India Pvt. Ltd.
123	Sakshi dinkar nalawade	MSC Service Center India Pvt. Ltd.
124	Alisha Babasab Beg	Nevam HR Consultants Pvt Ltd
125	Swaraj Rajesh Raut	UPS Logistics Pvt. Ltd.
126	Payal Vithobaji Dudhe	OctaShop eRetail Services Private Limited
127	Manasi Madhukar Patil	Alistate
128	RUSHIKESH SANTOSH JADHAV	Smarttech Secure Solution Pvt Ltd.
129	PIYUSH SURESH GAIKWAD	State Street
130	Priyanka Janardhan Kunchalwar	Quees Corp Ltd.
131	Sahil Praphhulla Deshpande	Business
132	Bhavesh Narendra Patil	IndiaMART Intermesh Ltd.
133	Atul Sopan Nimbalkar	Protium Finance Ltd.
134	Rohit Ram Borade	Grace Teleinfra Pvt. Ltd.
135	ROSHAN MAHADEORAO KOLHE	Lway Technologies Pvt. Ltd.
136	Chaitanya Ajay Bhosale	Business
137	Tushar Mahendra shinde	Bluestone Jewellery and Lifestyle Private Limited.
138	Gaurav sitaram chavan	Bluestone Jewellery and Lifestyle Private Limited.
139	Prasad Prakash Khopade	Bluestone Jewellery and Lifestyle Private Limited.
140	Akshay Bansi Khade	Bluestone Jewellery and Lifestyle Private Limited.
141	Anup Dilipkumar Kaldate	Insight Success media & tech.
42	Pasalkar Ganesh Balaso	Corp Square Consultancy Pvt Ltd
143	Krushna Ganeshrao Dhumatkar	GemsCap Global Analyst Private Limited
44	MAYUR HANMANTRAO SHERE	Bluestone Jewellery and Lifestyle Private Limited.
45	Pranav Balkrishna Shinde	AAVAS FINANCIERS LIMITED
46	Ritesh Rajesh Shinde	Bluestone Jewellery and Lifestyle Private Limited.
47	Sanket chandrakant Sutar	Rialtes
48	Suraj Parasram Rohokale	AAVAS FINANCIERS LIMITED
49	VAIBHAV SANJAY NIMSATKAR	Ceasefire Industries Pvt. Ltd.
50	Amar Dattatray Bhosale	Business
51	Saurabh ravindra shinde	Lokmanya Multipupose cooperative Soc.
52	Ajinkya sunil gaikwad	Business
53	Suraj Rajendra Lande	Ceasefire Industries Pvt. Ltd.
54	Abhijeet Jeetendra Palaspagar	Blinkit
55	KARANSINH ABHIJIT BARGE	Business
56	Sanket Laxman Katkar	Atlas Copco Compressor Technique

157	Purvesh Santosh Patil	Atlas Copco Compressor Technique
158	Snehal Ganesh Bhosale	Boyd & Moore Executive Search, India
159	Vaishnavi Udayan Palakkal	Gallagher
160	Kajal raju shinde	Home First Finance Company
161	Parag Chandrakant Bhalerao	Blinkit
162	Bhushan hemant metkar	Bajaj Allianze Pvt. Ltd.
163	Chetan Satish Dhumal	Squareyards
164	Pallavi Dashrathsing hajari	Bajaj Allianze Pvt. Ltd.
165	Pruthviraj Mahadev Patil	Bajaj Allianze Pvt. Ltd.
166	Saurabh Shrikant Mundhada	Business
167	Tushar Kishorappa Mahajan	Boyd & Moore Executive Search, India
168	Mote sujit pawan	Ceasefire Industries Pvt. Ltd.
169	Swaroop Nitin chaudhari	Ceasefire Industries Pvt. Ltd.
170	Yegare Vishal Ram	Blinkit
171	MANASI BABASAHEB PANDAV	Asian Paints Limited
172	Vaishnavi Dattatray Jagtap	Ceasefire Industries Pvt. Ltd.
173	Shweta sanjay katkade	Bajaj Allianze Pvt. Ltd.
174	Rushikesh Haribhau Khamkar	Trading Business
175	Siddharth Hitendra Dhuvaviya	Business
176	Harshada ramchandra bansode	Equitas small finance bank
177	Yogesh Jitendra patil	AST Pvt. Ltd
178	Vaishnavi laxman walgude	eClerx
179	Kiran Vijaykumar patil	Bajaj Allianz Life Insurance Company Limited
180	Sarvesh Suresh Shinde	Zion Homes
181	Balaji Madhukar Dandime	AST Pvt. Ltd
182	Renuka Vijayrao Mahalle	AST Pvt. Ltd
183	Monika Rajesh Randive	eClerx
184	Jayshri Ram Kakde	Bajaj Allianz Life Insurance Company Limited
185	Supriya Sukhadev Bhosale	eClerx
186	Prathamesh Santosh Gund	Equitas small finance bank
187	Nitin Mukund Badganchi	Equitas small finance bank
188	Arjun Krushna Rathod	eClerx
189	Abhishek Babasaheb Satpute	Mahindra Logistics Pvt. Ltd.
190	Aniket Ganesh Shelar	IndiaMART Intermesh Ltd.
191	Anuja Prabhakar Pachpor	CIEL Services
192	Siddhi Rajendra Dhonde	CIEL Services
193	Utkarsha Uday Kakade	KRIGGER ORG.
194	Krushna mahadeo bade	In Process
195	Onkar Rajesh Kotkar	In Process





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Prof. M. N. Navalo	Dr. (Mrs.) Sunanda M. Navale	Dr. Prachi Pargaonkar
M.E. (Elect.) M/E. MBA	BAMPN.PhD	M.Com. Ph.D., FCA
Founder President	Founder Secretary	Director

Notice

Dear All.

0

This is to inform all the 1st year students that Session on "Placement Orientation" is scheduled on 20/10/2023 At 11:45 Am.

Manageme Regard Dr. Pracl Director

A STATE MENTAL STREET



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Ditta Dale-20/10/23. placent orice

(Placement Cell.

SKN Sinhgad School Of Bus cess of measurem

Sr. No.	Name of the student	puller i den bezen
A32	Bhyibal Shrah presbant	- tak
A20	Shivani Anil Bhand	Encud-
Atz	Mohini Velhar noge	Mile
ATI	Li Di l'E Tart	(SILINGUM)-
A53	Arpita Rojesh Chaule	Aprile
AGG		(N chof.
Aos	Vaushabh Apkaje	Helme
A36	Rutuja Bondroe	7058262454 Republic
C-G1	Sakshi D. More	9604532230 Druct.
C-59	Anuja D. Mitkan	1381209649 Alther
A-68	PEanar R. Oheitmale	7620961061 chorenabel
ABO	Gauran R Boose	7385891659
G-68	Teachmesh . D. Nolat	8766871693 024-
(-09	Shubham karde	Steard.
R -62	Rushikess wankhade	880539700 Dwg 1
	Abhishek hissal	-PRISON
	Projokta Rithe	P.S. Rith
E-44	Abhisheld Undorkan	7028315016 75-
(-03)	PEgiwal Kalpande	8/59687912 Blackande>
E-61	Plyush Wankhade	7350 89063 Parts
E-07	Carner Daurdan	8805343104 Sta
C-13	Rushkesh Khadose	808083019 100197
C-63	Daycineohugy Munde	
	PErang Tyle	nort
	Shruti Ganjegaonkar	South
E-16	Yash Shindle	9765397761 The
	Piyush A. yawade.	7503190103 Dunk.
6-16	Ritik S. Khapekar	9067349586 Pere.
3-13	Deven p. Kulgoj	9111151992
5-22	Tejas K. Kirve	7385353727 BJ
13-22	Sandesh P. Ghanberhadue	935968905 Anthan berkeil
		tra

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# SKN Sinhgad School Of Bus

	Placement lec.	
Sr. No.	Name of the student	Contast Sugi
8-20	) Dinya Jawande	7790020102 Phalleano
B-26	Ankita Ghodeswar	9099653942 Bran
\$ -3)	Unnati Bhosale	7058088317 OABhosch
B-03	Dighe Pooja	-7885497095 agter.
A-32	Shruh Bhibau	7744999392 - 14152
A-20	Shivani Bhand	9370061587 Find
A72	Mahini Vehar Maye	7350436273 Mil
FL4	Sakshi R. Jangam	3322616119 (STangar)
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4.	Manisha Laxman Dabhade	7057441463	abted	
5.	Minkilar Shital Eknath	7666855172 5	MAPER	
6	Shriveda Mudhalwadkar	703889125	Tap.	
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3-	Aparna O. Dhone	9145782078		
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6	sakshi G. Aglawe	8857076806 S.G	Aglawe.	
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# S.K.N. SINHGAD SCHOOL OF BUSINESS MANAGEMENT

MBA 2022-24

Name of Guest Speaker:

Topic:

Date:

Time:

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DIV-E

Venue-Seminar Hall

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SINHGAD TECHNICAL EDUCATION SOUTETY'S

# S. K. N. SINHGAD SCHOOL OF BUSINESS MANAGEMENT

Sinhgad Institutes (Approved by AICTE, Recognised by Govt, of Maharashtra & Affiliated to Savihiba) Phule Pune University) S. No. 10/1, Ambegaon (Bk.), Pune - 411041 Phone - 91 20 2435 4036 Teleface +91 20 2435 4036 Email: director skriebin@sinhgad.edu

Prof. M. N. Navale Mill (Elemanne, MBA	Dr. (Mrs.) Sunanda M. Navale	Dr. Prachi Pargaonkai Micom PhD FCA
Founder President	Founder Secretary	Director

27-10-2023

#### Notice

Dear All.

This is to inform all the 1<sup>st</sup> year students that Session on "Resume writing" by jayesh Minase Sir (Dean CPC) is scheduled on 31/10/2023 At 11:45 Am.

0.010-0 Regai Dr. rach HERRER Director

SKN Sinhgad School of Business Management, Ambegaon (Bk), Pune -411041

Academic Year: 2023 Day and Date: Tuesday, 31<sup>st</sup> October, 2023

Organising Unit: SKN Sinhgad School of Business Management IQAC cell activity No: 11

Number of Participants: 223

Program Coordinator Dr. Prapti Dhanashetti Prof.Niketa Patil Mrs. Akshada Kumbhar

Title of the Guest Lecture: - Resume writing

Name of Speaker:- Dr. Jayesh Minase (Dean CPC Management Sinhgad Institutes)

Objectives of the session: 1) to provide guidance and practical tips on how to write an effective resume.

2) To inform the importance of objective in the resume.

Brief Report: The session aimed to provide participants with essential knowledge and practical tips on crafting an effective resume. Various important points were discussed as follows.

Resume Structure: The session emphasized the importance of a clear and organized resume structure. A typical resume structure includes sections like Contact Information, Summary or Objective, Work Experience, Education, Skills, and Additional Information.

Contact Information: How to format and include their name, phone number, email, and LinkedIn profile?

Summary or Objective: Students were guided on how to create a compelling summary or objective statement that highlights their career goals and key qualifications.

Work Experience: The session stressed the significance of showcasing relevant work experience. Participants learned how to list their work history in reverse chronological order, emphasizing accomplishments and responsibilities.

Education: The importance of listing educational qualifications, including degrees, institutions, and graduation dates, was discussed.

Skills: The session covered how to include a skills section, focusing on both hard and soft skills. Keywords and phrases relevant to the job industry were emphasized.

Additional Information: Include additional sections like certifications, languages, or volunteer work if relevant to the job.

Formatting Tips: The session provided insights on resume formatting, such as using bullet points, consistent fonts, and appropriate whitespace.

Proofreading and Review: The session concluded with a reminder to thoroughly proofread and seek feedback from others to eliminate errors and improve the resume's overall quality.

Q&A Session: Students had the opportunity to ask questions and seek clarifications on specific resume-writing concerns.

**Conclusion:** The session on how to write a resume offered practical guidance on creating an effective resume that can make a positive impression on potential employers. Participants left with a better understanding of resume structure, content, and formatting, as well as the importance of tailoring resumes for specific job applications.

Outcomes : 1) Students learned how to effectively structure and format their resumes.

2) They have become more aware of the importance of tailored resumes.

Dr.Prachi Pargaonkar (Director)

S.K.N. SINHGAD SCHOOL OF BUSINESS MANAGEMENT AMBEGAON, BK PUNE



# SESSION ON RESUME WRITING / BUILDING



## DR. JAYESH MINASE SIR DEAN CPC (CENTRAL PLACEMENT CELL)

VENUE SKNSSBM,SEMINAR HALL DATE:- 31ST OCTOBER 2023

TIME :- 11.00 AM DRESS CODE :- FORMALS

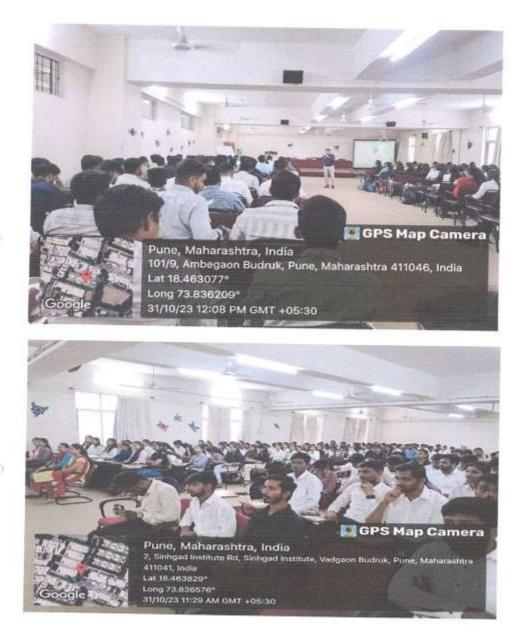
PROF.PRAPTI DHANSHETTI FACULTY COORDINATOR

DR.PRACHI PARGAONKAR DIRECTOR

#### **Photos:**







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

# Student Feedback Form about session

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

# Student Feedback Form about session

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

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2-	Shiren & Chaukker	Marken	A-46
3.	Rahul, D. chandale	Paul	A-42
4.	Poballion Aritet Rovindra	Orlant	D-08
5	Gaikwad Seurabh Sanjay	Barkunad	B-15
6.	Kirve Tejas Kalichoron	Fes	C-22
7.	Nikhil Dilip Teyinker	Matri	E-35
3)	Idlit Samath Wani	Soute	E-59
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## S.K.N. Sinhgad School of Business Management, Pune

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31	Neha M. Mane	Anu	C- 5
32	Puchi K. Kharde	Kinde	C-18
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41	Leena Rambhau Dethe	Reere	A - 6
42	Himanshi waghmare	Awaghuan	1-78
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S. K. N. SINHGAD SCHOOL OF BUSINESS MANAGEMENT

(Approved by AICTE, Recognised by Govt. of Maharashtra & Affiliated to Savitribai Phule Pune University) S. No. 10/1, Ambegaon (Bk.), Pune - 411041. Phone : +91 20 2435 4036 Telefax: +91 20 2435 4036 Email : director\_sknsbm@sinhgad.edu

Prof. M. N. Navale M.E. (Elect.) MIE, MBA Founder President

Dr. (Mrs.) Sunanda M. Navale B.A., M.P.M., Ph.D. Founder Secretary

Dr. Prachi Pargaonkar M.Com., Ph.D., FCA Director

Date: 29th October 2023

# RUBICON SOFTSKILL TRAINING

This is to inform all the MBA I students that Rubicon Training session has been scheduled from 2<sup>nd</sup> November to 4<sup>th</sup> November 2023.

Venue : Seminar hall 1 & 2

Time 10:00 am to 5:00 pm

Dress code: Formals



Dr. Prachi Pargaonkar

Director



SKN Sinhgad School of Business Management, Ambegaon (Bk), Pune -411041

Academic Year: 2023

**Day: Tuesday** 

Date: 2<sup>nd</sup>, 3<sup>rd</sup> and 4<sup>th</sup>November

## Organising Unit: SKN Sinhgad School of Business Management in association with Barclays and Rubicon

Title of the Guest Lecture: Rubicon Soft skill Training Program

Name of Speaker: Mr. Bhushan Deodhar

Mr. Akhilesh Sumkle

**Brief Report:** The Central Placement Cell and SKN Sinhgad School of Business Management team embarked on a comprehensive training program which was conducted by Rubicon in association with Barclays to improve knowledge, skills, and abilities of students and for managing placement activities. The training program was held from 2nd November 2023 to 4th November 2023, and it has covered various aspects of Placement.

**Communication Skills:** Participants learned how to improve communication with students, faculty, and potential employers to streamline the placement process.

**Soft Skills Development:** The program emphasized enhancing interpersonal and leadership skills for better coordination and team management.

**Technology Integration:** The Rubicon training program also highlighted the integration of technology for better management of placement-related data and processes.

2<sup>nd</sup> November 2023

On the first day of Rubicon training session, each participant had the opportunity to introduce themselves. Participants shared their full names to establish personal identity.

**Background:** We briefly described our academic and professional backgrounds, highlighting any relevant experience or expertise.

**Goals and Expectations:** Participants outlined their goals and expectations from the Rubicon program, which ranged from personal growth to professional development.

**Interests and Hobbies:** Some personal insights were provided, such as interests, hobbies, or passions outside of work.

**Outcomes:** The CPR activity was a resounding success, achieving its objectives of equipping participants with essential life-saving skills and promoting awareness of the importance of immediate response in cardiac emergencies. The session instilled confidence in participants to act in such situations, potentially saving lives.

**Personal Grooming:** The training session also focus on personal grooming emphasizing the importance of maintaining a clean, well-groomed appearance. Participants received guidance on grooming practices such as skincare, hair care, and appropriate attire for different occasions.

#### 3<sup>rd</sup> November 2023

On the second day of Rubicon training session the participants were asked for public speaking and confidence building. This session was designed to impart knowledge and practical techniques to enhance participants' public speaking skills and boost their confidence in various professional and personal contexts.

**Public Speaking Fundamentals:** The session commenced with an overview of the fundamental principles of effective public speaking, emphasizing the importance of clear communication.

**Confidence Building Techniques:** Various confidence-building techniques were introduced, including positive self-talk, visualization, and relaxation exercises. These strategies aimed to empower participants to approach public speaking with increased self-assurance.

**Practical Exercises:** The session included interactive exercises and role-playing scenarios. Participants were given the opportunity to practice public speaking in a safe and supportive environment. Constructive feedback and guidance were provided by the trainer.

**Body Language and Vocal Skills:** The importance of non-verbal communication was discussed, covering aspects such as posture, gestures, and voice modulation. Participants learned how to use body language and vocal skills to enhance their message delivery.

**Email Etiquette:** The training session commenced with a focus on email etiquette, with an emphasis on crafting professional and effective emails during the job application and interview process. Participants learned about the structure of email correspondence, including subject lines, salutations, and signatures.

**Telephonic Etiquette:** The session covered essential telephonic etiquette to prepare participants for phone interviews. Topics included how to answer and initiate calls professionally, maintaining a clear and confident voice, and the importance of active listening and asking relevant questions.

**Responding to Interview Invitations:** Participants were guided on how to respond to interview invitations via email and telephone, ensuring they convey enthusiasm and professionalism in their responses. They learned how to confirm interview details, express appreciation, and set a positive tone for the upcoming interview.

#### 4<sup>th</sup> November 2023

On the third day of Rubicon training session the participants were held on to Group Discussion (GD) and Personal Interviews was conducted. The session was led by experienced trainers in the field of recruitment and communication. The session was organized to provide participants with insights and practice in GD and personal interview techniques, which are vital skills for success in various professional settings.

**Group Discussion (GD):** The session began with a focus on GD, where participants were divided into groups to discuss a topic which was to be chosen by their own, provided guidelines on how to initiate a GD, present arguments effectively, and

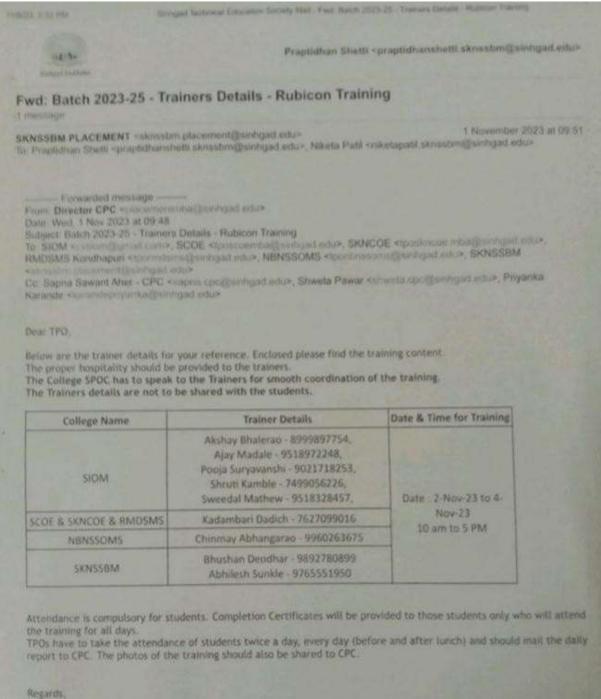
summarize the discussion. The trainer emphasized the importance of active listening, respectful communication, and time management during a GD.

**Personal Interviews:** Following the GD segment, the session transitioned into personal interview techniques. Participants were guided on how to prepare for interviews, including researching the company, understanding the job description, and formulating concise and impactful responses to common interview questions.

**Mock Interviews:** To apply the knowledge gained, participants had the opportunity to participate in mock personal interviews. The trainer conducted these interviews, simulating real-life interview scenarios. Constructive feedback was provided on interview performance, including communication skills, body language, and content.

**Q&A Session:** Participants were encouraged to ask questions and seek advice on interview strategies and best practices. The trainer addressed queries related to interview attire, dealing with nervousness, and handling difficult interview questions.

Sungad Technical Education Bocaty Mail - Urgent Reg : Baton 2023-25 - Registration of Nutrien Bott that Transve 11/6/23 5 33 PM Dr.Prachi Pargaonkar <sknssbm.placement@sinhgad.edu> VIZ: Br Urgent Reg : Batch 2023-25 - Registration of Rubicon Soft Skill Training 2 messages 31 October 2023 at 13.10 Director CPC <placementmba@sinhgad.edu> Bcc: sknssbm placement@sinhgad.edu Dear TPOS, With reference to below mail, we have asked students to register on a given link for Rubicon Soft Skills training. The registration count is very poor for many colleges. ( refer attachment) Kindly ask all the students to complete the registration process using the below mentioned link: https://forms.gle/cHdidxagSG6SmKAm9 To be considered for the campus placements , attendance is compulsory for all students. Completion Certificates will be provided to those students only who will attend the training for all days. Best Wishes. Team CPC Sinhgad Institutes - Forwarded message ------From: Director CPC <placement/hba/gsinhgad.edu> Date: Wed, 18 Oct 2023 at 15:33 Subject: Batch 2023-25 - Slots for Rubicon Soft Skill Training. To: Dear All, Below are the slots for Rubicon Soft Skill Training. Training Hours 10.00 AM to 5.00 PM. Kindly ask all students to complete the registration process using the below mentioned link: https://forms.gle/cHdidxagSG8SmKAm9 Sr. No Name of College Date for training 1 SIOM 2nd Nov to 4th Nov 2023 2 SCOE 3 SKNCOE 4 RMDSMS **5 NBNSSOMS 8 SKNSSBM** 7 Sinhgad Business School 6th Nov to 8th Nov 2023 **8 RMDSSOMS** 9 SIMCA 10 SIBAR 11 SIBM, Mumbai 12 SIBACA, Lonavala Kindly share the same to all the students. Attendance is compulsory for students. Completion Certificates will be provided to those students only who will attend the training for all days. Trainer details will be shared in some days. Best Wishes. mail google.com/mail/u/2/74=9363d509864view+pt&search+all&pertichid+th/seat-1.1781255920568266943&aimpihmeg-1.1781255900448268



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S.K.N. SINHGAD SCHOOL OF BUSINESS MANAGEMENT AMBEGAON, BK PUNE ASSOCIATED WITH BARCLAYS AND RUBICON NGO

# **RUBICON TRAINING PROGRAM**

## DATE:- 2ND 3RD, 4TH NOVEMBER 2023

### TIME

MORNING SESSION: 10:00AM -1:00PM AFTERNOON SESSION: 2:00 PM - 5:00PM

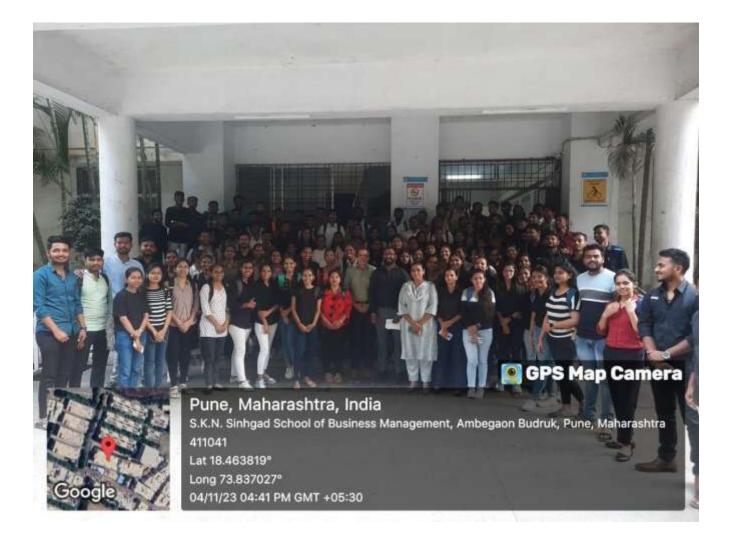
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DR.PRACHI PARGAONKAR DIRECTOR

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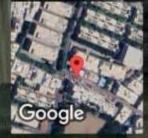
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51	Niknam. A. metkami	Comellegiers	C-56
52	Shutter of the lo	Aw_	C-09
\$53	Shubham S. Karde Pavon R. atandamia e	dura	C-50 50
54	Ditt I to Tall a	- and the second s	8 - 56
55	Rustikesh 17 Jambhale	Tot to	8-04
	Girish . A. Dhawas	What	8-61
561	Rohit : 5 . Jowan	- CER	E-50
st	Semucham K Wable	G	E-37
- 58	Ashvaraj A. Thembore	121	0-22
53	Preminaj S. Patil	fatt	F . 00
60	Yash Rovindra Genar	Good and	E-22 D-21
G1	piyush Jijabrao patil	Figure .	F - 60
62	Marial Sandip Mayar	- tranfel	E-49
63	Pitush Babytoo Walkhade	Ble	E-61
64	operion P. fuller	Star	B-17
65	-TOHAT & MANINGE	CO:04P	C-59
66	Applinan O. Gorud	Rela	B-19
55	RAO NITIO RAJENDRA	Rock	0.55
48	Omkad Rajendra Pate	Built	D-48
29	uinay Banasa Patil	eimi.	D-29
OT	where or as	Siller	D-OT.
ST	anuntri raivut	Gouton	D-53
48 -	gayatri rajput Varamaj D. Vore	Na	E-48
	Anana - Or Abrie	Cherry Cherry	
06	Sature TEJAS Mansing	genel	E. 05
35	Mayue dilip pawas		p - 35
27	Hule Pratik shanked	Colubb	8-8-37
37	Alberghe shartene Avel	aloute	D-05
89	Nharde sharton ANI Pabolle Az-Ret Ranindza	Charlest	D-08
40	Tegod vined sagare	then	0-67
41	Sangne Beware, R. Pomil	THE	Dale
12	Chtetan, Sakhare	Chiefe an and	D-68
	navended c. Bunde	Reserve	A-17
43	Pranay Ravindra Dhobale	Finine.	8-05
614	Placed Realinger Laboure	San w	B-51.
45	Shardul Jaydale.	Buste.	A.10.
46.	Niraj Awate.	Bull	
47.	kolpest. Hinge	2. 11	0-34
48	Bronow . R. Phormale	repunella	
49	Seathingsh. D. NOIGT	ast.	C-68
50	Abnishek. Saundarkar	-Arag-	E-49
50	Vaushabh V. Apkage	Hanniker	A-05
52	Frothamesh Rathad	pspithered	P-56
12	a Deale Mand	Tehnel	

Vivek Jodhau 53

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O Scanned with OKEN Scanner

		(24.	8)
-	Sinhgad Technical Education	Societs's	
	S.K.N. Sinhgad School of Business M	anagement,Punc	
	Date : 200 November 2023 Tim	10 om to 5 pm	
	MBA I Rubicon Training		
Sr. no	Name of Student	Sign	
1.	Khande Ruchi khan	thank.	
2.	Shruff S. Ganjegaonkar	- ieltt	
3.	Hmarshi washmitur	14 Hall Land I	-
- 4	Leena Delle	Perra.	
6.	Abhishek D. Undarkar	Ray	
7.	Piyush B. Wantchade	Ast	
8	Rushi kesk C. Wark Slagazonshi Shivani S	Contraction of the second	
9.	Anali kakasaheb Phalke	Mehalke	
10	Rasika Buinan Pahi	(Filale) -	
11	Machura Sacing Gunad	(TISRAPH-	
12	1000010100 Machelear chaudhay	Chaudhas	
13	Sachin Nagpure	Salar	
14	Sidhant Lodha	Sisil	
1.5	Recthestrum samah, Pettelk Viknam Anun metkani	Amer Merri	
16		Andrean	
18	Vishal Balasaheb Landhe	When and a	
19	Manasi Pasallear	- the state	
20	Bhagyesh Reiput Vaishonauis Raut	Langy -	
21	Kaupat Porlas	Wedge	111
22	Kaujani Dadge Nilesh Bhandwaldar	(alites)	
2.3	koran paova -	Same	
24	Rohm chandel	Belen	
25	Bisnikesh . G. Patil	Aisw-	
2.6	Poanav R. phaimale	ponule :	
27	Peakik s. HULE	physican	
29	Provide dillif forware Providence Ompeakash Tilawat	mystute Battalos-	
30	Neha Hazich waghmaze	and the second se	1-1-1-1
31.	Nikita D. Wankhade	tester what	
32.	Rupa, B. Shipde	Anyali Mast	
33.	Penali P. Chavhan	(Provha)	
34	Kumbhar Brethmesh pharmary	1 things 44	
35	Yanh Wander Jaw	-Power R	
36	maunal Devendiza Luncelouon	· C70	
37	Supring Semnath Keskar	354	
38	Simman Bibhishan Maare	-Simuck . Pulip	
39	Rutuja shoshikont Katoriya	- Frindt	and a second
50	Minikikan Shital	Cotto.	
41	Rohit Jonwar	Suddan	7/40
42	Shubham p. kadam	aharde.	7 / 12
93	Shentony Anil Mhanale	Tabak-	
57	Rajeshti bambale shrutka sorte	-000	
31	priyada Shani Pawage	along	
0	Apuna L. Pause	Cpur valy	

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No	Gauron R. Borse	-brown	
90	Asmita K. Pansare.	(climitable .	
55	Manisha . L. Dabhade	aphtpds .	
11	Tagait P. Budd	Hani Isuac	
.11	Court & leader	Come for .	
1.07	Ganesh R. Icachare Vikaraht G. Karale	Allogale	
D . Ca	Villamont G. Karrole	(Bolline	
0-59-	Rodhika S. Dalunk	gencel	
51	TEJas M. Satur		
52	Samtuddhi P. Raulliau	Bunddhi	
53	Shubham 5-Rathool	- Southoll	
54	Foha v Malshikaze Kuwar Bohini Mukund	(etmo	
55	KUWOR RODINI MUKUNO	Propert	
56	Kadam Ju Kaknam	Jodem.	
57	Rasiko Rajesh Tibile	Optimile	
58	Josh: Auit Gopal	- ARID	
59	Jambhale Rushilush Mapgesh	dan	
60	Avhad Anic	this.	
61	Bryber Shruh Preshand Diksha B. Dhanke	4 Baulton	
62	Bhylbed Shruh Preshand	Astrona .	
63	Diksha B. Dhanke	(130 Vice	11/2/2
64	Nicka B Chasate	(Ale	
65	Krantl Kumbhar	b. A. Busconon	
64	Omkar Depkate	- Chatter	
67	gracy gracane	- Lant	
- (Ye	Tilekan Shubban	- years for	
697	MANDARED BARCIE (A-17)	assalt	
70)	Dhole Salia	Berto	
71)	MUNACI JUMOR	CH-	
+2)	Gunjai Mayuri Sonal Sasare	The	
73>		LAD SOSOAL	
74	sakshi, Aglawe; (A-02)	sc. Aglawe	
75)	Ankita Reiut	Allett	
	Couran Coper Daurdon	1 gg	
נרד	TAHON A MONIYOF	Stay2	
78	) Premoj S Pahl U	Ball	
79)	Ankita Sunil Ghodeswar	Caster .	
80)	Gita Vinatak Shinde (E-12)	Binde	
-81)	Chunjey Plasad Pajendie	puper.	
32)	Somesh M. Jeur	them .	
83)	Jagdaly shandwid Hinge Kalperth	Puntinge.	
84	Hinge Kalpest	Ce honking	
85	Unitar Portil	- Chilly Darkes	· · · · · · · · ·
86)	Twhar & Jugday	Timbre	
53)	Arpita R. chawle	age.	
A - 49		The state of the s	
B- 39	Monika Madbukae Ingale	margal 10	
C-46	Pooja Sharad Mahdilgade	Glahan yade	
E - 1	7 Shinde logite Kajenche		
D-S			
	Destination Concorros Nas	hiel	
E - 41	Pratiksha Ompzakash Tilau	the president state of the second state of the	0 / 10
E-55		11-	8 / 12
A-31	Vanati Shosele Somikoho 5. Wagh	When when	
E 52	Som Kork S- Ing		
0-01	Frested Nikam how Las	Tare	
C-5		· Du	

After lunch

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	Sinhgad Technical Education	Society's
	S.K.N. Sinhgad School of Business M:	inagement,Pune
	Date : November 2023 Time	
	MBA   Rubicon Training	
Sr. no	A REAL PROPERTY OF THE REAL PR	Sign
01	Sukhada Shakant Harne	Reference (8-33)
66 62	Yalana malappa yelaye	(gring- (E-66),
03	Projakta Sonjay Rithe	P.S. Pilha (0-63)
04	Sakahi Dayanchular More	-tras (C-61)
05	Sheavooni Modruzova Zambee	-April (E - 67)
06	Anuja Dineshappa Milkan	Altral (c. 59)
F0	Sneho Shyam Nathe	Subtr (0-04)
08	Pakanksha Hanumont Nanotiar	ANAnothar (D-01)
09	Deepadi S. Somani	Boefall ([-21)
10	Tash A. Kazanka	(transul (c-03)
11.	Rushikesh S. Wankhade	Found (E-62)
12	Tanaji monohare Karesja	tanget (c-os)
13	Isha Ajay Joshi	Josh [3-62]
142	sagor. s. UNaigankor	Kay = ( C-67)
15)	Tanaya Santash Santpal	Sanath: (E-02)
16 1	Unnati Chaitanya Masani	9 4 (-54)
(F)	Jejas Anniahab Idagh	Utrily (E-35
15)	Deepale mulhon mali	2-6010 1E-49
195	Akshay leshav Tidke	-SCAL (E-39)
7.0)	Dayoneshwar M. Munde	(munche ( (-63
21)	Sandesh Priamod Ghan Lain	Antipoloum: (B-21
227	Nibuil Damodnew Rospetium	Jutain YA-14
23	Pawar Siddhurth Sharad	7-36
247	Bhai Chanshyam subhush	Than 19-25
2.5)	Tejas Sonjayrao klaghmare	100158. (E-57
26)	Pardeshi Amol Jeevan	BOSS (D-11)
27)	Rodge vijoy Rajendry	@4 CD-64)
7287	Sandesh, Rangnuth Puri	-sdip 10-49
23)	Rodge Vishal Ganeshrap	X852 [D-63]
305	PERSONA P Ingle	Rnole [B-42]
81)	Abhishek Pundult Hissal	-Aintel [B-35]
32)	Mehite Karan Vinayak	4.Sman EC.60]
835	Abhiman Maunath Kare	EDIOIN [C-10]
943	Hatshal D. Ladukar	religited re-25
25)	Ritik Sanjay Khapekon	-tenk · [C-16]
25) 36) 37) 37,	Rohitkumos U. Lohakove	PA (C-41)
271	Mohit Punishallam Balul	CA-35
31	Kash Kana Ballon Ball	CA-35
211	Heighney K. Phallic	(Programe y (D-41))
40.]	Ushal Pradeep purser	uplance D-38
41]	Omkar Projeep jamdad Sakshi Rajenda Jangam	Clangan [A-TD
42)	Darcen regended Janger	Crangace [A-71)
43)	Shravpri Vitthal -odhav	Staday [B-4" Strad [E-Ss]
44)	shahal Dipak thosal	seberal [c- 82]
40)	Ishnidhay Venkabrao Munde	-81441 C-64

O Scanne 9/12 ini

46)	Jalit Somrath Islani Saunabh Nishwaw retradance	Soulas	[E-59]	0
48)	Ad Ha Show Youndane		LE-2.57	
(9)	Adita sonjay Jocle	ASSOR .	CB-43)	
50)	lejos Kalicharan Kirvp Ornkar Balajizao shinte	Key	( C-23)	
51)	P. Har Balastras Shinde	ene	(E-13)	
52)	PEajwal B. Kalpande Deven P. Fulan	Balande.	IC-3J	
481		The	[6-19]	0.0
49)	Abbishes & isotule,		(E-48)	12
504	Abbished of 150 tule Dinya Kabab Inganda	September 1	(6-25)	
50	Sural Viavan Wakde	Gawards.	(8-20)	
52)	Dinya Kabab Inwande Suril Viassao Makde Yah Julihah Shinde	Mile	(E-58)	
327		11 mint	161-10	
047	Sidahorth Phynal P	Brunnat	(0-44)	
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a After lunch. Sinhgad Technical Education Society's S.K.N. Sinhgad School of Business Management, Pune Date : 2nd November 2023 Time: 10 pm to 5 pm MBA I Rubicon Training , DAY : I \$r. no Name of Student Sign 1 Presod Nikoum (D-06) Pather 2 Prathamesh Rathed (D-56 Karan Part (D-33) Rabul chandel (N-42) Sushing Bizadae (A-33) sel 3 . Include 4 Seadar 5 6 Yash Dandawate (A-58) -11ą Abbistick shirsath (D-20) POOTA S. TADHAV (B-45) Enthan 8 Maris 3 Sushant V Mane (1-52 CARLEN Lt. Unneti Bhosale (A-SI) (E-SZ) 11 Samiksha S. Wagh Ferrer shrutika & serie [8.2F] E -27 12 A-57 13 Raleini Dantal A 57 D:48 orstem pate 1mg D.41 35 NHA \$ to. DST ALLEN Privadarsnanipawage P-31 Apurna L Pourse 16 davage 17 Oputhalp D10-57 Shubbarn Mhaske Antiki. 1.7 C-09 19 A . 65 Dhamansure Pooja P Pranav Bavindra Dhobale Karla. 10 Bush 21 8-05 Minaj Sunil Acade. Yash Ravindra Sonar 22 A-10 23 ARXIA12 E-22 Rushitesh Ekneth Jagdale Abhinay D. Gaxud 6-50 24 500 25 B-50 Perelle 26 inter 5-19 Devenation dogre Molis Udar Hoge Stisin Sharod Chaukiker 27 140 B-10 28 A-72 A-46 have Maukka D-25 30 BAUTT Sakshi Sunil Patil retty 31 shriveda. P. Mudhakwadhar C- 62 Omas Ket Omkar D. Maske. Valshnavi Rameshead Pawar C-55 D-37 32 33 34 C-4 Troti L. Kumble Siddhi C-21. 35 chatpe THE REAL Mathai dexit sufiyan shakil Tomboli [A-15] Rilik Sunil Bhowsor B-29 36. B-7. A-73 39 38 E¥6 A-23 39 Neha Manik Mane Sharwari Laxman chavan my C-51 \$40 the A-49 41 Phile Monika Madhukar Ingale 8-31 42 Arpita Rojesh charle A-53 43 Scanned with OKEN Scanner

Tite 1	O In ! Out . On drawn	Ralpie	A-56
44	Dalqui Rutuja Pandurong	Hard I	B-01
	Fulth Dosharath Dhavale		
46	Girish Ashale Dhawas		8-04
47	Wessle Sciencidhern K	Ba	E-50
48	Tejimkar Nikhij Dily	Aucher -	D-08
49	Poballia Avile Provinde a	Clets	2-67
\$0.	Supareshinat R. Pati	105	0-26
51		- chalu	0-68
53		-Paut.	0.00
\$3	Rahur Mali	Paul	C-48
54	Khartude omkar sompat	arts	6-19
56	Goun, santosh Raut	Jal	0-59
57	Sakshi Balasaheb Kute	Fatte	C-33
57 58	Tscathmesh, D. Nalot	China	C-68
69	Shavayu Atul Chavan.	-OLAS	H - 48.
60	Dishe pooja Rajendra	Agenty Marchy	B-08
61	Kutuju Incisudeo Bondre	Accelly	A-36
- 69_	VswshabhopKate	Aller a	C-05
65	Bhoiwar sema Malhari	stems	A-27 A-77
61	Sonawone Maksond Vijay Ravitaj kashinah Bhiloze	Rhiano	A 24
68	Nagawade Ranjest Krushniji	D	(-65
69	Kalyan Balasaheb Deshmukh	- AND THE PARTY	A-61
70	Propti Anil Chavan.	- JURIU	A-52.
71	Auti Naishravi Nitin	- ARE- BANA	A-07
12	Shivani Anil Bhand	France	A-20
73	Dhanawade Neha Santash	achel	A-66
75	Pollavi Priatap Jadhao Aparing Omprakash Dhone	Chora -	19-44 8-07
76	Kainplya Manoj Mahajan	Pin	C-45
76	Peaniel Sandio Vijaykar	-Fraxasia	E-49
48	Peanal Sandip Nijaykar Thousalu Somath Nourath	- Frank	B-03
19	Nijay Labornan Chayke	Ginal-	8-21
80	Sanskauti Sanderp kg Pi H	e and	6.05
81	Pravinal Kiran Grainene	Ginde	B-14
84	shinde Anuja Sukhuder satelijishaskar	Hates .	As E-11 E-05
84	Gairwad samabh sanjay	Gailwad	8-15
15	Tanmay Sachin Surjournel	Tannay	E-31
86	Rhowerth Achok Patel	aptiero	D-ife
13	Patil Rutvik Mahendra	ALER	D-24
88	Virgi G. OLOOJ	Worker 1	0-07
89	piyush Jijabras patil	Aboundale	· D-21
90	Siddhi S. Khandale.	Files	C-15 C-39.
32	Sharddha llinge Googn fauroni	Ac	B-65
03	Aditi D. Fahate	(Rhhale_	D-50
94	Yash. M. Dandawate	597	A-SP
		18	D-20
		De LF	0-54
20	mend m mane	me	c.aT
6			
95 96	Abhisher shirsath Neha m mane	-AX	D-20 c-53

		Morning	Session.
		0	(225)
	Sinhgad Technical Education	n Society's	
	S.K.N. Sinhgad School of Business M	Jonagement Due	
-	Date: 03 November 2021 Fi	ranagement, Pun	c
	www. (vovember 2025 Th	ne: 10 pm to 5 pm	
r. no	MBA I Rubicon Training , Name of Student		
1	Rispingu	Sign	
2	Risninesh Govardhan patil	Alpi	
3	Contras prudesp Domidade Kalyers Dedge	Dechybe -	
4	Nilesh S. Bhandwald wr	Kalondan	
5	Planar & enaborate	Atte	
_6	Prespik chainline thate	- Deplotte i	
1	Kurphan Press and and	polauber	
8	Rumbhar Prathmesh Dharmaraj Pavan Rumknishna mandania e	Runkly	
9.	Sushanz si bapsede.	fur	
1.0.	Peaneli P. Chashan	-Bassadel .	
_11	Esha V. Malshikoze	Phantaa	
12-	Vikeant G. Larale,	Offencele	
13.	Repict Jonwar	Port	
19-	Shubham D Kadam		
15	Minery . D. Acherly and	Sheldren	
16-	Radhika S. Darunk	Rulia	
17	Brohit Runshottom Badul	0.8	and the second states
	Pravil P. Band	Reinikoad	
19	Manisha L Dalbhade		
20	Kudale Simron Bibhishon	Quebralls	
21	Peeja Sharad Mahangadi	Simonle	
22	Gauron R. Borse	Dinhia goode	
23	Rabut chandale	4205	and the second second
24	Supriya Kestar	Alle	
25	Rutujo s. Kotariya	- Alto	
2.6	shital minkikar	Futup	
27	Valshnovi landge	- Jun	
28	Arpita chawle A-53	Nadex.	
29	Shubham Alay Tilekor	Ahle.	
30	Shareyas Shirasi Dhakare	Study	
	Autoral Sumariana	-Stope 1:	
31	Autor Ronin Mukund	Amily	
33	Jui Kadam	mund	
30	Shavene Scherrad	factorin	
31	Kront AUN Kumbhor	BDpood	
30 31 32	Diksha s. Dhanke	K-R-Kumpher	
33		75hanka_	
34	Jugtop Voishnavi Sanjey	= segtup	3
35	Hunded Pthil	- Boits .	
36	phizaj Badgujaz Dholo Saizal	- Caller	2
	Unole Sairaj	- 01. 2	and a second sec
37	Tanmay Sumpawanshi	Children and a second	4.3
39	Mayurish Rholale	- Cann	
33	Ghonshyam Bhoi	Abbry	

58. No	Name	
	IVane.	Sign
40)	Salah R. Jan T	0
40	Sahishi Rajendea Jangam	Stengur
42)	Shruh Preshant Bhybal	Egbed
425	Shravani Witthal Jadhav.	Glaches.
(the)	Omilar Mukund Hokate Tushor . P. Jugdor.	- Golde .
451	Town . F. Jugdon.	Fight
46.	Garmand Silhant Havin Athan R. Jumphie Ankita Supil Chadmins	Raip
47.	Atheni & Durant Heavin	
48	Ankita Sunil Ghodeswar	The second
49:	Gunjan Mayuzi Shankar	Tode.
SQ.	NTEXAL LICEDA DO L	CALC -
50	Aditta Sanjay Jade Dinya Kailash yamande Ratil Rutrik Maherdra	SG Aplacer.
_ 526	Dinya Kailart Sade	Att.
_ 50	Patil Rutik Make I	- Gantande
54)	Viraj & Devel	( Just
557	Somesh M TOUN	TP
567	LOUDINI Prinad O	Contract.
57)		Change -
58)		Paingth.
597		pisali .
603	Premary S Patil	
61)	Shadhay Venkebraro Munde	Cotij
62)	Premary S Patil Shindhar Venkatrao Munde Aparna D. Othone (B-07) Pallow Q. Othone (B-07)	- Stidly!
63)		And the second
61	TOOLOGIO Somehall alary II	- Alaman .
65)		akar
66}	Gaikwad Saurabh Sanjarp	Gailungd
67)	Gaikwad Saurabh Sanjay Sonskruh kapike Prasiwat Gravic Ward	AW 1
68)	prasmod Oravieward	Dru: Kight
705	Nong Dhanakvade	Hicks-
	VIJUY GOYOKE	Mind
747	Paraldel Babacle Himanshi Waghman	Tell
the second s	Himanshi Waghmana	Alwadnické
73)	LICODO (IPH.	Husagnucie Bassa
14	Samyar D. Mesham	mestingen
15-	Kavilai Philase	Rivingo
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12	hanjeet K. Nagawade	Dencet
TE	Koigan B. Deshmukh	(mounter Hu
6.1	khartude ombar somme	0-t-
80)	Mali Robul Gokui	Roha
815	Chavon Prophi Anil	SICELUI.
82)	Sakshi Balasaheh kule	Bute-
831	meannesh Noucht	Rector
857	Kurva Bondroo	Rat III
857	Sharayu Atul Chavan	Reader
189	Fadker VIVAL	Stayez

INIT	ig Session 3 Nov	2023 (Day -2)	k.
	SKN Sinhgad School Of Business Manager	ments	
	Attendance Sheet -2023		
AL.	Speaker:	Time:	
	Session:	Date:	
10.	Name of Students	Sign	
1	Dighe poola Rajendra	Sele, B-	80
2	Shivani Anil Bhand	teroid (A-2p)	
4	Aut Vaisbravi Nitin		
5	Chaiway Seema Malban	(A-21)	
6	Rubikesh Ekrath Jagdale Arpita Pajesh chawle	Banke B-50	
7	A Production of the second sec	Aluke A-S3	
8		<u>74</u> A-49	
9	Ruchi kiran Khande	Linder C-SI	
10	Dan the ad II at I	- 18 18	
11	Suhiyan shakil Tambeli	- R-39	
12	Ritik Supil Bhawsar	(PdB A-23)	
13	Rushkeep Plageh Janhat	(P&B A-23)	
14	Chinish Ashok Chains		
15	Journ Dasharath Dhavidie	Sharen B-04	
16	Ruting Pandurana Dalavi	altin O Er	
17	Shriveda Prashant Mudhaward	Ikar - C-62	
18	Hatt L. Kample	Lamoles C-4	
19 20	Madhimo & Genar	(MOLYMANE B -32	
21	Siddhi N kharpe.	- C-21	
22	Sejal R Gujaz	Theniae A-29	
23	Siddhi S. Khandale	Standabe C-15	
24	Sharddha linge	Ale : C-39	
25	Pooja P. Dhamansure	EMaskerC-ST.	
26	Deven p. Fulgri	Koola A-65	
27	Motion Upber Hoge	- B-13	
28	Maunal Devendle kunelaram	Min A-27	
29	Tejachies Madhukar chaudhar	· C.32	
30	Devenshu dogu	The second secon	
31	Garesh kachan	auto B-10	
32	Niver Jadhen	0-05	
33	Mansi Dixit	North 8:00	
34	Shulpham Karde		
35	Kotule Aphispels Naveday	Ge c-09	
36	odemant Shaakes Jaska	little c.25	
37	TAPHAU DANTCAM TAPHAU	Takka B-Q United B-45	
38	Shruti Sunil Manjegaonkar	List 2 1	
39 40	Sushant Vijay Mane Sushma Balaji Bizadat	Marine C-52	

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46	Sagar - S. Naigaonhow	Ascort	C-10
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48	mahite learan v	hick	C-16
43	RITIK Sanjay Khapekar	KINK	6.41
40.50	Robitkumas ULBICAEL	KOHE	
51	Harshal D. Jadukad	MICOLOGE	C-36
52	A HUSHEK P. HISSAL	- Rissil	8-35
53	Prajural B. Kalpande Ranjitanh. H. Phalke	· Balander	C-3
54	Ransisinh. H. Phalke	W-4	\$ -42-
54	shrutike s suralkar	high	E 29
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57	Vainhan V Mant	4pm	12-61
54	gallazi Rangari	aus	0-59 p-38
45	UStral Priver	the	0-38
56	Sargereshunde Paulit	-fetta	0-26
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58	Poballa Auter Ravindra	Topilies .	D-08
53	Tejos vinad Sogare	1 de la	3-67
60	chefon Solohon	There	3-60
61	anali manahait kaitan	-thenal-	(0-96)
52	Tanaya Santash Sankbal	Ganalar	(E-02)
63	Dorrest Clastanya Maticini	120	(C-su)
64	Tanaya Santash Sankhal Unnut Claitanyu Mosani Isha Ajay Jesh	Josli-	C8-62
65	Anula Dashappa mitten	Galithe	CC 19J
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67	Sakshi Dayaneshwar more Mash Anil Karankal	Jonabal.	[C-08]
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63	Rushikesh ships nonkmidt	an consider	CE SZJ
10	Bhavesh Allok Patel	Shaces	D-14
71	Piyush Jijabrao patil	Traping .	10-21
72	Shinde Gila Vinatak	Andres.	E-12
73	Shinde Anula Suthader	GhindeAs	E - 11
74 75	Satrute gater Chaskar	GELOR	E-05
75	Course Corrist Uninder	(fa')	E-07
76	Queens praner	00/14	6-28
77	Saucrahar Sunshar	- Frank	E-09
78	Pirush writenede Omkar shinde	Plugu.	F - 61
778	Omikar shinde	Gt	E-13
80	Banal Ville, Ban	the	E-49
81	Amtad Raiendan pate	Bulla.	0-48
80-	Ditio Ran	M(BC)	D.co
23	siddranth privide	anderet.	0-44
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89)		Geranberreeter	B-22
90.	Presed Nikem Aakanksha H Nanotkat	There.	D-06
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62.	CONTRACT MOLECCE	Krienol:	(C-08)
63	Yash A. Kasarkal	epin	CD-11)
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65	West & Sermadham	W-Salan	TC-67)
66	Sagor Naigaonkor	W. Salan	EE-60]
67	mohite kakan V	AMAR	[C-10]
68	Abhiman Navnath Kare Harshal D. Ladukar	Hildukat Fields	[C-36]_
6.9	Ritik S. Khapekar	fight.	TC-16)
70	Robit Lobertione	Alshale.	(C-16)
1-71	Rade Vishal Ganesh200	V.Podye-	[D-65]
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26	NURSHI D TEAMKER	Mare (E35)
27	Sat 18 Telas Mansing	Bench (E-OF)
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29	-Tilawat Psaliksha Omphakath	
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32	Patil Preushannet	9011 (B. 21)
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30	Populator Asiled Corindra	And (E-22)
34	yash Ramudra Sonar	Oldiers (0-14)
37	Shavesh Ashot Patel	Henry (E-62)
38	Rushukah shyam Nanhhade	(E-61) (R. (E-61)
49	Pirush B. Wankhade	
40	Pranjal S. Vijaykar	Distal Y D. off)
41	ALIGENCY PA HISSON	Lefternander (B-22)
46	Sindesh F. Ginanbahaduk	-lay (3:42)
55	PEQUADRIA P. Jog K	Eller (A.G.)
46	Shirin Charkiker	Epison (nam)

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1	Sidhant. S. Lodha [C-4	0	SSIL
2	TEIQS K KINP FC-22		Reg
3	Sachin Nagpure 15-66]		Salera
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02	Shriveda P. Muchalwadhar	201	
03	Tejoshiee M. choudhasi	(Fahaudhan	A . 45
04	Maunal D. Kundaram	Aladul .	C - 32
05.	Siddhi thatpe	Handal	
06	Siddbi S. Kpodale		C-15
03	Sejal R. Gujae	Heryak .	B = 2.9
08	madhino S. auras	Coustan	B . 82
10	Troll pasharath phavale.	- physical al	6.01
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90	Somiksha Suzyakani langh	Viend,e.	E-52
11	Jyou Komble	Egnett.	C-4
12	Sushma Balaji Bizadat	dizadak	A-33
13	Sharayu Atul Chavan	Schowan	A-48
	Ankita Sunil Chodeswax	alle.	8-26
15	Esha Vilas Malshikaze	Charo	C-49
16	OMKAY DHUIBARAD MASKE	Fras Pet	C-55
17	Bancish Hayandra Halthard	fr	B-05
R	Marsi Divit	m	8-04
10,		10mm	B-10
10	Aparina 0. Dhong	CALOUS.	6-07
21_	sakehi Agat Aglawe	Sly falows	R-02
22	Rutuia Paraprang Dalavi	Hag	A . 56
22	Monika Madhukar Ingele	(13igab-	8-39
24	Neba Manik Mariel	NA-04-2	C-51
25	Ruchi kiran Khande	Ut pant	C-18
23	Rilik Sunil Bhowson	(P.J.P.	A-23
24	Sufiyan shakil Tamboli	Extender	A. 15
15	promit p paid	pound	0-11
26	Tusher R. Tugdor	Tunkug-	B-64
27	Small N Salary		6-04
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42	Jangam Sakshi Rajendra		A - TH
43	Shivani Amil Chand	Cappedant.	A-20
44	Aburt Prashart Rhubal	They an . That that	A-32
45	Shruth Sanit (nanusanolan	Saletar	B-13
46	shuuri Prashand Rhyphal Shruti Sunil (nanjegaonkan Pooja Jadhav	Readed	
47	Rushilsesh Jogdale	Pooja	B-45
48	Maynesh Phosele	- Frank	B-50
49.	Gartund Sidham Havin	Chingen	A-29
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50 51 72	Minisha Dabhade	Bhilare	A 24
15	Mohini Uthovias Hoge	Richarde	A -55
73	Proince and a land	mul	A-72
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-19	Arpita & Chadle	Ant	A-53
80	Shubham Tilekar		E-92
81	Shreyas dakbane	Part	A - 63.
82	Neno Dhanawade	Stans	A-53
	Sanskrub Kapile	- james	C -05
53	Prainel Genk wad	foreija	<u>G-14</u>
84	Vijay Gayake	- LUIS	6-21
	Sairoj Orole	gais -	B-06
86	Tanming Syryauxinshi	address -	E-31
87	Pallour Jadhoo	percent	B-44
89	Deren Fulari	Cublick	B-13
83	Manisha L Dabhade	Celetra	A-55
go	Monini Valhatsuo hoge	man	A 72
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92	Opinar paste	0	D-12
- 33	Primar Jyrian.	There	10 13-54
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35	Bhaquesh Hajpud	they	D-52
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37	Premary Patil	Palit	0-22
38	Yash Roundhar Sonar	- CARMITALE .	6-22
29	Shubbarro Kacde	(3)	C-09
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101	Unnati Bhesala	CAllman 1	A-31
102	Kraxili Kumbhar	Chilpuban long m	C-27.
103	- Converse R. Borresp	- AR	A-39
104	Omkar prodeep Jundelde	- Officially	18-57
105	Leena R Della	Stephen	A 62
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15-01-2024

### Notice

Dear All.

This is to inform all the students that Dr. Jayesh Minase Sir (Dean Central Placement Celling going to take session on "SIP Preparation" on 17th Jan 2024, at 11:00 pm.

Regards.

Dr. Prachi Pargaonkar Director



### SKN Sinhgad School of Business Management Ambegaon (BK), Pune- 411041

Academic year: 2024

Day and Date: 17"January 2024

Organizing Unit: SKN Sinhgad School of Business Management

Number of Participants: 180

Title: "Summer Internship Programme Preparation"

Guest Speaker: Dr. Jayesh Minase

Brief Report: The preparation process for SIP involved setting personal goals, conducting company research, enhancing skills, refining application materials, engaging in networking, preparing for interviews, and continuous professional development.

#### Personal Goals and Objectives:

Clear goals were established for the internship, focusing on skill development, industry exposure, and professional growth. These goals align with my broader career aspirations and contribute to a purposeful internship experience.

#### **Company Research:**

Thorough research has to be conducted of the host company, covering its background, mission, values, and recent achievements. This knowledge forms the foundation for effective integration into the company's culture and aligning contributions with organizational goals.

#### Skill Enhancement:

Efforts were directed towards enhancing technical and soft skills relevant to the internship role. Participation in online courses, workshops, and practical projects aimed to acquire and strengthen competencies crucial for success.

#### **Resume and Cover Letter Preparation:**

The resume underwent careful review and updates, emphasizing experiences and skills required to the internship. A tailored cover letter has to be crafted to showcase alignment with the company's values and a clear understanding of the role.

#### Interview Preparation:

A systematic approach to interview preparation included mock interviews, self-reflection, and feedback sessions. This preparation aimed to build confidence and readiness for the interview process.

#### Conclusion:

The comprehensive preparation undertaken positions us for a successful and impactful Summer Internship Program. We were enthusiastic about contributing to the team. learning

from the experience, and leveraging this opportunity for professional and personal development.

Faculty Coordinator: Dr. Prapti Dhanshetti Prof. Niketa Patil (TPO)

Dr. Prachi Pargaonkar Director

# S.K.N. SINHGAD SCHOOL OF BUSINESS MANAGEMENT AMBEGAON, BK PUNE



# SESSION ON SIP PREPARATION

DR. JAYESH MINASE SIR

DEAN CPC (CENTRAL PLACEMENT CELL)

VENUE SKNSSBM,SEMINAR HALL

DATE 17TH JANUARY 2024

**DRESS CODE :- FORMALS** 

TIME :- 11.00 AM

DR. PRAPTI DHANSHETTI PROF. NIKETA PATIL FACULTY COORDINATOR

DR.PRACHI PARGAONKAR DIRECTOR







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

17/01/202

# Student Feedback Form about session

Rate following paras Parameter	1-Min	2	3	4	
Contents			-		5-Max
Usefulness of ession				-	-
elevance to anagement studies		1			-

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	Organizational Beliaviours

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

# Student Feedback Form about session

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Contents		~	3	4	5-Max	
Usefulness of session			-		-	
Relevance to management studies Name of Student (Op		-	-	V		

What did you learn from this session?

Maria and Anna and An

Helpful for the preparation of SIP and placements.

17.01.2024.

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

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1.	Seial Rajesh Gujar	Flagae	8-29
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ul	Unnati C. Masani	Ai	C-54.
5	Gouri santash Raut	STU.	8D-59
6)	Shinde Som Anuja sukhader	ShingleAs	
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95	Esha Vilas Malshikarae	Cono	C-49
107	Rutuja Pandyrang Dalavi	Peter	
11	Muchalwadhar Shriveda Plashant	- Mitan.	•
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15)	Samiksha Suzyakant Wagh	- Wowilaha.	E-52
16)	Maunal Devendra Kundarum	El.	C-32
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### Sinhgad Technical Education Society's S.K.N. Sinhgad School of Business Management,Pune SIP preparation session

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### S.K.N. Sinhgad School of Business Management

Writing Skill Activity Academic Year 2023-24 Time: 4.20 PM to 5.20 PM

Date: 15/03/2024 Mentor: Dr. Mrinalini Lad

No.	Name	Marks	Sign
1	Phunde Siddharth Vikaram	15	Rauborn
2	Pise Gautam Vikram	18	@ pise
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4	Potdar Shailesh Ramesh	14	8
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10	Rajput Gayatridevi Gopalsing	13	Graint
11	Rangari Wallari Gautam		J. S. S.
12	Rao Nitin Rajendra		
13	Rathod Prathamesh Santosh	15	PSRothal-
14	Rathod Shubham Sahebrao	13	- Bea
15	Raut Ankita Gajanan	16	Alkort
16	Raut Gauri Santosh	15	ST.
17	Raut Sukhada Nanasaheb		v
18	Raut Vaishanavi Vinayak	14	Peand.

Attendance Sheet and Mark sheet

# Name - Malshikare Esha vilas Div - E Roll No - 13

# Reading, Writing, Critical Thinking and Analytical Abilities Test

### My Role Model

Select a business leader or CEO or Role Model known for their effective communication skills. You may choose from current or historical figures. Conduct thorough research on the chosen leader, focusing on their communication style, strategies, and the impact of their communication on their leadership effectiveness.

After this write the draft that includes the following components: (Your submission should be in written format and must include following points)

 a. Introduction: Provide background information on the selected leader and introduce the importance of communication skills in leadership.

b. Analysis: Analyze the communication style and strategies employed by the leader. Discuss specific examples or instances where their communication skills have contributed to their effectiveness as a leader.

c. Impact: Evaluate the impact of the leader's communication on various aspects of organizational performance, such as employee engagement, team collaboration, and stakeholder relations.

d. Critique: Offer a critical assessment of the strengths and weaknesses of the leader's communication approach. Discuss potential areas for improvement or alternative strategies that could enhance their effectiveness as a communicator.

e. Conclusion: Summarize the key findings of your analysis and discuss the broader implications for business leaders and managers.

The written draft should be well-organized, clearly written, and supported by relevant evidence from scholarly sources.

\* Amon Gupta \* E Founder of BOAT 7 Introduction :-Amon Gupta the -Pounder of boat recognition for his exceptioned has Gained enterp amal within the tech Shills (amounication the tace of Bocut amon unity A8 Shaping Played Tole m dhe Divotal has a Company's mage and I'demti' bromd \* Analysis :-Guplo's Common unication okills Amon factors He Provide Success. have been key effectively communicated Company's Vision the Through Various Sta Keholders Champels Such and events media, interviews, and he has Social engaging ford Created Strong and presence CL Bout in the competitive market OF Consumer electromics. \* Impacts Aman Gupta's Strong ammunication) helped Beat C (skill 6 as have 98tablishes in the accessoriel Industry leading audro bernd. to convey The company's message His ability and persouasively has Contributed to clearly increased boand awarness Customer Dyult

market pentration. Additionally his adeptness handling medica interactions and public delatic has gamered positive attention for Boat, further onhomicing its reputation \* Caritique :-While Amon Aupta's Communication (skills have uncloubtedly been, instrumental in Booits succe may be areas for improvement some city dhere may argue that his communication style cause become overely proomotional at times potentially leading to skeptrusm From Consumers Additionaly H Could be instances where more toomsporiency ama authencity in communication could Purther strengthen of bend between Boat pand its austamens. \* Conclusion : -In Conclusion, Amon Aupta's expetiional Communi shills have played a significant vole in shaping boat's stratery as a prominant player in the Consumers de -165 market tabile his approach may have its attes of is no denying this positive impact he has on the comport bending visibility, and overcall success. As Boart antinui to evolve, Gupta's communication skill coill dikely rem Connerstence of its Continued approach and success. tiel a

# Nome - Malshikare Esha Vilas Div-E Roll No - 13

### Reading Skill Test

### Case Study: Uber Disrupting the Taxi Industry

Uber's ascent as a disruptive force in the transportation industry has been nothing short of revolutionary since its inception in 2009. By ingeniously harnessing technology and pioneering the sharing economy model, Uber swiftly reshaped the traditional taxi landscape across the globe. With its groundbreaking mobile app, Uber seamlessly connected riders with drivers utilizing their personal vehicles, bypassing the cumbersome infrastructure of conventional taxi dispatch systems. This innovative approach not only delivered unparalleled convenience, transparency, and affordability to consumers but also fundamentally altered the competitive dynamics within the industry.

In response to Uber's disruptive incursion, traditional taxi companies and regulatory bodies faced significant challenges. Confronted with a paradigm shift in consumer preferences and operational norms, taxi firms struggled to adapt their legacy business models to the new digital era. Regulators grappled with the regulatory implications of Uber's disruptive innovation, often leading to contentious battles over issues such as licensing, safety standards, and fair competition.

The impact of Uber's disruptive presence reverberated throughout the taxi industry, profoundly influencing consumer behavior, pricing dynamics, and regulatory policies. Consumers flocked to Uber for its convenience, affordability, and superior user experience, leading to a notable decline in traditional taxi usage. This seismic shift in demand forced taxi companies to reassess their pricing strategies and service offerings in a bid to remain competitive in the face of Uber's relentless expansion.

Uber's ambitious global expansion strategy further compounded the challenges faced by traditional taxi services. Navigating diverse cultural, legal. and economic landscapes, Uber tailored its business model to suit the unique nuances of each market it entered. However, this expansion was not without its obstacles, as Uber encountered regulatory hurdles, opposition from incumbent players, and cultural barriers in some regions.

Looking ahead, the long-term implications of Uber's disruption on the transportation industry are profound. As traditional taxi services grapple with dwindling market share and mounting pressure to innovate, they must adapt or risk obsolescence. Key lessons gleaned from Uber's disruptive innovation underscore the imperative for businesses and managers to embrace technological advancements, anticipate shifting consumer preferences, and adopt agile strategies to thrive in dynamic markets.

In conclusion, Uber's meteoric rise as a disruptor in the transportation industry serves as a compelling case study in strategic innovation and market disruption. As industries across the board confront the specter of disruption, the lessons learned from Uber's ascent are invaluable in guiding strategic decision-making and fostering resilience in the face of uncertainty.

### Questions:

- What were the key factors contributing to Uber's disruption of the taxi industry?
- How did Uber's business model differ from traditional taxi services, and what advantages did it offer to consumers?

- What challenges did traditional taxi companies face in responding to Uber's disruptive entry into the market?
- How did Uber navigate regulatory challenges in various cities and countries during its expansion?
- What are some potential long-term consequences of Uber's disruption on the transportation industry, and how might stakeholders adapt to these changes?

Read the case and write the answer of any two questions submit it before 27<sup>th</sup> Feb 2024.

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1)	What were the key factors antributing to
~~>	uber's discuption of the taxi inclustry?" several key factor contributing to up-ubers disruption of the taxi inclustry.
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	2) Global Expansion Araterry - Uber ambittious global expansion Straterry allowed do it challenged rapidly enter new anamets dolopting its business model to local regulations and preference.
0	3) shaving Economy Model - Where pronomed the sharin economy model emabling individual do monetize their personal vehicle by providing transporters Services.
	4) Technology and innovation - Obers leveraged cutting edge technology to create a user friendry mobile app that concentrated orders with advers efficiently.

25) How did uber navigute regulatory challengs in Noming cities and Countries during its exponsion " Ubers Navigated regulatory Chall engly in Vanious cities and Countries during its expansion through a combination of strulegic 1) Market Entry Strategies - Uber deulared approach to each mosket based on regulatory landscape. In some Cases it entered into partnership with local business or governm exits to gain support and navigate regulation kindles more effectively. 216 124 3 localization - Upor reagnized the importance Understanding and respecting 01custon is local laces and alternal sensitivities, IF adjusted services, parsing and marketing stratergies to align with the preference and expectations of each entered markel it overall ober's approach to navige line Degulatory challenges involved a mix of ad SCU adaptation, legal action strategic party uli localization, allowing its to expan amd despite . presence globally

### Nome - Malshikaze Esha vilas Div- E Roll No - 13

## News paper Peading Analysis : Human voice is a unique gift, use it well

### By > Homs/ - hams



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cords courd create such a range. The cuality of a 10 or becardo on the position of the tongue, teeth and variation in promunication

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communicate a lot A voice can be gentle stern merclos que singlimento a can convey the sugar mess of flattery, interactly of pass on furthermess of reputtion colonies: of leason free intrastory matters of stars are precised.

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there is stiff eath to reprove is the voice of contor ence - that curletly audit of one Unattens us (Don's dons) To express and to comment are two main in umain psychological needs eventersping failings needs loses that establish connection Disconnection

often explains why people shout, not because of physical distance but the

From a mother's soothing melodidus fullacy to the Procing voice and works of a prest speaker, the ecountic energy of a voice can unjust with warrots of enthusiation or dampen our solints. It is an institument of impact, therefore, a careful choice as to how to deploy it - appealing to units, he ping to guide careful choice as to now to deploy it is above ing to on the reacting to get esting to be reasonable or attempting to distinct creating a sharmony that may be the reason we can studies the voices of those who have moanted our lives. However, an experience lett of it certal to the echemic of texting and emojis has left little scope for sensing the tonal quality mood. "vance, and the warmch of the spoken vicing. For this reason, I prefer sending voice messages.

The singing of birds at dawn and dusk could be interpreted as the volce of JRy. What they convey is that the world is meant to be deteltrated. And here once again Louis Armetrong's voice begins to resonate in our ears

1.18

ŝ,

Name of the Student: ESha Vilas Malshikane

In Homayun Tabe's article "Human voice is a unique gift, use it well, "the emphasis on the importance of the human voice Resemates strongly. The human voice is indeed a remarkable gift, Serving as a powerful tool for communication, expression, and connection at allow's us to anney and thoughts, empotions, and intentions in nuenced ways that written words or gestures alone cannot achieve.

When we use our vorces effectively and Desponsibly We- an Foster Understaning empathy and unity among individuals and communities. It enables us to meaningful relationships, build bridge cultural divides and inspire positive change. However, this gift can also be moisused or underutilized, leading to misinglerstandings Orflict and Missed opportunities for connection. Therefore it is essential to recognize the value of our vorces and staive to use them in ways that uplify and empower both aurselves

and others, this means actively listening to others, speaking with honestly and integrity and advocating for justice and equality. By homessing the the power of our voices of good we an create a more harmonious and inclusive society. Where everyone's voice is heard and respected.

82.5 Name Monika Madhickas 5 le Division :-> B P.c derosel Cal Roll No:-> B-10 Specialisation :-> Business Ana Markelin Mentees Maynei Vadav --9 1.51 8.7 14 Sin U. 1640 Topic :→ Reading Thinking Writing Cri HCa Abilities Ana 14 ano est building Proper Gentence requirec Receptaind try in Voon words ho all gamizoin. preplain Simp aborgaments well with answes ,1 Los II 4/01 • 14:11 - 10

Inteoduction :> al 2 Elon CEO CEO he ea promien a essec for tive P Skills cation Crucia in 5 0 0 18 kills are essential ion Vision eaders Convey tion, inspire and borg ac ella within their organiza tions is all 10 Analysis :-18 Communica Style Flon gusk's Hon Eansparency Cł 700 1514 " an dr Social Media 788 equen ? Ye 8 mg Stakeha , engage with views Various on express his ability to Communicate Compl 19

	Technologicial Concepts inta Simple
58.8	and accessible mannet resonates
- 1 <sub>1</sub>	with both technical and mon- Tech
	cal audiences.
_	for instance, his acticulate
	presentations during Tesla's produ
	launches and Space X's missions
	Captivate global attention and
	generate excitement about the
2	Auture as technology and space
	exploration.
_	the second from the second off
	hand out the strate of the state states)
1	The second secon
 ₽	Ampact >
	- Starshi introvác 20 szerele
3.177	Da this Chine in the interest
	Musk's Communication has a signis
5	Cant impact on organizational
	performance. His temsporency amon
	employees, investors, and customers?
	and Setbacks, Muk demoistantes
	and setbacks, Muk demoistantes
	Culture of learning and residier
	within his companies.
	Moreaver, his visionary Communicati
	Style inspires innovation and attra
	All more movarian and and

	top talent, - Contei buting to Tesla's
	and Proce X's Compatibilities along
	and space X's Competitive advantage in the industry.
	in the territories rag.
	about the state of the second second
in al	Critique :-> minut
2	- Configure
	has will entite to be allowing O
	While Musk's - Communication Style is
	essective in many aspects, it also
	has its diaw backs.
	His unfiltered and sometimes
	Controversial statements on Social
	media have occasionally led to
	backlash and legal reprécussions.
	Moreover, his ambitious targets and
	geandiose announcements can create
iti	unrealistic expectations and
	Volatility in the Stock Macket.
1.551	Musk's tendency to overpromise
1-12	and underdeliver traises Concerns
	about - credibility and long-teem
	sustainability.
	Additionally his contentational
	approach towards critics and the
	media has failed negative perception
pti J	and strained relationship with
15	Stake holders: and in the states of the stat
	, a real contractor

* 2	
Strats.	To enhance his effectiveness as a Communicator, Musik Could benedit From refining his medsaging to strike a balance between bold vision and realistic expectations.
0	Adopting a more measured and diplomatic tone in Communication. Could help mitigate risks and build steongee relationships with stakeholders.
e	
σ	In Conclusion, Elon Musk's Communica on skills play a pivotal role in shaping the success and trajector of Texto, Spacex, and his other ventures. While his bold, and
	teansparent Communication Style drives innovation and inspires Bolloweeship, it also poses challenges and risks that require Caeeful navigation.
	Business leaders and managers Can learn from Musk's Communication approach to foster teansparency,

	2
r.	innovation, and stakeholdee engagement
1.7	innovation, and stakeholder engagement
	importance 10 ful Credibility
	balance, and diplomacy in
. 33	essective leadership ?
	Communication
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Name Monika Madher Kal . ٠ ٠ - 1 11 Ingale Divisions R Roll N R 0 Mentees Yad Maurily 37 a 10 Topic 81 udu 02 in's P issupt D he arei Indust Reading Skil RR In - nPit \* 1 uestion 1 6 2.5 1) hiab lib 8.2 100 tazei 18 wee: -> Key tac 2301 Con Disruption 05 e a C

Technological - Innovation :-· 1> -Ubee. echno eve rageo essectively cing m app 0 128 Conne ord O rees passing pa stems tazer 400 2 Shat onomy Cons :> ... 000 Cor Ub ese pell a conce Jer Pric TEanspa Ing eà Telia σ se resonating Service the app Ah Consumers ne deiv w a adoption. widespread sharing Economy Model :> 3) Sharing . economy liber pioneere the cles \$11 Se Eansporat ion enm 1.1 Companies. 222-20 10 Strac あまり ŧ 0 Ca. 121 3

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### S.K.N. Sinhgad School of Business Management

### **Product Talk Activity**

### Academic Year 2023-24

Date: Friday, 4 to 5 (Sem II) Familier Mentor: Dr. Mrinalini Lad

Time: 4 pm anwards

Attendance Sheet and Mark sheet

A. . .

Roll No.	Student Name	Students Sign	Marks
MI	Abhiman Navnath kare	Ablateres	12
M2	Abhishek Balu Shirsath		15
M3	Abhishek Pundlik Hissal	-Att scil	15
M4	Aditya Sanjay Jade	Asado	17
M5	Akash Vitthal Waghmare	Ott	15
M6	Aniket Bapu Mahadik	B.coker	15
M7	Apkaje Vrushabh Vinod	Matin	14
M8	Ashvaraj Thombare	NA	12-
M9	Asmita Kishor Pansare	- knowe	18
M10	Auti Vaishnavi Nitin	THE	16
M11	Bhagyesh Karansing Rajput	Alionia	15
M12	Bhavesh Ashok Patel	alsher	15
M13	Bhawsar ritik sunil	RIR	15
M14	Bondre Rutuja Wasudeo	Putaja	15
M15	Borade Pruthviraj Yogesh		
M16	Borse Gaurav Rajkumar	file	17-
M17	Chandale Rahul dilip	Grand-	18
M18	CHETAN RAJESH SAKHARE	Carbase .	15
M19	Chimade Sunny Mahadev	Shevale	13
M20	Dhawale Sakshi Anil	-chief	
M21	Dhiraj Bhagwan Jane		
M22	Dhiraj Bhagwan Jane		
M23	Dnyaneshwar Mahadev Munde		
M24	Ekatpure Pratik Umesh	Rend.	15
M25	Gaikwad Sidhant Pravin	Polis .	16
M26	Gauri Santosh Raut	1	
M27	Gayatri Holkar	A. Men	18
M28	Ghaytidak Bhagavat Baliram	Browt .	15
M29	Gunjal Prasad Rajendra	P	12

M30	Jadhao pallavi Pratap	(pathodhaa)	18
M31	Jagtap Vaishnavi Sanjay	P	13
M32	Jambhale Rushikesh Mangesh	Stud	13
M33	Janhavi Rajaram Patil		
M34	Kadam Chaitanya Kailas	-rudon .	14
M35	Kaiwalya Manoj Mahajan	Kanese	13
M36	Kalyan Balasaheb Deshmukh	TETTORTE	15
M37	Karan Ishwar Pawar	free	14
M38	Khatpe Sanket Narayan		
M39	Manasi Deepak Pasalkar	Weight	17
M40	MASKE OMKAR DHULBARAO	Form	14
M41	Mayuresh Ramesh Bhosale	Dec	18
M42	Mohit Arun Wasankar		
M43	Mohite Karan Vinayak	kayarmabite	15
M44	Nagawade Ranjeet Krushnaji	Runde	15
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M46	Niraj Mohan Patel	ales-000	13
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M48	Omkar Rajendra Pote		
M49	Parthe Omkar Sandip		
M50	Pathak Radheshyam Surendra	P	16
M51	Patil Premraj Sarang	Batty_	17
M52	Patil Rutvik Mahendra	Autos	14
M53	Patil Sangmeshwar Rajkumar	P	15
M54	Patole Saurabh Rajendra	34.	16
M55	Pavan ramkrushna mandawar -		114.
M56	Pawar Siddharth Sharad	Fruch	15
M57	Phunde Siddharth Vikaram	manan	14
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M62	PranavDharmale	Poplanet :	14
M63	PRANJAL SANDIP VIJAYKAR	Randal	16
M64	Prasanna Dashrath Salunkhe		
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M67	Pratik Babarao Asutkar		
M68	Raj Ganesh Chavan	Abr	15
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M70	Rangari Wallari Gautam		

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6.

M71	Bhoiwar Seema Malhari	Soumes .	12
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M74	Rohan Rajendra Borade	Bornde P.P	17
M75	Rushikesh ghanshyam khadse	Diage-	15
M76	Rushikesh Shyam Wankhade	Here -	18
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M78	Samadhan Kantilal Wable	7	13
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M85	Satpute Satej Bhaskar		
M86	Saurabh Sanjay Gaikwad		
M87	Sharayu Atul Chavan	Activities .	17
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M95	Shridhar venkatrao munde		
M96	Shubham Ajay Tilekar	Str.	14
M97	Shubham kadam	P	13
M98	Shubham Rathod	- Restury:	15
M99	Somnath Navnath Dhawale	Apricale.	14
M100	Sonar Yash Ravindra	Breaker	15
M101	Thakre Sakshi Suresh	(Sethako-	16
M102	Sujit Gopal Joshi	No. of Contraction of	10
M103	Sukhada Nanasaheb Raut		
M104	Tejas v sagane	- her	18
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M106	Undarkar Abhishek Dharmaraj	-phiclos has	14
M107	Unnati Masani	1 Ai	16
M108	- Vaibhay Bajirao Mahadik	r II	12-
M109	Vanve Pankaj Pandurang		1.7
M110	Vedant chavan		
M111	Vijay Gayke		

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M112	Vikrant Karale		
M113	Viraj Ganesh Owal	Nuel.	13
M114	Vishal Balasaheb Londhe	Window .	15
M115	Vivek jadhav	P	14
M116	Wagh Tejas Annasaheb	P	15
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M118	Waghmare Tejas	P P	14
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M123	Narote Dinesh Waman (KONDHAPURI)		
M124	Rathod Siddhant Vijay (KONDHAPURI)		

1.11

### Product Talk - Laptop

4

Name : Sejal Rajesh Gujar. Div. : E Roll No. : HR-30

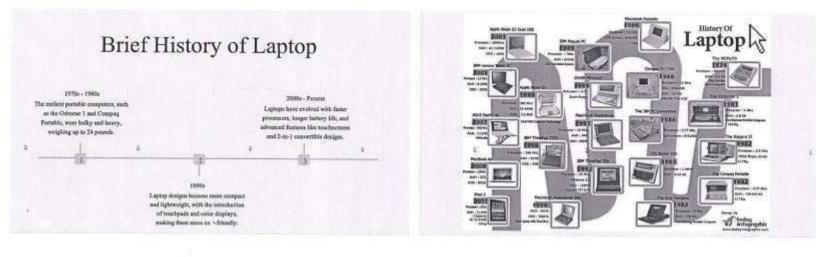


### Introduction of Laptop

Laptops, also known as notchook companies, are pierable personal computers designed for mobile use. They integrate most of the hypical components of a desktop computer, including a display, keyboard, touchpod, and battery, into a single compact unit.

Laptops have become an integral part of our daily lives, enabling us to work, learn, and stay connected on the ga.





### Players in the Market

### Global Leaders

Top laptop brands include Dell, HP, Lesovo, Acm, and ASUS, which dominate the worldwide market abore.

Regional Strongholds, brands like Xinenti and Huawei have plant significant motion share. opecially is Asia.

#### Specialized Niches Angle's MacBooks unter to the constitue and design focund communition, while gaming leptops from Alloneuro and ASUS RIXI target arthronium

models.

### SWOT Analysis of

### Lanton

Strengths Furthern, venetity, and increasing computing preser make taplops a popular choice for tools. enterteinment, and another properties with,

#### **Opportunities**

Emmorg metrologies like SG, foreable displays, and advancement in history life and processing prover can drive further removations In the lopup makes.

Pricing and Availability

Weaknesses

Laptops can be more aspendice than desitions. have aborter tottory life, and are generally less regnoloble than their decktop concerninguite.

#### Threats

Computition from tablets, anartphones, and the increasing popularity of cloud-based comparing may gree challenges to wad tional laptop sales.

with

### Product Life Cycle (PLC) of Laptop

1	2	3	4
Introduction New taptop models are introduced to the market, offen with cutling-edge functors and inclusingies.	Grawth As demand for leptops increases, manufasturers expond their product lines and increduce more afforehole equitors.	Maturity The Spice marker reaches a saturation point, with force competition among transfer and a force on secretizens.	Decline As never technologies emerge, the demand for traditional liptops may decline, londing manufactures to plans out older

Insiget Captopa	£29,008 - £40,000	Ment for basic nodes like web browsing, document editing, and light nuclia consumption.
Mid-Range Lapings	240,000 - 290,000	Offer a halance of performance, features, and pontability for everyday use.
High-End Laptops	₹80,040 and above	Designed for power seem, genera, or perfectionals with demanding semiclosels.

## [Electric Bike Innovate]

Discourse filling languages (in a contings of go closers is hide exceptory that is revolutionizing the way people communic and explane their surroundargs. With a feature as assumible comportation and advanced technology, the company is proving the benefactors of what's possible in the o-bike reader.



### **Brief History**

2

### 2015: Founding

Electric IIAu bearster was francéed to 2013 by a team of generating employees and entire annual laws who saw the potential far electric lakes to transform achies mobility.

### 2018: Product Launch

The company's first absorb bills stroked was innected in 2018, instating a slock design, long-single balary, and advanced monar technology.

### 2021: Expansion

As the domand for electric black prov, Electric Blac harvestic expended its product line and spencel new retail locations across the coastsy.



### Competitors

#### Rad Power Bikes Rad Power Bike is a Instag player in the electric bike market, known far their offerfable and shrahle models.

#### Trek Bikes

Tech. Biker in a well-entablished bioyede manufacturer that has retainfy exposed of into the electric bike segment with disirline of high-performance models.

### Specialized Bicycles

Specialized Bicycler is a prevenue beaud that affers a range of slock and instructoristically advanted electric bices for urban and off-mad me.

& Made with Gamme

### SWOT Analysis

1 Strengths Insertire technology, avong brand meagation, and a dedeated customer bran.

3 Opportunities Growing demand for antabable transportation and government instantion for electric vehicle adoption. 2 Weakinesses Limited production expansity and high prices compared to some cooperimers.

## 4 Threads of former and the statistical survey bendle and serve market entrants.

O Mate with Gamma

### Product Life Cycle Stage

### T Growth Electric Illies Inservan is correctly in the growth maps of the product life cycle, as domaid for its thereating

residels continues to kercent.

Maturity As the electric like market become more saturated, the momphry will need to factor or realizating to competitive edge and adapting to changing

customer proferences.

2

#### Decline In the long term, Flastrik Bike Inneresto util oral to comparely Inneresta util oral to comparely Inneresta and stay should all the terms to avoid the decline stage + of the predent kite cycle.

3

O Mick with Games

### **Key Features**



Target Market

### Urban Commuters

Electric B&R Provider products are designed for only-dwellars white want a matazooble, while wet, and hundro-flere way to savigate facet doily conversite.

### Eco-Conscious Consumers

Watcher faces on saturatively and environmental terpart, Electric false houseday products are popular with constraints who primitize non-frightly conspectation operation Recreational Riders The company's clasmic bains also appeal to entition enthysizatio and secretional rulers who many exploring trady and secret mates.

#### Tech-Savy Customers The advanced Rockers and semanativity of Einstein Blow Innew ge's models attract achievery contrares who approach the laced crossed are in

stamic inshifty.

O Mode with Galaxie



### Conclusion

Electric Bloc Insertation pointed to continue in provide and solidify its position on a leader or the electric bloc market, Wak a focus on prevention, estimatelity, and existence experience, the company is well-accepted to must the evolving needs of relative commuters, unbloc orthonizable, and eco-economic community alloc. As the detauld for electric transportation positions to rise. Electric Bloc Inversite is positioned to be at the flowfront of rise accessing and rapidly-changing industry.

Ø Made with Gamma

O More with Gamma

### STP Aptitude Test (Batch 23-25, SEM 2) Aptitude Test -1

......\* Indicates required question

1. Email \*

2. Name \*

O

3. Contact Number \*

4. Specialization \*

Mark only one oval.

C	) Marketing
C	HR
C	) Finance
C	BA
C	OSCM

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		5
17/24, 10:26	AM STP Aptitude Test (Batch 23-25, SEM 2)	
5.	Division *	
	Mark only one oval.	
	A	
	В	
	C	
	D	
	E	
	L. Mill Constant Annual	15
6	Mentor Name -	
7	Look at the following sequence of symbols to find the pattern. Select the correct pattern	2 points
	Mark only one oval.	
	2	
	3	
	4	

2/16

4/17/24	, 10:26 AM	STP Aptitude Test (Batch 23-25, SEM 2)		
4	8.	Look at the following sequence of symbols to find the pattern. Select the correct pattern	$t \ge 0$	
		12- BB88 8BB8 8888 88 ?		
		8B 88 BB B8 (1) (2) (3) (4)		
		Mark only one oval.		
		2		
		3		
		01		
		4		
	9.	Find out which of the figures (1), (2), (3) and (4) can be formed from the	$\overline{\mathcal{E}}(p, \mathbf{x} \in U)$	
		pieces given in figure (X).		
		Mark only one oval.		
		(_)2		
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#### STP Aptitude Test (Batch 23-25, SEM 2)

17/24, 10:26 AM

 Two bus tickets from city A to B and three tickets from city A to C cost Rs. 77 2 points but three tickets from city A to B and two tickets from city A to C cost Rs. 73. What are the fares for cities B and C from A ?

Mark only one oval.

Rs. 4, Rs. 23

- Rs. 13, Rs. 17
- Rs. 15, Rs. 14
- Rs. 17, Rs. 13.2
- 11. A number of friends decided to go on a picnic and planned to spend Rs. 96 I points on eatables. Four of them, however, did not turn up. As a consequence, the remaining ones had to contribute Rs. 4 each extra. The number of those who attended the picnic was

Mark only one oval.



12. There are deer and peacocks in a zoo. By counting heads they are 80. The 2 points number of their legs is 200. How many peacocks are there ?

Mark only one oval.



4/17/24,	10:28 AM
----------	----------

C

Mark only one oval.

C	8
C	9
1	17
C	NIL

14. Arrange the following words in a meaningful sequence. Infection, Consultation, Doctor, Treatment, Recovery

Mark only one oval.



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### (17/24, 10:26 AM

### STP Aptitude Test (Batch 23-25, SEM 2)

15. What word can you form using all the letters in the box?

2 points

G	Е	т
I	С	А
S	т	R

Mark only one oval.

Greats

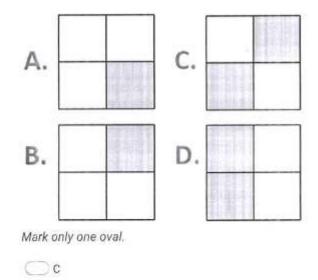
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16. Which one does not belong to the group?



(\_\_\_) D

17. Determine which two numbers come next in this sequence. 5, 5, 10, 15, 25, Tarrest

Mark only one oval.

C	40,75
C	40, 65
C	75,95
C	30, 35

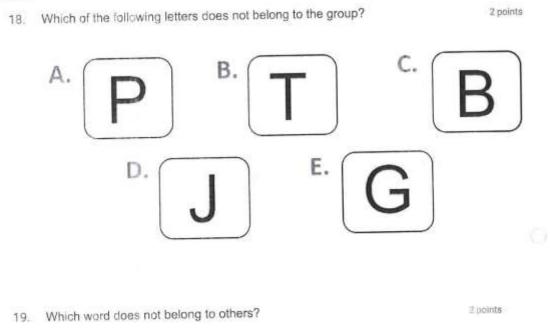
2-----

B

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### STP Aptitude Test (Batch 23-25, SEM 2)



Mark only one oval.

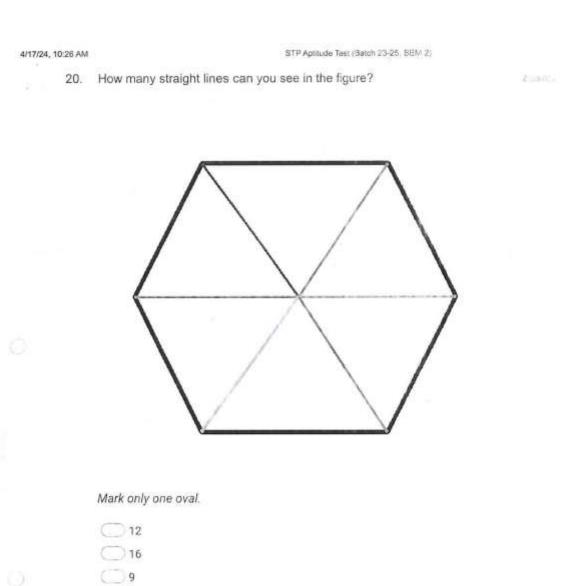
Inch

Kilogram

Centimeter

Yard

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https://docs.google.com/forms/d/1q/V3uBV3U2mZG9yNHvc-LqNN5LYeWyqt3RwZiVqRY0Q/edit

13

9/16

#### 17/24, 10:26 AM

STP Aptitude Test (Batch 23-25, SEM 2)

21. All numbers shown have similarity except for one. Which number does not 2 points belong to the group?

Mark only one oval.

22. What order of numbers makes the calculation below correct?

2 points

2 points

$\frown$	-	-	$\frown$	
( )	- (	)) X		= 21
()			$\cdot$	10 17 17 17 17 17 17 17 17 17 17 17 17 17

Mark only one oval.

7,	8,	2
9	5,	8
9	6,	7
7	6,	1

23. Baker received 40 orders of the cakes and it took 45 minutes to bake and decorate ¼ of the orders. How many cakes can be done in 1 hour and 30 minutes?

Mark only one oval.

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10/16

4/17/24, 10:26 AM

24. There are 3 senior math classes. First-class has 23 female students and 18 male students. The second class has 20 female students and 24 male students. The third class has 14 female students and 20 male students. What is the ratio of the female students to the total number of students in the second class?

Mark only one oval.

C	20:119
C	4:11
C	5:11
C	1:3

1000	
25	
×	

### 0 25. 1, 2, 5, 7, 11,\_\_\_\_,17

2,00,00

Zpants

Mark only one oval.

C	12
C	13
Ċ	15
C	14

26. 4, 1, -8, \_\_\_\_,-20, 29, -32, 43 Mark only one oval.

Ċ	15
C	16
$\subset$	17

18

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#### (17/24, 10:28 AM

STP Aptitude Test (Batch 23-25, SEM 2)

27. At the end of a business conference the tenpeople present all shake hands a points with eachother once. How many handshakes will therebe altogether?

Mark only one oval.

 A group of 1200 persons consisting ofcaptains and soldiers is travelling in a points train. For every 15 soldiers there is one captain. The number of captains in the group is

Mark only one oval.

85 75

80

70

29. A farmer built a fence around his square plot. He used 27 fence poles on each side of thesquare. How many poles did he needaltogether?

2 points

Mark only one oval.

100 108 104 None of these

https:///docs.google.com/forms/d/1q/V3u8V3U2mZG9yNHvo-LqNN5LYeWyqt3RwZIVqRY0Q/edit

4/17/24,	10:26 AM	STP Aptitude Test (Batch 23-25, SEM 2)		
	30.	Which word does NOT belong with theothers?		
		Mark only one oval.		
		C Defendant		
		Prosecutor		
		C Trial		
		Judge		
	31.	2, 10, 60, 420, 3360,	2 párite	
		Mark only one oval.		
		30240		
		27840		
		25140		
		222240		
	32.	BD, EH, IM, NS,	2 ( 5 ( 1	
		Mark only one oval.		
		O UY		
		UZ		
		⊂ TY		
		TZ		
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### /17/24, 10:26 AM

#### STP Aptitude Test (Batch 23-25, SEM 2)

### 33. DALMATIAN : DOG ::

Mark only one oval.

- Nightingale : bird
- horse : pony
- shark : great white
- ant : insect

### 34. ROCKGARDEN:CHANDIGARH ::

- Mark only one oval.
  - Delhi: RedFort
  - FilmStudio:Pune
  - Chicago: USA
  - India: Asia

# 35. If SINGLE can be given a code number of66, what code number can be given toWINKLE?

Mark only one oval.

- 76 66
- 73
- 74

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2 points

2 points

2 points

14/16

4/17/24	, 10:26 AM			STP Aplitud	e Test (Batch 23	-25, SEM 2)			
	36.	12, 32, 72, 152,	632					1,12.2	
		Mark only one oval.							
		432							
		312							
		272							
		132							

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# Google Forms

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Batch 23-25, Sem 2

Indicates required question

1. Email \*

2. Name of the student \*

3. Roll No. "

4. Specialization =

Mark only one oval.

() Marketing

(\_\_) HR

Finance

BA

OSCM

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/17/24, 10 31 AM

# 1 point

e

Platform' for startups?

Mark only one oval.

- IIM Bangalore
- IIT Bombay
- IIM Ahmedabad
- IIT Madras

6. 2. In which city, the Janganana Bhawan, was inaugurated? \*

5. 1. Which institution introduced the 'Investor Information and Analytics

Mark only one oval.

New Delhi

Mumbai

Hyderabad

Varanasi

7. 3. Akashvani will be the permanent name of which institution? \*

Mark only one oval.

- All India Radio
- TRA
- IAMAL
- JMAGC

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1 point

1 point

4/17/24, 10:31 AM	GK & CA Test - STP (Student Training Program)		
- 8.	4. India recently held a Business Forum 'Cooperation for Development and Growth' with which country?	* 1,00°	
	Mark only one oval.		
	C Russia		
	USA		
	⊂) UK		
	C Germany		
9.	5. What is the name of the scheme introduced by the Ministry of Social Justice & Empowerment to empower SC students through residential education?	* i sm <sup></sup>	
	Mark only one oval.		
	VISHESH		
	SAMRIDDHI		
	SHRESHTA		
	UJJWAL		
10.		* ) por)	
	directive almed at promoting ethical education in India?		
0	Mark only one oval.		
	C EduEthics Initiative		
	Values education 2.0		
	EthicsExcel Program		
	Mulya Pravah 2.0		
hitos //docs.cov	gla.com/forms/d/1URv9wF028qAECPskz7EJ_dORnANpafcT5ct857Ewcsc/edit		3/1
- and a state of the state of t			

/17/24, 10:31 AM.

 7. Which institute's scholar won the 'Best Product Design' award at the Vishwakarma Awards 2023? + 1 point

Mark only one oval.

- IIT Bombay
  - IIT Delhi
- IIT Kharagpur
- IIT Guwahati
- 8. In which Indian state does Lincoln University College, Malaysia, seek to \* \* point establish a campus?

Mark only one oval.

Telangana

Maharashtra

Kamataka

Tamil Nadu

 9.Which country is set to become the world's largest producer of lentils \* 1 point during the 2023-24 crop years?

Mark only one oval.

Australia

Russia

Cannada

India

	GK & CA Test - STP (Student Training Program)	
14.	10. Sanchar Saathi portal, which was launched recently, is used for which	7 1007
	activity?	
	Mark only one oval.	
	Grievance Redressal	
	C Tracking Lost or Stolen Mobile	
	C Nomination for Awards	
	GST Filing	
15.	11. The purchase of shares and bonds of Indian companies by Foreign	×
10.	Institutional Investors is	
	called?	
	Mark only one oval.	
	C FDI	
	Portfolio Investment	
	NRI Investment	
	Foreign Indirect Investment	
16.	12. Who has been appointed as the first CEO of the WHO Foundation?	-
	Mark only one oval	
	C Randeep Guleria	
	Balram Bhargava	
	Harsh Vardhan	

### /17/24, 10:31 AM

# GK & CA Test - STP (Student Training Program)

17. 13. When is world "Environment Day" observed? \*

Mark only one oval.

1 May

10 June

1 December

5 June

18. 14. Kuno National Park is located in which state? \*

1 point

1 point

Mark only one oval.

Uttar Pradesh

Arunachal Pradesh

Haryana

Madhya Pradesh

19. 15. 'Trade Emerge' is an online platform of which Bank? \*

Mark only one oval.

SBI

ICICI

Axis Bank

Union Bank of India

4/17/24, 10:31 AM	GK & CA Test - STP (Student Training Program)	
. 20.	16. Where is the headquarters of Intel = located?	
	Mark only one oval.	
	C Reamond, Washington	
	C Tucson, Arizona	
	Santa Clara, California	
	C Richmond, Virginia	

21. 17.CASA pillars of public sector banks \* are:

Mark only one oval.

Cash and Savings Accounts

Current & Savings Accounts

Customers & Services Accounts

None of these

 18. Which of the following is not a type of unemployment? -Mark only one oval.

C Frictional

Structural

1

Demand-side

https://docs.google.com/forms/d/1URv9wFO28qAECPskz7EJ\_dDRnANpafcT5ct857Ewcsc/edit

Mark only one oval.

decrease in the general price level of goods and services

An increase in the general price level of goods and services

A stable price level of goods and services

A decrease in the value of a country's currency

24. 20. Which of the following is not a characteristic of effective communication?

Mark only one oval.

Clarity

Conciseness

Ambiguity

Feedback

25 21. Which company recently became the first to reach a market capitalization of \$3 trillion?

Mark only one oval.

Amazon

Alphabet (Google)

Microsoft

Apple

1 point

# 1 point

\* 1 point

	4/17/24.	10:31 AM	
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26. 22. The "Quad" refers to a strategic forum involving the United States. India. \* Second Japan, and which other country?

Mark only one oval.

3	Australia

- United Kingdom
- Germany
- France
- 27. 23. The recent AUKUS alliance involves the United States, the United Transmission Kingdom, and which other country?

Mark only one oval.

C.	Canada
C	Australia
C	New Zealand

France

 28. 24. Which global initiative aims to promote equitable access to COVID-19 \* 1.000 vaccines?

Mark only one oval.



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GK & CA Test - STP (Student Training Program)		
Growth' with which country?	* 1.00-	
5. What is the name of the scheme introduced by the Ministry of Social Justice & Empowerment to empower SC students through residential education?		
Mark only one oval.		
VISHESH SAMRIDDHI SHRESHTA UJJWAL		
<ol><li>What is the name of the University Grants Commission's (UGC) new directive aimed at promoting ethical education in India?</li></ol>	* 1.30(1)	
Mark only one oval.		
<ul> <li>EduEthics Initiative</li> <li>Values education 2.0</li> <li>EthicsExcel Program</li> <li>Mulya Pravah 2.0</li> </ul>		
	<ul> <li>4. India recently held a Business Forum 'Cooperation for Development and Growth' with which country?</li> <li>Mark only one oval.</li> <li>Russia</li> <li>USA</li> <li>UK</li> <li>Germany</li> <li>5. What is the name of the scheme introduced by the Ministry of Social Justice &amp; Empowerment to empower SC students through residential education?</li> <li>Mark only one oval.</li> <li>VISHESH</li> <li>SAMRIDDHI</li> <li>SHRESHTA</li> <li>UJJWAL</li> <li>6. What is the name of the University Grants Commission's (UGC) new directive aimed at promoting ethical education in India?</li> <li>Mark only one oval.</li> <li>Values education 2.0</li> <li>EthicsExcel Program</li> </ul>	4. India recently held a Business Forum 'Cooperation for Development and Growth' with which country?         Mark only one oval.         Russia         USA         UK         Germany         5. What is the name of the scheme introduced by the Ministry of Social Justice & Empowerment to empower SC students through residential education?         Mark only one oval.         VISHESH         SAMRIDDHI         SHRESHTA         UJJWAL         6. What is the name of the University Grants Commission's (UGC) new directive aimed at promoting ethical education in India?         Mark only one oval.         EduEthics Initiative         Yalues education 2.0         EthicsExcel Program

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314

4, 10:31 AM	GK & CA Test - STP (Student Training Program)	
14.	10. Sanchar Saathi portal, which was launched recently, is used for which activity?	7.1.300
	Mark only one oval.	
	Grievance Redressal	
	Tracking Lost or Stolen Mobile	
	Nomination for Awards	
	GST Filing	
15.	11. The purchase of shares and bonds of Indian companies by Foreign	
	Institutional Investors is	
	called?	
	Mark only one oval.	
	C FDI	
	O Portfolio Investment	
	NRI Investment	
	C Foreign Indirect Investment	
16.	12. Who has been appointed as the first CEO of the WHO Foundation?	ालेल
	Mark only one oval	
	C Randeep Guleria	
	Balram Bhargava	
	Harsh Vardhan	
	C Anil Soni	

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	, 10:31 AM	GK & CA Test - STP (Student Training Program)	
2	20.	16. Where is the headquarters of Intel = located?	
		Mark only one oval.	
		C Redmond, Washington	
		C Tucson, Arizona	
		Santa Clara, California	
		C Richmond, Virginia	
	21.	17.CASA pillars of public sector banks *	Locat
		are:	
		Mark only one oval.	
		Cash and Savings Accounts	
		Current & Savings Accounts	
		Customers & Services Accounts	
		None of these	
	22.	18. Which of the following is not a type of unemployment?	10.0245
		Mark only one oval.	
Ō		C Frictional	
		Cyclical	
		Structural	
		Demand-side	
		C Demand-side	

4/17/24, 1	0:31	AM
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26. 22. The "Quad" refers to a strategic forum involving the United States, India, " Country Japan, and which other country?

Mark only one oval.

- Australia
- United Kingdom
- Germany
- France
- 27. 23. The recent AUKUS alliance involves the United States, the United Kingdom, and which other country?

Mark only one oval.

1.	1 and 1 and	10.1746.01
0	Car	1000
A	/ vai	laud

- Australia
- New Zealand
- France
- 24. Which global initiative aims to promote equitable access to COVID-19 \* contractions?

Mark only one oval.

COVAX GAVI WHO UNICEF

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17/24, 10:31 AM

29. 25. Which country recently experienced a massive cyberattack targeting its \* 1 point government and private organizations?

Mark only one oval.

Russia

China

United States

Iran

30. 26. The term "Break-even point" refers to: "

Mark only one oval.

The point at which total revenue equals total cost

The point at which total revenue exceeds total cost

The point at which total cost exceeds total revenue

The point at which fixed costs equal variable costs

31. 27. India recently held a Business Forum 'Cooperation for Development \* 1 point and Growth' with which country?

Mark only one oval.

Russia

USA

UK

Germany

1 peint

4/17/24, 1	10:31 AM	GK & CA Test - STP (Student Training Program)		
	32.	28. India inaugurated the first cross-border energy pipeline with which country?	* 11.444	
		Mark only one oval.		
		C Sri Lanka		
		Bangladesh		
		China		
		Myanmar		
	33.	29. Which Union Ministry launched the '75/25' initiative? 1		
		Mark only one oval.		
		Ministry of Health and Family Welfare		
		Ministry of MSME		
		Ministry of Power		
		Ministry of External Affairs		
	34.	30. Which of the following newspapers started by Annie Besant? -		
		Mark only one oval.		
		Bombay Chronicle		
0		The Commonweal		
		New India		
		Both 2 & 3		
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2024/03/07 5:34:59 pm GMT+5:30	mohinihoge@gmail.com	24.00/30	T	MLOS	Marketing
2027/03/07 5:35:56 nm GMT+5:30	akash.rwhfy22@sinhgad.edu	27.00/30		101 11	Marbating
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2024/03/07 5:36:17 pm GMT+5:30	diksha.rhmdg22@sinhgad.edu	27.00/30	Diksha shivdas dhanke	F33	Finance
2024/03/07 5-36:30 pm GMT+5:30	privankakumawat844@gmail.com	24.00/30	Priyanka girdharilal kumawat	51	Finance
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2024/03/07 5:38:23 nm GMT45:30	ehanshvambhoi8@email.com	11.00/30	Bhoi Ghanshyam Subhash	18	Finance
2024/02/07 5-30:45 nm GMT+5-30	hhavanacharad1130@email.com	24.00/30	Bhavana Mohanrao Gharad	C-16	Finance
2024/03/07 E-40-31 pm GMT+5-30	skidharthnawar914@email.com	27.00/30	Pawar Siddharth Sharad	A56	Marketing
2024/03/07 5-41-38 pm GMT+5-30	Ideven crfdr22@sinhead.edu	28.00/30	Deven Prabhudas Fulari	F 25	Finance
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2024/03/07 5:52:20 pm 0M1+3:30	caparnaisaonkar@email.com	23.00 / 30	Sagar Santosh Naigaonkar	<b>M77</b>	Marketing
2024/09/07 5-53-33 pm GMT+5-30	rathodshubham1760@gmail.com	24.00/30	Shubham Rathod	95	Marketing
2024/02/07 5-24-13 pm GMT+5-30	nooia vcrfc22@sinhead.edu	24.00/30	Dighe Pooja Rajendra	71	Finance
2024/02/07 5:54:30 cm GVIT+5:30	ionwarrohit@email.com	27.00/30	Rohit Shantilal Jorwar	E-11	OSCM
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2024/05/07 5:34:36 pm GMT45:30	chraddha.dhnai22@sinhgad.edu	26.00 / 30	Shraddha Nilkanth Linge	D-101	Finance
2024/05/07 5-56-34 pm GMT+5-30	abhishek.ikkda22@sinhgad.edu	24.00/30	Abhishek Dharmaraj Undarkar		Marketing
2024/02/07 5-56-44 pm GMT+5:30	rasikapatil9949@gmail.com	27.00/30	Rasika Bajirao Patil	86	Finance
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02-24/02/07 6-02-36 pm GMT+5-30	nallavi evkev22@sinhead.edu	25.00/30	Jadhao pallavi Pratap	B-44	Marketing -
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2024/03/07 6:08-05 nm GMT+5:30	vk7660652@gmail.com	19.00/30	Dhiraj vikas badgujar	30	Finance
2024/03/07 6:08:34 nm GMT+5:30	mavuri.krkfm22@sinhgad.edu	22.00/30	Mayuri Gunjal	39	Finance
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2024/03/07 6-14-30 nm GMT+5:30	ashvarai.pirek22@sinhgad.edu	25.00/30	Ashvaraj Thombare	M08	Marketing
2024/02/07 6-14-55 pm GMT45-30	teiaskirve4@gmail.com	25.00/30	Tejas Kirve	F115	Finance
2024/03/07 6:15:05 om GMT+5:30	tanavasanknal2001@gmail.com	24.00 / 30	Sankpal Tanaya Santosh	E-27	HR
2024/03/07 6-16:30 pm GMT+5:30	sakshijangampatan@gmail.com	23.00 / 30	Sakshi Rajendra Jangam	D-f95	Finance
2024/05/07 6-16-37 nm GMT+5-30	shravani.coiih22@sinhgad.edu	21.00/30	Shravani Vitthal Jadhav	C 45	Finance
2024/03/07 6:16:48 nm GMT45:30	abhikumawat5151@gmail.com	24.00/30	Abhishek Lalaram Kumawat	50	Finance
2024/03/07 6-17-50 nm GMT+5-30	nivushoatii1511@gmail.com	27.00/30	Piyush Jijabrao Patil	M 59	Marketing
2024/03/07 6-10-68 nm GMT+5-30	rutuiadalavi60@email.com	20.00/30	Rutuja Pandurang Dalavi	92	Finance
2024/03/07 6-20/25 nm GMT+5/30	monika.ovnhi22@sinhgad.edu	26.00/30	Monika Ingale	10	BA
2024/03/07 6-26-30 nm GMT+5-30	sakshikute789@gmail.com	28.00 / 30	Sakshi Balasaheb Kute	C-52	Finance
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2024/03/07 9:53:37 pm GMT+5:30	waghmaretanmayoooceginan.com		Cita Vinavak Shinde	B-87	Marketing
2024/03/07 9:56:56 pm GMT+5:30	gitashinde48@gmail.com	26.00 / 30	Jadhav Raniit Sahebrao	F-44	Finance
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2024/03/08 1:03:19 am GMT+5:30	shivshankar.wrkymzz@siningau.com	25,00 / 30		E-08	HR
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C-47	Karrankal Tash Anil	Gnance	Heerral.
D-87	Ritik Sanjay khapekar	Finance	RIHK
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E-34.	Suryawanshi Shivani Satish	HR	- ARL
E43	Sonawane Makeand	HR	Mount
E-25	Jagdale Rushikesh	HR	Prepalale
E-21	Radhika Dalunte	HR	Fillilla
F-24	Revati Kharate	HR	ATT
F- 31	Spivani Anil Bhand	HR	Frend
E-30	Shinde Rupa Baban	HR	Enipale.
E-27	Santpal Tanaya Santosh	HR	Sanay
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M-26	Gouri . S. Raut	markeling	11
M-122		Masketing	Faunde
M-115	Nikita D. Wankhade	Planketing	Signade
M-39	Manasi D. Pasalkar	Marketing	They
m-17	chandale Rahul dilip	marketing	Geobul
M-104	And a second	marketing	tuis
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Name & Signature of Evaluator Prof. Pritam Chaudhari

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Name & Signature of Evaluator

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Sinhgad Institutes	(Approved by AICTE, I	SINHGAD TECHNICAL EDUCATION SC IHGAD SCHOOL OF BUSIN Recognised by Govt. of Maharashtra & Affiliate No. 10/1, Ambegion (Bk.), Pune - 411041, Phone Telefax: +91 20 2435 4036 Email : director_sknsbr	ESS MANAGEMENT ed to Savitribai Phule Pune Universit +91 20 2435 4036
M.E. (8	M. N. Navale Elect.) MIE, MBA der President	Dr. (Mrs.) Sunanda M. Navale BA. M.P.M. Ph.D Founder Secretary	Dr. Prachi Pargaonkar M.Com. Ph.D., FCA Director
			Date: 28/10/2023

Notice

All MBA-I and MBA-II students are hereby informed that Guest session is planned on 30<sup>th</sup> October 2023. Details of the Guest Session are as Follows:

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S.No.10/1, Ambegson Bk

Pmc-411041

8 # W

Date :30/10/2023 Speaker: Mr.Mandar Patil Topic : Problem Solving & Ideation Time : 4.00 p.m. to 6.00 p.m. Venue: Ground floor seminar hall

> IIC Program Coordinator Dr.Sadhana Ogale

Sinhgad Technical Education Society's S.K.N. Sinhgad School in Society's S.No. 10/1, Ambegaon (04.), Fund 41

		Telefax: +91 20 2435 4036 Email: director_sknebr	n@sinhgad.edu
ME	M. N. Navalo Elect ) MIE MBA der President	Dr. (Mrs.) Sunanda M. Navale 54 MPM PRO Founder Secretary	Dr. Prachi Pargaonkar M.Com. Ph.O. FCA Director
		12.12	Date: 28/10/2023

All MBA-I and MBA-II students are hereby informed that Guest session is planned on 30<sup>th</sup> October 2023. Details of the Guest Session are as Follows:

Date :30/10/2023 Speaker: Mr.Mandar Patil Topic : Problem Solving & Ideation Time : 4.00 p.m. to 6.00 p.m. Venue: Ground floor seminar hall

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Dr.Sadhana Ogale

Director Sinhard Technical Education Society's S.K.N. Sinhard School of Business Management S.No. 10/1, Ambegaon (8k.), Pune 41

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S.K.N. SINHGAD SCHOOL OF BUSINESS MANAGEMENT AMBEGAON, BK PUNE



## **PROBLEM SOLVING AND IDEATION WORKSHOP**



## MR. MANDAR D. PATIL DPIIT RECOGNIZED STARTUP ENTREPRENEUR ASSISTANT PROFESSOR, SCOE PUNE

TIME: 4.00 PM TO 6.00 PM

**VENUE: SEMINARHALL** 

## DATE :- 30TH OCT 2023

DR.SADHANA OGALE

DR. PRACHI PARGAONKAR DIRECTOR Director

Sinhead Technical Education Society's S.K.N. Sinhead School of Business Management S.No. 10/1, Ambegaon (Bk.), Pune 41

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M.E. in	M. N. Navada	Dr. (Mrs.) Sunanda M. Navale	Dr. Prachi Pargaunkar
	New Line Area	an oraș pr.p	V.Con. Ph.D. PDA
	are President	Feneder Secratary	Director



Academic Year: 2023-24

Day and Date: 30th October 2023

Organising Unit: SKN Sinhgad School of Business Management in Association with IIC and MIC.

Number Of Participants: 64

Title: "Problem Solving and Ideation Workshop"

Objective:

- 1. To create awareness about opportunity as an entrepreneur
- 2. To boost up entrepreneurship among students
- 3. To highlight the importance of problem solving ability and Idea Generation.

Guest Speaker: Mandar Patil (DPIIT recognised Start-up Entrepreneur and Assistant Professor)

Brief Report: Entrepreneurship, the process of starting and managing a business, has gained significant attention as a viable and rewarding career path. It offers individuals the chance to create and grow their businesses, shape their destinies, and contribute to economic development. Mr.Mandar Patil was expert for the session. Mr. Mandar D. Patil, a DPIIT recognized startup Entrepreneur & an Assistant Professor, has graduated with an Honors Degree in Mechanical Engineering from Coventry University, U.K. & has completed his Post Graduation from Pune University, India. He has over 8 years of Industry experience under his belt. He currently has 2 Indian Patents & more than 3 International Publications. This session focus on Problem Solving and Ideation Workshop By Prof. Mandar Patil . This session has been started with introduction of guest by Dr. Sadhana Ogale. Speaker has explained importance of ' Entrepreneurship in today's world. While it presents challenges, the benefits, including economic impact, innovation, and the ability to pursue one's passions, make it a compelling. Speaker has explained how to Identify market inefficiencies, importance of knowing Customer desire to experience something new, how to Pick a growing sector/industry, importance of Product differentiation to bit market competition, knowing finance limitation with regards to Cash flow consideration knowing business life. Speaker also demonstrated his journey as Problem solver and Idea generator for foldable bicycles. Vote of thanks and Program coordinated by Dr. Sadhana Ogale.

Outcomes of the session:

Director Sinhgad Technical Education Society's S.K.N. Sinhgad School - dualness Man segment S.No. 10/1, Ambeguon (Bk.), Purise - 41



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A.F. S. (2	M. N. Navala	Dr. (Mrs.) Sumanda M. Navate 14. 000 Feb Foundat Secretary	Dr. Prachi Pargaonkar Milias, Ph.D. 104 Director

1) Students got aware about entrepreneurship, problem solving attitude, innovation and idea generation.

 Information gathered by students for the steps taken in consideration while starting any startup or venture.

### Proof OF Events



S.No. 10/1, Ambegaon (Bk.), Pune 41

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	S.K.N Sinhgad School of Busin	ess Management Am	ibegaon (Bk), Pune
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Director Sinhgad Technical Education Society's S.K. M. Sinhgad School of Business Management S.No. 20/1, Ambegaon (Bk.), Pune 41



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Sinhard Technical Education Society's S.K.N. 5: Profiless Management 



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. Director ٩. Sinhgad Technical Education Society's S.K.N. Sinhgad School of Business Management S.No. 10/1, Ambegaon (Bk.), Pune 41



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Director Sinhgad Technical Education Society's

S.K.N. Sinngad School of Business Management S.No. 10/1, Ambegaon (Bk.), Pune 41



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Director

Sinhgad Technical Education Society's S.K.N. Sinhgad School of Business Management S.No. 10/1, Ambegaon (Bk.), Pune 41



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SINHGAD TECHNICAL EDUCATION SOCIETY'S

## S. K. N. SINHGAD SCHOOL OF BUSINESS MANAGEMENT

Stahgad Institutes (Approved by AICTE, Recognised by Govt, of Maharashtra & Affiliated to Savitribai Phule Pune University) S. No. 10/1, Ambegaon (Bk.), Pune - 411041. Phone : +91 20 2435 4036 Telefax: +91 20 2435 4036 Email : director\_sknsbm@sinhgad.edu

Prof. M. N. Navale	Dr. (Mrs.) Sunanda M. Navale	Dr. Prachi Pargaonkar
M.E. (Elect.) MIE, MBA	S.A. M.P.M. Ph.D.	M.Com., Ph.D., FCA
Founder President	Founder Secretary	Director

Date: 30/10/2023

To,

Mr.Mandar Patil

Assistant Professor & Entrepreneur

Sinhgad Institutes

Pune

Subject: Appreciation and Thanks Giving Letter

Dear Sir,

With reference to above mentioned subject we are thankful to you for accepting our invitation for guest session on Problem solving and ideation on 30/10/2023 as Guest Speaker and addressing our students of MBA in our college premises. Your guidance will definitely help our students succeed in the future.

We once again thank you and look forward to further strengthening the association between you and SKN Sinhgad School of Business Management.

Thanking you,

With regards,



Dr. Prachi Pargaonkar

Director

Director Sinhgad Technical Education Society's S.K.N. Sinhgad School of dusiness Management S.No. 10/1, Ambegaon (Bk.), Pune 41



## Faculty Feedback Form

Name of the Program: Faculty Orientation Problem Ideation & Problem Solving (Rate following parameters on a scale of 1 to 5 where 1 is minimum and 5 is maximum)

Parameter	1-Minimum	2	3	4	5-Maximum	
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Sinhgad Technical Education Society's S.K.N. Sinhgad School of Business Management S.No. 10/1, Ambegagn (Sk.), Pune 44

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### Faculty Feedback Form

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Sinhgad Technical Education Society's S.K.N. Sinhgad School of Business Management S.No. 10/1, Ambegaon (Bk.), Pune 41

What were the major take-away from the program? How to start - up a business.

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### Faculty Feedback Form

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# -Faculty Feedback Form

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

S.No. 10/1, Ambegaon (Bk.), Pune 41 What were the major take-away from the program? ad Schoo than lidge ble to Program is very good 2 0 stages of development know about 6 -ulpling Also glad to know about wight 105

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Mandar Patil sistant Professor & Entrepreneur hgad Institutes he bject: Appreciation and Thanks Giving Letter ar Sir, With reference to above mentioned subject we are thankful to you for accepting our invitation st session on Problem solving and ideation on 30/10/2023 as Guest Speaker and addressing our students At in our college premises. Your guidance will definitely help our students succeed in the future. once again thank you and look forward to further strengthening the association between you and Sk hgad School of Business Management. Inking you, h regards, Director Sinhead Technical Fluctation Society's St. N. Second School of Husiness Management et all subjects in Society's St. N. Second School of Husiness Management et all subjects Management et all subjects and society's St. N. Second School of Husiness Management et all subjects Management et all subjects and society's St. N. Second School of Husiness Management et all subjects Management et all subjects and society's St. N. Second School of Husiness Management et all subjects Management et all subjects and society's St. N. Second School of Husiness Management et all subjects Managem			Date: 30/10/2
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Director Sinhgad Technik at 21 - Hen Society's S.K.N. Sinhacid Schol S.Ne. 18/1, Ambegaon (Bk.), Pune 14



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Director Sinhgad Technical Education Society's S.K.N. Sinhgad School of Schiness Management S.No. 10/1, Ambegaon (Bk.), Pune 41

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50	Peaker :- Mr. Mandar F	°al-i )	Date 13-001-202
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Director Sinhgad Technical Education Society's S.K.N. Sinhgad School of Business Martheast S.No. 10/1, Ambegaon (Bk.), Pune



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### Faculty Feedback Form

Name of the Program: Faculty Orientation problem Ideation & Problem Solving (Rate following parameters on a scale of 1 to 5 where 1 is minimum and 5 is maximum) Parameter 1-Minimum 2 3 4

Parameter	1-Minimum	2	3	4	5-Maximum
Contents					
Applicability of session					~
Relevance to management studies		-		1	J
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Name & Signature of the Faculty: and mandan D. Patid

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Director Sinhgad Technical Education Society's S.K.N. Sinhgari School of Business Management S.No. 16/1, Ambegaon (Bk.), Pune +1



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

Name of the Program: Faculty Orientation Problem Julying and Identica (Rate following parameters on a scale of 1 to 5 where 1 is minimum and 5 is maximum) or Morroy

Parameter	1-Minimum	2	3	4	5-Maximum
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Applicability of session					~
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### Name & Signature of the Faculty:

What were the major take-away from the program? Pragram is very good & Endwledgeble too Tget to know about stages of development of Enterprise Also glad to know about mique Fridings cycle

Director Sinhgad Technical Education Society's S.K.N. Sinhgad School & Diness Management S.No. 10/1, Ambegaon (Bk.), Pune 41



### Faculty Feedback Form

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Parameter	1-Minimum	2	3	4	5-Maximum
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Gained Knowledge/Skills	-			/	

Name & Signature of the Faculty: Prayod Nikern,

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Director
 Sinhgad Technical Education Society's
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### Faculty Feedback Form

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Parameter	1-Minimum	2	3	4	5-Maximum
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Name &Signature of the Faculty:

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chool o S.No.10/1, Director Ambegaon Bk. Sinhgad Technical Education Society's Pane-611041 S.K.N. Sinhgad School of Rusiness Management S.No. 10/1, Americant, (8k.), Pune 41 S \* 10



### SINHGAD TECHNICAL EDUCATION SOCIETY'S $_{\it R}$

S. K. N. SINHGAD SCHOOL OF BUSINESS MANAGEMENT

Sinhgad Institutes (Approved by AICTE, Recognised by Govt. of Maharashtra & Affiliated to Savitribai Phule Pune University) S. No. 10/1, Ambegaon (Bk.), Pune - 411041. Phone : +91 20 2435 4036 Telefax: +91 20 2435 4036 Email : director\_sknsbm@sinhgad.edu

Prof. M. N. Navale	Dr. (Mrs.) Sunanda M. Navale	Dr. Prachi Pargaonkar
M.E. (Elect.) MIE, MBA	B.A., M.P.M., Ph.D.	M.Com., Ph.D., FCA
Founder President	Founder Secretary	Director

## 7.2 Best Practices II

## 1. Title of the Practice: Faculty Orientation Programme "Train the Trainer"

## 2. Objectives of the Practice:

## **Objectives for Improving Faculty Qualities at Sinhgad Technical Education Society's** S.K.N. Sinhgad School of Business Management:

- 1. Improve teaching skills by learning new teaching methods.
- 2. Make better use of campus resources and encourage them with resources at STES.
- 3. Develop mentoring skills and promote diversity and inclusion.
- 4. Build leadership and management skills and introduce faculty to the Sinhgad Culture.
- 5. Support continuous professional growth and Help new faculty enhance communication skills.

## 3. The Context:

The Faculty Orientation Program was held at various campuses of the Sinhgad Institutes of Management, providing full hospitality facilities for its faculty members. All faculty members and directors of the institutes participated in the sessions.

Expert senior faculty guided junior faculty members through case studies and presentations on various specializations related to the subjects they would be teaching in the upcoming semesters, as designated by the organizing committee panel. Identified areas for improvement were used as the basis for providing constructive feedback and suggestions for improvement to the faculty members. The program aimed to foster a collaborative and supportive environment where faculty could develop their skills and enhance their teaching effectiveness.

## 4. The Practice:

The Faculty Orientation Program at the Sinhgad Institutes of Management is a comprehensive initiative designed to integrate new faculty members into the institution's academic and cultural environment. Held across various campuses with full hospitality facilities, the program aims to enhance teaching effectiveness, encourage continuous professional development, and foster a collaborative and supportive atmosphere.

Senior faculty members and directors actively participate in the sessions, ensuring a rich exchange of knowledge and experiences. The program includes presentations on various specializations related to the subjects that the faculty members will be teaching in the upcoming semesters. These

### SINHGAD TECHNICAL EDUCATION SOCIETY'S $_{ m \tiny (R)}$

S. K. N. SINHGAD SCHOOL OF BUSINESS MANAGEMENT

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Prof. M. N. Navale	Dr. (Mrs.) Sunanda M. Navale	Dr. Prachi Pargaonkar	
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presentations, curated by the organizing committee panel, provide valuable insights and set the stage for effective teaching strategies.

A key component of the orientation is the guidance provided by expert senior faculty. They mentor junior faculty members through case studies and hands-on sessions, offering practical advice and sharing best practices. This mentorship helps new faculty members navigate the academic landscape and enhances their confidence in their teaching abilities.

The program also emphasizes the importance of continuous improvement. Identified areas for development are used as the basis for providing constructive feedback and suggestions to faculty members. This approach ensures that faculty members receive personalized guidance aimed at addressing their specific needs and enhancing their overall performance.

Additionally, the orientation program promotes the use of new technological resources provided by STES, encouraging faculty members to incorporate innovative tools and techniques into their teaching methods. Diversity and inclusion are also key focus areas, with sessions dedicated to cultivating an inclusive classroom environment.

## 5. Evidence of the Practice:

Faculty members acknowledged the significance of faculty orientation programs across all management specialties. The importance of these programs was highlighted in the context of enhancing the quality of management education, promoting professional development for teachers, and improving the work-based learning environment. The overarching goal was to not only advance knowledge and skills but also to enhance the mastery of students' cognitive abilities. The feedback received was overwhelmingly positive. Faculty members recognized the importance of upskilling their knowledge bases, became aware of new and innovative teaching pedagogies, and had the opportunity for peer learning.

## 6. Problems encountered and Resources required:

In further detail, the Faculty Orientation Program involved bringing together faculty members from different hierarchical levels onto a unified platform. This required meticulous planning and organization to manage travel logistics and hospitality services, ensuring a comfortable and conducive environment for all participants.





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Another significant challenge was coordinating the schedules of the Directors from various management institutes, as well as the internal experts who were part of the evaluation panels. Their presence and participation were essential for providing valuable insights and feedback during the program. The significance of creative thinking and cognitive development was recognized as crucial components in enhancing teaching effectiveness.



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Dr. Prachi Pargaonkar M.Com., Ph.D., FCA Director

### **REPORT ON "FINANCE CASE STUDY ORIENTATION SESSION "**

Day: Wednesday

Date: 28/ 02/2024

Time: 3.30 PM-5.30 PM

Category: Sinhgad Institute Level

Number of Participants: 28

**Objectives:** 

1. To understand how to take Finance Specialization Case studies in the classroom.

2. To Discuss teaching pedagogy used to conduct cases in Financial Management and Finance Specialization Cases.

3. To discuss alternative solutions for each case with practical application.

4.. To discuss major issues and challenges in each case.

Resource Persons:

1. Dr. Prachi Pargaonkar, Director (SKNSSBM)

2. Dr. Sadhana Ogale, Assistant Professor (SKNSSBM)

3. Dr. Priya Agashe Professor (SKNSSBM)



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Founder President	Founder Secretary	Director

The session details are as follows:

Sr. No	Time	Name of the case/Particular	Initiators	Case Mapping
			1.51.05.	Team
1		Case Study on Financial	Dr. Sanket	
		Statement Analysis: Fortune	Charkha	Category Sintes
		Tellers	AC studen	Marker of Parts
2		Case Study on Capital Budgeting	Dr. Manisha	Neoron i e e o e estento
		: Hotel Seawind	Badgujar	Dr. Prachi
3	3.30 P.M.	Case Study on Working Capital	Dr. Priya Agashe	Pargaonkar
	to 5.45	Management Reliable Texamill	and the state of the second state states to	Dr. Sadhana
	P.M.	Ltd. moning of several randoms of bos	n Alfredapad Buyer	Ogale
4		Case Study On Financial Market	Ms. Sheetal	Dr. Urmila
		& Banking Operations : Harshad	Sarnot	Nikam
		Mehta Scam		
5		Case Study on Personal Financial	Dr. Sadhana	seens neder of the
		Planning : Case on Wealth	Ogale	
		Management		
6		Case Study on Security Analysis	Dr. Rahul More	knost. A smiroszak
		& Portfolio Management	ana an Brann	E Dr. Prechartha

### Session Summary:

Finance Case Study orientation Program was conducted on 28th February 2024, for all Finance faculty members of Sinhgad Technical Education Society. 28 Participants participated in the session. of Bu





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This time around, 6 cases were distributed to 6 faculty members. They were expected to brief the

case and then it was open for discussion. This was done for better participation and the desired result was achieved.

At the outset, all the participants were welcomed by Dr. Prachi Pargaonkar. She briefed about how the discussion should happen and what points are expected to be covered.

First case on Fortune Teller was briefed by Dr. Sanket Charkha.

After much discussion and deliberation, it was decided that following points should be discussed in addition to the questions asked at the end of the case study.

- Importance and role of ratio analysis for the case
- · How to analyze ratios from different perspectives and take decisions
- Discuss which additional data would have led to better decision making.
- Question to be discussed with students

Second case on Working capital: Reliable Texamills Ltd. was discussed by Dr. Priya Agashe. It was decided to discuss following points with the students:

- Significance of Working capital
- · Different concept related to Working Capital
- Discussion on projections (how to make assumptions) and tax holidays
- Calculation of Operating Cycle
- Funding option for this case, ask the students to search for Government funding options like Subsidies, benefits of Textile Parks.
- Calculation of Turnover ratios
- Analysis of Finding of the company and point out fault of decisions





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After this discussion Case Study on Capital Budgeting was discussed. Dr. Manish Badgujar briefed the case to the participants. All the participants enthusiastically contributed to the discussion. Following opinions were discussed and finalized for the case

- Assumptions to be made for this case
- Techniques of capital Budgeting and its significance for decision Making
- Scenario based discussion for the case
- It was jointly decided to have common cost of capital @12% to evaluate the case.

After this session Specialization Case Studies were discussed:

Dr. Sadhana Ogale gave a brief of the case on wealth management. Following Points were discussed:

- It was decided that risk profiling be done for the case for which a risk profile questionnaire was share with all the participants. This will help the students understand different allocation assets for investors with different risk appetite. This will give students real life experience
- Students should be introduced to how to write financial goals.
- Concepts related to wealth management, financial planning should be discussed

Afterwards, a case Study on Financial Market and Banking Operation: Harshad Mehta Scam case was discussed and explain by Ms. Sheetal Sarnot. Following Points discussed in the session:

- Modus Operandi of the scam
- Innovative Teaching pedagogy for this case
- Macroeconomic perspective at the time of the scam

At Last, case study on Security Analysis & Portfolio Management was discussed by Dr. Rahul More. Following Points were discussed:

• Calculation of Beta, R and R square



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- · Use of Technical terms for decision Making as an investor
- Points to be reflected while investing in securities

Overall following points were discussed by Initiators and Participants during the session:

- 1. Overview of the case
- 2. Objectives and scope of the case
- 3. Major problems
- 4. Questions for discussion in classroom
- 5. Case Analysis
- 6. Outcomes of the case Studies

#### Outcome of the session

- 1. Faculty members understood the significance of conducting case study.
- 2. Faculty members also learnt the different modes of conducting the case study.

3. They also learnt the approaches of student contribution in the case study teaching learning process.

4. Faculty members got the guidelines for teaching plan for each part of the case study.

#### Name of the Faculty Coordinators:

- Dr. Prachi Pargaonkar
- Dr. Sadhana Ogale
- Dr. Urmila Nikam



Director

Dr. Prachi Pargaonkar Director Schgad Technical Education Society's School of Business Management School of Business Management School 10/1, Ambegcon (Ek.), Pune - 41



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Few Glimpses of the Workshop







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	Founder President	Founder Secretary	Director

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## **Faculty Orientation Programme**

## Semester II and IV Case Study Orientation Programme

## **REPORT ON**

## 1. Marketing Management Case Study Orientation Session

Day: Tuesday Da

Date: 23<sup>rd</sup> January 2024

**Time**: 02.30 pm-05.30 pm

## Number of Participants: 29 Objectives:

- 1. To understand the purpose of mapping of cases with SPPU syllabus
- 2. To discuss various methods of conducting cases and points to be covered in case studies
- 3. To identify probable best solution for the case discussed and how to steer the case in the class

## **Case Facilitators**

- 1. Dr. Mamta Mishra, SCOE
- 2. Dr. Milind Marathe, SIMCA
- 3. Dr. Ganesh Yadav, SKNSSBM
- 4. Dr. Sagar Pawar, SIOM

#### The session details are as follows:

Sr. No	Name of the case/Particular	Facilitators
1	ARM: How innovation drives research and development	Dr. Milind Marathe
2	Nivea – Managing the Legacy Brand	Dr. Milind Marathe
3	Kellog's: Devising a communication plan	Dr. Mamta Mishra
4	Oreo in India – Launching and Establishing A Global Brand in India Using IMC Effectively	Dr. Mamta Mishra
5	How Dabur used interactive storytelling to captivate their	Dr. Ganesh Yadav
6	Audience: Using market research to support decision making	Dr. Sagar Pawar
7	TNT: Delivering a superior customer experience	Dr. Sagar Pawar

## **Session Summary:**

Marketing Management Case Study Orientation session was conducted on 23<sup>rd</sup> January 2024 for all Marketing specialization faculty members of Sinhgad Management Institutes.

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The session started with **ARM: How innovation drives research and development case study** taken up by Dr. Milind Marathe. He focused on the flow of New Product Development (NPD) process for ARM and the factors considered while developing new product. He discussed that the case can be opened up in the class for discussion by an introductory video of NPD process to help students understand the process of NPD and to learn the role of innovation in NPD. The case will enable the students to understand BAH concept of new product and decide the classification of the product.

While reviewing the **Nivea** – **Managing the Legacy Brand** case study Dr. Milind Marathe suggested to map it with the subject Product and Brand Management and through videos and exhibits explained how students can learn about company's growth and how it sustained the brand Nivea. The importance of element of legacy in the Nivea brand story plays a major role. The case study will help in successfully understanding the various concepts in Brand Management and process of creating brand experience.

Dr. Mamta Mishra opened the discussion for the case study **Kellog's: Devising a communication plan** with the process of communication and then drawing parallels with the process of Integrated Marketing Communication (IMC). The case study can be taken further with various advertisements of Kellog's to understand various steps in developing marketing communications and understanding the components of process of developing Promotion Mix and their effective use in five Ms of advertising.

While discussing **Oreo in India – Launching and Establishing A Global Brand in India Using IMC Effectively** case study Dr. Mamta Mishra elaborated on communications strategy developed for Oreo in

India, various elements of the IMC developed and executed for Oreo launch and phases of the Brand's IMC programme through various exhibits available in the case study. Discussion and deliberations were made by participants also as to how the case will be helpful for students to understand the concept of IMC strategies, evaluate various elements of IMC campaign and designing IMC programme

In the case study **How Dabur used interactive storytelling to captivate their audience** Dr. Ganesh Yadav discussed that how the method of story developing over period of time showing

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the product used by generation after generation can help in understanding the concept of brand equity and increasing it eventually through advertisements targeted towards different customers. The product profile extended by Dabur hair oil to capture maximum market share and develop customer product relationship strategies to engage with target audience also were instrumental in contributing towards increased brand equity.

**JD:** Using market research to support decision making case study steered by Dr. Sagar Pawar led to the discussion with participants that how to understand what is market research, primary market research, secondary market research and Quantitative and Qualitative market research. The case study was deliberately made a part of the matrix as after semester II students would be going for their SIP and the case study will help in learning the purpose of market research, difference between primary and secondary market research and how market research as an ongoing process adds value to the decisions made by a company.

The last case study to discuss was **TNT: Delivering a superior customer experience** in which Dr. Sagar Pawar discussed the importance of Customer focus, benefits of customer focus, customer satisfaction and methods to measure customer satisfaction in the subject Consumer Behavior. A well-presented case by students with relevant information helps in understanding consumer attitude, the determinants of consumer behaviour and organizational factors influencing consumer behaviour.

#### **Final Discussion and Outputs:**

- Though the participants were pouring in their inputs during discussion of each case; there were deliberate opinions by each of them for one or the other case which led to different solutions of the cases.
- Their active participation could reveal various methods to collect facts and figures of the cases under consideration and innovative and creative teaching methods for case discussions.
- The participant faculty members could get an idea and also share their ideas for leading the case in the class, methods how students will enjoy while learning through cases.
- The discussion on developing the teaching notes and mapping with CO and PO proved to be useful.



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Dr. Prachi Pargaonkar M.Com., Ph.D., FCA Director

#### **Session Photographs:**



Dr. Marathe Sir discussing ARM: How innovation drives research and development and Nivea – Managing the Legacy Brand cases





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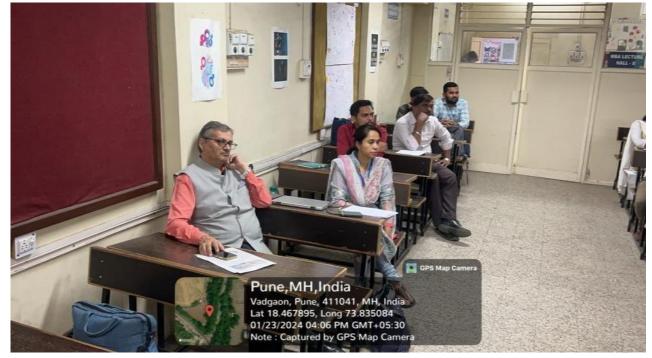
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Dr. Prachi Pargaonkar M.Com., Ph.D., FCA Director



Participants reviewing and analyzing the exhibits

Attendance:



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Dr. Prachi Pargaonkar M.Com., Ph.D., FCA Director

	Ca	hgad Management Ir se Study Orientation Attendance Sheet I nagement and Marke	Session	Subjects 23 January 2024
Sr. No.	Name of Faculty	Name of Institute	Mobile Number	E mail Id
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2	Piyuh R. Aole	STOM	773832 3838	pigushaole sion @ sintyad. edy
3	AANCHAL SHARMA	SIOM	8668822511	aanchalsharma sion Esinliged de-
4	Ashevini Nikam	SIMCA	9975050678	ashicininikam_ Simoal Sinland a
5	Pramod N. Sasabe	SIBAR	9200303805	married casane citige @ sichand edu
6	Niketa Patul	SKNSSBM	8087486642	uketyetil-skreskno sinkget roles
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Sinhgad Management Institutes Case Study Orientation Session Attendance Sheet for

Marketing Management and Marketing Specialization Subjects

23 January 2024

Sr. No	Name of Faculty	Name of Institute	Mobile Number	E mail Id
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7	Dr. Reshona R. Kabugade (R)	HBHSSOMS	785604069	reshma. Kabugade 2008@ sinhgad elu
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11	Do. SKSherme	SIMCA .	9657725082	sudech. sharma. simca @ sinhad
12	Prof. Kaushibh Virkor	SIBAR	9021090117	Kaushibhevirker @_siber @sinha
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Dr. Prachi Pargaonkar M.Com., Ph.D., FCA Director

## **REPORT ON OSCM FACULTY CASE STUDY WORKSHOP**

Date: 25-01-2024

Faculty workshop on OSCM Case Studies was held at Room No. 13, Department of Management Studies, Sinhgad College of Engineering, Pune on Wednesday, 24-01-2024, 3.00 pm to 5.30 pm.

The workshop started with 'Cadbury Case', which was discussed by Dr. Prashant Kotasthane Associate Professor, SBS, Erandwane, Pune. He introduced the case to the participating faculties and discussed key points in the case. He also suggested how the case can be discussed with the students in the classroom.

After that next case 'Toyota Supplier Relations: Fixing the Suprima Chassis' was discussed by Dr. Yatin Bokil, Associate Professor, SKNSSBM, Ambegaon, Pune. He also highlighted the key points of the case and suggested effective ways to conduct the case in the classroom.

The last case 'Indian Metals Corporation' was discussed by Prof. Vikrant Maheshwari, Assistant Professor, SIMCA, Narhe Pune. There were total 14 participants in the workshop.

## Few Glimpses of the Workshop



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## **Attendance of the Participants**

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5	Vikont K. Mehoshuro	SIMCA	9158853777	hika of makophias sind a simpad any Malashuper.
6	Mahesh G. Lagad	SKNCOE	8459407596	makeshiagasl. Strict Binhoad. edu
7	Yatin Bokil	SKNSSBM	the second se	o vatinbotil. sknisher shippoledu ya
8	Dr. Ram Kolbe	SKNSSBM	986080943	
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#### **REPORT ON**

**Date:** 25/01/2024

## "HRM CASE STUDY ORIENTATION SESSION "

Day: Thursday

Time: 02.30 PM-05.00 PM

Total Number of Registrations: 19 Category: Sinhgad Institute Level

Number of Participants: 19

## **Objectives**:

- 1. To understand mapping of cases with SPPU syllabus
- 2. To understand how to teach HRM specialization Case studies in the class.
- 3. To understand how to ask trigger questions to students and carry out case discussion in the class.
- 4. To get alternative solutions for each case with the help of Syllabus.
- 5. To identify major issues and challenges in each case.

## **Resource Persons:**

- 1. Dr. Swati Vijay, Dean (RMDSSOMS)
- 2. Dr. Bharti Kumar, Director (SBS)

## The session details are as follows:

Sr. No	Time	Name of the case/Particular	Facilitators
1	02:30pm to 03:40pm	Give your colleagues a rating We googled you Is a promotion worth hiding who you are?	Dr. Swati Vijay
2	03:45pm to 05:00pm	The ace employee One employee went freelance and now everyone wants the same deal. Optimistic case study	Dr. Bharati Kumar

#### **Session Summary:**

HRM Case study Orientation session was conducted on 25<sup>th</sup> January 2024 for all HRM specialization faculty members of Sinhgad Management Institutes.

The registration of HRM case study orientation session for all faculty members was taken by the coordinators. The session started with welcoming the session speakers and participants.

#### Session 1:

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Mrs.) Sunanda M. Navale	Dr. Prachi Pargaonkar	
P.M., Ph.D.	M.Com., Ph.D., FCA	
der Secretary	Director	
	Mrs.) Sunanda M. Navale P.M., Ph.D. der Secretary	

This session was conducted by Dr. Swati Vijay, Dean(RMDSSOMS). She explained three different cases to the faculty member how the case study should be conducted with the help of active participation of students through role play, Quiz and Presentation by making the students interactive in their case study. She has explained case objectives, Questionnaire for students', discussion on problem, suggestions and how the case study can be conducted in a creative way with help of different concepts & theories in HRM and organizational behavior.

#### Session 2:

This session was conducted by Dr. Bharti Kumar, Director (SBS). She has conducted three case studies. She focused on how to identify problem in the case and solutions based on the facts mentioned in the case. She explained the teaching plan for each part of the case study and methods to conduct case study in the class. How the case study can be done with the help of assignment questions with which students will be able to understand the case in a more appropriate manner.

#### **Group Discussion:**

Speakers asked participants about different solutions and opinion about the cases. Participants actively involved in the discussion of objectives, major problem discussion of the case, questionnaire for students', discussion of solution on the basis of facts, events and how the case study can be conducted in a creative way. Also, they had given inputs for student's expectations and innovative teaching methods during case study. The trainer guided and resolved specific queries of participants.

# Following points were discussed by Facilitators while discussing each case with participants

- 1. Overview of the case
- 2. Objectives
- 3. Major problems
- 4. Trigger questions
- 5. Case Analysis
- 6. Outcome of the case teaching
- 7. It was great learning and knowledgeable experience among all faculty members of STES.
- 8. Conclusion



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#### Outcome of the session

- 1. Faculty members understood the importance of conducting case study.
- 2. Faculty members also learnt the different mode of conducting the case study.
- 3. They also learnt the methods of student participation in the case study process.
- 4. Faculty members got the guidelines for teaching plan for each part of the case study.

### **Event photos:**



Dr. Swati Vijay, Dean (RMDSSOMS) conducting the case study session.



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Dr. Swati Vijay, Dean (RMDSSOMS) conducting the case study session.



Dr. Bharti Kumar, Director (SBS) conducting the case study session.



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Dr. Bharti Kumar, Director (SBS) conducting the case study session



Participant interaction in the case study session.



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Group Photo of speakers and faculty members for the HRM Case study orientate session.