

### SINHGAD TECHNICAL EDUCATION SOCIETY'S

## 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 M.E. (Elect.) MIE, MBA Founder President

Dr. (Mrs.) Sunanda M. Navale Founder Secretary

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

#### 5.1.4. Number of students benefitted by guidance for competitive examinations and career counseling offered by the institution during the Academic year-2022-23

Activit	ies conducted by the HEI to offer guid	lance for the competitive e	xamination
Sr.No	Name of the Activity	Number of students attended / participated	Page No
1	Current Affairs Discussion	55	2-11
2	General Awareness oral test	84	12-24

#### Activities conducted by the HEI to offer guidance for the career counselling

Sr.No	Name of the Activity	Number of students attended / participated	Page No
1	Start-up and Financial Support System (Entrepreneur Cell), 25-5-23	66	26-33
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4	Investor Awareness Program, 20-2-23	55	65-69
5	Agnito (B-plan & Debate Competition), 31-1-23	250	70-82
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10	Kona Kona Shiksha Abhiyan, 24-11-22	226	122-123
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15	GTT Training(Placement)- 4-7-22 to 8-7- 22	97	151-154
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## Activities- Competitive Examination

- - Maximization of automation to reduce human inserference.

#### Current Affairs Discussion - 19 | 5 | 23.

- 1) Which Ministry is associated with the Weapon of Mass Destruction and their Delivery Systems Amendment Bill 2022?
- [A] Ministry of Home Affairs
- [B] Ministry of Defence
- [C] Ministry of External Affairs
- [D] Ministry of Shipping, Ports and Waterways
- 2) 'Ukraine Relief, Recovery, Reconstruction and Reform Trust Fund' is associated with which institution?
- [A] Asian Development Bank
- [B] International Monetary Fund
- [C] World Economic Forum
- [D] World Bank
- 3) Which city will witness the inauguration of the International Museum Expo 2023 by Prime Minister Shri Narendra Modi?
- A Mumbai
- B New Delhi
- C Hyderabad
- D Chennai
- 4) In which Indian city will the London Stock Exchange Group establish a technology centre?
- A. Hyderabad
- B. Chennai
- C. Mumbai
- D. Jaipur

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- 5) Which Indian city has recently received its first-ever direct international flight? A. Patna B. Amritsar C. Chandigarh D. Bhubaneswar
- 6) In which Indian city will the fifth edition of the Global Ayurveda Festival (GAF 2023) be held?
- A. Kochi
- B. Thiruvananthapuram
- C. Kottayam
- D. Kozhikode
- 7) In which city did Telangana Chief Minister lay the foundation for the Hare Krishna heritage tower?
  - A. Chennai
  - B. Ahmedabad
  - C. Hyderabad
  - D. Mumbai
- 8) In which city was a large, silent wave of COVID-19 detected in a wastewater study?
- A. Chennai
- B. Bhubaneswar
- C. Dehradun
- D. Bengaluru



10) On what charges was a DRDO scienti	ist in Pune arrested?		
A. Espionage			, e
B. Corruption			
C. Fraud			
D. Theft			
11) In which city did the Yoga Mahotsav	begin to mark the 50-c	day countdown to the	he
International Day of Yoga?			
A.Jammu			
B. Dehradun			
C. Pune			×
D.Jaipur			
12) In which city did the International Apparticipants?  A. London  B. New York  C. Abu Dhabi  D. Dubai	10/1,		Director School of Business Management Ambegaon (Bk.), Pune - 411 041

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9) In which city is India's first undersea twin tunnel being built?

A. Chennai

B. Jaipur

C. Surat

D. Mumbai

- 13 ) In which city did the Telangana government host the first edition of the Food Conclave2023 on April 28 and 29, 2023?

  A. Ahmedabad

  B. Kanpur

  C. Hyderabad

  D. Lucknow
  - 14) "Ganga Pushkaralu Kumbh" is being organized in which city after a gap of 12 years?
    - A) Kurukshetra
    - B) Rishikesh
    - C) Varanasi
    - D) Haridwar
  - 15) Where was the 'Study in India Pavilion' at the Global Education & Training Exhibition (GETEX) inaugurated?
  - A. London
  - B. New York
  - C. Dubai
  - D. Delhi
  - 16) Where was the first 'Millets Experience Centre (MEC)' launched by the Ministry of Agriculture & Farmers Welfare and NAFED?
  - A.New Delhi
  - **B.Lucknow**
  - C.Surat
  - D.Jodhpur



17) Where did Defence Minister Rajnath Singh chair the Shanghai Cooperation Organisation (SCO) Defence Ministers' Meeting?

A. Pune

B. Jaipur

C. New Delhi

D. Indore

18) Which Indian city scored the highest in the "Ease of Moving Index (EoMI) India Report 2022"?

A. Surat

B. Kanpur

C. Lucknow

D. Pune

19) In which city did PM Modi inaugurate India's first water metro?

A. Pune

B. Kolkata

C. Kochi

D. Bhubaneswar

20 ) In which city of Maharashtra is the biggest international school being set up?

A ) Ahmedabad

B) Pune

C) Ajmer

D) Surat



A Shillong	3
B Gwalior	
C Bhopal	
D Jammu and Kashmir	
22) In which city did the Indian Government inaugurate the India Maize Summit?	
A Mumbai	
B New Delhi	
C Pune	
D Guwahati	
the contracted by Prime Minister	
23) In which city will the first Global Buddhist Summit be inaugurated by Prime Minister	
Narendra Modi?	
A) New Delhi	
B) Noida	
C) Jaipur	
D) Ajmer	
to the ing bosted in India?	
24) Where is the 'G20 Space Economy Leaders Meeting' being hosted in India?	
A. Mumbai	
B. Bikaner	
C. Jodhpur	
D. Bengaluru	
10/1, Ambegaan Bk., Pune - 431 C41, Pune - 431	7.
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21) In which city is the largest multipurpose indoor stadium in the Northeast being built?

25) Which IIT has collaborated with NASA to develop a low-cost camera setup?

- A. IIT Delhi
- B. IIT Hyderabad
- C. IIT Roorkee
- D. IIT Indore

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Current Affairs

Dt: 19/5/23 + 23/5/23

DIV- C+D Students.

Faculty: Haujula Dhulipala.

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1	15 (D)	Anuja Peabhakat Pachpot 23/05/23 Rachpe
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1715	D-29	Korwhner Conshrao Ohumakar 23/5/25 /CGDiumatter
16)	D-55	Keushna mahadea Bade 23/5/23 Washna
17)	B-27	Hrushikesh Parmor 23/5/23 Q1
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D-14 Bhasyghin B. Deakar

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# General Awareness Test (Oral) - 19/5/23.

- Q.1.Uttarakhand Chief Minister Pushkar Singh Dhami won the bypoll from which constituency?
- [A]Champawat
- [B]Khatima
- [C]Gangotri
- [D] Yamunotri
- Q.2.India recently announced 'Commonwealth Diplomatic Academy programme' with which country?
- [A]Australia
- BUK
- [C]Italy
- [D] France
- Q.3. Which state inaugurated its first gas-based tea processing centres?
- [A]Assam
- [B]WestBengal
- [C|Tripura
- [D] Arunachal Pradesh
- Q.4.. Which is the first port in India to become a full Landlord Major Port of India??
- [A]Jawaharlal Nehu Port, Maharashtra
- [B]KochiPort,Kerala
- [C]MormugaoPort,Goa
- [D] Kandla Port, Gujarat
- Q.5. Who has sworn in as the 50th Chief Justice of India?
- [A] Justice DY Chandrachud
- [B] Justice U U Lalit
- [C] Justice Ranjan Gogoi
- [D] Justice Sanjay Kishan Kau
- Q.6. Which metro city has reported a sudden outbreak of Measles?
- [A] Chennai
- [B] Mumbai
- [C] New Delhi
- [D] Kolkata

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## Q.7. Which is the first state to create the role of Director General of Audit?

- [A] Odisha
- [B] Tamil Nadu
- [C] Kerala
- [D] Rajasthan

Q.8.Who has been appointed as the Chairperson of National Statistical Commission?

- [A] Rajeeva Laxman Karandikar
- [B] Amitabh Kant
- [C] Rajiv Kumar
- [D] Parameswaran

Q.9.Which institution released the handbook on 'Safety in Electrical Installations'?

- [A] NITI Aayog
- [B] Bureau of Indian Standards
- [C] FSSAI
- [D] International Organization for Standardization

Q.10. 23.India's first lithium cell manufacturing facility is set to be inaugurated in which city?

- [A] Mysuru
- [B] Tirupati
- [C] Chennai
- [D] Kochi

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#### **SPORTS**

Q.1For which of the followin	games / sports the ter	m Ring is not used for
ground/ space?		

- [A] Boxing
- [B] Gymnastics
- [C] Ice Hockey
- [D] Baseball

#### Q.2. Three R's of Football are famous in which country?

- [A] Peru
- [B] Mexico
- [C] Brazil
- [D] USA

## Q3..Murugappa Gold Cup is related to which among the following sports?

- [A] Football
- [B] Hockey
- [C] Cricket
- [D] Table Tennis

## Q.4. 5. Who has designed the trophy of FIFA Women's World Cup?

- [A] William Sawaya
- [B] Formiga
- [C] Marta
- [D] Sun Wen

## Q.5.Sultan Azlan Shah Cup is related to which among the following Sports?

- [A] Badminton
- [B] Hockey
- [C] Table Tennis
- [D] Golf

## Q.6..Where in the world did the game of Lawn Tennis originate?

- [A] Birmingham
- [B] Rome
- [C] Amsterdam



[D]	Berlin
101	Delilli

#### Q.7. Which is the governing body of International cricket?

- [A] ICC
- [B] BCCI
- [C] CA
- [D] ECB

### Q.8. Where were the IAAF World Indoor Championships first held?

- [A] London
- [B] Amsterdam
- [C] Paris
- [D] Berlin

#### Q.9. Who has composed the FIFA anthem?

- [A] Rob May
- [B] Simon Hill
- [C] Franz Lambert
- [D] All of the above

#### Q.10. Who is the coach of Saina Nehwal?

- [A] Pullela Gopichand
- [B] Vrushali Gummadi
- [C] Tan Kim Her
- [D] Both A and C

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#### **Important Days**

O 1 On which day is	s the 'World Milk	k Day' celebrated every year?	
[A] May 31			
[B] June 1			
[C] June 3			
[D] June 5			
[D] Julie 3	William William	table	month?
Q.2. 10. LGBTQ Prid	le Month' is obs	erved in the United States in which	IIIOIIIII.
[A] May			
[B] June			
[C] July			
[D] August			
[D] August		and De	avelopment'
o 3 When is the 'W	orld Day for Cul	Itural Diversity for Dialogue and De	3461001
celebrated?			
celebrated			
(a) 04m; 15			
[A] May 15			
[B] May 18			
[C] May 21			
[D] May 23		1 1 1 1 1 2 1 2 2 2 2 2 3 2 3 2 3 2 3 2	
- 4 1411 - 1 in the 1h	lational Small In	ndustry Day' is observed?	
Q.4. When is the	lational officer	•	
[A] August 27			
[B] August 30			
[C] August 31			
[D] September 3		d	
!- the !N	ational Cinema	Day' celebrated in India?	
Q.5. When is the in	ational official		
E 00-0			
[A] September 5			
[B] September 7			
[C] September 10			
Int September 16			
1.5.45a - 35t		to Protect Education from Attack'	observed?
Q.6. When is the 'In	ternational Day	to Protect Education from Attack'	
[A] September 7			
[B] September 9			
[C] September 11			
[D] September 12		pool of Busin	
[D] ochiomar.		Stool of Business	
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		(5) Pune - 411 001 (6)	



	- Use of the Ozone L	ayer'?
Q.7.	When is the 'International Day for the Preservation of the Ozone L	

- [A] September 10
- [B] September 12
- [C] September 14
- [D] September 16

## Q.8. 'International World Snakebite Awareness Day' is observed in which month?

- [A] July
- [B] September
- [C] November
- [D] Januar

#### Q.9. The 'Wildlife Week' is being celebrated in which month?

- [A] September
- [B] October
- [C] November
- [D] December

### Q.10. 'Our time is now—our rights, our future' is the theme of which special day celebrated on October 11?

- [A] International Day of the Girl Child
- [B] International Day of Minorities
- [C] International Day of Refugees
- [D] International Day of Trans-persons

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#### **Awards & Books**

Q.1.In which profession does Jayant V. Narlikar, the recipient of the first-ever Govind Swarup Lifetime Achievement Award, belong?

- A. Teacher
- B. Scientist
- C. Astronomer
- D. Mathematician

Q.2. Who won the Femina Miss India 2023 pageant?

- A. Nandini Gupta
- B. Shalini Bansal
- C. Meenakshi Malik
- D. Sheela Das

Q.3. Who received the lifetime achievement award from the University of Texas at Dallas?

- A. Isha Ambani
- B. Geeta Basra
- C. Naveen Jindal
- D. Girish Patel

Q.4. Who was awarded Kerala's highest civilian honour, "Kerala Jyothi"?

- A. H Subramanian
- B. V T Naik
- C. M T Vasudevan Nair
- D. P L Joshi

Q.5. .Who won the GenNext Entrepreneur Award at the 12th Forbes India Leadership Awards 2023?

- A. Neha Mittal
- B. Isha Ambani
- C. Rani Godrej
- D. Anant Ambani

Q.6. Who wrote the book New Dimensions of India's Foreign Policy?

- [A] Atal Bihari Vajpayee
- [B] Abdul Kalam Azad
- [C] Amit Chaudhuri

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#### [D] Raghuram Rajan

#### Q.7. Who wrote the book India Wins Freedom?

- [A] Akhilesh Tilotia
- [B] Amitav Ghosh
- [C] Abdul Kalam Azad
- [D] A. B. Vajpayee

#### Q.8. Who wrote the book Wealth of Nations?

- [A] Raghuram Rajan
- [B] John Maynard Keynes
- [C] Adam Smith
- [D] None of the above

#### Q.9. Who wrote the book The Making of India?

- [A] Akhilesh Tilotia
- [B] Amartya Sen
- [C] Amit Chaudhuri
- [D] Amitav Ghosh

#### Q.10. Who wrote the book Gita Rahasya?

- [A] Lala Lajpat Rai
- [B] Bhagat Singh
- [C] Bal Gangadhar Tilak
- [D] Sarojini Naidu



# First in India & World(Male & Female), Eminent organization and their Headquarters

- Q.1. Who was the first Indian to win an Academy (Oscar) Award?
- (A) Bhanu Athaiya
- (B) A.R. Rahman
- (C) Gulzar
- (D) Resul Pookutty
- Q.2 Name of the first country to launch the satellite into space?
- (A) India
- (B) Russia
- (C) Japan
- (D) America
- Q.3. Name of the first Country to make a constitution?
- (A) USA
- (B) Brazil
- (C) Russia
- (D) Britain
- Q.4. Who is the first woman Chief Engineer?
- (A) Santosh Yadav
- (B) Sushmita Sen
- (C) P.K. Theresia
- (D) Dina Vakil
- Q.5. Who is the youngest woman to climb Mount Everest?
- (A) Dicky Dolma
- (B) Fatima Bibi
- (C) Leila Seth
- (D) Kadambinin Ganguli
- Q.6. Name the first Indian who won the Grammy Award.
- (A) Zakir Hussain
- (B) Vishwa Mohan Bhatt
- (C) Pandit Ravi Shankar
- (D) Ricky Kej



- Q.7. In which of the following cities is the central footwear training institute located?
- (A) Kanpur
- (B) Lucknow
- (C) Agra
- (D) Noida
- Q.8. Where is the international Court of Justice's Headquarters?
- (A) Paris
- (B) The Hague
- (C) New York
- (D) Geneva
- Q.9. Which is not the specialized agency of UNO?
- (A)Food & Agriculture Organization
- (B)World Health Organization
- (C)Internal Criminal Court
- (D) United Nations Educational, Scientific & cultural Organization.
- Q.10. Which of the following is not a Full-Time member of G20?

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- (A)India
- (B)Japan
- (C)Pakistan
- (D)Germany

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2) 5	15 (D) Anuja Prabhakar Pachpor 23/05/23 Rachpor
	65 (C) Vaishnavi Ashok Gund 23/05/23 Counce
7)	01 (D) Ashish Nondkisher Ambuskor 23/05/23 3000 28 (D) Swapnil Raju Minamule 28/05/23 5primul
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32) C-81 33) C-60	John Sirvi
34) (- 62	Shivam N. Kalamkar 23-5-23 etg
35) (-10	Gondh m shorde 23-5-23 luce Gondh m shorde 23-5-23 luce Gousi A Tholee 23-5-23 long
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40) C-06 41) C-58	Triveni M. Teknde
42) C-64	Abhidnya Ratnaparkhi 23-5-23 Hardnyo
43) C-66 44) C-73	Mahesh Londhe 23.5-25 Ramadhan
45) D-4 46] 0-52	Gayanan Fasate 23.5-23 Say
47) C-32	Kiran Adagale 23-5-2023 SkAdagale
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51) 28(a) Manasi M. Patil 59) 68 (C) Aditi. V. Shrigaonkar. (60) 45(D) Vaishnavi Palakkal Jun (61) 44 (D) ANAND BHONDAYE 62) 13 (D) Abhijeet Pagalspagar Abhi 67 (D) Gautal chavan 63) 64) SO (C) Shekhur B. Dhole 65) 78 (D) Tejal R Gawande 66) 79 (D) Yashasvi G. Gawai Pawai 05 (c) Chetona C. Patil 67) 68) 07 (c) Komal S. Bari 69) 29(c) Patil Yoyesh Jitendru 17 (0) Govind Helceskyr 70) 18 (D) Abhijed Scircete 71) 72) 46 (2) leena Gulhane 73) 40 (c) Sakshi umathe T4) 66 (0) proyad Dhawane 15) 56 (D) Piyush Caikwood 14) 86 (D) Projukta bhorate 62 (D) Sushmity verma 78) 21 (D) Ganesh Pasalkar 79] 34 (D) AKShow Hime 19 (c) -Ankita psalve Sol 16 (c) Meunali shinde 82] 40 (D) Pallavi Ghate 83 83 (c) Pavin B. Bhon 73 (c) Mahash 101/ 85) N. Sinhgad School of Business Managemen S. No. 10/1, Ambegaon (Bk.), Pune - 411 041

Activities- Career Counselling

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"Startup and Financial Support System"

**Academic Year** 

2022-23

Day and Date: 25/05/2023 FRIDAY

Organising Unit / Agency / Collaborating agency –IIC and Entrepreneur Cell

**IQAC** cell activity No:

Number of Student Participants: 66

Teachers: 05

Any other

Title of the activity: "Start-up and Financial Support System"

Objectives of the activity:

1) To know various start-ups related funding schemes and financial

support system.

2) To create awareness among students about start-ups and

various qualities related to entrepreneurship and how to raise fund

Nature of the Activity: Guest Lecture

Brief Report The purpose of todays program is to raise awareness about Startups and how to get fund for startups, various government schemes.

The main objective of organizing this event is to motivate students about entrepreneurship, and creating awareness among youth about fund management for startups and government schemes.

The Guest of the Day was Dr. Meetali More is a well-known Startup trainer, (director of Skillzet) has addressed the key issue of raising fund. Director Dr. Prachi Pargaonkar, Dean, all the faculty members and 66 students were present and attended session enthusiastically. The program started with welcoming of the guest.

Guest speaker has explained every minute details by taking various live examples.

Madam explained the what is entrepreneurship, how to think of starting of it, actual planning for it and financing part of it.

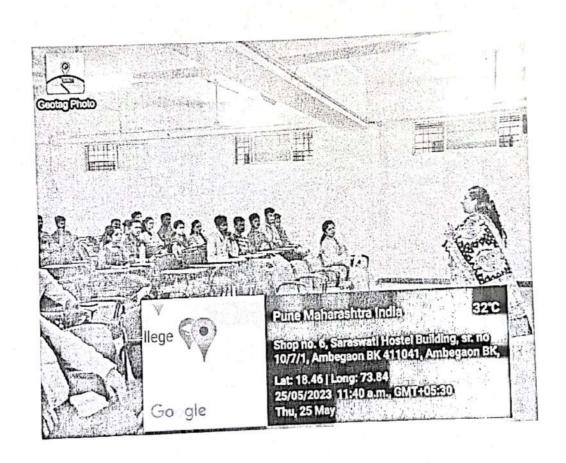
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.At last the program ended with the concluding speech of guest speaker and vote of Thanks was expressed by Mrs.Sheetal Sarnot.

Outcomes of the activity: - 1) Students asked various question on start-ups and funding problem related their doubts.



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

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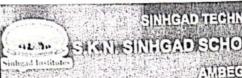


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## Startup and Financial Support system

Resource person

Dr. Meetali More Founder Gurukey knowledge Xtending solution, and founder member of skillzet Pune

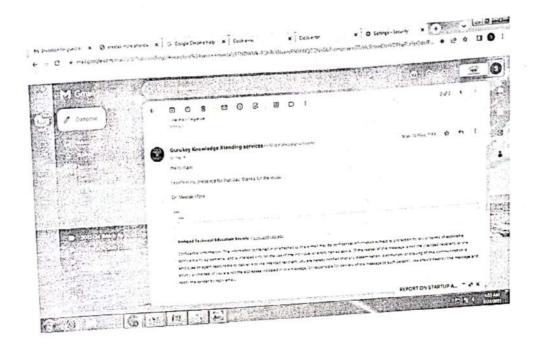
Director Dr. Prachi Pargaonkar

**Event Co-ordinator** Prof. Sheetal Sarnot Dr. Sadhana Ogale

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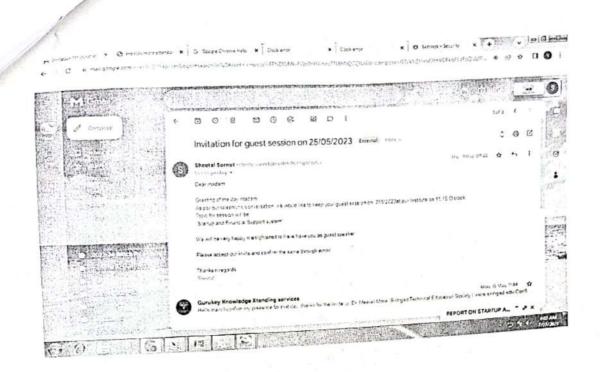




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Director S.K.N. Sinhgad School of Business Management S. No. 10/1, Ambegaon (Bk.), Pune - 411 041



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	Sinhgad Technical Education Society's			
S.K.N. Sinhgad School of Business Management, Pune				
Name of the Training	"FUEL TRAINING" organized by CPC for SKNSSBM Students (Certification course)			
Objective	Enhancing Placement skills			
Guest Speaker:	Mr.AshutoshKulkarni ,Mr.TusharPandit			
Date:	3 <sup>rd</sup> April 2023 to 6 <sup>th</sup> April 2023			
Time	9 am to 5.30pm			
Participants	MBA I Students			
Online /Offline mode	Offline			
Program coordinator:	Dr.RozaParashar, Prof. NiketaPatil, Mrs. Akshada Kumbhar			
Director:	Dr.PrachiPargaonkar - Director ,SKNSSBM			

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

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

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

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

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

Dr. Prachi Pargaonkar Director -SKNSSBM

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### Day 1: 3<sup>rd</sup> April 2023Photographs, Attendance & Feedback

FEEDBACK FOR THE PROGRAM: DAY 1:03.04.2023

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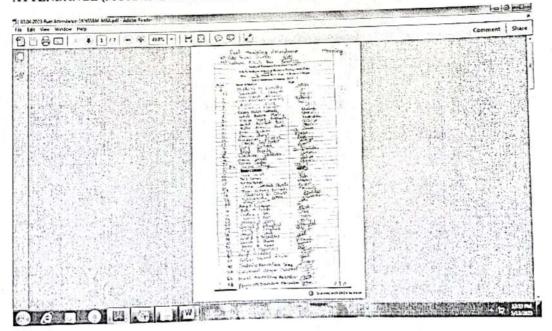


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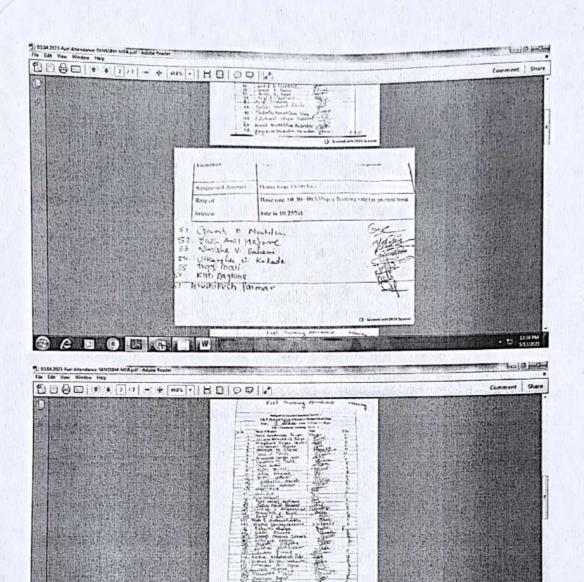


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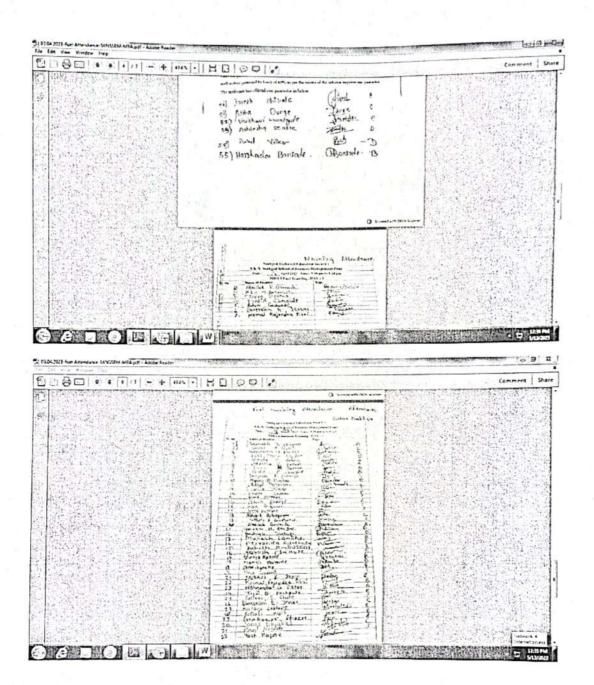
#### ATTENDANCE (MORNING & AFTERNOON SESSION): DAY 1: 03.04.2023



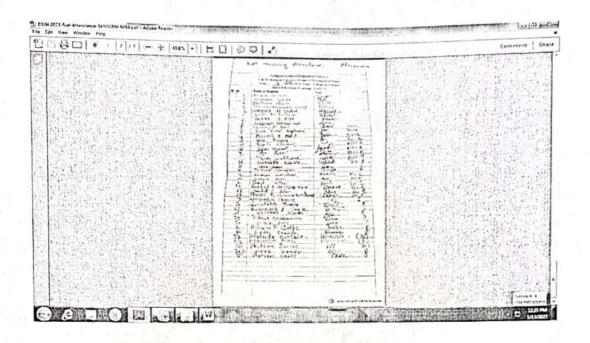
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Day 2:5th April 2023 Photographs, Attendance & Feedback

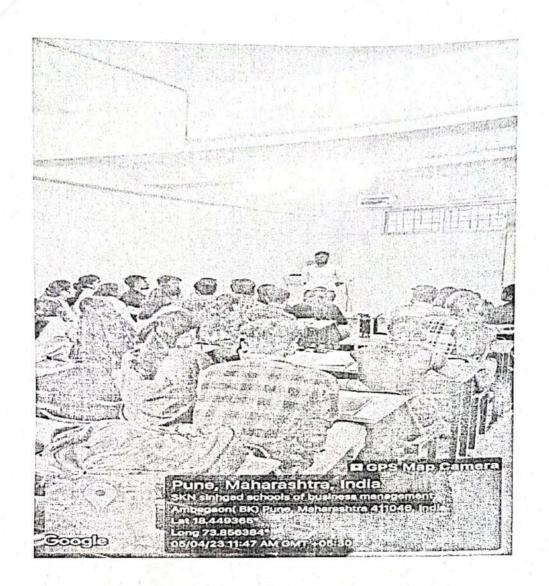


Director

S.K.N. Sinhgad School of Business Management S. No. 10/1, Ambegaon (Bk.), Pune - 411 04)

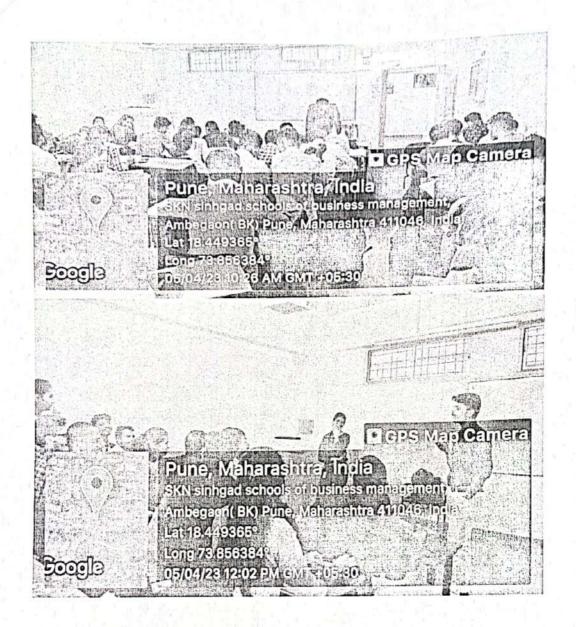
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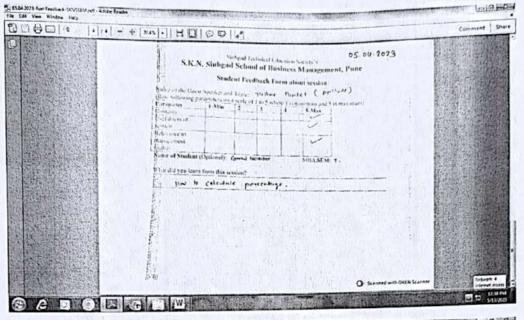
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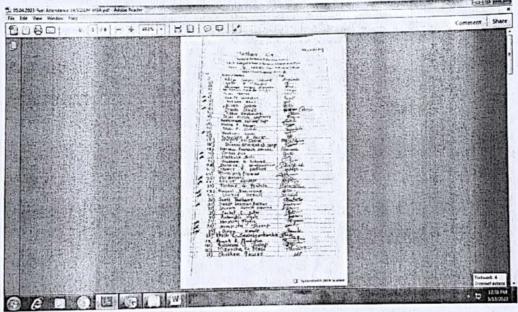
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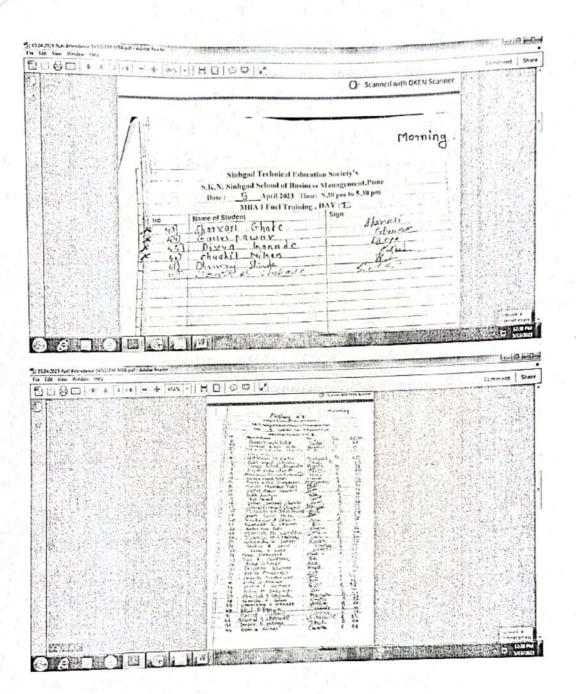
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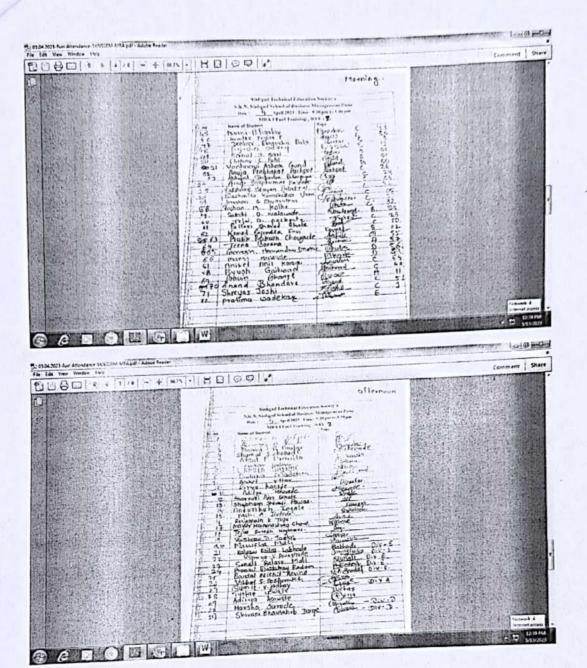




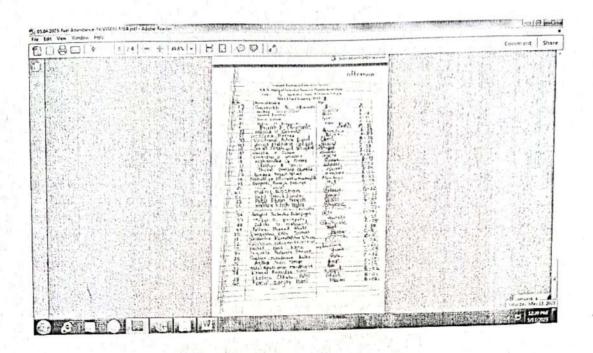






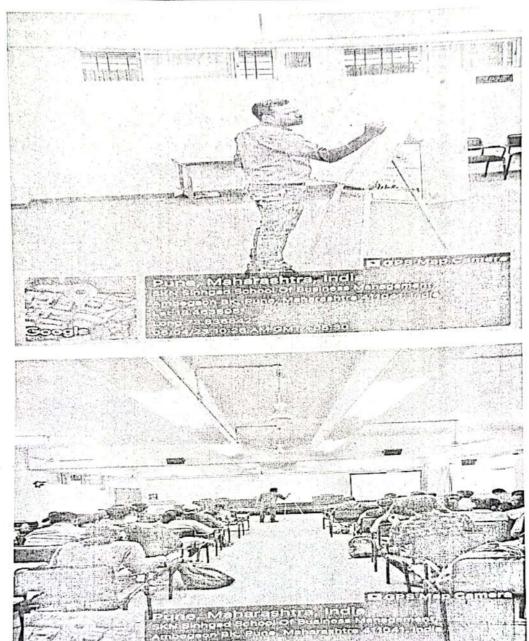






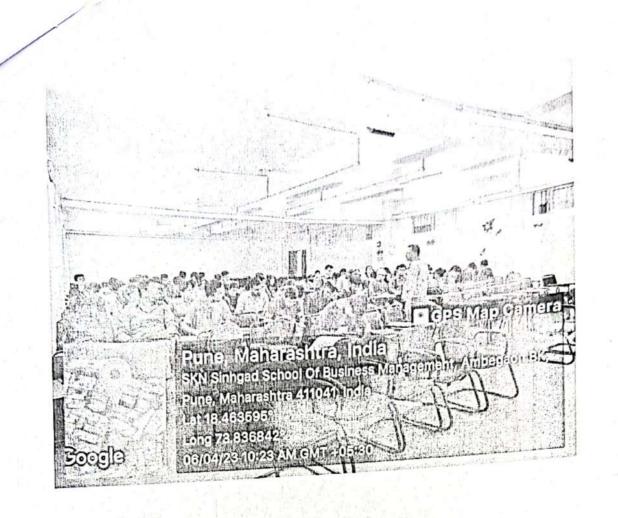


Day 3: 6th April 202 Photographs, Attendance & Feedback3



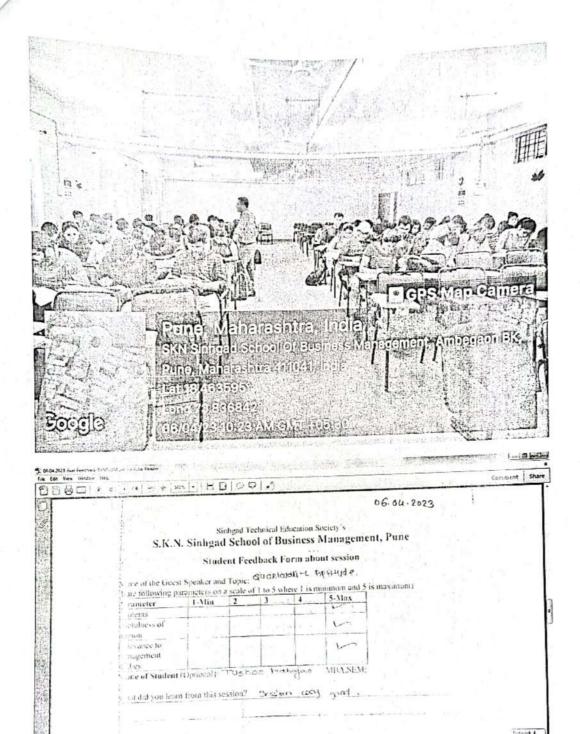
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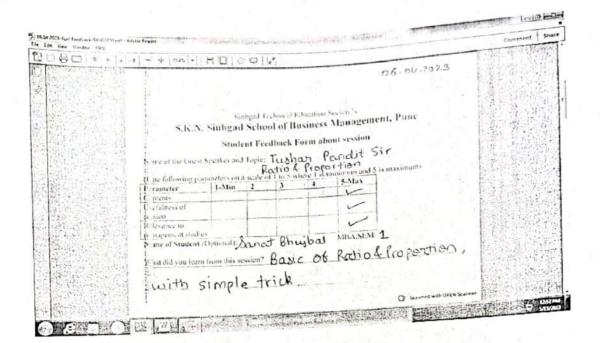


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	Sinhgad Technical Education Society's
	S.K.N. Sinhgad School of Business Management, Pune
Name of the Training	"RUBICON TRAINING " organized by CPC
Objective	Enhancing Placement skills
Guest Speaker:	Reetu Pasbola- 9359528878
	Sangeeta R Samant- 8956766973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

#### Following are the topics covered in the Rubicon Training.

- 1) Interview Skills , Body Language, SWOT, Giving Self Introduction
- 2) Self-Improvement, Maintaining Relationship with colleagues

- 3) Confidence building, Group / Team Building
- 4) Personality Development
- 5) Presentation Skills
- 6) Building Objectives & Goals
- 7) Group Discussion
- 8) Business World & Business Plan Development
- 9) 9. Listening skills
- 10) Time Management

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

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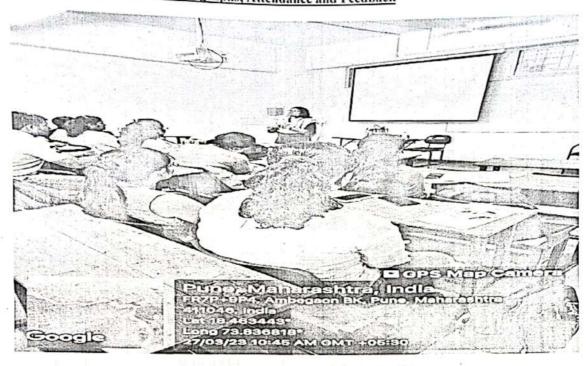
10/1, Ambegaon Bk

Dr.Prachi Pargaonkar

Director

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





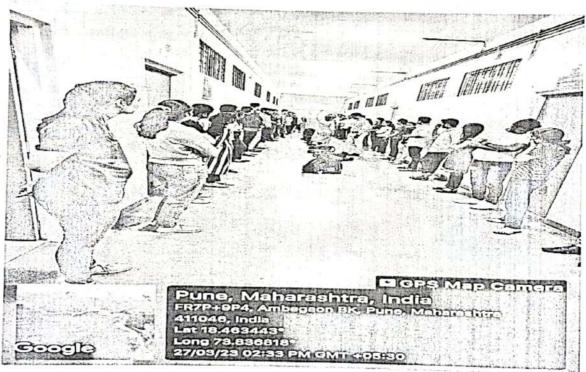




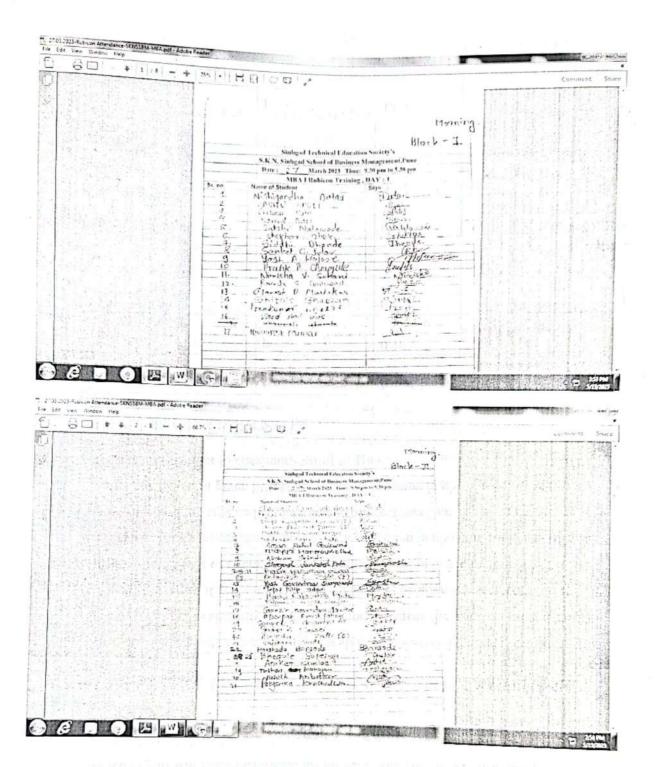














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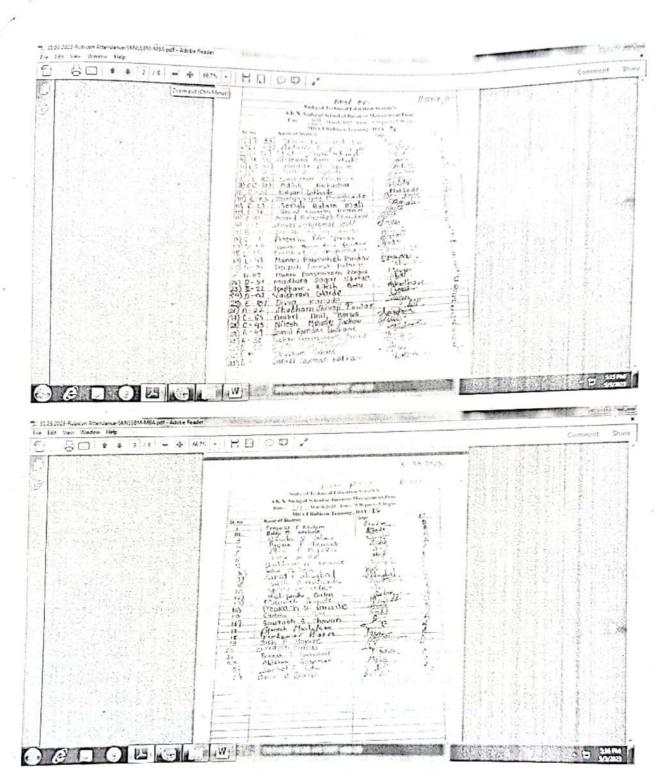




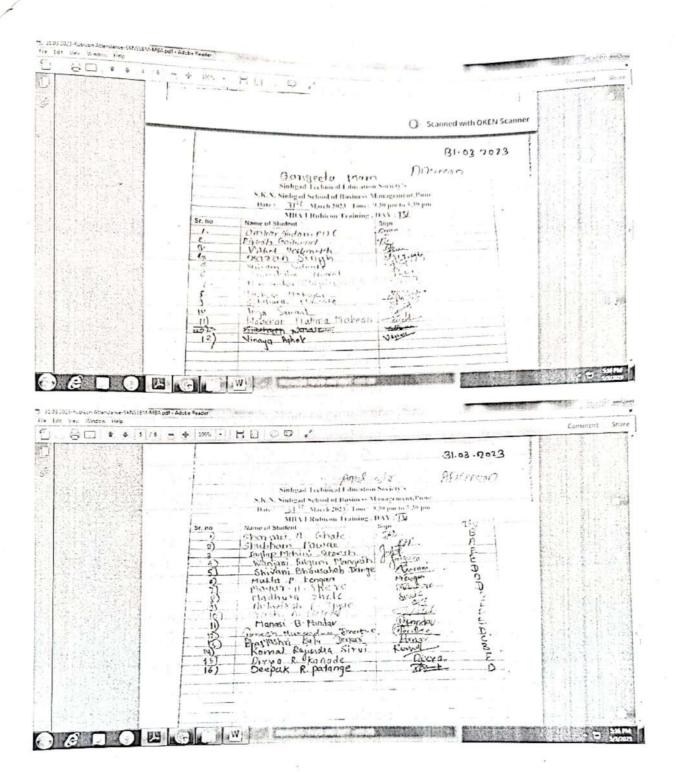


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## SKN Singad School of Business Management,

### Ambegaon (Bk), Pune -411041

## Report on 'Investor Awareness Programme'

[KYC Procedure {opening of Trading and demat Account}]

Duration:	· 1 Hours
Date:	20 February 2023 (Monday)
Time:	10.00 am to 11.00 am
Mode of Delivery:	Online Investor awareness Programme
Topic:	Mr. prashant Parit
Guest Speaker:	55 students
tal number of students	33 3100

With the intention of making students aware about the stock-trading and capital-market, a guest lecture was held for the students of SKNSSBM in which Mr. prashant Parit was the lecturer for the session. The lecture started with the introduction to the Securities and Exchange Board of India (SEBI).

#### Objectives

- 1. Enhanced awareness about investing in general and invest options in particular.
- 2. Better money management leading to financial prosperity and peace of mind.
- 3. Better planning for important financial goals.

Around 55 Students actively participated in the 60 minutes seminar. A brief summary of the contents of the speaker talk is given below.

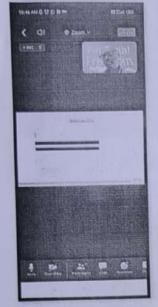
Mr. Prashant Parit talked about the benefits of investing in the capital markets and how to go about making wise investment decisions, how to achieve financial freedom, the actual meaning of saving and investment, overall process of Cash flow as well.

He explained e-KYC process in detail, sample of Attorney, what are pre-requisites for buying/selling in security market, Brokerage plan, etc.

Photos -

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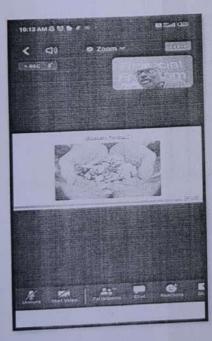
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Feedback-

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Mr.Prashant Parit session was an interactive one, which helped to clear the doubts that popped-up in the minds of the young management students. Such sessions are often conducted in SKNSSBM so that apart from the course students, students get knowledge about the corporate world. about the corporate world.

> Director S.K.N. Sinhgad School of Business Management 5. No. 10/1, Ambegaon (Bk.), Pune - 411 041

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

#### Report of AGNITO

Academic Year

2022-2023

Day and Date: Monday, 30/01/2023

Organising Unit / Agency / Collaborating agency- S.K.N Sinhgad School of Business

Management

IQAC cell activity No: 31

Number of Student Participants: 250

Teachers: Prof KalpanaSayankar

Asst. Prof Aditya Jangle Alibert

Asst. Prof Suraj Singh Parihar

Title of the activity: AGNITO (B-Plan and Debate Competition)

Objectives of the activity: 1) To expose students to the ideas of Village sustainability and economic feasibility.

 To provide opportunity to students to debate on topics related to Social, economic and political issues.

3) To develop management skills in students by giving them an opportunity to organize an inter-college event.

Nature of the Activity: Inter College Competition. (Business Plan and Debate Competition.)

#### **Brief Report-**

Event AGNITO started at 09:00 AM on 30<sup>th</sup> January 2023. Students cut the ribbon and started the programme. The guests and Judges for the AGNITO Debate competition, Dr. Daniel Penkar and PSI SwarupJadhavalong with Director of SKN Sinhgad School of Business Management Dr.PrachiPargaonkar lighted the lamp.

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ACIMITO II Jeten even was held in the second floor Semme Hall while ACIMITO Indicate Long-term was place in the ground floor seminar half. Indiges for the delate competition is seeing framed Person Director SIOM and PSI Merswerup Jathur. The Delate or action had twee sounds and the topic for the first round was 'Is India ready to accommedate the against an interpretation of the Orderic Configering was over by 2.50 FM and the winners were anneared annodately after the competition.

The first phase of Participants was provided with working lanch and there were also the food at all, the participants were provided with working lanch and there were also the food stable arranged by the students. For the Second phase of the BaPlan i.e for the presentation phase, the judges were Dr. Sarish Kladewho is reputed water activist and Dr. D.P. Rare a source profession at S.K.M. Sinhged School of Unsidess Management. Paracipants presented their presentations for the Baptan composition of A30 pM.

At 6.30 PM prize distribution ceremony was held. Winners were awarded by the Sponsors with prize money and hopey. The event was concluded with the vote of alanks.

The details of the events are-

Loreopt - Dr. Pracini Pergraphan (Director S.K.N. Sinhgad School of Business Manager as mo

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# INTRODUCTION

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Third Prize-Matrix School of Management.

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Debate

First prize- SIMMC

Runner up-NvilleWadia Institute of Management.

Outcomes of the activity: - 1) Students were exposed to various innovative and creative ideas and got insight in the issues related to Village sustainability.

2) Improvement in the confidence and communication skills of the participants and also in the students who organised the event.

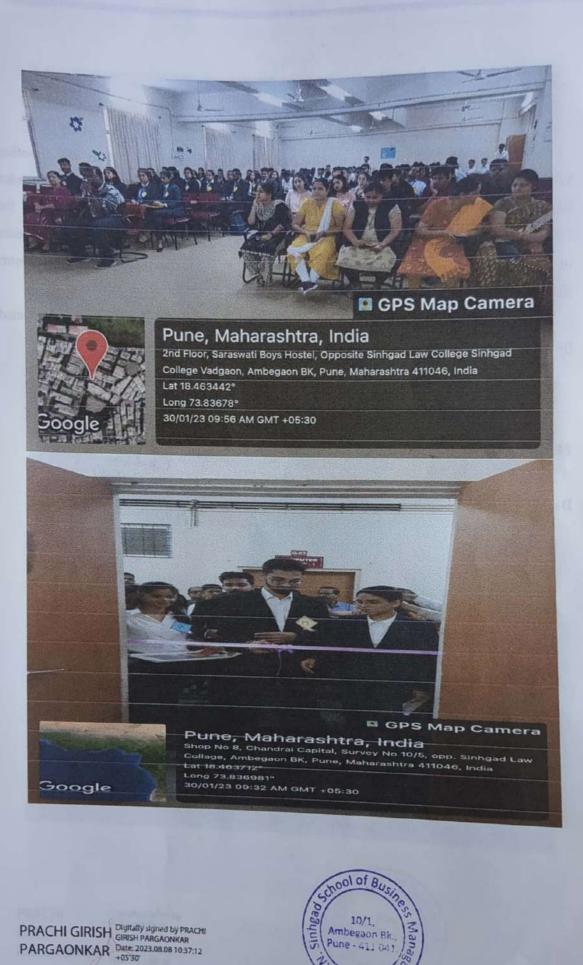
Problems if any:

There were no problems faced.



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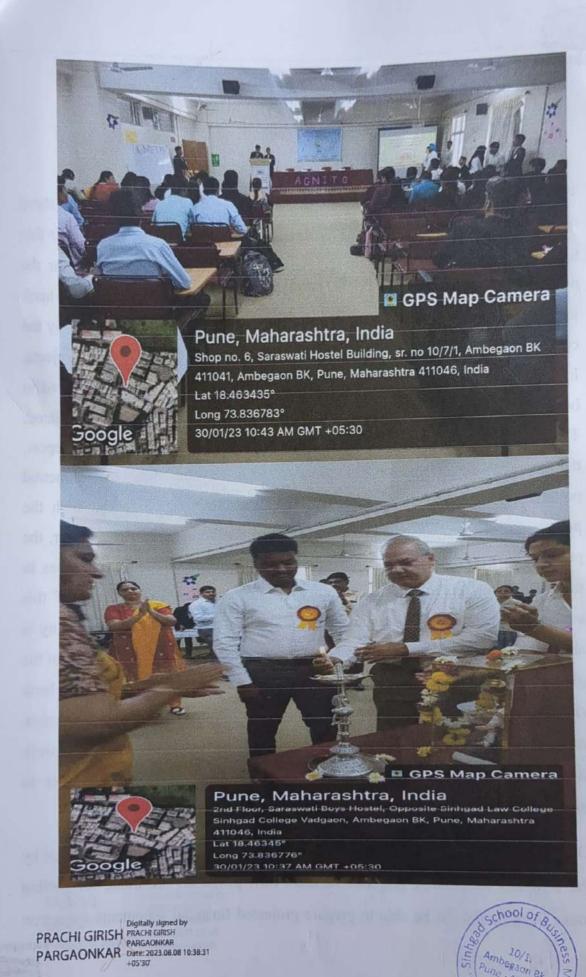
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## S.K.N SINHGAD SCHOOL OF BUSINESS MANAGEMENT

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Dr. Prachi Pargaonkar

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

Format of Report for Extension activity

Academic Year: 2022-2023

Day and Date: 12 January, 2023

Thursday

Organising Unit / Agency / Collaborating agency

IQAC cell activity No: 27

Number of Student Participants: -107

Teachers: Dr. Sadhna Ogale

Title of the activity: Financial Literacy Workshop in Association with M/s Ambition Learning Solution Solution and Ambition Learning Solution of the activity: Financial Literacy Workshop in Association with M/s Ambition Learning Solution of the activity: Financial Literacy Workshop in Association with M/s Ambition Learning Solution of the activity: Financial Literacy Workshop in Association with M/s Ambition Learning Solution of the activity: Financial Literacy Workshop in Association with M/s Ambition Learning Solution of the activity: Financial Literacy Workshop in Association with M/s Ambition Learning Solution of the activity: Financial Literacy Workshop in Association with M/s Ambition Learning Solution of the activity of the activity

Objectives of the activity: 1)

Recognize the importance of one's financial situation and how it impacts their future

2) Understand the fundamentals of a budget, including income,

expenses, and savings

Nature of the Activity: Guest Lecture

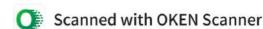
**Brief Report** 

The Guest Lecture" Financial Literacy Workshop in Association with M/s Ambition Learning Solution" was conducted in Online Mode at SKNSSBM on the 12m January 2023. Resource Person-Mr. Mickey Gala Instructor & Sr. Mentor spoke on the topic- Financial Literacy Workshop in Association with M/s Ambition Learning Solution. He made the session very interesting by involving trading concepts as easy as simple. He also explained the investment objectives like taking control of your Financial Future, Equity Funds, Sector Funds, Tax Planning, Index Funds, Debt Funds, Balance Funds in details with their types of Loads. Later, he showed the students a series of slides that help them to identify the current scenario of Introduction of Mutual Funds. After that, he explained about Inflation and Fixed Deposit. Then our Director Dr. Prachi

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Pargaonkar madam encourage the students for their Involvement. The session was very interactive and ended with many students requesting for much more session.

Outcomes of the activity: - 1) Students learn how to become self-sufficient and financially stable

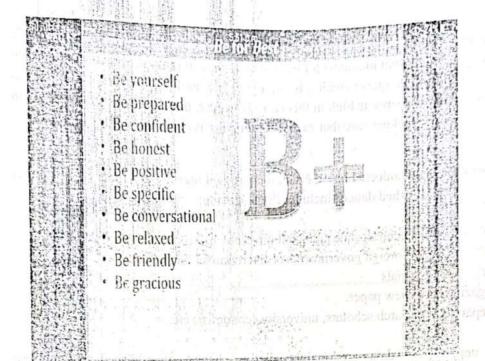
2) Students gain the ability to save money, distinguish between wants and needs, manage a budget, pay bills, purchase a home, pay for college,

Photos:

Participants (107) in selection villidadore-rou se different SADHANA OGALE Micky Gala Abhiject Palaspagar Abhishek Ghorade Aditi Shirgaonkar Akhil Mujawar Ankit Badode Anuja Pachpor



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- What are some of your strengths? and and sharing of
- AWhat are some of your weaknesses? In a half-part of oldering Tell us about your one major achievement. Special song alls
- Where do you see yourself in 5 years?
- What three things are most important to you in your job?
- In one word how would you describe yourself?
- Why do you want this job? -- which was
- Why do you want to join our company?
- Why should we hire you?

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- Scarves and stoles should be made of wool, cashmere, silk or a blend of these fabrics Some part of the scarf should match at least some colour in your outfit.
- Rings should be few and simple. If possible limit rings to a wedding/ engagement/ anniversary ring and avoid more than two Big sparklers are not appropriate at the office (unless part of engagement ring)
- Avoid garish nail polish.
- Yours footwear should be well polished. Never wear dirty or worn out shoes:

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	Sinhgad Technical Education Society's				
S.K.N. S1	NHGAD SCHOOL OF BUSINESS MANAGEMENT, PUNE				
REP	ORT FOR "GTT Training Module 1 Soft Skill Session "				
To the second se	"organized by CPC and SKNSSBM Placement				
Date :	9th January 2023 Monday to 13th January 2023 Friday				
Time:	02.00 pm to 04.00 pm				
Mode of Delivery:	Offline				
Venue:	SKNSSBM Seminar Hall				
Topic:	" GTT Training Module 1 Soft Skill Session "				
Guest Speaker :	Ms.Shalini Hathiramani ,Senior Trainer Global Talent Track (GTT)				
Contact no:	8208965447				
Email address:	Mrs.shali@yahoo.com				
Organizer:	Dr.Prachi Pargaonkar Director SKNSSBM				
CLASS:	MBA II students Batch 2022 – 2024				
PROGRAMME	Dr.Roza A Parashar				
FACULTY	Dr.Ram Kolhe				
COORDINATOR:	Ms.Akshada Kumbhar				

Central Placement Cell and S.K.N. Sinhgad School of Business Management, Pune had organized "GTT Training Module 1 Soft Skill Session " . Faculty coordinator Dr.Roza Parashar welcomed the guest and gave brief Introduction about guest. She also explained students the importance of the program and role of CPC to organizing this event for their final placements at the best organization. Following Points were discussed day wise by guest speaker Ms.Shalini

#### Day 1 Reflections/ Takeaways / Learnings:

Types of communication: Verbal, nonverbal communication were discussed

Verbal communication matters 8%

Nonverbal communication 92%

First Impression creates last impression

Body Language, Gestures, Postures -Smile, Eye contact, Hand shaking ,Hand movement while giving speech or talking, Formal Attire while formal meet and different occasion, Footwear is important

Public Speaking

Practice, Build your confidence, entertainment

Difference between Hearing & Listening

Two activities were conducted



i) Write and speak about embarrassing moment

If I would be an animal, which animal I would like to be and why? write in 5 minutes and speak about it

Students initiatively participated in both the activities and feedback was given by guest speaker to each students and then finally the audience

### Day 2 Reflections/ Takeaways / Learnings:

SWOT Analysis was discussed.

Keep working on our goals

Don't compare to others, Create USP Unique Selling Point

HARD WORK VS SMART WORK, Smart work takes lesser time.

Some principles were given by our Guest speaker Ms. Shalini to be followed

- 1) Just for today I will not worry
- 2) Just for today I will not angry the state of the state
- 3) Just for today I will be honest
- 4) Just for today I will count my blessings
- 5) Just for today I will give love and show respect to every other living being

### Day 2 Reflections/ Takeaways / Learnings: 4 Takeaways 4 Day 2 Reflections/ Takeaways / Learnings:

Meditation technique was practiced for focused learning and managing mind. Believe in

Interview skill:

- a) Telephonic Interview: Listen well ,Keep CV in front of you ,don't argue or ask any rude question or give rude answer
- b) Personal Interview: Updated Resume / CV, Covering letter, check all information about the company, formal wear, be in time/early

Basic Interview questions were discussed Some interview tips

- 1) Tell little bit about yourself
- 2) What is your biggest strength or weaknesses
- 3) Where do you see yourself in 5 years

Ans: Proving myself in this company moving from 1 Level to next level

4) Out of the other candidates why should we hire you

Ans: Explain the qualities you have like leadership or any other. With example like I can work under stress.

- 5) How did you learn about this opening
- 6) Why do you want this job
- 7) Tell me about the last time your co-workers or boss angry with you
- 8) Describe your dream job
- 9) Why you want to leave your current job

Ans: Say everything good about your previous company

10) Tell me the toughest decision you have taken in the last 6 months

11) Tell me how do you think people will describe you

12) What do you like to do outside the work

Ans: Extracurricular activities

## Day 4 Reflections / Takeaways / Learnings:

**Business etiquettes:** 

Remembering names, dressing well Smart /Professional, Greet everyone Don't complain, think before speaking Keep the surrounding clean in office and our own Do not make noises in the work place or when someone is talking Follow the dining etiquettes while going with the clients.

Resume writing: It is a one page.

CV is a detailed summarisation of your work it is about to 10 pages.

Name

Formal statement CSR Activity

Work experience. Skills

start from the last education. Hobbies

Education, Covering letter

Group Discussion:

Introducing the topic

Leadership skill

Confidence level

Listening skill

Body language

Do not deviate from topic

Summarizing is the way to grab the attention

#### Day 5 Reflections/ Takeaways / Learnings:

#### Conflict management

How to avoid conflicts in business scenario:

How to follow healthy Competition with competitors, win win situation

- 1) Never lead any problem unattended
- 2) Effective and transparent communication
- 3) Use of planners
- 4) Have a peaceful mind
- 5) modulate and motivate yourself

Group Discussion activity was conducted for all the students



Dr. Roza Parashar & Dr.Ram Kolhe coordinated the program. Overall the Program was successful and feedback received for session and Guest was excellent at end of session. Our student Kirti Baglane expressed vote of thanks for this session and thanked Director madam, GTT Trainer and Faculty members and students.

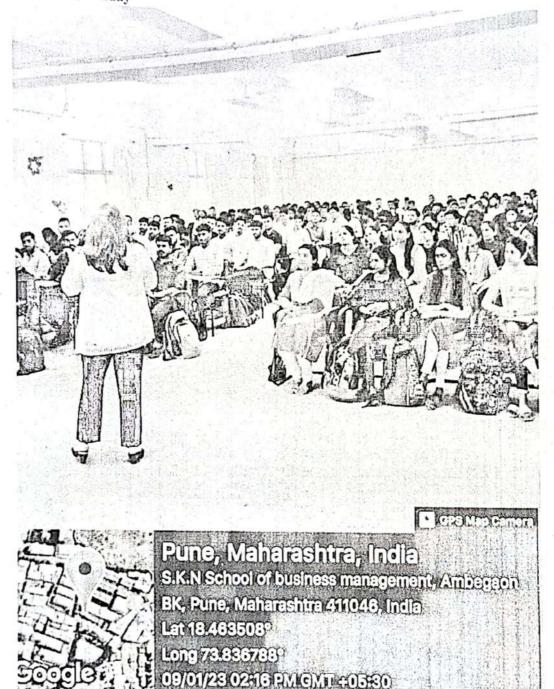
Student volunteer for the program were :Saurabh Chavan ,Shubham Shitole,Jayesh Chikate ,Yash Hazare,Dhruvraj Shinde,Hrushikesh Parmar, Ganesh Murhekar ,Rushikesh Jadhav

Director - SKNSSBM

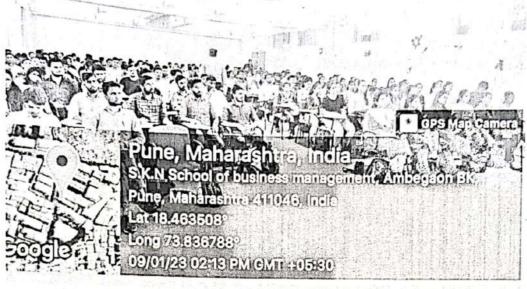


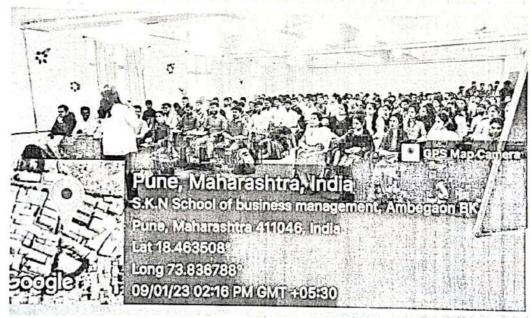
# Day 1 Photographs ,Attendance & Feedback

09/01/2023,Monday



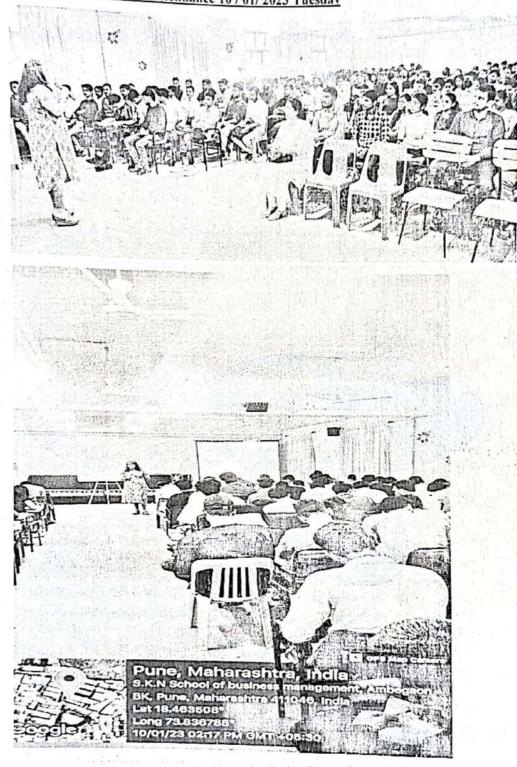








# Day 2 Photographs and Attendance 10 / 01/ 2023 Tuesday

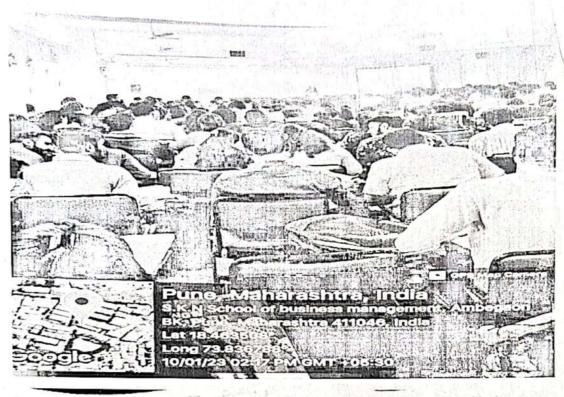






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Director S.K.N. Sinhgad School of Business Management S. No. 10/1, Ambegaon (Bk.), Pune - 411 041

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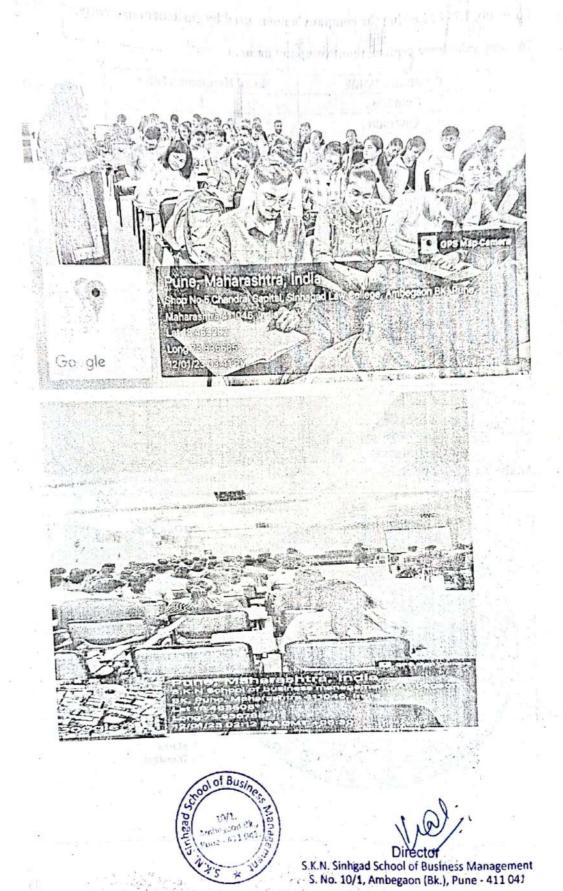


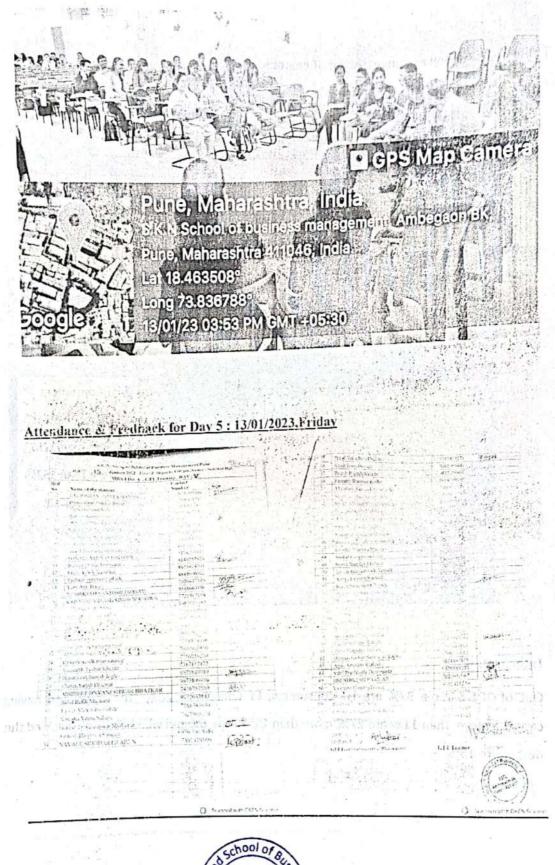
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#### Feedback from students regarding the session

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

# Student Feedback Form about session

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Sinhgad Technical	TES   Education Society's     BUSINESS MANAGEMENT, PUNE     22 <sup>nd</sup> December 2022
S.K.N. SINHGAD SCHOOL OF	22nd December 2022
Date:	11 am to 1pm Granding Business
Time:	11 am to 1pm  "Branding and Importance of reading Business  "Branding and Importance of Management  Mint for Management
Topic:	Newspaper Mint for Manager Students" & Hindustan Times Quiz
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Guest:	Mr. Mahesh Niwangude
PROGRAMME ORGANIZER:	Dr.Prachi Pargaonkar-Director 180 including students, Faculty members and
TOTAL NUMBER OF PARTICIPANTS:	staff
CLASS: be it reallos or pay hadron it was	MBA I students  Dr.Roza A Parashar Faculty Coordinator
PROGRAMME FACULTY COORDINATOR:	Dr.Roza A Tatasan

### Mr.Pranay Khaparde

He has been a business leader since 16 years with cross functional leadership stints across Banking, Telecom and Media with leading brands like Vodafone Idea Limited, Tata Teleservices, ICICI Bank and Bharti Airtel Limited.

Started his career with ICICI bank and He was National Account Manager with Vodafone Idea Limited before joining Hindustan Times as the Location Head.

As an adept business leader, he has a well-rounded skill set in Vendor Management and honed talents in Business Development. He is also recognized an expert in management and as a communicative collaborator.

Pranay is a Graduate in Computer Science and an MBA (Marketing and Finance) from Nagpur University. staining of west semering units called as sampang franc-

He is currently pursuing a Product Management course from Duke Corporate Education, US.

Also supports two startup's in there customer acquisition journey and is associated with an NGO who helps in generating financial aid for critical diseases for under privileged.

He keeps keen interest in Digital Marketing & Data Science and considers himself an eternal student.

Mr.Mahesh Nivangune is Assistant Manager with total 14 years of experience in Media Sakal DNA and 5 years in Hindustan Times

Contact no:9922537599





Dr.Prachi Pargaonkar welcomed and felicitated the guest. Students introduced the guest speaker and gave the introduction of the session Mr.Mahesh Niwangude conducted Hindustan Times Quiz which was scheduled for half an hour it was online quiz competition where 3 students were declared as winners and given certificates from Hindustan Times at the end of the session.

#### 3 Winners of the Quiz Competition

Winner Vishakha Bhere

1st runner up Gayatri Kokadwar and so of the world at yandohodism done and another all

2<sup>nd</sup> runner up Akash Mathakar

Details of Exam:

As you know Hindustan Times Pune will be conducting an online quiz today at 11 AM

tracticals as ed in the context of a research study and it explains why a perticular t

carried out. The manufactor unthedelection will immove the velicity of the furtheres.

All students need to access this link via their smartphones

The quiz will be of 30 mins

Total 60 questions, best sen abingrages of grandled ni is lored blands stay establed in the

Answering all questions is compulsory

No Negative marking

The link will get Live at exactly 11 AM and would be disabled at 11.30 AM

All participants are requested to submit their responses before 11.30 AM

The winner for HTQPL December 2022 will be declared post evaluation by Hindustan Times Team.

Topper from the college gets a certificate from Hindustan Times.

The link for the quiz is as below:

https://forms.gle/qiqJdNoT8Wkb7HXM9

Mr. Pranay Khaparde explained the need for authoritative, credible and timely news and analysis affecting business and finance, primarily in India, one of the fastest-growing economies in the

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

project. There are base till villaying of restarch-

world today. Sir also took small quiz by showing Brand logo where students had to identify the brand name. Later, he walked the students a series of slides that help them to identify the current scenario of Branding and Importance of reading Business Newspaper. Question and Answer session was conducted at end where students asked about Branding. The session was very interactive and ended with many students requesting for much more session. Dr.Roza Parashar expressed vote of thanks at the end of the session. Student Feedback was conducted at end which was positive learning's from the session.

Dr. Prachi Pargaonkar Director S.K.N. Sinhgad School of Business Managemen 5. No. 10/1, Ambegaon (Bk.), Pune - 411 041

### S.K.N. SINHGAD SCHOOL OF BUSINESS MANAGEMENT MBA 2022-24

Name of Guest Speaker: Mr. Pranay Rhaparde
Topic: Branding and Importance of reading Newspaper

Date: 22/12/2022 Time: 11 tolpm. Venue-Seminar Hall

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### S.K.N. SINHGAD SCHOOL OF BUSINESS MANAGEMENT MBA 2022-24

Name of Guest Speaker: Mr. Pranay Khaparde

Topic: Branding and Importance of reading Newspaper.

Date: 22/12/2022 Time: 11 to 1 Pm Venue-Seminar Hall

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### S.K.N. SINHGAD SCHOOL OF BUSINESS MANAGEMEN I MBA 2022-24

Name of Guest Speaker: Div- [ Mi: Prancy Ishaharde Topic: Branding and Impartance of reading Newspaper Date: 22/12/22

Time: (1 to 2 Venue-Seminar Hall

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#### S.K.N. SINHGAD SCHOOL OF BUSINESS MANAGEMENT MBA 2022-24

Name of Guest Speaker: Mr. Pronay Schafarde
Topic: Bronding and Impartance of reading Newspoker
Date: 22/12/2022

Time: II b 1 PM Venue-Seminar Hall

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#### S.K.N. SINHGAD SCHOOL OF BUSINESS MANAGEMENT MBA 2022-24

Name of Guest Speaker: Mi Pranay teh aharde
Topic: Branding and Imparlance of Reading
Date: 22-12-2022

Time: U to 1Pm Venue-Seminar Hall

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S.K.N. Sinhgad School of Business Management 5: No. 10/1, Ambegaon (Bk.), Pune - 411 041

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

#### Student Feedback Form about session

Name of the Guest Speaker: Mr. Prancy Kha Parole.

Date: 22 | 12 | 22.

Topic: Branding and importance of Reading.

Time: 11:00 - 1:05 Pm.

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

Parameter	1-Min	2	3	4	5-Max
Contents	77.00				
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Relevance to management studies				1 1/1	1

Name of Student (Optional): Yash, Jiotvale. MBA, SEM: 1

What did you learn from this session?

About Branding and how it can be monitized.



Director

S.K.N. Sinhgad School of Business Management S. No. 10/1, Ambegaon (8k.), Pune - 411 041

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

## Student Feedback Form about session

Name of the Guest Speaker: Mr. pranage Knee purede Time: 11 to 1 pm Topic: (Rate following parameters on a scale of 1 to 5 where 1 is minimum and 5 is maximum)

(Rate following para Parameter	1-Min	2	3	4	5-Max
Contents			197		17
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Relevance to management					"
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Name of Student (Optional):

What did you learn from this session?

Businner Newspaper importance meer Brunding



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

SINHOAD TECHNICAL EDUCATION SCOT

S. K. N. SINHGAD SCHOOL OF BUSINESS

Prof. M. N. Navale ME (End. ME Max. Epilode Provider) Dr. (Mrs.) Subst

Date: 12 12 2022

#### Notice

This is to inform all MBA students that the Guest Lecture has been arranged on 13th December 2022, at 2.00-3.00 pm.

Topic: Quantum Learning: Skills required for career enhancement

Resource Speaker: Sandcep Jethani (Founder at: Quantum Learnings, New Delhi)

Venue: Seminar Hall-1 (Ground Floor)

Attendance for this session is compulsory.

Dr. Prachi Pargaonkar

Director

SKNSSBM

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

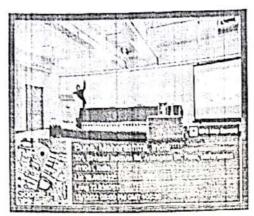
	Sinhgad Technical Education Society's
S.K.N. S	INTIGAD SCHOOL OF BUSINESS MANAGEMENT, PUNE
	REPORT of "Guest Session"
Date:	13 /12/2022
Time:	3.00 Pm to 4.00 pm
Mode of Delivery :	Offline
Venue:	SKNSSBM Semmar Hall
Topic':	Quantum Learning: Skills Required For Career Enhancement
Speaker :	Mr. Sandeep Jethani , Founder of Quantum Learnings , New Delhi
	A THE PARTY OF THE
Contact no:	9910732501
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Contact no: TOTAL NUMBER OF PARTICIPANTS: CLASS:	9910732501

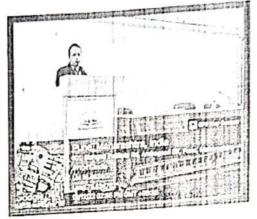
SKN Sinhgad School of Business Management, guest lecture committee organized a Guest Session of Mr. Sandeep Jethani, Founder of Quantum Learnings, New Delhi, on the topic of "Skills Required For Career Enhancement. In this session Mr. Sandeep Jethani gave brief information about Corporate Social Responsibility. Mr. Jethani Sir discussed about skill development programs. He highlighted Digital and Social Media Marketing. He also mentioned what are the requirements for career enhancement and how to prepare for it. All the students participated in the Guest Session with enthusiasm. Questions & Answers were carried out at the end of the session.

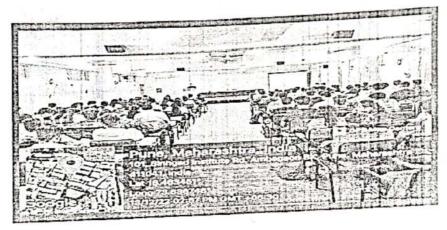
The program concluded with the Vote of thanks. Special thanks given to our Director Dr. Prachi Pargaonkar Madam for her continuous guidance and support.

S.K.N. Sinhgad School of Business Management S. No. 10/1, Ambegaon (Bk.), Pune - 41: 541









Guest session "Quantum Learning: Skills Required For Career Enhancement by Mr. Sandeep Jethani

Dr. Prachi Pargaonkar

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



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



MBA 2022-24

Name of Guest Speaker: M. Sandrep Telhani

Topic: Premiting I coming

Venue-Seminar Hall

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Director

S.K.N. Sinhgad School of Business Management

s. No. 10/1, Ambegaon (Bk.), Pune - 411 041 With Camscanner

# S.K.N. SINHGAD SCHOOL OF BUSINESS MANAGEMENT MBA 2022-24

Name of Guest Speaker - Standard Jedhani Took Guandum learning

Venue-Seminar Hall

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Director

S.K.N. Sinhgad School of Business Management

S. No. 10/1, Ambegaon (Bk.), Pune - 412 041

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MBA 2022-24

Name of Guest Speaker: Ma Schoolich Tellouni Tit

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Venue-Seminar Hall

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Sinhgad Technical Education Society

# S.K.N. Sinhgad School of Business Management, Pun-

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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 5. No. 10/1, Ambegaon (Bk.), Pune - 411 041

#### Sinhgad Technical Education Society's

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

#### Student Feedback Form about session

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Date: 13 -1 Time:

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Sinhgad Technical Education Society's

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

### Student Feedback Form about session

Name of the Guest Speaker: Soundeep Ictnon'

Topic: Industry relevant Program/ Skill

Date: 13/12/2022 Time: 2 to 3

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

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Name of Student (Optional): Vinaya Aphole. MBA, SEM: I

What did you learn from this session?

Need of skill, Corporate Social Responsibilly

S.K.N. Sinhgad School of Business Management S. No. 10/1, Amberson (Bk.), Pune - 411 04) Scanner With Camscanner

### Sinhgad Technical I Income Section 5 S.K.N. Sinligad School of Business Management, Pune

# Student Feedback Form about session

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S.K.N. Sinhgad School	of Business A	vianagen	ient, Pune
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a conter Sandeel	Jethani		Date: 13112122-

Name of the Guest Speaker: Sand

Topic: Quantum learning

Time: 2270

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Name of Student (Optional): Gail wad Aman MBA, SEM: 1.

What did you learn from this session?

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# SKN Singad School of Business Management,

## Ambegaon (Bk), Pune -411041

### KONA KONA SHIKSHA ABHIYAN PROGRAM

Academic Year

: 2022-23

Day and Date:

Orientation: Thursday 24/11/2022

Security market Session:

Thursday 8/12/2022 ( 2.00 p.m. to 5.00 p.m.)

Friday 9/12/2022 ( 10.00 a.m to 4.00 p.m.)

Saturday 10/12/2022 ( 10.00 a.m to 4.00 p.m.)

Friday 16/12/2022 ( 9.00 a.m to 1.30 p.m.)

Organising Unit / Agency / Collaborating agency: IQAC of SKN Sinhgad School of Business Management in association with NISM & Kotak Securities Ltd.

Number of Student Participants: 226

Teachers: 01

Title of the activity: KONA KONA SHIKSHA ABHIYAN

Objectives of the activity:

Financial Education for young citizens endeavors to impart participants with a better understanding of the securities and capital market. The program will also make them aware about the career opportunities available in Securities Markets

Nature of the Activity: Workshop

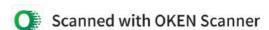
#### **Brief Report:**

Program	Orientation and Workshop of KONAKONA SHIKSHA ABHIYAN 10 Hrs. Program
Mode of Delivery	Offline
Venue	SKNSSBM Seminar Hall

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



Topic	KONA KONA SHIKSHA ABHIYAN Financial Education about Security Market
Speaker	Mr. Rohit Warman ,SEBI Smart Trainer
Contact no	9860201738
CLASS	MBA I (Batch 2022-24)
Programme faculty	Dr.Sadhana Ogale
	hat related information were discussed. KONA KONA SHIKSHA

Ten hours security Market related information were discussed. KONA KONA SHIKSHA ABHYAN was organized in association with NISM and KOTAK Securities Ltd. To create awareness about financial products among the students. This program was coordinated by Dr.Sadhana Ogale. This session delivered by Mr. Rohit Warman (Financial Analyst and Trainer (SEBI empaneled). Before starting the workshop orientation about workshop given by Mr. Rohit Warman. After orientation registration was collected from the students. This program was conducted in two batches. As per the norms prescribe by NISM & Kotak Securities Ltd. before starting the program pre-test and after completion of program post test was conducted. During the program practical applications were covered with the help of excel. Certificates was issued to the students who completed program successfully with pre-test and post-test. He covered topics such as Importance of Investment, Financial Investment Opportunities, Process & Pre-requisites to invest in Securities Markets, Investment in Primary Markets, Investing in Secondary Markets, Introduction to Mutual funds and ways to invest in them, Precautions while investing in Securities Markets, Career in Securities Markets with practical examples of Kotak securities

### Outcomes of the activity: -

- 1. Students are aware about different concept related to security market
- 2. Students had idea about how security market works, IPO, Mutual Funds etc.
- Calculation of Financial investment and feasibility.
- 4. Students gain knowledge about various certification of NISM

Problems if any: Some of the students registered but not attended actually. Some of the students given wrong mail id. Few students registered later due to absence in orientation session.

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Program Coordinator

Dr. Sadhana Ogale

Dr. Prachi Pargaonkar

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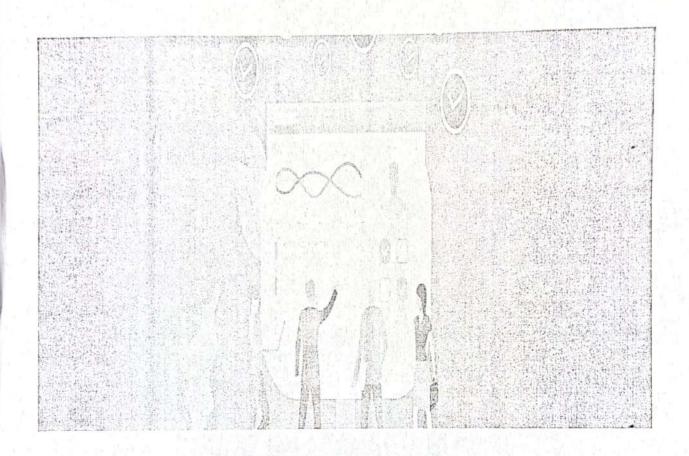
### Sinhgad Technical Education Society's

### SKN Sinhgad School of Business Management

(Approved by AICTE, Affiliated to Savitribai Phule Pune University & Accredited by NAAC)

### 4 Days Workshop on

### COMPETENCY MAPPING AND ASSESSMENT



Day and Dates-Thursday 17th November 2022

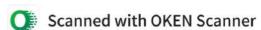
Friday 18th November 2022

Thursday 24<sup>th</sup> November 2022

Friday 25th November 2022

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Time:

Thursday 17th November 2022 (Time- 12.00pm to 6.00pm)

Friday 18th November 2022 (Time - 9.00 am to 1.00pm & 2.00pm to 6.00pm)

Thursday 24th November 2022(Time - 9.00 am to 1.00pm & 2.00pm to 6.00pm)

Friday 25th November 2022 (Time - 9.00 am to 1.00pm & 2.00pm to 6.00pm)

Total Hours: 30 hrs.

Venue: Seminar Hall,SKN Sinhgad School of Business Management

#### Introduction:

In order to remain competitive in the continuously changing business world, it is crucial to understand the competencies at various levels of the organisation to procure, retain, and develop talented employees. Competency mapping is the way of assessing and identifying the competencies of an organization and inculcating them into various processes of job evaluation, training, recruitment, and learning and development. It is one of the most accurate means of identifying individual behavioral and job-related competencies.

The skills required to execute a job depends on a number of factors, such as technical challenges involved in the task, technical and functional competencies required accomplishing the task, organizational structure, nature of processes and assigned activities, business nature, social culture, and behavior and attitude of the employee towards the job responsibilities. Competency mapping helps in aligning the skills required to perform activities productively with the individual skills and attributes.

#### Learning Objectives:

The course is designed to achieve following objectives:

- · To develop an understanding of Competency based HR practices
- · To equip participant with the technique of identifying and mapping competencies
- To understand process of competency mapping
- To learn art of developing competency model
- · To understand how to find out skill gap

PRACHI GIRISH GARLACHARA PARGAONKAR GARLACHARA PARGAONKAR GARLACHARA



#### **Learning Outcomes:**

On successful Completion of course participant will be able to:

- Plan Competency based study
- Identify and develop Competency dictionary
- Map competencies according to organization role, function and task
- Design Competency model

### Day 1 - Thursday 17th November 2022 (Time- 2.00 to 6.00pm)

- -Competency mapping and assessment- Conceptual Framework
- Competency Based Study
- -Techniques of identifying mapping competency
- -Using competency based approaches in different HR practices.
- -Demonstration of developed competency mapping model.
- Case study discussion
- -Shadowing of Interviewers

Day 2- Friday 18th November 2022 (Time - 9.00 am to 1.00pm & 2.00pm to 6.00pm)

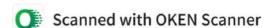
Actual implementation of developed model- Conduction of Attribution test and Interviews

Day 3- Thursday 24th November 2022(Time - 9.00 am to 1.00pm & 2.00pm to 6.00pm)

Actual implementation of developed model- Conduction of Attribution test and Interviews

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# Day 4 -Friday 25<sup>th</sup> November 2022 (Time – 9.00 am to 1.00pm & 2.00pm to 6.00pm)

Preparation of Competency Mapping Results

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Pedagogy Consist of following elements

- -Lecture
- -Cases
- -Exercises
- -Shadowing of Interviewers
- -Group work
- Interviews
- Experiential learning Excercises

#### Who can participate?

MBA-II students who have selected HR as major or minor specialization

Criteria for getting Certificate:

- -Attendance all the 4 days sessions and activities
- -Submission of Competency mapping results of assigned students

Faculty Coordinator-

Prof.Mayuri Yadav (9850511775)

Dr.Prachi Pargaonkar

Director SKNSSBM

PRACHI GIRISH PARGAONKAR

-



Name of the Student: Ankita Sunil Ghodeswar

Name of the Mentor: Prof. Kalpana Sayankar

Significant traits based on Attribution test: Communication skill, Time Management, Adaptability, Data Analysis & Analytics, Basic Domain Knowledge of HR.

Significant traits based on Interview: Communication Skill, Creativity and Problem Solving, Adaptability, Time Management, Analytical Skill, Decision Making Skill, Data Visualization.

Suggested specialisation: HR

Skill Gap (if any): Need to Improve Leadership Qualities

Conducted By Prof. Mayuri Yadav Conceptualized By Dr. Prachi Pargaonkar Director SKNSSBM

#### S.K.N Sinhgad School of Business Management Ambegaon (Bk) Pune Competency Mapping Result

Name of the Student: Abhinay Garud

Name of the Mentor: Prof. Kalpana Sayankar

Significant traits based on Attribution test: Leadership, Basic domain knowledge of Finance and OSCM.

Significant traits based on Interview: Communication skill, Data visualization, Analytical skill, Decision making skill and Affinity towards numbers

Suggested specialization: Finance

Skill Gap (if any): NA

Conducted By Prof. Mayuri Yadav Conceptualized By Dr. Prachi Pargaonkar Director SKNSSBM



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

Name of the Student: Bhavana Gharad

Name of the Mentor: Prof. Kalpana Sayankar

Significant traits based on Attribution test: High Emotional Stamina, Time Management, Data Analysis & Analytics, Analytical skill

Significant traits based on Interview: Communication Skills, Creativity and Problem-Solving, Leadership, High Emotional Stamina, Time Management, Analytical Skills, decision Making Skills, Data Visualization, affinity towards numbers.

Suggested specialization: Finance

Skill Gap (if any): Improve English Communication Skills

Conducted By Prof. Mayuri Yadav Conceptualized By Dr. Prachi Pargaonkar Director SKNSSBM

#### S.K.N Sinhgad School of Business Management Ambegaon (Bk) Pune Competency Mapping Result

Name of the Student: Deven Prabhudas Fulari

Name of the Mentor: Prof. Kalpana Sayankar

Significant traits based on Attribution test: Communication skill, Creativity and Problem-Solving, Adaptability, know how New Technology will Change the Market, Mathematical Aptitude

Significant traits based on Interview: Communication skill, Creativity and problem solving, Affinity towards numbers, Analytical skill, Data visualization

Suggested specialization: Finance

Skill Gap (if any): No any skill Gap observed

Conducted By Prof. Mayuri Yadav Conceptualized By Dr. Prachi Pargaonkar Director SKNSSBM



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

Name of the Student: Divya Gawande

Name of the Mentor: Prof. Kalpana Sayankar

Significant traits based on Attribution test: Mathematical Aptitude, General Knowledge of Finance.

Significant traits based on Interview: Adaptability, Communication Skill, Decision Making, Creativity & Problem Solving, Analytical Skill, High Emotional Stamina.

Suggested specialization: HR/ Finance

Conducted By Prof. Mayuri Yadav

Conceptualized By Dr. Prachi Pargaonkar Director SKNSSBM

### S.K.N Sinhgad School of Business Management Ambegaon (Bk) Pune Competency Mapping Result

Name of the Student: Siddhant Gaikwad

Name of the Mentor: Prof. Kalpana

Sayankar

Significant traits based on Attribution test: Creativity and Problem-Solving, Data Analysis & Analytics & SKNSSEM High Emotional Stamina.

Significant traits based on Interview: - Analytical Skill, Creativity & Problem Solving & Time Management.

Suggested specialization: Marketing

Skill Gap (if any): Leadership, Communication Skill & Decision Making.

Conducted By Prof. Mayuri Yadav

Conceptualized By Dr. Prachi Pargaonkar Director SKNSSBM



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

Name of the Student: Pratik Ektapure

Name of the Mentor: Prof. Kalpana Sayankar

Significant traits based on Attribution test: Creativity and Problem-Solving, Innovation, Data Analysis & Analytics.

Significant traits based on Interview: Creativity & Problem Solving, Adaptability & High Emotional Stamina.

Suggested specialization: Marketing

Skill Gap (if any): Communication Skill.

Conducted By Prof. Mayuri Yadav Conceptualized By Dr. Prachi Pargaonkar Director SKNSSBM

#### S.K.N Sinhgad School of Business Management Ambegaon (Bk) Pune Competency Mapping Result

Name of the Student: Saurabh Sanjay Gaikwad.

Name of the Mentor: Prof. Kalpana Sayankar

Significant traits based on Attribution test: Creativity and problem solving, Adaptability, Time management, Know how new technology will change the market, Statistical Analysis.

Significant traits based on Interview: Speaking ability, Creativity And Problem Solving, High emotional stamina, Analytical skill and Decision making skill.

Suggested specialization: OSCM.

Skill Gap (if any):

Conducted By Prof. Mayuri Yadav Conceptualized By Dr. Prachi Pargaonkar Director SKNSSBM



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

Name of the Student: Athary Gorde

Name of the Mentor: Prof. Kalpana Sayankar

Significant traits based on Attribution test: Communication Skill, Creativity and Problem-Solving, Adaptability, Time Management, Mathematical aptitude, Basic Knowledge of Finance.

Significant traits based on Interview: Communication Skill, Creativity and Problem-Solving, Adaptability, Time Management, Affinity towards numbers, Decision Making Skill, Data Visualization, Analytical Skill

Suggested specialization: Finance

Skill Gap (if any): No

Conducted By Prof. Mayuri Yadav

Conceptualized By Dr. Prachi Pargaonkar Director SKNSSBM

### S.K.N Sinhgad School of Business Management Ambegaon (Bk) Pune Competency Mapping Result

Name of the Student: Sandesh Ghanbahadur

Name of the Mentor: Prof. Kalpana Sayankar Significant traits based on Attribution Test: Creativity & Department, Problem Solving, Time Management, High Emotional Stamina, Data Analysis and Analytics, Statistical Analysis, Business Analysis Planning, Monitoring &

Significant traits based on Interview: Creativity & Problem Solving, Time Management, High Emotional Stamina, Data Analysis & Stamp; Data Analytics, Statistical Analysis,

Suggested specialization: Marketing/BA

Skill Gap (if any): Communication skill

Conducted By Prof. Mayuri Yadav

Conceptualized By Dr. Prachi Pargaonkar Director SKNSSBM



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

### Name of the Event: Grooming Session

Coordinator: Dr.Sadhana Ogale

Date: 28th Aug 2022

Grooming Session

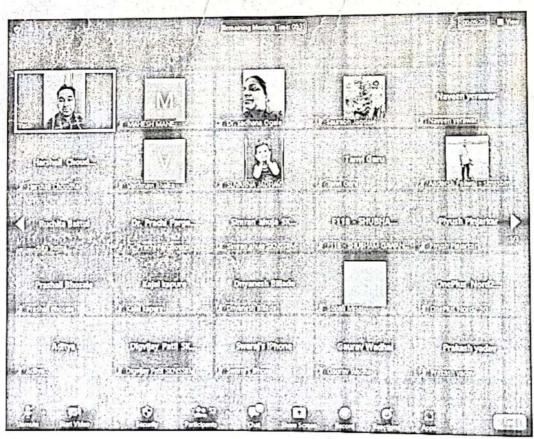
Speaker: Mr. Yashwardhan Vyas, Senior Tax Consultant at Delloitte

Time: 2.00 P.M. to 3.00 P.M.

Online platform: Zoom Meeting

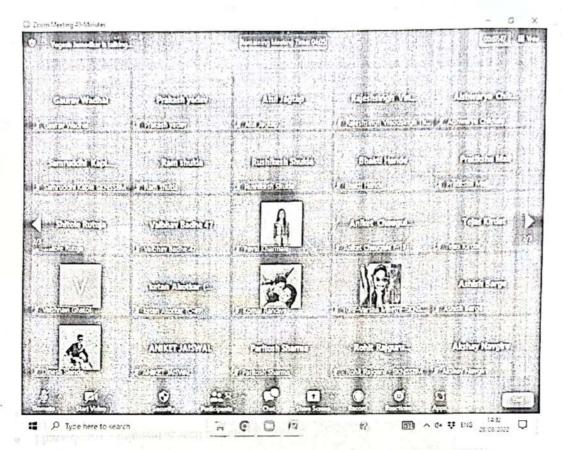
No. of participants: 52

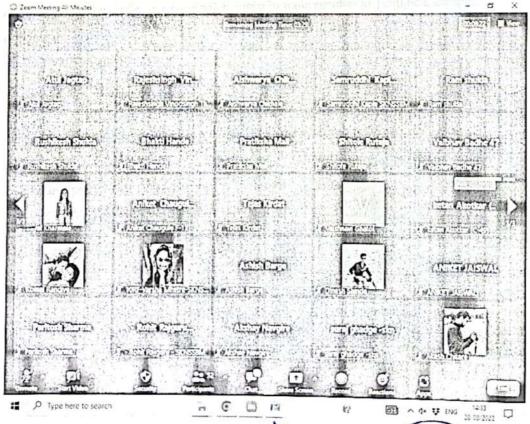
He guided studets about company selection process, 6 rounds in details and Do & Don't during the process.Basic interview questions asked in interview from Delloitte perspective.He enlightened the student's about interview process



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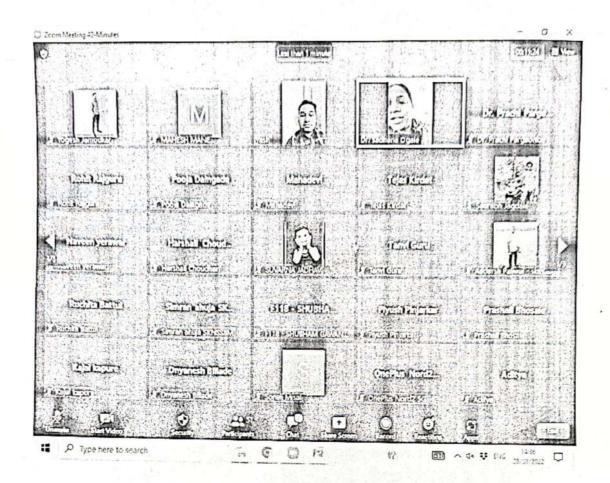




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sinhgad Sch



Dr. Prachi Pargaonkar

Director



# S.T.E.S.'s S.K.M. Sinhgad School Of Business Management



# **GUEST SESSION REPORT** AY 2021 - 23

Sinhgad Road, Ambegaon, Pune. Pin - 411041. (MS)

www.sinhgad.edu

S.K.N. Sinhgad School of Business Management S. No. 10/1, Ambegaon (Bk.), Pune - 411 043

Ambegson Bk



#### 1. Introduction

SKN SSBM aims at achieving superiority in Management Education with credit at a nationwide & global level. To achieve this, at SKN SSBM, stand committed to -

- Employ proficient faculty, further supported by exposing students to experienced speakers from industry and academics
- Make available admirable infrastructure & quality technological edge to students and faculty
- Promote industry, faculty & student interaction through ground-breaking joint projects with Industry & Government organisation
- Develop research & extension activities through organized research & developmental activities like Managerial Education & Executive Development Programs

SKN SSBM will always put its best foot forward to improve the facilities and conditions so as to be in sync with its primary objective.

### "Developing Talented Leadership"

In the process of achieving the above objective\s, SKN SSBM is organizing the lectures of experienced speakers from industry and academics to get realtime exposure to students with current market trends and technologies.

- 2. Title of Topic: Derivatives Market
- 3. Venue & Time:

Venue: Online - google meet

Date: 8th July, 2022 @ 10:00 to 10:45 am

#### 4. Speaker Details

Name: Dr. V Aditya Srinivas

BBA finance (dist). MBA finance(gold medal),Ph.D (economics) . MDP (IIM Ahmedabad), CWM, D.Litt (USA), ISO 9000 lead auditor

He has also presented 23 reasearch papers in National and International 200

and have published 35 research papers

S.K.N. Sinhgad School of Business Management

5. No. 10/1, Ambegaon (Bk.), Pune - 411 041

Ambeg3on 8k

### 5. Participants of Session: 80

### 6. Description of Session Conducted & Learning Outcome:

The Session was started with the welcome and introduction speech by MBA - I student, Miss Pooja Deshmukh. The Introduction speech elaborated extensively about the expertise of guest speaker about the derivative market. Then Guest Speaker Dr. V Aditya Srinivas took the charge of session and explained in detail about the following topics;

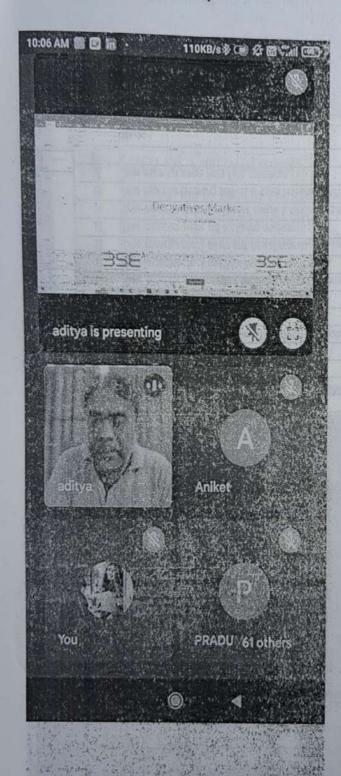
#### "derivative market"

- Derivatives
- History of derivatives
- History of derivatives in India
- Participants in derivatives market
- Hedgers
- Why do hedging done?
- Arbitrage
- · Features of future contract
- Margins- key to risk management
- Types of margin
- Risk management framework
- Working of future contract
- Options as investment tool
- Working on call option
- Working on put option
- Key aspects of derivatives market

TOTAL PRINCES

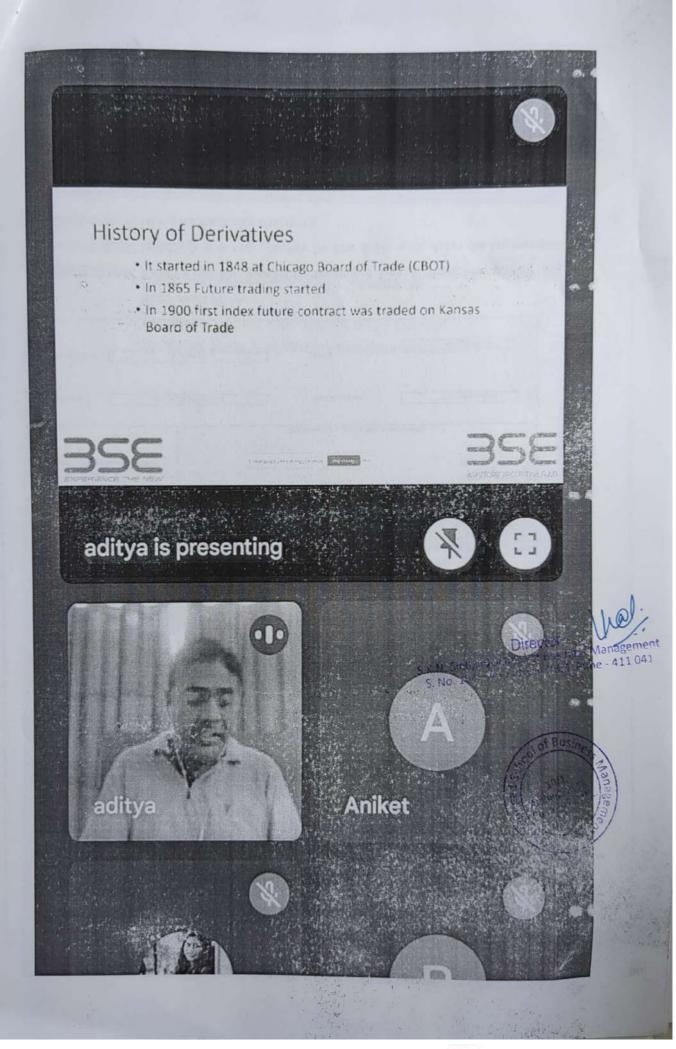
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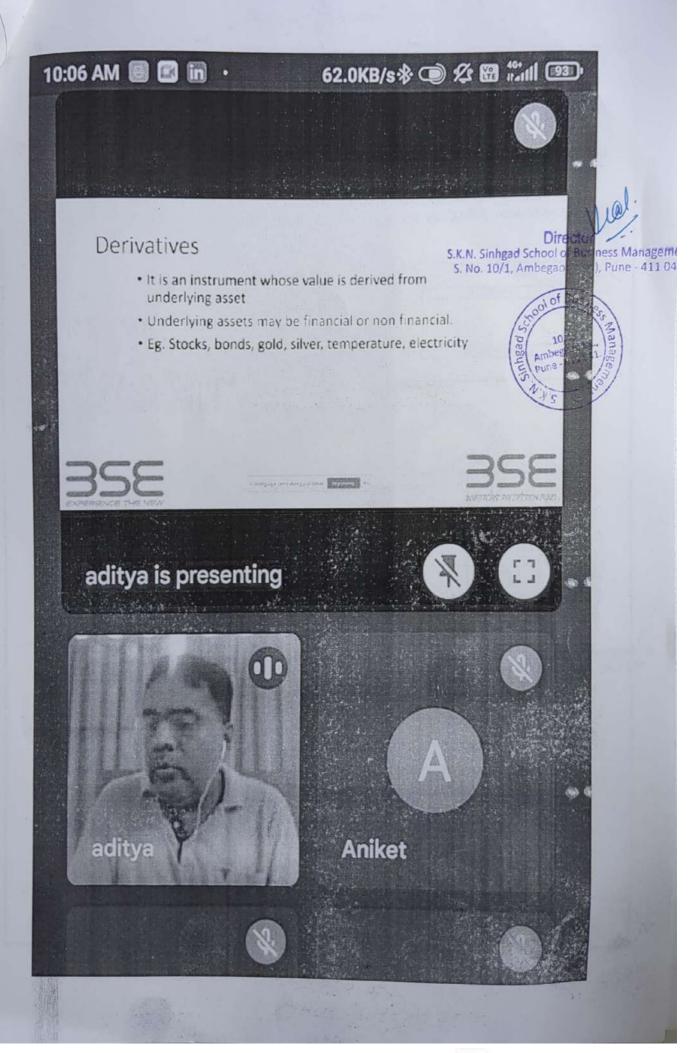
# 7. Snap of the participants

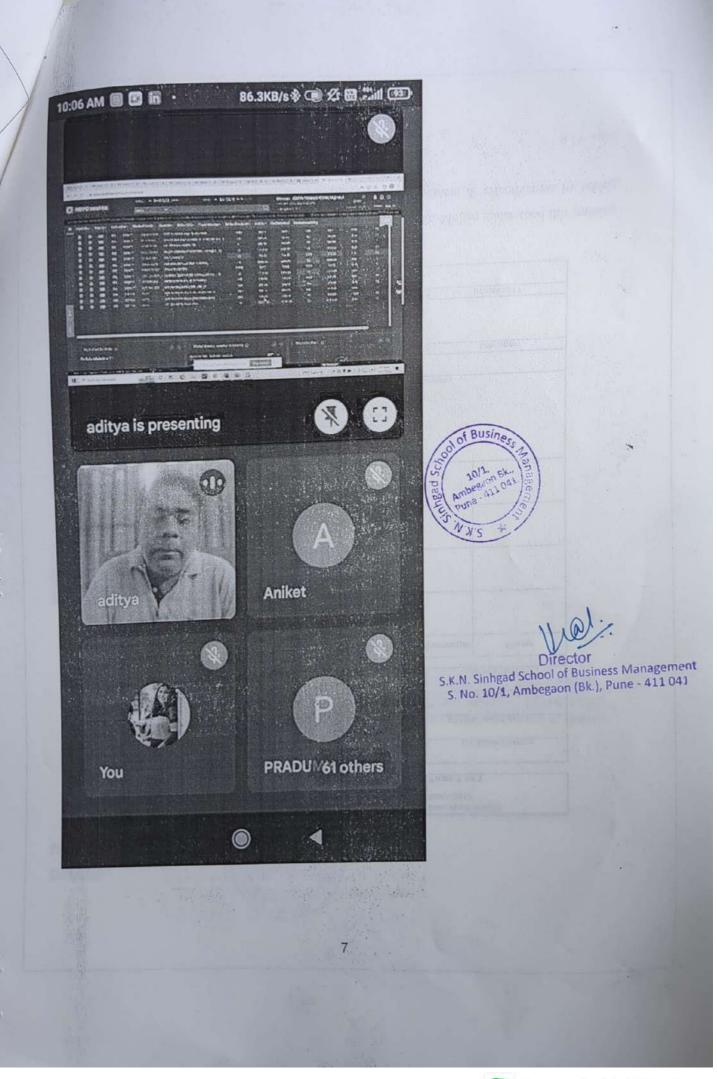


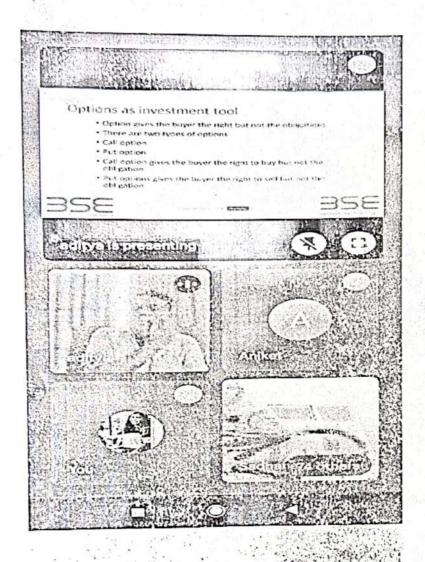


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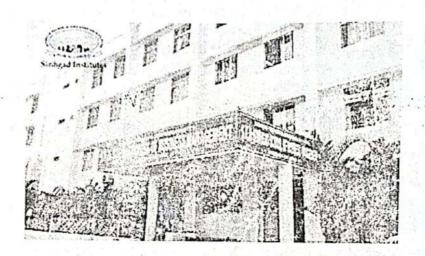
8. Vote of Thanks: The session was conducted in interactive manner and at the end question answer session was done where the guest speaker answered all the questions of participants. At last the session was concluded with vote of thanks from Miss Pooja Deshmukh.

Dr. Prachi Pargaonkar

Director



# S.T.E.S.'s S.K.N. Sinhgad School Of Business Management



# GUEST SESSION REPORT AY 2021 - 23

Sinhgad Road, Ambegaon, Pune. Pin-411041. (MS)

www.sinhgad.edu

Director

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

## 1. Introduction

SKN SSBM aims at achieving superiority in Management Education with credit at a nationwide & global level. To achieve this, at SKN SSBM, stand committed to –

- Employ proficient faculty, further supported by exposing students to experienced speakers from industry and academics
- · Make available admirable infrastructure & quality technological edge to students and faculty
- Promote industry, faculty & student interaction through ground-breaking joint projects with Industry & Government organisation
- Develop research & extension activities through organized research & developmental activities like Managerial Education & Executive Development Programs

SKN SSBM will always put its best foot forward to improve the facilities and conditions so as to be in sync with its primary objective.

## "Developing Talented Leadership"

In the process of achieving the above objective\s, SKN SSBM is organizing the lectures of experienced speakers from industry and academics to get realtime exposure to students with current market trends and technologies.

- 2. Title of Topic: crypto and NEFT
- 3. Venue & Time:

Venue: Online - google meet

Date: 7th July, 2022 @ 10:00 to 10:45 am

# 4. Speaker Details

Name: Dr. V Aditya Srinivas

BBA finance (dist), MBA finance(gold medal), Ph.D (economics), MDP (IIM Ahmedabad), CWM, D.Litt (USA), ISO 9000 lead auditor

He has also presented 23 reasearch papers in National and International conference

and have published 35 research papers.

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5. Participants of Session: 80

# 6. Description of Session Conducted & Learning Outcome:

The Session was started with the welcome and introduction speech by MBA – I student, Miss Pooja Deshmukh. The Introduction speech elaborated extensively about the expertise of guest speaker about the crypto and NFT. Then Guest Speaker Dr. V Aditya Srinivas took the charge of session and explained in detail about the following topics;

"Cryoto and NFT"

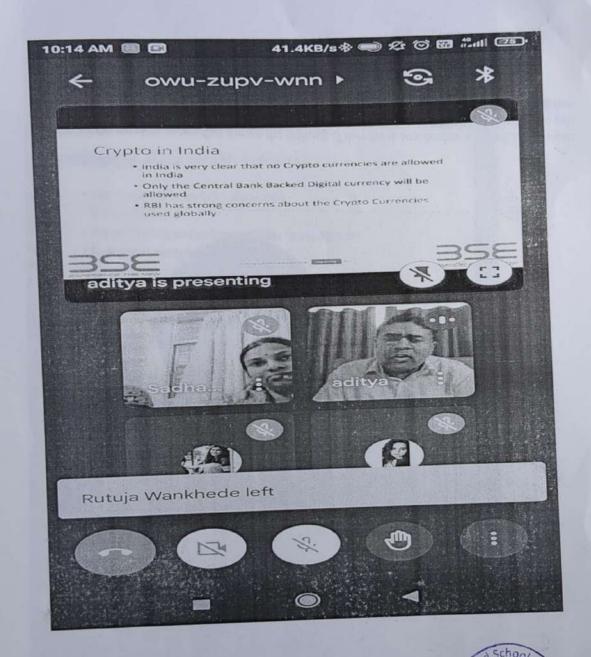
- Meaning of cryptocurrency
- Meaning in detail
- Historical framework
- Types of cryptocurrencies
- Highly volatile nature of crypto
- Crypto in India
- Budget 2022 Indian scenario
- Current Scenerio
- Concerns of SBI
- Risk in so called exchanges
- Exchange defaults then
- Global issues
- Non fungible token
- Indian scenario reagarding NFT



3

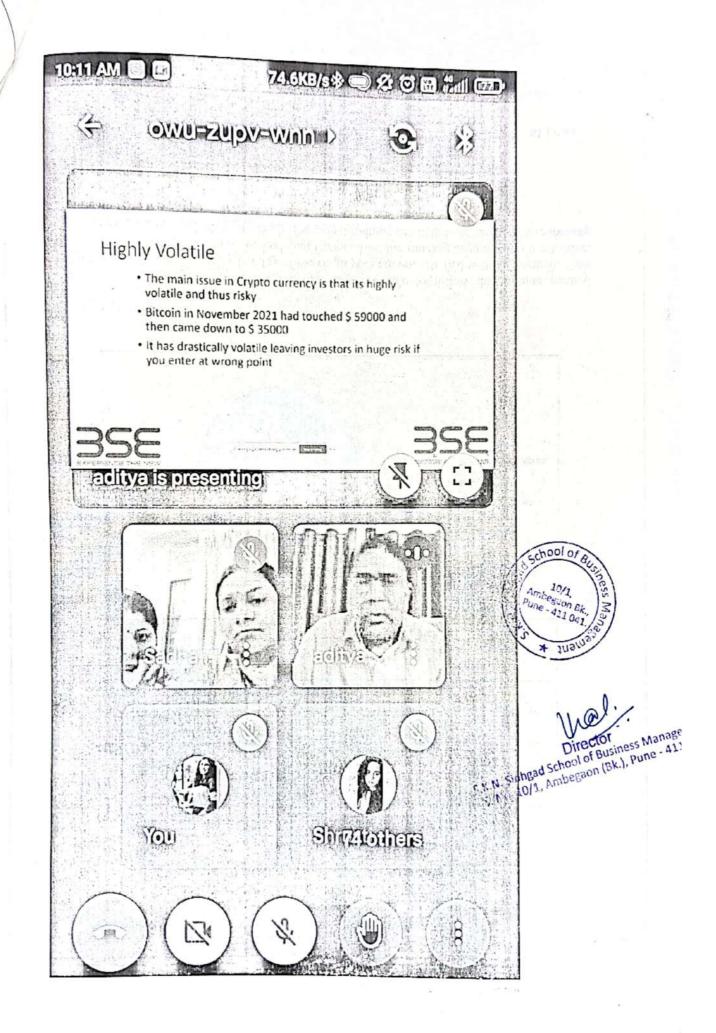
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## 7. Snaps of participants



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8. Vote of Thanks: The session was conducted in interactive manner and at the end question answer session was done where the guest speaker answered ail the questions of participants. At last the session was concluded with vote of thanks from Miss Pooja Deshmukh.

Dr. Prachi Pargaonkar Director



	Sinhgad Technical Education Society's
S.K.N. SI	NHGAD SCHOOL OF BUSINESS MANAGEMENT, PUNE
REPORT FOR "GTT Training -Soft Skills 5 Days Workshop"	
Duration :	4 Hours
Date:	4 <sup>th</sup> and 5 <sup>th</sup> July 2022 (4 <sup>th</sup> July to 8 <sup>th</sup> July 2022)
Time:	2.00 pm to 6.00 pm
Mode of Delivery :	Offline
Topic:	"GTT Soft Skill Training "
Guest Speaker :	Mr.Imran Shareef contact number:9822384742
The state of the s	Mr.Chinmay contact number:9960263675
TOTAL	4 <sup>th</sup> July,2022- 97 including Faculty members
NUMBER OF PARTICIPANTS:	5 <sup>th</sup> July,2022- 91 including Faculty members
CLASS:	MBA I students Batch (2021 – 2023)
PROGRAMME FACULTY COORDINATOR:	Dr.Roza A Parashar Student Training Program Co-ordinator, Dr. Ram Kolhe, Asst.Professor Niketa Patil, Asst. Prof. Mrunali Pathak

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



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

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

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

Ambegaon Bk., Pune - 411 041

Dr. Prachi Pargaonkar

Director - SKNSSBM

11-	Sinhgad Technical Education Society's
S.K.N. SINHO	GAD SCHOOL OF BUSINESS MANAGEMENT, PUNE
REPOR	T FOR "GTT Training Framework For Sinhgad "
Duration :	4 Hours
Date :	Day 3-(6th July 2022), day-4 (7th July 2022) & 8th July 2022
Time:	2.00 pm to 6.00 pm
Mode of Delivery :	Offline and Presentation
Venue:	SKNSSBM Seminar Hall
Topic:	"GTT Training Program "
Guest Speaker :	Mr. Imran Sharif & Mr. Chinmay, GTT trainers
TOTAL NUMBER OF PARTICIPANTS:	6 <sup>th</sup> July-2022-90 including Faculty Members 7 <sup>th</sup> July 2022-50 including Faculty Members
CLASS:	MBA I stadents Batch 2021 – 2023)
PROGRAMME FACULTY COORDINATOR:	Dr.Roza A Parashar Student Training Program coordinator, Asst. Prof. Mrunali Pathak, Asst. Prof.Dr.Ram Kolhe, Asst. Prof. Niketa Patil

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

- 1. LinkedIn
- 2. Grooming
- 3. Public Speaking
- 4. Confidence



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

- 5. Resume
- 6. Self-Awareness
- 7. Active Listening
- 8. Communication Skill (Verbal and Non-Verbal)
- 9. Extempore
- 10. Group Discussion
- 11. Personal Interview

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

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

School of Business Ambeegaon Bk.

Ambeegaon Bk.

Auto 411 041.

Dr. Prachi Pargaonkar

Director - SKNSSBM

#### Report

on

## Workshop of Negotiation Skills Through Dramatics

Day & Date: Saturday, 02/07/2022

Time:10.00 AM to 1:30 pm

Venue: STES SKNSSBM, Seminar Hall

Students Attendance: 150+

The workshop on "Negotiation Skills Through Dramatics" by Mr. Soham Dadarkar was jointly organized by NBNSSOMS, SKNSSBM, SKNCOE, and SCOE management institutes.

Ms. Shivani Kale and Ms. Ritu of SKNSSBM welcomed guest speaker Mr. Soham Dadarkar, & Dr. Prachi Pargaonkar, Director, SKNSSBM, Dr. Mamata Mishra, HoD. MBA Dept. SCOE, Dr. Sachin Wankhede, HoD MBA Dept., SKNCOE, Dr.Prakash Pise, Convener, MBA Dept. NBNSSOMS.

Dr. Prachi Pargaonkar, Director, SKNSSBM introduced guest speaker Mr. Soham Dadarkar and honored by offering sapling.

Then the interactive session was taken over by the guest speaker Mr. Soham Dadarkar. He explained how his journey started with a Tea(chai) stall story to become an entrepreneur.

Then he took an activity with students asking what comes to their mind after seeing the two words Human and Business than he conducted a Drama scene of Anuj and Nikita recently joined a company after MBA and asked Students to interpret.

He had given various tasks to students:

Finding the job title and role you are going to join the company. And suggested some phrases to keep in mind while joining the company are:

K - Knowledge (continues learning process)

S – Skills (can be developed)

B - Behavior

Homework: - Behavior of marketing professional

Director

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Mr. Soham Dadarkar created various negotiation situations through dramatics. These scenes were helpful to the audience about the adoption of negotiation skills required for a lifetime. The audience appreciated the acts, as it was real-time situations, and learned a lot and also audience understood various skills required to clinch/ fetch the complex business deals with various means. The audience echoed their appreciation/ feedback by offering a round of applause.

## Key pointers of the session for upcoming MBA graduates,

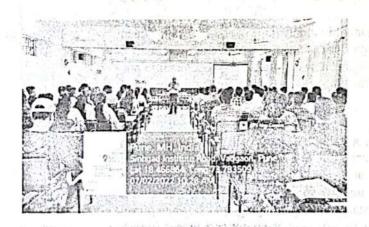
- Start developing relationships in the market, to create your market.
- Do your homework /research on stakeholders before going to the market.
- Build a context and show value in your product.
- Spend more time on problems & less on solutions.

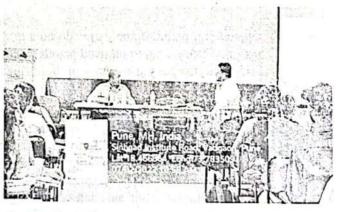
## His viewpoints:

I don't work for customers but I work with customers,

The more you learn the better you get.

Mr. Soham Dadarkar concluded his session by thanking all professors, students, and his team members.



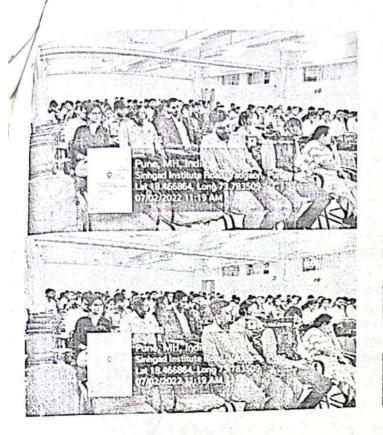




Director

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Director

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