

# STUDENT RESOURCE BOOK

AY 2018-2019



**Sandip Foundation's**  
**Sandip Institute of Technology & Research Centre**  
**Department of Management Studies (MBA)**

Approved by AICTE, New Delhi, Affiliated to Savitribai Phule Pune University, Pune &

Recognized by Govt. of Maharashtra

**NAAC Accredited 'A' Grade**



CGPA Score 3.11

**NBA Accredited UG Programs BE (Mech.Engg.) & BE (Comp.Engg.) for Three years from AY 2019-20**

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# STUDENT RESOURCE BOOK

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# STUDENT RESOURCE BOOK

## CONTENTS/INDEX

Sr. No	Particulars	Page No.
1	Personal Profile	1
2	About Sandip Foundation	2
3	Vision and Mission	3
4	Quality Policy	3
5	Our Objectives:	3
6	PEOs and POs	4
7	Board Of Advisers/ Governing Council	5
8	SITRC Campus	6-7
9	Department of Management Studies	8-9
10	Chairman's Message	10
11	Principal's Message	11
12	HOD's Message	12
13	Disciplinary Rules / Guidelines/Dress Code	13-14
14	Organization Structure	15
15	Faculty Details	16-17
16	Details of Guest Speakers	18-23
17	Industrial Visits	24
18	Administration Cell	25
19	Infrastructure & Facilities	26-31
20	Academic Vigilance	32-34
21	Scholarship for Meritorious students	35
22	Course Structure For Master's Degree Course In Business Administration	37-50
23	Cell, Committees, clubs and Activities Students Cultural Activities	51-56
24	Summer Internship Project/ Dissertation	57-58
25	Examination & Evaluation	59-61
26	Institutes Holidays/ Vacations	62
27	Activity Plan	63
28	Academic Calendar	63-64
29	Academic Time Table AY 2018-19	65-67
30	Glimpse of Department of Management Studies	68

## PERSONAL PROFILE

**Name:** \_\_\_\_\_

**Program:** \_\_\_\_\_ **Section:** \_\_\_\_\_

**Roll No:** \_\_\_\_\_ **ID Card No. :** \_\_\_\_\_

**Blood Group :** \_\_\_\_\_

**Student's Residential Address :** \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

**Student's Phone No** \_\_\_\_\_ **Mobile No** \_\_\_\_\_

**Student's E-mail ID** \_\_\_\_\_

**Father's Name** \_\_\_\_\_

**Phone No** \_\_\_\_\_ **Father's E-mail ID** \_\_\_\_\_

**Mother's Name:** \_\_\_\_\_ **Phone No.** \_\_\_\_\_

**Mother's E-mail ID:** \_\_\_\_\_

**Local Guardian's Address:** \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

**Local Guardian's Phone No.:** \_\_\_\_\_

**Local Guardian's E-mail ID:** \_\_\_\_\_

**Emergency Contact Person:** \_\_\_\_\_ **Phone No.:** \_\_\_\_\_

**Permanent Address:** \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

## About Sandip Foundation



Sandip Foundation has been primarily established to produce scientifically trained and dynamic human resources that can contribute particularly to Engineering, Management, Technology, Paramedical Science as well as Arts. With the excellent infra structural facilities and highly healthy academic environment, Sandip Foundation is geared to offer the world-class quality education that can bring about revolutionary changes in all walks of life.

To keep growing and branch off like a tree is the soul of Sandip Foundation. We started our Educational journey in 2008. Today we offer Post-Graduate Management Course in Business Administration with Specializations in Marketing Management (MKT), Financial Management (FIN), Information Technology Management (IT), Operations Management (OPE), Human Resources Management (HR), International Business Management (IB), Supply Chain Management (SCM), Rural & Agribusiness Management (RABM), Start-up & Small Business Management (SSB), and Technology Management (TM).

I am happy to say with confidence that we know what we wish.

### **VISION OF THE DEPARTMENT**

- To be a centre of distinction in management education contributing to the enhancement of learning and research

### **MISSION OF THE DEPARTMENT**

- To promulgate development of business acumen.
- To develop & strengthen strategic alliances with industry and academia to inculcate research.
- To produce industry ready and socially prudent professionals Entrepreneurs.

### **Quality Policy:**

- We at SITRC are committed to be a beacon in providing quality education and research in Engineering and Management as per the needs and expectations of students and global environment.
- This we shall achieve through continual improvement in teaching-learning process in our world class infrastructure.

### **Our Objectives:**

- To impart world class education in the world-class infrastructure for quality engineering education.
- To mold, shape, perfect and make the students competent by combining knowledge and skills and preparing them for many tasks and jobs challenged in life.
- To make the system value added in order to develop the students for conceptualization, application of ideas and communication skills.
- To speed up the technology acquisitions and technology diffusion to the industries.
- To familiarize the students with demanding challenges in the work place.
- To promote state to the first place in respect of size of pool of Scientific and Technological manpower in the India.
- To establish a strong identity to surpass others in the field of technical education.
- To churn out Industry ready requirements and help the industries to minimize the duration and



cost of training, in turn to produce cost effective products.

- To act as consultants to industries and business houses regularly through Industry - Institute interaction program.
- To achieve 100% placement to our students.
- To make this Institute a potential center for excellence and grow from strength to strength by breaking the existing records of achievements for industry, R&D and especially to the society needs.

### **Program Education Objectives (PEOs)**

PEO1: To adapt themselves to the changing needs to the management profession by upgrading their skills and knowledge.

PEO2: To solve real world problems ethically, thereby enhance value to the society.

PEO3: To establish themselves as successful managers.

PEO4: To become employment providers.

### **Program Outcomes (POs)**

**After successful completion of MBA program students will have**

PO1: To Comprehend and apply the principles & knowledge of management.

PO2: To apply managerial tools & techniques to solve the business & Social problems.

PO3: To identify & investigate multidimensional business issues using research based data and methods to appear at data driven decisions.

PO4: To effectively present & articulate ideas & views in globalized environment related to business world & society at large.

PO5: To unite & amalgamate under varied corporate hierarchical setting steer & lead themselves & others to achieve organizational goals.

PO6: To exhibit & demonstrate high ethical values & act with uprightness in cross-cultural & socio-Economic environment.

PO7: To recognize & grasp entrepreneurial opportunities for developing startups and expanding family businesses.

PO8: To apply management knowledge & acumen in dynamic business environment for sustainable Growth.

PO9: To work autonomously in changing business environment by acquiring and updating knowledge & competencies.

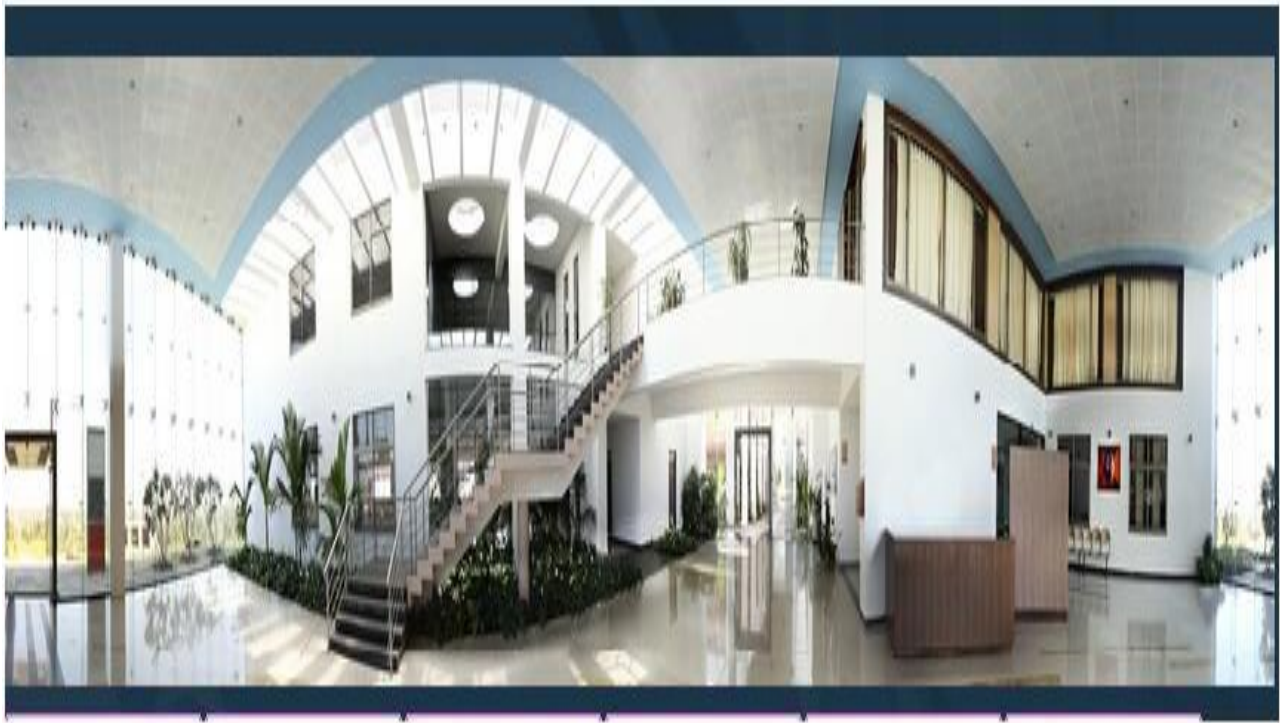
PO10: To approach business issues from global perspective and exhibit an appreciation of Cross

## Board of Advisers/ Governing Council:

<b>1</b>	<b>Chairman</b>	<b>Hon. Sandip Kumar Jha, Chairman Sandip Foundation</b>
<b>2</b>	Member	Mr. Jelvis Herniques
<b>3</b>	Member	Prof. Pramod Karole
<b>4</b>	Member	AICTE Nominee – Regional Officer (Ex-officio).
<b>5</b>	Member	Prof. (Dr.) S. N. Merchant – Professor, Department of Electrical Engineering, IITB, Powai
<b>6</b>	Member	University Nominee – Savitribai Phule Pune University
<b>7</b>	Member	Joint Director Technical Education, Regional Office, Nashik (State Government Nominee)
<b>8</b>	Member	Prof. (Dr.) Avinash G. Keskar, Professor, Department of Electronics & Comp. Science Former HOD & Dean(R&D), Visveswaraya National Institute of Technology, Nagpur
<b>9</b>	Member	Educationalist/Technologist/Industrialist from Region to be nominated by State Government
<b>10</b>	Member Secretary	Principal of the Institute
<b>11</b>	Member	Prof. Mohini Patil
<b>12</b>	Member	Prof. (Dr) Milind Patil
<b>13</b>	Member	Mr. Ashok Rajwade – Managing Director, Hardyspicer Ltd
<b>14</b>	Member	Mr. Arvind Mahapatra – Ex-CSI Chairman, Nashik Region
<b>15</b>	Member	Mr. Vivek Gogate – Chairman, Gogate Industries



## SITRC CAMPUS:





### **Arial View of Amphitheatre**

Sandip Institute of Technology & Research Center provides uncompromising quality infrastructure.

This commitment is reflected in the investment made by the institute in providing facilities to students in terms of laboratories, equipment, library, books, sports, transportation and everything it takes to create an excellent environment for learning.



### **Campus View**

On visiting the campus, one is struck by the aesthetic elegance of its buildings, spacious lawns, ubiquitous sports grounds and lush green environment so conducive for teaching-learning process. The campus boasts of in-house facilities like state of the art labs, spacious classrooms, and mess with hygienic food, college canteen, health care center, gym, squash, tennis etc to cater all necessities of the hostlers and the staff. With beautiful surrounding, about 12 km from the city of Nashik, on more than 250 acre campus SITRC an ambiance that stimulates intellectual thinking and academic.



## DEPARTMENT OF MANAGEMENT STUDIES:



**MBA –Class Room**



**MBA Computer Centre**

Established in 2009 as Department of Management, the department has successfully expanded in the terms of multiple parameters. In a very short period of time this program has become the choice of aspiring meritorious students across the India with its highly career oriented program Master of Business Administration (MBA).

The department has the objective to provide within India and abroad a steady stream of competent young manager with necessary knowledge skills values and attitudes to occupy positions of management and administration.

To develop the strong network and sharing of knowledge the students are working by coming together through their association SAMS. To impart the students with latest knowledge from the field of management and for their 360 degree development, the department has been working through the various cells such as personality development cell, cultural cell, Entrepreneurship development cell, III cell, Student Grievance Cell. Our alumni's are proving their excellence in the corporate world. Every year the count of companies are increasing like multinational as well as domestic visiting for campus recruitment to our department On/Off campus Interviews. At SITRC, besides ensuring the quality, we emphasize on providing conducive learning that stimulates intellectual thinking and academic achievement.

### **SPECIALIZATIONS OFFERED:**

1. Marketing Management (MKT)
2. Financial Management (FIN)
3. Human Resources Management (HR)
4. Operations Management (OPE)
5. International Business Management (IB)

To expose the students in corporate world department had organized industrial visits to various industries such as Mahindra & Mahindra Ltd, Reliable Group of Industries, Sharda Motors Visit to Finolex & Lokmat Goa, Parle Biscuits Pvt. Ltd. Gonde, Glenmark Pharmaceuticals etc.

Also expertise talks on latest topics such as Pachatantra & leadership, SAP, Personality development. Positive attitude towards the organization, ISO 2700:2005 Information Security Mgt. System, World Class Manufacturing, Performance Management systems, Corporate requirement from MBA fresher's etc. Students and faculties presented paper in various national, international journals.

## **Chairman's Message:**



### **Dr. Sandip Kumar Jha Chairman, Sandip Foundation**

Let us explore the New Horizons!

Sandip Foundation has been primarily established to produce scientifically trained and dynamic human resources that can contribute particularly to Engineering, Management, Technology, Paramedical Science as well as Arts.

With the excellent infra structural facilities and highly healthy academic environment, Sandip Foundation is geared up to offer the world-class quality education that can bring about revolutionary changes in all walks of life.

To keep growing and branch off like a tree is the soul of Sandip Foundation. We started our educational journey in 2008. Today we offer the diploma in Engineering in five branches. Our is to impart total engineering education with the umbrella approach. We also proposed to initiate advance education in disciplines like aeronautics, marine engineering and so on.

Spread over 150 pleasantly green campus surrounded by mystic mountains in the vicinity of trimbakeshwar, sandip foundation has audio-visually equipped classrooms, sophisticated labs and workshops, RFID in libraries, cafeteria, sports and gymnasium of international standards, well furnished girls' and boys' hostels and at the top of it all, Wi-Fi facility.

We have established tie-ups with reputed industries to encourage interaction between our engineers-in-the-making and the corporate world at large.

The teaching methodology adopted is all student-centered which aims at combining theoretical knowledge with practical application.

We offer opportunities to our young scientists on campus to explore new horizons of knowledge rather than read and reproduce from the traditional book.

I am happy to say with confidence that we know what we wish to achieve and are committed to strive for accomplishing our mission with our vision going beyond the stars!

Let us march together to the peak of excellence!

## **Principal's Message:**

**Dr. S.T. Gandhe**  
**Ph.D.(VNIT, Nagpur)**  
**Member IEEE, LMISTE,**  
**EXECOM Member-**  
**IEEE Bombay Section**



### **Dear Students,**

It is my privilege to warmly welcome you to this great institution dedicated to the cause of top-quality technical & managerial education with FACULTY AND FACILITY... SIMPLY WORLD CLASS!!!

The exemplary infrastructure excellent faculty and the exhilarating atmosphere in the campus will surely take you to enviable heights in your capabilities and achievements. The serene of campus along with well equipped Laboratories, modern classrooms, dedicated teachers -everything is for you .All depends on what you make out of it. We have an excellent combination of industry professionals and academicians as our faculty, who provide a holistic view of the different shades of engineering operations and management to our students.

In an era of stiff competition, success can only be achieved if one makes the right kind of endeavor at the right time and in the right direction.

We at SITRC inculcate value education and sculpt our students as good competitors in the corporate world.

Education is the process of brainstorming which is very important for human being. Students are our assets and we have a golden opportunity to educate them as well as socially aware for the betterment of society and nation as well.

We want you to be vibrant, active, enthusiastic, intelligent and imaginative.

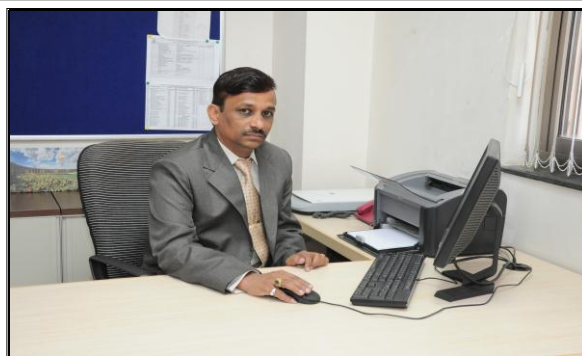
We expect you to come up with new thoughts, ideas and discoveries. We will give you power to dare, power to dream, wings to reach those dreams.....Let the SKY BE LIMIT!

I welcome you to prepare for this flight. Let us be determined to be guiding stars for the new generation.

**The promise of our dreams comes true  
When patient minds vital;  
Remember that the diamond once  
Was just a piece of coal?**



## **HOD's Message:**



**Dr. Rakesh Patil**  
**Ph.D, M.Phil, MCM, MCA**  
**Professor & HOD, Dept Of Management Studies**

I have immense pleasure and pride in introducing you to our bright and vibrant ninth batch of MBA i.e. WAVE-IX.

Sandip foundation's Sandip Institute of Technology and Research Center, Nashik, is surrounded by mystic mountains in the vicinity of Trimbkeshwar. As the country advances further into this century with the prospects of becoming a global superpower, we are sure the managers of tomorrow created by us today will lead the way.

At SITTRC, besides ensuring the quality, we emphasize on providing conducive learning environment that stimulates intellectual thinking and academic achievements. We strive to bring about closer interactions between industry and academia. The students are exposed to diverse and emerging fields of management through various activities like guest lectures, industrial visits, management games, workshops and seminars. These activities are aimed at creating a unique quality experience for the students, during their two years stay in the beautiful campus.

Final placements are a defining moment for the students. After two years of rigorous academic work they are all eager to join the world of business. The education and exposure that they had at SITRC coupled with their internships make them confident that they are adequately prepared to face the challenges of the corporate world. You and your organization would enable them to realize their potentials and fulfill their aspirations.

I am confident that our students will definitely contribute meaningfully in the growth and flourish of your organizations. I would like to invite your organization's participation in our Placements Program. I cordially invite you to Placements 2017 and also extend our commitment to engage in a long term mutually enriching relation with your revered organization.

I wish all the MBA Students the very best in their career and feel confident that they will make significant contributions to the industry in the course of their work.



## DISCIPLINARY RULES / GUIDELINES

To keep the serenity of the campus and in line with the values of our institutes, the institute expects students to observe the rules

### General

- Students are expected to maintain strict discipline and behave in a dignified manner within and outside classroom, workshop, library & laboratories and observe the rules prescribed from time to time. Students are also expected to show politeness in outfit and person. Any incidence reported or observed objectionable in conduct within or outside the Institute is liable for disciplinary action.
- It is compulsory for every student to be regular in his/her attendance and should record minimum 75% attendance in the theory and practical of each subject, which is compulsory.
- It is compulsory for every student to appear for Sessional Tests; Unit Tests and Preliminary Examination conducted by the College; Students who do not appear for these examinations shall not be allowed to appear for the University examination.
- Students should be liable to read the notices put up on the Notice Boards of the college. The college shall not accept any responsibility for the loss of any advantage by the student due to his failure to read the notice in time.
- The Class Representative of all the classes for Academic Year-will be nominated strictly on Merit Basis as per the rules of the Maharashtra State.
- Ragging of any student in any form and nature within or outside the Institute and hostel shall result in instant expulsion of guilty students from the Institute. Action as per Anti Raging Law of Maharashtra state will be applicable.
- Candidates found admitted on false or incorrect information shall be expelled from the Institute and the fees will be forfeited.
- Damage to the property of the Institute like tempering with fixtures, equipments, instruments, furniture, books, periodicals, wall paints, computers and machinery everything inside the campus, shall be viewed very seriously and might result in instant expulsion of the guilty student.
- Smoking, Drug addiction, Narcotics, Consumption of Alcoholic Drinks, Chewing Tobacco, Spitting, Writing on wall, and any other evil habits are strictly prohibited in the premises of the Institute and Hostel.
- The Principal reserves the right to remove his/her name from the roll call or full recovery of the damage who fail to pay the Institute, tuition or hostel dues in time.
- The Principal reserves the right to expel students who include himself or herself in Anti-National activities from the Institute without giving notice.
- Before the commencement of the examination he should pay all his dues and should complete his journals, Term Work and Drawing Sheets in the prescribed manner in the specified time.
- In all matters pertaining to discipline, directives of the Principal shall be binding and final.
- The Institute reserves the right to change amend add or cancel any of the rule(s) mentioned above without giving any reason or notice in advance.
- Combined undertaking in respect of ragging (available on college website) should be submitted on the day of admission to the administrative office.

## DRESS CODE

- In keeping with the academic atmosphere of the campus , sober & decent dressing is recommended
- All the student should comes in formal dress as per Corporate Norms.
- Sleeveless dress or jeans & T-shirt or wearing provocative / indecent dress is strictly prohibited.
- The students should display their Identity Cards in the institutes premises at all times.
- Security staff and The HOD / The Registrar may check the same at any time.

## CONDUCT IN THE CLASSROOM

- The student must be present in the class 5 minutes before the class starts.
- The maximum late coming by a student once in a while is maximum 5 min.
- The class door will close after 5minutes of start of the class and no student would be permitted inside the class after 5 minutes.
- Mobile phones are not to be used in the classes. These should be switched off in the classrooms, library, and computer lab and in the corridors.

## CONDUCT IN THE LIBRARY

- Absolute silence should be maintained in the library.
- The library books should not be left on the tables after using them. They must be put back in the respective place in the racks.

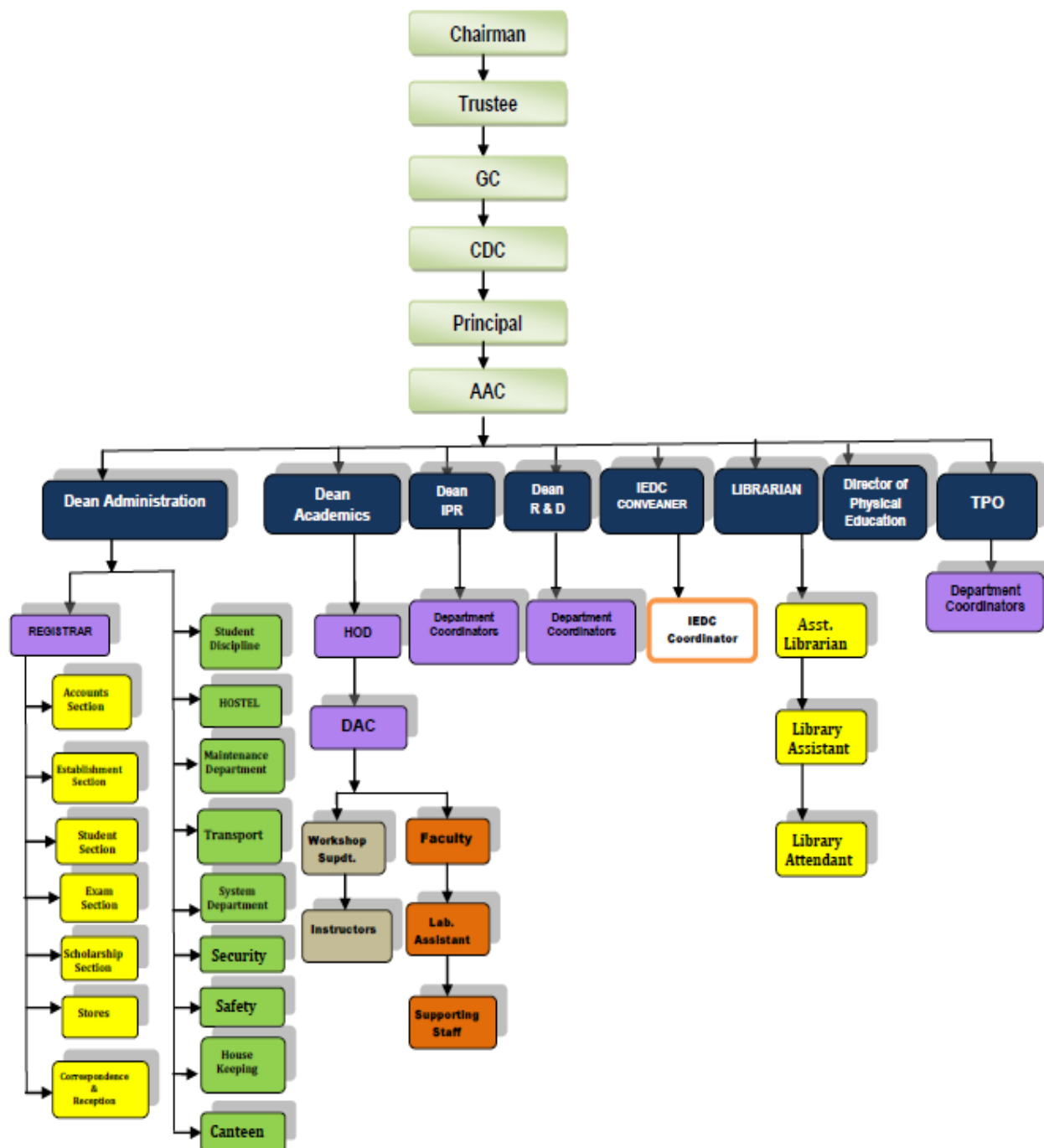
## CONDUCT IN THE CANTEEN

- Silence should be maintained in the canteen.
- The students should not quarrel / argue with the canteen staff. Complaint if any should be brought to the notice of the registrar.

## ANTI RAGGING COMMITTEE

- The anti ragging committee is headed by the Principal of S.I.T.R.C which will make sure that all the UGC guidelines will be followed to stop the ragging on/off campus. All the senior faculty members are also involved in this. As per **Section 23 read with Section 10 (b), (g), (p) and (q) of AICTE Act, 1987**, a student found guilty may result in to\_Suspension from Institute or cancellation of admission.( **Refer AICTE Act 1987**).

## Organization Structure



**Organogram of the Institute**

## **FACULTY DETAILS**

### **Programme-wise full time faculty details**



#### **Dr. Rakesh Patil**

Qualification : Ph.D.(Management), M.Phil, MCM, MCA  
Designation : Professor & HOD  
Area of Specialization : Management  
Contact nos. : 9545453206 /9422235320  
Email Id : Rakesh.patil@sitrc.org



#### **Prof. (Dr.) Prashant V. Patil**

Qualification : B.Com, MBA(Finance), GDC & A, Ph.D.(Banking and Finance)  
Designation : Asso. Professor  
Area of Specialization : Finance Management  
Contact nos. : 9970308680  
Email Id : prashant.patil@sitrc.org



#### **Dr. Leena P. Gore**

Qualification : Ph.D  
Designation : Asso. Professor  
Area of Specialization : Human Resource Management  
Contact nos. :  
Email Id : leena.gore@sitrc.org



#### **Prof. Sarika Patil**

Qualification : B.com, MPM, Ph. D(Pursuing)  
Designation : Asst. Professor  
Area of Specialization : Human Resource Management  
Contact nos. : 8007633888,9423699251  
Email Id : sarika.patil@sitrc.org



#### **Prof. Probhadan Patil**

Qualification : MBA(Finance), Ph. D(Pursuing)  
Designation : Asst. Professor  
Area of Specialization : Finance  
Contact nos. : 9923353962  
Email Id : prabhodan.patil@sitrc.org



#### **Prof. Rahul M. Mandale**

Qualification : MBA  
Designation : Asst. Professor  
Area of Specialization :  
Contact nos. :  
Email Id : Rahul.mandale@sitrc.org



**Prof . Jeevan B. Ahire**

Qualification : MBA(Marketing)  
Designation : Asst. Professor  
Area of Specialization :  
Contact nos. :  
Email Id : jeevan.ahire@sitrc.org



**Mr.Rajesh Patil**

Qualification : MCM  
Designation : Tech. Asst.  
Area of Specialization : Computer  
Contact nos. : 9552833190  
Email Id : [rajesh.patil@sitrc.org](mailto:rajesh.patil@sitrc.org)



## Visiting Faculties Details

Sr. No	Name of faculty	Qualification	Organization and Role	Experience (years)		
		(along with the area of specialization and institute name)		Teaching	Industry	Total
1	Mr.Shrikant Mokashi	M.Sc., MMS	ICFAI-Head	10	31	41Yrs
2	Dr.Pradip Joshi	B.Tech, M.Tech, Ph.D	Consultant	22	7	29 yrs
3	Mr.Ramesh Pathak	MBA Ph.D	Consultant	18	7	25Yrs
4	Mr.V.A.Upadhye	B.Sc., BE	John Dere-Consultant	06	38	41 yrs
5	Mr.Suyog Tikekar	C.A., M.Com	Govilkar and Associates-Partner	10	7	10 yrs
6	Mr.Keshav Limaye	MDBA, B.Sc. Phy.	Six Sigma Consultant	14	16	30 yrs
7	Mr.Chetan Chitre	MA (Economics)	Visiting Faculty at various institutes	10	12	14 yrs
8	Prof. Ashoo Khan	MA (English) MA (Physiology)MBA	Trainer and Consultant	5	22	22yrs
9	Prof.Manisha Bhamare	MA (English)	Trainer	5	5	10yr
10	Prof. Vidya Pingle	MA(German) MPhil,M.Com	German Language instructor	10	10	15Yr
11	Prof. Jayraj Zaveri	MBA Finance	Trainer and Consultant	05	2	07yr
12	Prof Milind Gore	MBA(SYS-COM-Mumbai), Inter C.A-Group (I) Accounting, B.com.(Accounting)	Trainer and Consultant	15	20	35

Adjunct Faculty details.

Sr. No	Name of faculty	Qualification	Organization and Role	Experience (years)		
		(along with the area of specialization and institute name)		Teaching	Industry	Total
1	Dr Rajeev Singh	M.Com,Ph.D	Director,Vishwa karma Institute of technology and Management	21	3	24
2	Dr Sunil Dhole	MBA ,M.Phill,Ph.D	Director	22	2	24
3	Dr S Jhadav	MMS,MBA ,Ph.D	Director, Pirens-Ahmednagar	26	0	26



## **DETAILS OF GUEST SPEAKERS**

### **Details of guest speakers-(2013-2014)**

<b>Sr. No.</b>	<b>Guest Speaker</b>	<b>Organization and Designation</b>	<b>Topic of Discussion</b>	<b>Year</b>
<b>1.</b>	Mr. Ragnath Medge	"Dabbawala"	Quality Mgt, Six sigma Team Building	2013-14
<b>2.</b>	Rajeev Kapoor	Ex Faculty IIM Indoor	Mgt A Science of interpretation and analysis for critical business decision making	2013-14
<b>3.</b>	Mr. vivek Sinare	Sr. Manager, BVG India Pvt Ltd	Opportunities and resources with respect of National and international markets	2013-14
<b>4.</b>	Saurabh Khati	Manager, Money Bee Institute Nagpur	Budget Analysis	2013-14
<b>5.</b>	Ravindra Gavli	Amruwahini Institute of Mgt and business Admin	Case Study Method	2013-14
<b>6.</b>	Shelish Sandel	Manager, Money Bee Institute Nagpur	Investment Awareness	2013-14
<b>7.</b>	Ajit Thakur	Sr. Manager and Trainer, Reliable Group of companies	Importance e of Six sigma tools	2013-14
<b>8.</b>	Mr. John	MIT BOSTON	Global aspect of MBA education	2013-14
<b>9.</b>	Ganesh Pitale	AVP Simens India Ltd	Various Acts related to HR	2013-14
<b>10.</b>	Dr. Makarand Rege	Director, Learning Academy Mumbai	Performance and talent Mgt	2013-14
<b>11.</b>	Girish Koshti		Career Opportunities after MBA	2013-14
<b>12.</b>	Pamod Puranik	Mutual Fund Consultant	"Interim Budget Analysis"	2013-14
<b>13.</b>	Dr. Ashutosh Raravikar	RBI Advisor	"Interim Budget Analysis"	2013-14
<b>14.</b>	Chandrasheker Tilak	Executive Vice President NSDL	"Interim Budget Analysis"	2013-14
<b>15.</b>	PAsad Jain	Sr. Manager M & M	Compensation Management in HR	2013-14

## B. Details of guest speakers-(2014-15)

Sr. No.	Guest Speaker	Organization and Designation	Topic of Discussion	Year
1	Mr. Sunil Chaudhari) Mr. Surjeet Singh Bal	Innova Rubber,Nashik	Induction Program _2014 MBA-I Student	2014-2015
2	Mr. praksah Vasekar	Delhpi computech centre pune	SAP AWERNESS PROGRAM	2014-2015
3	Mr. Dhananjay Bele Mr.Sunil Chandak, Mr. Kiran Mohite Mr. Ravindra Zope Mr. Sarang Wankhede Mr. Hemant Patil	Ex-President, NIMA Founder Director, Udyogvardhani Director, Shree Ganesha Industrial Control,Nashik	Entrepreneurship Awareness Camp from	2014-2015
4	Mr. Vikas Naik	CEO, Sharda Enterprises, Nasik	Recent Trends in Computer Crime: Challenges & Solutions”	2014-2015
5	Mr. Pranesh Chitre Miss. Pooja Sanghavi	Manager – Business Development HR – Manager ( <b>Spire Tanks and Vessels Pvt. Ltd</b> )	Buma Con-Expo Exhibition Selection	2014-2015
6	Mr. Hemant Rathi	Rambandhu Masalewale	Career Opportunities after MBA	2014-2015
7	Dr. O.G.Kulkarni	Scientist, Mentor, Advisor, and Technology Provider & Consulting Engineer	Intellectual Property right	2014-2015
8	Dr. Vinayak Govilkar	Renowned Economist	Understanding and analyzing Indian Budget	2014-2015
9	Mrs. Neha Khare		(Udyojagata Jagar) Entrepreneurship as well as Personality Development	2014-2015
10	Mr.Pushkar Kelkar	Regional Sales Manager, Higher Education Harvard Business Publishing (HBPS)	Learning Practices at Harvard Busniess School	2014-2015

### C. Details of guest speakers- (2015-16)

Sr. no.	Guest Speaker	Organization and Designation	Topic of Discussion	Year
1	Shashi Agarwal	Chief Executive Financial Advisor	Importance of Life Insurance	August 2015
2	Mr. Priyadarshan Joshi	Manager Training	Importance of Life Insurance	2015-2016
3	Mr Abhishekh Somani	CFP	Financial Wellness Enhancement	2015-2016
4	Dr Medha Shykhedkar	Head of Academics at NBT Law College & CDA. Location: Nasik,	Human Rights	2015-2016
5	Mr Makrand Fedge	(CA)	Tax Awareness	2015-2016
6	Mr Manish Gupta	SPSS, South Asian Pvt. Ltd	Why an MBA needs to master Analytics	2015-2016
7	Mr.Subramaniam	SPSS, South Asian Pvt. Ltd	Why an MBA needs to master Analytics	2015-2016
8	Mrs Mohini Modak	Director ,Web Master key	Digital Marketing	2015-2016
9	Mr Subhash Gore	Director ,Web Master key	Digital Marketing	2015-2016
10	Ms Anjana Singh	University of Strathclyde, UK	How to Write a Research Paper	2015-2016
11	Dr S T Gandhe	Principal ,SITRC)	How to Write a Research Paper	2015-2016
12	Dr Jayshree Bhalerao	Research Coordinator , MGV IOM	How to Write a Research Paper	2015-2016
13	Mr Milind Gore	Head, HR, Thyssenkrupp	How to Write a Research Paper	2015-2016
14	Dr Medha Sykhedkar	Head of Academics at NBT Law College & CDA. Location: Nasik,	Personality Development	2015-2016
15	Ms. Sharayu Mahale	Stern School of Business, New York, US	Personal Branding"	2015-2016

**D. Details of guest speakers- (2016-17)**

Sr. no.	Guest Speaker	Organization and Designation	Topic of Discussion	Year
1	Nagrajan S	ACCORD Fintech Pvt. Ltd. Mumbai, Asst Vice President	SPSS Software Application	2016-2017
2	D S Deshmukh	Delta Finotech Pvt Ltd. Nashik	Guest Lecture on Entrepreneurship Today & Tomorrow	2016-2017
3	CA Darshn Lodha	Owner Darsh Financials, Director	Guest Lecture on "Individual Financial Planning	2016-2017
4	Sarah Nehrling	Co-ordinator DISHA International Foundation Trust Aurangabad	Building Empowering Environment for Youth Employability	2016-2017
5	Tushar Jagtap	Money Management System	Capital Markets & Derivatives	2016-2017
6	Vikas Naik	Sharda Enterprises, Nashik	Guest Lecture on "IT Act 2000"	2016-2017
7	Ashok Sindkar	Free lancer Trainer	Advance Excel Workshop	2016-2017
8	Amol kadam	LionKing Media	Guest Lecture on Digital Marketing	2016-2017
9	Sudhir Patil	BonoBuddy Education Media Pvt. Ltd.	Guest Lecture on Digital Marketing	2016-2017
10	Rajeev Deshpande	E-4 India	MBA Inter Collegiate Summer Trainee Award	2016-2017
11	Ashok Mehara & Swati Mehara	Free Lancer Trainer	What to expect when working overseas & increasing employability	2016-2017
12	Faizan Mukadaam	Dynasights, Nashik	Service Marketing	2016-2017
13	Charudatta Ganorkar	Money Management System	Home Loans & Interest Rates	2016-2017
14	Dr Medha Sykhedkar	Head of Academics at NBT Law College & CDA. Location: Nasik,	Personality Development	2016-2017
15	Sanjay Jerath	Sandip University, Nashik	Marketing to a high end consumers using the luxury brand strategy	2016-2017
16	Chandrashekher Tilak	NSDL, Mumbai	Union Budget Analysis	2016-2017
17	Dr Medha Sykhedkar	Head of Academics at NBT Law College & CDA. Location: Nasik,	Placement Interview and Grooming"	2016-2017

## **INDUSTRIAL VISITS**

- Mahindra and Mahindra
- Reliable Group of Industries
- Sharda Motors
- Finolex and Lokmat Goa
- Parle Biscuits Pvt. Ltd.
- Glenmark Pharmaceuticals
- BCL Forgings
- Schnider India Ltd.
- Zylog Plasstalloys Pvt. Ltd.
- ABB Ltd.
- ThyseenKrupp Ltd.
- Samsonite
- Khadi Gramoudyog
- Chshew Industry Dapoli
- Food Processing Industry Harne Bander Konkan
- Samarth Cashew co-operative Pvt. Ltd. Tal-Walne Dis Dapoli Ratnagiri.
- BSE Dalal Street Mumbai
- SKODA Auto India Pvt. Ltd . Aurangabad
- Next Furniture Pvt. Ltd Aurangabad
- Samsonite South Asia Pvt Ltd. Gonde
- Art Rubber Pvt. Ltd. Ambad
- BSE Dalal Street Mumbai
- Whirlpool Of India Limited, Ranjangaon MIDC, Pune

## ADMINISTRATION CELL:-



**Mrs. Aruna Ashok Aher**

Qualification : M. com, LLB, CS  
Designation : Registrar  
Area of Specialization : -  
Contact nos. : 9545453218  
Email Id : registrar@sitrc.org



**Mr. Ahire Sanjay Pandit**

Qualification : BA  
Designation : O.S.  
Contact nos. : 9623192399  
Email Id : sanjay.ahire@sitrc.org



**Mr. Nikam Sanjay Ramdas**

Qualification : BA  
Designation : Head Clerk  
Contact nos. : 9921838911  
Email Id : sanjay.nikam@sitrc.org



**Mr. Deshmukh Kiran Vasantrao**

Qualification : MA  
Designation : Sr. Clerk  
Contact nos. : 9545455131  
Email Id : Kiran.dehsmukh@sitrc.org



## INFRASTRUCTURE , FACILITIES & LIBRARY



A Library is well stocked with more than 3604 books. The books are arranged as per DDC classification and the racks also indicate the subject of the books stocked in the. The Library follows “open access system”, whereby students are allowed to choose the book they want. Books are divided into sections namely

- Reference Section- These books are for reading in the library only and cannot be issued.
- Issue Section – These books are issued for home reading for 7 days at a time.



## FACILITIES:

- Library automation with RFID Technology
- Spacious Reading Room
- More than 50 National Journals /Magazines/Periodicals
- More than 20 International Journals/Magazines/Periodicals
- Reprographic Facility
- E-Library
- Reference Section
- Departmental Library facilities.
- Membership with IIT Mumbai and IIT Delhi.

To take optimum advantage of the library, it is advised to follow the guidelines and rules given below:

- I card is compulsory in library. Students are not allowed in library without I cards.
- Students should have to return the books within seven days of can renew/Extend books for seven days.
- Periodicals/ journals will not issued for home reading.
- Books from reference section will not issued to any Students.
- If anyone fails to return the books within the specified date, the Student will have to pay fine 1 Rs. Per day.
- Bags/Files/folders are not allowed in Stacking and Reference section.
- Pen Drives, Hard Disc, etc External memory Devices and equipments are not allowed in E-library section.
- Discussion is not allowed in library.
- Eatable forbidden in Library.

## HOSTEL:

Hostel complex will be provided within the campus Independent building is provided for boys and girl students. The entire hostel premises have beautiful gardens. Each hostel has resident rector to monitor and to maintain the discipline. Hostel rooms are well furnished, airy and clean

## FACILITIES IN THE HOSTEL:

- Uninterrupted power and water supply
- Round the clock security
- Cooled potable water
- Telephone facility
- Recreational facility
- Medical facility

## Hostel Rules:

- Students are expected to maintain complete decorum in the hostel.
- Keep your room, verandas & sanitary blocks clean and tidy.
- Students are not allows to alter the arrangement of furniture in the room or carry out an repair tom the fixtures in the room. Any repair shall be reported to warden / who will take suitable action if necessary.
- Drinking, smoking and use of intoxicants in any form is strictly prohibited.
- Students must try to economies on consumption of electricity. They must switch off the fans, lights etc. whenever not required.
- Students are expected to wear decent clothing.
- Prior permission from warden is essential to remain absent from hostel

## AMPHI THEATER:



- One of the Central Attraction in the campus.
- Modern PA system.
- Acoustic Structure.
- Utilized for Cultural Activities, Gathering.
- 2500 seating capacity
- Beautiful Lighting support.



## SPORTS CENTER:



- Separate Play ground for Volley Ball and Cricket.
- Equipments for all indoor and out door games.

## WI-FI CAMPUS:



- 24x7 Internet Connectivity.
- 2mbps Leased Line.
- Extra Backup Line of 2mbps.

## CANTEEN

- Nutritious and Hygienic food.
- Clean and Healthy Environment.
- Multicultural Menus

## TRANSPORT

- College Buses from every corner of Nashik.
- Timings as per the requirement of Academic Schedule.
- Separate Bus for Staff and Students.
- Decent and Elegant Interior.
- Sandip Foundation is an authorized Stop for all State Transport Buses

## ACADEMICS VIGILANCE:

### Dean Academics:

- Smooth Conduction of Practical and Lecture Sessions.
- Coverage of syllabus.
- Receiving and solving student's academic problems.
- Inform the parents regarding :
  - Attendance
  - Performance in monthly tests
  - Acts of indiscipline if any

### Dean Administration:

- To maintain overall Discipline in the Campus.
- Deal Student Grievances.

### Dean Research & Development:

- Creating Awareness of Research among Students and Staff.
- Encourage Staff for preparation of Research Proposals.
- Sending Research Proposals to various Funding Agencies.
- Implementation of Research Projects received under Research Grants.

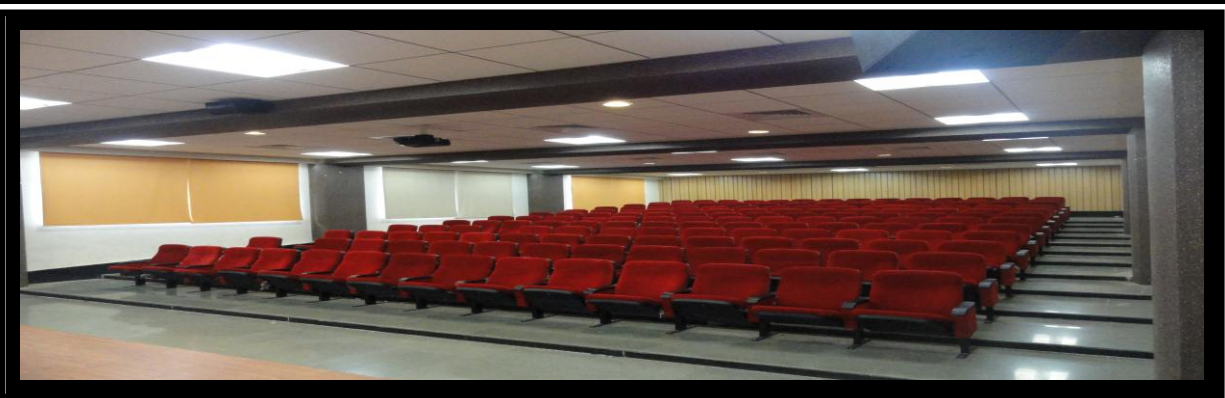
### Dean I I I Cell:

- To find the gap between need of the Industry and end product of the institute.
- To create a bridge between the industry, the real world and the institute.
- Developing programs that provide solutions to real world problems.
- Continuous Interaction with Industries and Institutes.
- Industry exposure to faculty members.
- Developing Entrepreneurship Development Cell and Industry Institute Partnership Cell.



## Seminar Hall:

Well Furnished Seminar Hall with:



- Audio Video Facility.
- Acoustic Structure.
- Air Conditioning.
- Internet Connectivity.
- Generator & UPS Back-up



### Central Computing Centre:

- More than 70 Desktop PCs with latest configuration of DELL Make.
- Sufficient Number of Printers.
- Fully Air Conditioned.
- Round the clock Internet Connectivity.
- Generator & UPS Back-up

### Tutorials:

- Each Batch of 20 students
- Individual Interaction
- Revision of Difficult Topics.
- Repetition of certain topics on student's demand

### Parent-Teacher Forum:

Parent teacher forum is established to keep informed the parents of the students. The primary objective of this forum is to understand the day to day problems of the student at different levels. The parents are informed about the progress of their ward so that they can interact with teachers and college authorities, if required.

### Students Section:

- Smooth conduction of Pune University Examination.
- Distribution of results, preparation of merit list
- Getting the eligibility criteria for first year and second year students.
- Assistance in getting various scholarships.
- Assistance in Bus/Railway concessions.
- Any documents or certificates required by students

### Expert Lecture Series:

The expert lecture series is organized to give students exposure to technology advancements and in depth knowledge. The institute invites eminent professors and experts from industries who are well known in their fields.

### Personality Development Program:

- Stress Management.
- Time Management.
- Communication Skills.

## SCHOLARSHIPS FOR MERITORIOUS STUDENTS:

Sandip Foundation Awards Scholarships to the First Year Students seeking admission in any Institute of Sandip Foundation.

- **Scholarships are:-**

- ✓ Aryabhatta
- ✓ M.Vishweshwaraya
- ✓ Ramanujan
- ✓ Dr.C.V. Raman
- ✓ Dr. Homi Bhabha

## SALIENT FEATURES:



MBA Class Room



MBA Class Room

- SMART CLASSROOMS
- ULTRA MODERN LABORATORIES
- DRINKING/WATER with RO Drinking Water Plant of 5000 lit/hr capacity

## **Course Structure for** **Master's Degree Course in Business Administration**

**Table IV – A: Generic Core Courses**

	Generic Core Courses	Credits	Semester	Concurrent Evaluation	Online Evaluation	University Evaluation (Subjective)	Total Marks
101	Accounting for Business Decisions	3	I	30	20	50	100
102	Economic Analysis for Business Decisions	3	I	30	20	50	100
103	Legal Aspects of Business	3	I	30	20	50	100
104	Business Research Methods	3	I	30	20	50	100
105	Organizational Behaviour	3	I	30	20	50	100
106	Basics of Marketing	3	I	30	20	50	100
201	Marketing Management	3	II	30	20	50	100
202	Financial Management	3	II	30	20	50	100
203	Human Resource Management	3	II	30	20	50	100
204	Decision Science	3	II	30	20	50	100
205	Operations & Supply Chain Management	3	II	30	20	50	100
206	Management Information Systems	3	II	30	20	50	100
301	Strategic Management	3	III	30	20	50	100
302	Enterprise Performance Management	3	III	30	20	50	100
303	Startup and New Venture Management	3	III	30	20	50	100
304	Summer Internship Project	4	III	50	00	50	100
401	Managing for Sustainability	3	IV	30	20	50	100
402	Dissertation	4	IV	50	00	50	100

**Note:** Each Generic Core Course is a Full Credit course of 45 hours. Out of 45 hours 35 hours shall be devoted to teaching – learning sessions and 10 hours for evaluation/projects.

30 marks shall be reserved for concurrent evaluation to be carried out by the Institute, 20 marks for online mid-term evaluation to be conducted by the University and 50 marks shall be term end written examination to be conducted by the University. Course 304 - SIP shall have 4 Credits and 100 marks. (50 Marks for Concurrent Evaluation & 50 Marks for University Evaluation) Course 402 – Dissertation shall

have 4 Credits and 100 marks. (50 Marks for Concurrent Evaluation & 50 Marks for University Evaluation)

**Table IV – B: Generic Elective Courses**

	<b>Generic Elective Courses</b>	<b>Credits</b>	<b>Semester</b>	<b>Concurrent Evaluation</b>	<b>Total Marks</b>
107	Management Fundamentals	2	I	50	50
108	Business Communication Lab	2	I	50	50
109	MS Excel & Advanced Excel Lab	2	I	50	50
110	Selling & Negotiation Skills Lab	2	I	50	50
111	Business, Government & Society	2	I	50	50
112	Leadership Lab	2	I	50	50
113	Personality Development Lab	2	I	50	50
114	Foreign Language - I Lab	2	I	50	50
115	Enterprise Analysis - Desk Research	2	I	50	50
207	Emotional Intelligence and Managerial Effectiveness Lab	2	II	50	50
208	Statistical Software Lab	2	II	50	50
209	MS Project Lab	2	II	50	50
210	Life Skills Lab	2	II	50	50
211	Geopolitics & the World Economic System	2	II	50	50
212	Business Systems & Procedures	2	II	50	50
213	Computer Aided Personal Productivity Tools Lab	2	II	50	50
214	Foreign Language - II Lab	2	II	50	50
215	Industry Analysis - Desk Research	2	II	50	50

**Note:** Each Generic Elective Course is a Half Credit course of 30 hours. Out of 30 hours 25 hours shall be devoted to teaching – learning sessions and 5 hours for evaluation/projects.

50 marks shall be devoted for concurrent evaluation to be carried out by the Institute.

There shall not be any evaluation by the University (online / subjective) for all Half Credit Courses.

Table IV – C: Subject Core Courses

	<b>Subject Core Courses (Marketing)</b>	<b>Credits</b>	<b>Semester</b>	<b>Concurrent Evaluation</b>	<b>Online Evaluation</b>	<b>University Evaluation (Subjective)</b>	<b>Total Marks</b>
305MKT	Contemporary Marketing Research	3	III	30	20	50	100
306MKT	Consumer Behaviour	3	III	30	20	50	100
403MKT	Services Marketing	3	IV	30	20	50	100
404MKT	Sales and Distribution Management	3	IV	30	20	50	100
	<b>Subject Core Courses (Finance)</b>	<b>Credits</b>	<b>Semester</b>	<b>Concurrent Evaluation</b>	<b>Online Evaluation</b>	<b>University Evaluation (Subjective)</b>	<b>Total Marks</b>
305 FIN	Direct Taxation	3	III	30	20	50	100
306 FIN	Financial System of India , Markets and Services	3	III	30	20	50	100
403 FIN	Indirect Taxation	3	IV	30	20	50	100
404 FIN	International Finance	3	IV	30	20	50	100
	<b>Subject Core Courses (Information Technology)</b>	<b>Credits</b>	<b>Semester</b>	<b>Concurrent Evaluation</b>	<b>Online Evaluation</b>	<b>University Evaluation (Subjective)</b>	<b>Total Marks</b>
305 IT	I T Management and Cyber Laws	3	III	30	20	50	100
306 IT	E-Business and Business Intelligence	3	III	30	20	50	100
403 IT	Software Project Management	3	IV	30	20	50	100
404 IT	Enterprise Resource Planning (ERP)	3	IV	30	20	50	100
	<b>Subject Core Courses (Operations Management)</b>	<b>Credits</b>	<b>Semester</b>	<b>Concurrent Evaluation</b>	<b>Online Evaluation</b>	<b>University Evaluation (Subjective)</b>	<b>Total Marks</b>
305 OPE	Planning & Control of Operations	3	III	30	20	50	100
306 OPE	Inventory Management	3	III	30	20	50	100
403 OPE	Operations Strategy and Research	3	IV	30	20	50	100
404 OPE	Total Quality Management	3	IV	30	20	50	100
	<b>Subject Core Courses (Human Resources Management)</b>	<b>Credits</b>	<b>Semester</b>	<b>Concurrent Evaluation</b>	<b>Online Evaluation</b>	<b>University Evaluation (Subjective)</b>	<b>Total Marks</b>
305 HR	Labour & Social Security Laws	3	III	30	20	50	100



306 HR	Human Resource Accounting & Compensation Management	3	III	30	20	50	100
403 HR	Employment Relations	3	IV	30	20	50	100
404 HR	Strategic Human Resource Management	3	IV	30	20	50	100

	<b>Subject Core Courses (International Business Management)</b>	<b>Credits</b>	<b>Semester</b>	<b>Concurrent Evaluation</b>	<b>Online Evaluation</b>	<b>University Evaluation (Subjective)</b>	<b>Total Marks</b>
305 IB	International Business Economics	3	III	30	20	50	100
306 IB	Export Documentation and Procedures	3	III	30	20	50	100
403 IB	International Business Environment	3	IV	30	20	50	100
404 IB	Indian Economy and Trade Dependencies	3	IV	30	20	50	100
	<b>Subject Core Courses (Supply Chain Management)</b>	<b>Credits</b>	<b>Semester</b>	<b>Concurrent Evaluation</b>	<b>Online Evaluation</b>	<b>University Evaluation (Subjective)</b>	<b>Total Marks</b>
305 SCM	Essentials of Supply Chain Management	3	III	30	20	50	100
306 SCM	Logistics Management	3	III	30	20	50	100
403 SCM	Strategic Supply Chain Management	3	IV	30	20	50	100
404 SCM	Knowledge Management in Supply Chains	3	IV	30	20	50	100
	<b>Subject Core Courses (Rural &amp; Agribusiness Management)</b>	<b>Credits</b>	<b>Semester</b>	<b>Concurrent Evaluation</b>	<b>Online Evaluation</b>	<b>University Evaluation (Subjective)</b>	<b>Total Marks</b>
305RABM	Agriculture and Indian Economy	3	III	30	20	50	100
306RABM	Rural Marketing I	3	III	30	20	50	100
403RABM	Rural Credit and Finance	3	IV	30	20	50	100
404RABM	Rural Marketing II	3	IV	30	20	50	100
	<b>Subject Core Courses (Family Business Management)</b>	<b>Credits</b>	<b>Semester</b>	<b>Concurrent Evaluation</b>	<b>Online Evaluation</b>	<b>University Evaluation (Subjective)</b>	<b>Total Marks</b>

305FBM	Essentials of Family Business Management – I	3	III	30	20	50	100
306 FBM	Managing Innovation - I	3	III	30	20	50	100
403 FBM	Essentials of Family Business Management – II	3	IV	30	20	50	100
404 FBM	Managing Innovation – II	3	IV	30	20	50	100
	<b>Subject Core Courses (Technology)</b>	<b>Credits</b>	<b>Semester</b>	<b>Concurrent Evaluation</b>	<b>Online Evaluation</b>	<b>University Evaluation</b>	<b>Total Marks</b>

	<b>Management)</b>					<b>(Subjective</b>	
305TM	Fundamentals of Technology	3	III	30	20	50	100
306TM	Managing Innovation – I	3	III	30	20	50	100
403TM	Technology Competition and	3	IV	30	20	50	100
404TM	Managing Innovation – II	3	IV	30	20	50	100
	<b>Subject Core Courses (Banking and Insurance)</b>	<b>Credits</b>	<b>Semester</b>	<b>Concurrent Evaluation</b>	<b>Online Evaluation</b>	<b>University Evaluation (Subjective</b>	<b>Total Marks</b>
305BIM	Banking Concepts and Operations	3	III	30	20	50	100
306BIM	Principles and Practices of Insurance	3	III	30	20	50	100
403BIM	Banking Regulations and Legal Aspects	3	IV	30	20	50	100
404BIM	Trends in Insurance Management	3	IV	30	20	50	100
	<b>Subject Core Courses (Healthcare)</b>	<b>Credits</b>	<b>Semester</b>	<b>Concurrent</b>	<b>Online Evaluation</b>	<b>University Evaluation</b>	<b>Total Marks</b>
305HM	Introduction to Healthcare	3	III	30	20	50	100
306HM	Information Technology in	3	III	30	20	50	100
403HM	Introduction to Medical / Healthcare	3	IV	30	20	50	100
404HM	Strategic Planning and Healthcare	3	IV	30	20	50	100
	<b>Subject Core Courses (Entrepreneurship)</b>	<b>Credits</b>	<b>Semester</b>	<b>Concurrent Evaluation</b>	<b>Online Evaluation</b>	<b>University Evaluation</b>	<b>Total Marks</b>

305 ED	Change,Creativity,Innovation and Entrepreneurship	3	III	30	20	50	100
306 ED	Finance for Entrepreneurs	3	III	30	20	50	100
403 ED	Social Entrepreneurship	3	IV	30	20	50	100
404 ED	Investing in Science & Technology	3	IV	30	20	50	100
	<b>Subject Core Courses (Services Management)</b>	<b>Credits</b>	<b>Semester</b>	<b>Concurrent Evaluation</b>	<b>Online Evaluation</b>	<b>University Evaluation (Subjective)</b>	<b>Total Marks</b>
305SER	Services Business Management	3	III	30	20	50	100
306SER	Services Performance Management	3	III	30	20	50	100
403SER	Strategic Services Marketing	3	IV	30	20	50	100
404SER	Sectoral Services Management	3	IV	30	20	50	100

**Note:** Each Subject Core Course is a Full Credit course of 45 hours. Out of 45 hours 35 hours shall be devoted to teaching – learning sessions and 10 hours for evaluation/projects.

30 marks shall be reserved for concurrent evaluation to be carried out by the Institute, 20 marks for online mid- term evaluation to be conducted by the University and 50 marks shall be term end written examination to be conducted by the University.

Table IV – D: Subject Elective Courses

	<b>Subject Elective Courses (Marketing Management)</b>	<b>Credits</b>	<b>Semester</b>	<b>Concurrent</b>	<b>Total</b>
307MKT	Integrated Marketing Communications	2	III	50	50
308MKT	Product Management	2	III	50	50
309MKT	Strategic Brand Management	2	III	50	50
310MKT	Personal Selling Lab	2	III	50	50
311MKT	Qualitative Marketing Research	2	III	50	50
312MKT	Customer Relationship Management	2	III	50	50
313MKT	Marketing and the Law	2	III	50	50

314MKT	Finance for Marketing Professionals	2	III	50	50
315MKT	Marketing of Financial Services - I	2	III	50	50
316MKT	Tourism Marketing	2	IV	50	50
317MKT	Agricultural Marketing	2	IV	50	50
318MKT	Business to Business Marketing	2	IV	50	50
405MKT	Retail Marketing	2	IV	50	50
406MKT	Rural Marketing	2	IV	50	50
407MKT	Service Operations Management	2	IV	50	50
408MKT	International Marketing	2	IV	50	50
409MKT	Export Documentation & Procedures	2	IV	50	50
410MKT	Marketing Strategy	2	IV	50	50
411MKT	Marketing Decision Models	2	IV	50	50
412MKT	Marketing of High Technology Products	2	IV	50	50
413MKT	E-Marketing and analytics	2	IV	50	50
414MKT	Marketing to Emerging Markets & Bottom of the Pyramid	2	IV	50	50
415MKT	Marketing of Financial Services - II	2	IV	50	50
416MKT	Cross Cultural Relationship Marketing	2	IV	50	50
	<b>Subject Elective Courses (Financial Management)</b>	<b>Credits</b>	<b>Semester</b>	<b>Concurrent Evaluation</b>	<b>Total Marks</b>
307 FIN	Strategic Cost Management	2	III	50	50
308 FIN	Corporate & International Financial Reporting	2	III	50	50
309 FIN	Corporate Finance	2	III	50	50
310 FIN	Corporate Financial Restructuring	2	III	50	50
311 FIN	Equity Research, Credit Analysis & Appraisal.	2	III	50	50
312 FIN	Rural Financial Institutions	2	III	50	50
313 FIN	Banking Operations - I	2	III	50	50
314 FIN	Treasury Management	2	III	50	50

	<b>Subject Elective Courses (Information Technology Management)</b>	<b>Credits</b>	<b>Semester</b>	<b>Concurrent Evaluation</b>	<b>Total Marks</b>
307 IT	Software Engineering	2	III	50	50
308 IT	Mobile Computing with Android	2	III	50	50
309 IT	RDBMS with Oracle	2	III	50	50
310 IT	Software Quality Assurance	2	III	50	50
311 IT	E-Learning	2	III	50	50
312 IT	Software Marketing	2	III	50	50
313 IT	IT for Retailing	2	III	50	50
314 IT	Technical Writing	2	III	50	50
405 IT	Web Designing and Multimedia	2	IV	50	50
406 IT	Network Technologies and Security	2	IV	50	50
407 IT	Database Administration	2	IV	50	50
408 IT	Software Testing	2	IV	50	50
409 IT	Information Security and Audit	2	IV	50	50
410 IT	Data Warehousing and Data Mining	2	IV	50	50
411 IT	Geographical Information System	2	IV	50	50
412 IT	E-Governance	2	IV	50	50
413 IT	Internet Marketing	2	IV	50	50
414 IT	Microsoft Office 2010 Lab	2	IV	50	50

	<b>Subject Elective Courses (Operations Management)</b>	<b>Credits</b>	<b>Semester</b>	<b>Concurrent Evaluation</b>	<b>Total Marks</b>
307 OPE	Productivity Management	2	III	50	50
308 OPE	Maintenance Management	2	III	50	50
309 OPE	Facilities Planning	2	III	50	50
310 OPE	Manufacturing Resource Planning	2	III	50	50
311 OPE	Technology Management	2	III	50	50
312 OPE	Six Sigma	2	III	50	50
313 OPE	Designing Operations Systems	2	III	50	50
314 OPE	Toyota Production System	2	III	50	50
315 OPE	Project Management	2	III	50	50
316 OPE	Theory of Constraints	2	III	50	50

405 OPE	Quality Management Standards	2	IV	50	50
406 OPE	World Class Manufacturing	2	IV	50	50
407 OPE	Business Process reengineering	2	IV	50	50
408 OPE	Enterprise Resource Planning	2	IV	50	50
409 OPE	Financial Perspectives in Operations Management	2	IV	50	50
410 OPE	Service Operations Management	2	IV	50	50
411 OPE	Business Process Management	2	IV	50	50
412 OPE	Challenges and Opportunities in Operations Management	2	IV	50	50
413 OPE	Lean Manufacturing	2	IV	50	50
	<b>Subject Elective Courses (Human Resources)</b>	<b>Credits</b>	<b>Semester</b>	<b>Concurrent Evaluation</b>	<b>Total Marks</b>
307 HR	Employee Health, Safety & Welfare	2	III	50	50
308 HR	Compensation Management	2	III	50	50
309 HR	HR Audit	2	III	50	50
310 HR	Human Resource Information System	2	III	50	50
311 HR	Outsourcing of HR	2	III	50	50
312 HR	Public Relations & Corporate	2	III	50	50
313 HR	Quality Management System	2	III	50	50
314 HR	Lab in Recruitment and Selection	2	III	50	50
315 HR	Lab in Job Design and Analysis	2	III	50	50
316 HR	Lab in Training	2	III	50	50
317 HR	Lab in Labour Laws – I	2	III	50	50
318 HR	Lab in Personnel Administration & Trade Procedures	2	III	50	50
405 HR	Organizational Design and Development	2	IV	50	50
406 HR	Global HRI	2	IV	50	50
407 HR	Employee Reward Management	2	IV	50	50
408 HR	Change Management	2	IV	50	50
409 HR	Conflict & Negotiation Management	2	IV	50	50
410 HR	Lab in CSR	2	IV	50	50
411 HR	Lab in Industrial Relations	2	IV	50	50
412 HR	Lab in Legal Compliances	2	IV	50	50
413 HR	Lab in Mentoring and Coaching	2	IV	50	50
414 HR	Emerging Trends in HR	2	IV	50	50
415 HR	Designing HR Policies	2	IV	50	50
416 HR	Competency Mapping	2	IV	50	50



	<b>Subject Elective Courses (International Business Management)</b>	<b>Credits</b>	<b>Semester</b>	<b>Concurrent Evaluation</b>	<b>Total Marks</b>
307 IB	International Management	2	III	50	50
308 IB	International Marketing	2	III	50	50
309 IB	International Marketing Research	2	III	50	50
310 IB	International Financial Management	2	III	50	50
311 IB	Global IT Management	2	III	50	50
312 IB	Global Logistics & Supply Chains	2	III	50	50
313 IB	Designing Organizations for Uncertain Environment	2	III	50	50
314 IB	Legal Dimensions of International	2	III	50	50
315 IB	Global Strategic Management	2	III	50	50
316 IB	International Relations & Management	2	III	50	50
317 IB	Foreign Language for International Business – I	2	III	50	50
405 IB	Environment & Global Competitiveness	2	IV	50	50
406 IB	Marketing to Emerging Markets & Bottom of the Pyramid	2	IV	50	50
407 IB	Cross-Cultural Relationship Marketing	2	IV	50	50
408 IB	Foreign Exchange Management	2	IV	50	50
409 IB	E Commerce	2	IV	50	50
410 IB	Enterprise Resource Planning	2	IV	50	50
411 IB	Global HR	2	IV	50	50
412 IB	WTO and Intellectual Property Rights	2	IV	50	50
413 IB	Global Competitiveness and Strategic Alliances	2	IV	50	50
414 IB	International Diversity Management	2	IV	50	50
415 IB	Foreign Language for International Business – II	2	IV	50	50
	<b>Subject Elective Courses (Supply Chain Management)</b>	<b>Credits</b>	<b>Semester</b>	<b>Concurrent Evaluation</b>	<b>Total Marks</b>
307 SCM	Managing Material Flow in Supply Chains	2	III	50	50
411RAB	Intellectual Property Management	2	IV	50	50
412RAB	Food Retail Management	2	IV	50	50
413RAB	Agri-Entrepreneurship	2	IV	50	50
414RAB	Management of Agribusiness	2	IV	50	50
415RAB	Tourism Marketing – II	2	IV	50	50
416RAB	Agriculture & WTO	2	IV	50	50
	<b>Subject Elective Courses (Family Business Management)</b>	<b>Credits</b>	<b>Semester</b>	<b>Concurrent Evaluation</b>	<b>Total Marks</b>
307 FBM	Business Plan	2	III	50	50
308 FBM	Private Equity	2	III	50	50

309 FBM	Franchising	2	III	50	50
310 FBM	Social Entrepreneurship	2	III	50	50
311 FBM	Intrapreneurship	2	III	50	50
312 FBM	Trends in Entrepreneurship	2	III	50	50
313 FBM	Small Scale Industries Management	2	III	50	50
314 FBM	Entrepreneurial Case Study	2	III	50	50
405 FBM	Creativity and Change in Organizations	2	IV	50	50
406 FBM	Accounting for Small Business	2	IV	50	50
407 FBM	Management of Intellectual Property	2	IV	50	50
408 FBM	Managing , Growing and Exiting the new Venture	2	IV	50	50
409 FBM	Project Management	2	IV	50	50
410 FBM	Environment and Laws	2	IV	50	50
411 FBM	Information, Disaster and Health	2	IV	50	50
412 FBM	Business Incubation	2	IV	50	50
	<b>Subject Elective Courses</b>	<b>Credits</b>	<b>Semester</b>	<b>Concurrent</b>	<b>Total Marks</b>
307TM	Technology Forecasting	2	III	50	50
308TM	Strategies for information goods and network economies – I	2	III	50	50
309TM	Advanced Manufacturing Technology	2	III	50	50
310TM	Product Strategies for High Technology Companies – I	2	III	50	50
311TM	Foundations of Knowledge Management	2	III	50	50
312TM	Business Intelligence and Analytics	2	III	50	50
313TM	Designing Organizations for Uncertain Environment	2	III	50	50
314TM	Technology Transfer and	2	III	50	50
315TM	Digital Marketing	2	III	50	50
405TM	Innovation, Product Development and Commercialization	2	IV	50	50

**Note:** Each Subject Elective Course is a Half Credit course of 30 hours. Out of 30 hours 25 hours shall be devoted to teaching – learning sessions and 5 hours for evaluation/projects. 50 marks shall be devoted for concurrent evaluation to be carried out by the Institute.

## **CELL/ COMMITTEES AND ACTIVITIES**

In order to inculcate and develop leadership at all levels of students, different committees have been created to serve as center of excellence in each important functional area of the institute. All the faculties coordinate with the heads of these committees regularly to bring about Synergy in their functioning in order to achieve the overall objectives of the institutes. The description of the committees is detailed below:

### **SANDIP ASSOCIATION OF MANAGEMENT STUDENTS (SAMS)**



SAMS that is SANDIP ASSOCIATION OF MANAGEMENT STUDENTS is the group of management students which is formed by the students, for the students, of the students. SAMS is launched with the basic aim of uniting the students of Department of Management Studies of Sandip Foundation, with the bright vision of our Respected Head of Department Dr. Rakesh S.Patil Sir, for igniting the spirit of management skills and creativity among the management students.

SAMS is formed for guiding the management students towards their glorious career with various activities and also by serving the society. SAMS will help each and every student to bring forward their creative management skills and their talents in various ways through various activities.

## **STUDENTS COMMITTEES AND ACTIVITIES**

### **College Magazine Committee:-**

This committee works for the publication of college magazine. Through college Magazine voices of students find expression. Students can write and share the issues they feel strongly about and can thus form different communities to discuss any other societal issues.

### **Cultural Committee:-**

It is also one of the goals of education to make students aware of their cultural heritage. The aim of the committee is to provide umpteen opportunities to students to nurture their creativity & hobbies and portray their flairs and talents –their versatile self. Our cultural committees headed by student's takes parts in various inter collegiate events.

### **Grievance Committee:-**

This Committee helps students in finding solutions to a wide range of problems arising in their academic curriculum. It solves the student's disputes and their problems so that academic integrity can be maintained. Any healthy suggestions by the students are welcomed and are implemented at the earliest.

### **Discipline Committee:-**

This committee works for creating a pleasant and conducive academic atmosphere. It maintains close relations with the students and keeps watch on their activities. All discipline matters com under the purview of this committee.

### **Sports Committee:-**

Sports are an integral part of education. Development of a sporting spirit, team building is the main aim of this committee. This committee actively arranges all sports events of this college.

### **German Classes:-**

The students are taught German Language as foreign language.

### ISO Audit & Accreditation cell:

Deals with various systems implementation & standardization matters.

### Corporate Social responsibility:

Deals with CSR matters to promote green & clean surroundings.

Alumni Cell: Organizes alumni meets and maintains database of alumni.

Event cell: Deals with organization of various sports event, rallies & other institutes functions.

### Industry Institution Interaction Cell (III Cell):

Industry Institution Interaction Cell (III Cell) is established to provide close links with industries. The purpose of the cell is to find out the gap between need of the Industry and end product of the institute. The cell is the bridge between the industry, the real world and the institute. One of the objectives is also to offer programs fulfilling the needs of continuing education of the industrial personnel.

The cell believes in developing programs, which provides solutions to real world problems with a strong desire of forging innovative alliance with industry to achieve synergy. I.I.I. Cell imparts benefits to all components like students, faculty, institute and industry by interacting closely with the industries. Industry exposure of faculty is very much helpful to guide students about latest industrial practices. The cell also has Institute Industry Interaction. Seminars and Training Programs.

### Entrepreneurship Development Cell

Entrepreneurship Development cell is creating awareness about Entrepreneurship in the students. For motivating the students for the same ED cell is inviting well known faculties from outside as well as conducting various workshops to guide the students.

### Training & Placement Cell:

Objectives:-

- To arrange for Industrial Visits, Vocational Training and Project Reports for Diploma, Degree Engineering & MBA Students.
- To guide students in preparing resumes, group discussions, personal interview, campus based written tests.
- To enhance employ - ability of students by imbibing values in self management and enhancing levels of soft skills.

## About Training Placement:-

The Institute has a fully fledged Training and Placement Department to look after Training, Development of Students, Staff and Management. Department is headed by Prof. Neelkanth D.Bandal, Ex-General Manager HR & Admin of Garware Polyester Ltd, Nashik. The Department provides the official support base for Placement of final year Diploma, Degree Engineering and M.B.A. Students. In support services, it includes arranging campus interviews; enhance interview skills including life skills and groom students to face the final test of their knowledge.

The Institute is well equipped with Conference Halls for holding Pre-Placement Talks, well furnished rooms for conducting personal interviews. The Training & Placement Department is fully computerized; it uses desktop computers and Institute LAN facility for placement data holding and communication.

The staff of Training & Placement Department includes one Faculty of each discipline and students representatives of various disciplines who form the 'Core Committee'.



## **PLACEMENT ACTIVITIES:-**

Invitations are sent to prospective employers along with the data of all the relevant students who can participate in the On/Off campus selection. The Head of the Training & Placement Department regularly visits concerned organizations to know their human capital needs befitting their business processes. The department maintains branch-wise lists of industries for the selection of MBA, Diploma & Degree final year students.

### **Following are the organizations wherein our MBA students are selected**

HDFC Housing Finance,Nashik	HDFC Bank, Mumbai & Nashik	Syndicate Bank	Suyojit Infrastructure Ltd.,Nashik	Jyoti Products, Nashik
Sreera Transport	Accurate Wealth Advisory Services Pvt. Ltd	Bhakti Biotech	M/s Food Kraft	Heritage Personnel & Placement Services
Marathon Reality Pvt Ltd	RJ Capital, Nashik	Sriram city Union Finance Ltd.	Xinet Technologies Pvt. Ltd.	Vijay Web solutions

### **List of Companies with whom On/Off Campus Selection Organized**

Parle Agro, Nagpur	Powerdeal Energy Pvt. Ltd	Maharudra Agro Research Institute	International Knowledge Foundation.	Momentum HR Management & Training Pvt. Ltd
XYL India Ltd.	HDFC Securities	Wockhardt Hospital	Hotel Gateway	Tata Motors
India Infoline	Volkswagen	Hindustan Coca-Cola	ING Vysa Bank	Lokmat Media
FDC Ltd	Velocity	Hotel Express inn	Hotel Sun n Sand	Insto Cosmetics
Mahindra Sona Ltd	Birla Sun Life	Bharti Axa Insurance	Electric Mfg Co.	HDFC Bank, Nasik
Axis Bank	HSBC Bank	Allied Infoservices	Shoppers Stop	EClerx
Ashoka Buildcon Ltd	Kotak Securities	Samraat Group	Mungi Brothers	Star Blue Logistic,Indor
Seva Automobiles (NEXA)	VIVO Mobiles	The Ant Hills, Nashik	TradersBazar.com	Parallel HR
Hostine Service Pvt. Ltd, Pune	Brain Checker	2Com, Pune	Chetna Publications	Genosis Plus, Jalgaon

## **STUDENTS-CENTRIC TRAINING AND DEVELOPMENT ACTIVITIES CARRIED OUT**

- Self Management Workshop, Emotional Intelligence
- Guidance in Summer Internship Projects (SIP) for MBA-I students
- Training students in enhancement of employability skills
- Career Counseling
- Industrial Visits, Vocational Training, Adhoc Training
- Guidance in Higher Educational Activities

## SUMMER INTERNSHIP PROJECT

At the end of Second Semester each student shall undertake a Summer *Internship Project (SIP)* for 8 weeks. **The SIP may or may not have a Functional Focus**, i.e. the student may take up a SIP in his/her intended area of specialization or in any other functional area of management. Ideally the SIP should exhibit a cross-functional orientation. The student shall submit a written structured report based on work done during this period.

SIP may be a research project – based on primary / secondary data or may be an operational assignment involving working by the student on a given task/assignment/project/ etc in an organization / industry. It is expected that the SIP shall sensitize the students to the demands of the workplace. *The learning outcomes and utility to the organization must be specifically highlighted.*

The report should be well documented and supported by –

1. Executive Summary
2. Organization profile
3. Outline of the problem/task undertaken
4. Research methodology & data analysis (in case of research projects only)
5. Relevant activity charts, tables, graphs, diagrams, etc.
6. Learning of the student through the project
7. Contribution to the host organization
8. References in appropriate styles.

It should reflect the nature and quantum of work undertaken by the student. The report must reflect 8 weeks of work and justify the same.

The completion of the SIP shall be certified by the respective Faculty Guide & approved by the Director of the Institute. The external organization (Corporate / NGO/ SME/ etc.) shall also certify the SIP work.

The student shall submit **TWO hard copies & one soft copy (CD)** of the project report before 30th September in Sem III.

In the interest of environmental considerations, students are encouraged to print their project reports on both faces of the paper.

SIP shall have a weight age of 4 credits. The Institute shall conduct an internal viva-voce for evaluation of the SIP for 50 marks. The Panel shall comprise of the Internal Faculty Guide & One additional faculty nominated by the Director.

There shall be an external viva-voce for the SIP for 100 marks. The examiner's panel for the same shall include one external faculty member nominated by the University and one internal faculty member nominated by the Director.

The Internal & the External viva-voce shall evaluate the project based on:

1. Actual work undertaken by the student
2. Student understands of the organization and business environment
3. Outcome of the project
4. Utility of the project to the organization
5. Basic analytical capabilities

Copies of SIP report and records of evaluation shall be maintained by the Institute for a period of 3 academic years.

## Dissertation

In Sem-IV the student shall work under the supervision of the Faculty and carry out a dissertation and submit a structured report in TWO hard copies & one soft copy (CD). *In the interest of environmental considerations, students are encouraged to print their dissertation reports on both faces of the paper.*

The student is required to conduct advanced research on a topic related to one (or more) of contemporary issues in management. The topic is chosen in consultation with the student's supervisor. The student will prepare and present a detailed research proposal prior to starting the work. A dissertation outlining the entire problem, including a survey of literature and the various results obtained along with their solutions is expected to be produced. The student must submit the completed dissertation and make an oral presentation of the same. Through the dissertation, the student is expected to furnish evidence of competence in understanding varied aspects of the theme/topic selected and a deep understanding of the specialty area.

The completion of the dissertation / project shall be certified by the Faculty Guide & approved by the Director of the Institute.

Dissertation shall have a weight-age of 2 credits. The Institute shall conduct a viva-voce for evaluation of the dissertation, for 50 marks. The Panel shall comprise of 2 internal Faculty members (One who has supervised the student and the other one as Jury) nominated by the Director. The Institute may invite an additional external examiner from the industry. Copies of Dissertation report and records of evaluation shall be maintained by the Institute for a period of 3 academic years.

## **Examination & Evaluation**

### **Pattern of Examination**

The evaluation scheme comprises of:

- a) University Evaluation
- b) Concurrent Evaluation/ Internal Exam

#### **For each full credit course –**

- a) 70 marks shall be evaluated by the University and
- b) 30 marks shall be evaluated by the respective Institute.

#### **For each half credit course –**

- a) 50 marks shall be evaluated by the respective Institute.

*There shall not be any University evaluation for half credit courses.*

### **University Evaluation**

There shall be University evaluation for each full credit course as per the time table announced by the University. The evaluation by the University for Full Credit Courses shall comprise of two parts:

- a) Written Examination for 50 marks
- b) Online Examination for 20 marks.

### **Concurrent Evaluation**

A continuous assessment in semester system (also known as internal assessment/comprehensive assessment) is spread through the duration of course and is done by the teacher teaching the course.

Concurrent evaluation components should be designed in such a way that the faculty can *monitor the student learning & development and intervene wherever required*. The faculty must share the outcome of each concurrent evaluation component with the students, soon after the evaluation, and guide the students for betterment.

Individual faculty member shall have the flexibility to design the concurrent evaluation components in a manner so as to give a balanced assessment of student capabilities across Knowledge, Skills & Attitude (KSA) dimensions based on variety of assessment tools.

Suggested components for Concurrent Evaluation (CE) are:

Case Study / Case let / Situation Analysis – (Group Activity or Individual Activity)

2. Class Test
3. Open Book Test
4. Field Visit / Study tour and report of the same
5. Small Group Project & Internal Viva-Voce
6. Poster Making
7. Presentations
8. Group Discussion
9. Role Play / Story Telling
10. Individual Term Paper / Thematic Presentation
11. Written Home Assignment
12. Industry Analysis – (Group Activity or Individual Activity)
13. Literature Review / Book Review
14. Model Development / Simulation Exercises – (Group Activity or Individual Activity)
15. In-depth Viva
16. Quiz
17. Extempore
18. Newspaper reading

The Institute shall however have the liberty to conduct additional components (beyond three/five). However the total outcome shall be scaled down to 30 and 50 marks for full credit and half credit courses respectively.

**Internal evaluation of MBA I & II is based on following criteria:**

Internal Exam	Assignment	Presentation/ Ex Tempo	Case Study/ Quiz	GD/ Poster Presentation	Total
50 Marks	20 Marks	10 Marks	10 Marks	10 Marks	100 Marks

Total Marks will be converted into **30 marks & 50 marks** respectively as per **External and Internal Subjects**

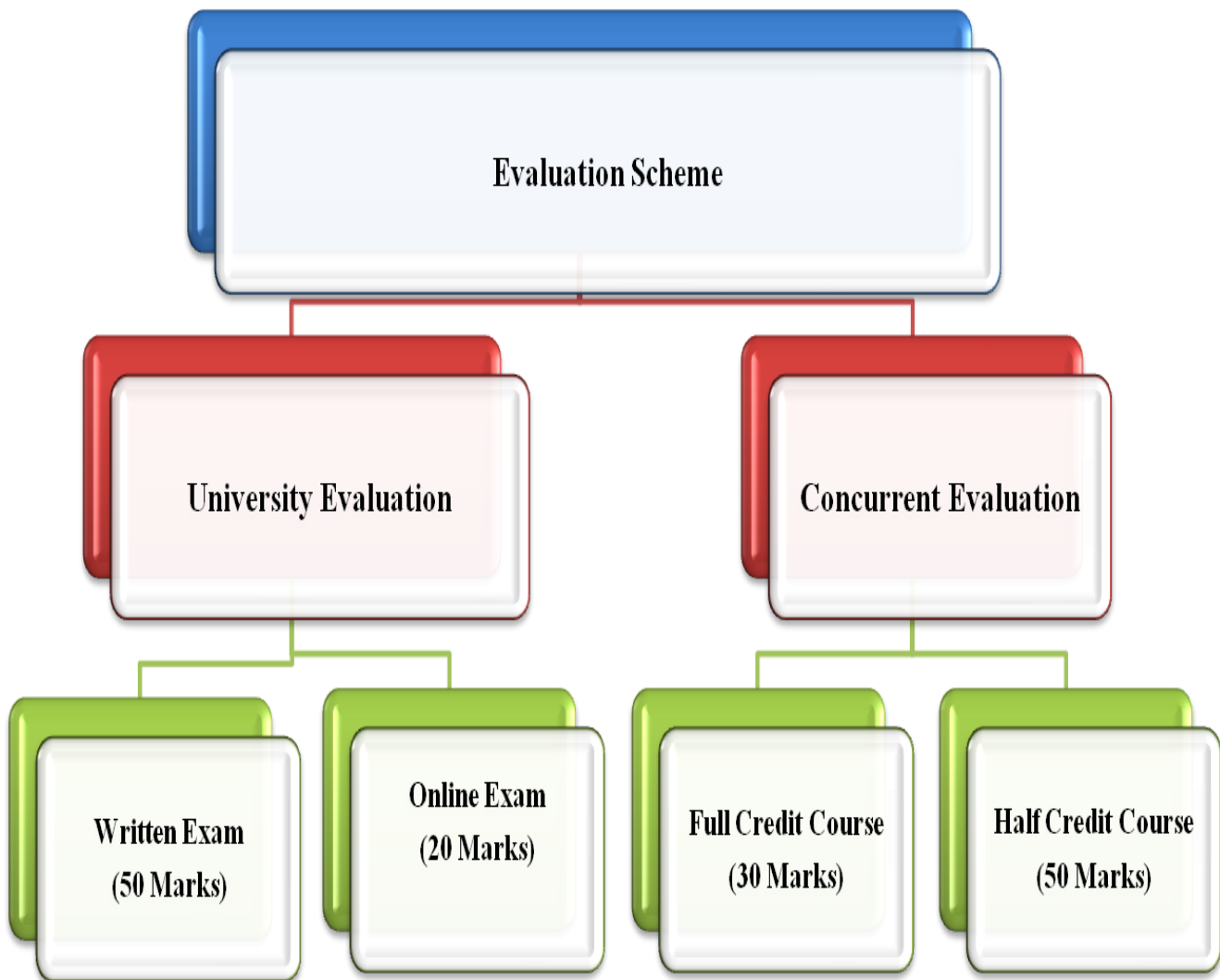
These marks will be final Internal Assessment marks for the University examination.

All marks will be displayed on **Notice Board from time to time.**

All should note the same and be present for all academic activities.




Direct Assessment evaluation scheme is shown in following figure



*Figure : Direct Assessment evaluation scheme*

## **INSTITUTES HOLIDAYS / VACATIONS:**

Sr. No.	Particulars	Date	Day
1.	Ramzan Eid	16 <sup>th</sup> June 2018	Saturday
2.	Indenpendence Day	15 <sup>th</sup> August 2018	Wednesday
3.	Bakri Eid	22 <sup>nd</sup> August 2018	Wednesday
4.	Raksha Bandhan	26 <sup>th</sup> August 2018	Sunday
5.	Janmastami	3 <sup>rd</sup> September 2018	Monday
6.	Ganesh Chaturthi	13 <sup>th</sup> September 2018	Friday
7.	Anant Chaturthi	23 <sup>rd</sup> September 2018	Sunday
8.	Mahatma Gandhi Jayanti	2 <sup>nd</sup> October 2018	Tuesday
9.	Muharram	11 <sup>th</sup> October 2018	Thursday
10.	Dassehra	19 <sup>th</sup> October 2018	Friday
11.	Laxmi Pujan	7 <sup>th</sup> November 2018	Wednesday
12.	Bhau- Bheej	9 <sup>th</sup> November 2018	Friday
13.	Gurunanak Jayanti	14 <sup>th</sup> November 2018	Saturday
14.	Christmas	25 <sup>th</sup> December 2018	Tuesday

<div>  <div> Sandip Foundation's  Sandip Institute of Technology &amp; Research Centre, Mahiravani, Nashik  <b>Department of Management Studies</b> </div> </div>											
Semester-I & III						Academic Planning					
Year :- 2018-19											
DAY	DT	ACTIVITY	DAY	DT	ACTIVITY	DAY	DT	ACTIVITY	DAY	DT	ACTIVITY
SUN	1-Jul		WED	1-Aug	CS	SAT	1-Sep		MON	1-Oct	AMS
MON	2-Jul		THU	2-Aug		SUN	2-Sep		TUE	2-Oct	
TUE	3-Jul		FRI	3-Aug	GL	MON	3-Sep	CT	WED	3-Oct	
WED	4-Jul		SAT	4-Aug		TUE	4-Sep	CT	THU	4-Oct	
THU	5-Jul		SUN	5-Aug		WED	5-Sep	CT	FRI	5-Oct	GL/SC
FRI	6-Jul		MON	6-Aug		THU	6-Sep		SAT	6-Oct	
SAT	7-Jul		TUE	7-Aug		FRI	7-Sep	GL	SUN	7-Oct	
SUN	8-Jul		WED	8-Aug	GL/ASIG-I	SAT	8-Sep	SC/PM	MON	8-Oct	
MON	9-Jul		THU	9-Aug	PS	SUN	9-Sep		TUE	9-Oct	
TUE	10-Jul		FRI	10-Aug	Induction-I	MON	10-Sep	ASIG-II	WED	10-Oct	ASIG-III
WED	11-Jul		SAT	11-Aug	Induction-I	TUE	11-Sep	BF	THU	11-Oct	EAC
THU	12-Jul		SUN	12-Aug		WED	12-Sep	BF	FRI	12-Oct	EAC
FRI	13-Jul		MON	13-Aug	OJT	THU	13-Sep		SAT	13-Oct	EAC
SAT	14-Jul		TUE	14-Aug	OJT	FRI	14-Sep	GL	SUN	14-Oct	
SUN	15-Jul		WED	15-Aug	OJT	SAT	15-Sep		MON	15-Oct	
MON	16-Jul	CS	THU	16-Aug		SUN	16-Sep		TUE	16-Oct	
TUE	17-Jul	PP	FRI	17-Aug	SC	MON	17-Sep	VAP	WED	17-Oct	
WED	18-Jul	PP	SAT	18-Aug		TUE	18-Sep	VAP	THU	18-Oct	
THU	19-Jul	PP	SUN	19-Aug		WED	19-Sep	VAP	FRI	19-Oct	GL
FRI	20-Jul	PP	MON	20-Aug		THU	20-Sep		SAT	20-Oct	
SAT	21-Jul		TUE	21-Aug		FRI	21-Sep	GL	SUN	21-Oct	
SUN	22-Jul		WED	22-Aug		SAT	22-Sep	SC	MON	22-Oct	
MON	23-Jul		THU	23-Aug	GL	SUN	23-Sep	CSR	TUE	23-Oct	IE
TUE	24-Jul		FRI	24-Aug	IV	MON	24-Sep		WED	24-Oct	IE
WED	25-Jul		SAT	25-Aug	SC	TUE	25-Sep		THU	25-Oct	IE
THU	26-Jul		SUN	26-Aug		WED	26-Sep		FRI	26-Oct	IE
FRI	27-Jul		MON	27-Aug		THU	27-Sep	GL	SAT	27-Oct	IE
SAT	28-Jul		TUE	28-Aug		FRI	28-Sep	IV	SUN	28-Oct	
SUN	29-Jul		WED	29-Aug		SAT	29-Sep	SC/DMA	MON	29-Oct	IE
MON	30-Jul	GL	THU	30-Aug		SUN	30-Sep		TUE	30-Oct	IE
TUE	31-Jul		FRI	31-Aug	GL/DMA				WED	31-Oct	IE/DMA
No. of working days =			No. of working days =			No. of working days =			No. of working days =		
Practical - Oral Exam:			DC: Diwali Celebration			Theory Exam:			PS: Project Submission		
CS: Commencement of classes start			PP: Project Presentation			ET = Expert Talk			GL: Guest Lecture		
SC: Sandip Chopal			CT: Class Test			HRQ			EAC		
Principal's meeting with Department:											
Dr. Hareesh Patel Dean Admin & Head -MBA Dept						Dr. P. R. Maheshkar Dean Academic			Dr. T. Gandhe Principal		



**Sandip Foundation**  
**Sandip Institute of Technology & Research Centre, Nashik**  
**Department of Management Studies**  
**Academic Year 2018-19**  
**Academic Calendar Semester – I & III ( First Half )**

1. Commencement of teaching : MBA- II 16/07/2018  
MBA - I -1/08/2018
2. Unit test (25 marks):

**Details of Unit Test:**

		Date of exam	Assessment of answer sheets	Distribution of corrected answer sheets
131	301	3 <sup>rd</sup> September-2018	10 <sup>th</sup> September 2018	10 <sup>th</sup> September 2018
132	302	3 <sup>rd</sup> September-2018	10 <sup>th</sup> September 2018	10 <sup>th</sup> September 2018
133	303	4 <sup>th</sup> September-2018	10 <sup>th</sup> September 2018	10 <sup>th</sup> September 2018
134	305	4 <sup>th</sup> September-2018	10 <sup>th</sup> September 2018	10 <sup>th</sup> September 2018
135	306	5 <sup>th</sup> September-2018	10 <sup>th</sup> September 2018	10 <sup>th</sup> September 2018
136		5 <sup>th</sup> September-2018	10 <sup>th</sup> September 2018	10 <sup>th</sup> September 2018

**Schedule of Internal Exam**

MBA I	MBAII	Date of Exam	Assessment of Answer sheet	Distribution of Corrected Answer sheet
Elective Subject	Elective Subject	23 <sup>rd</sup> October 2018	10 <sup>th</sup> November 2018	12 <sup>th</sup> November 2018
Elective Subject	Elective Subject	24 <sup>th</sup> October 2018	10 <sup>th</sup> November 2018	12 <sup>th</sup> November 2018
131	301	25 <sup>th</sup> October 2018	10 <sup>th</sup> November 2018	12 <sup>th</sup> November 2018
132	302	26 <sup>th</sup> October 2018	10 <sup>th</sup> November 2018	12 <sup>th</sup> November 2018
133	303	27 <sup>th</sup> October 2018	10 <sup>th</sup> November 2018	12 <sup>th</sup> November 2018
134	305	29 <sup>th</sup> October 2018	10 <sup>th</sup> November 2018	12 <sup>th</sup> November 2018
135	306	30 <sup>th</sup> October 2018	10 <sup>th</sup> November 2018	12 <sup>th</sup> November 2018
136		31 <sup>st</sup> October 2018	10 <sup>th</sup> November 2018	12 <sup>th</sup> November 2018

**Details of assignments:**

MBA 1 <sup>st</sup> And MBA II	Date of assignement	Submission of Assignment
Assignment 1	10 <sup>th</sup> August 2018	20 <sup>th</sup> August 2018
Assignment 2	11 <sup>th</sup> September 2018	21 <sup>st</sup> September 2018
Assignment 3	10 <sup>th</sup> October 2018	20 <sup>th</sup> October 2018

**Planning of departmental activities: (Parents meet, activities by Students association, workshop / seminars for students, Values addition programmers, expert lecture, any other activity)**





### 1) Guest Lectures

Date	Name of Guest	Details
30 <sup>th</sup> July 2018	Mr. Prakash Gunjal	HR Strategies
03 <sup>rd</sup> Aug-2018	Mr. Vikas Naik	Syber Security
11 <sup>th</sup> Aug-2018	Mr. Rajeev Deshpande	Marketing Strategies
25 <sup>th</sup> Aug-2018	Mr. Dearshan Lodha	Financial Learning
31 <sup>st</sup> Aug-2018	Dr. Medha Saykhedkar	Interview Techniques
8 <sup>th</sup> Sep-2018	Mr. Randhir Gujrathi	Investment Management
14 <sup>th</sup> Sep-2018	Mr. Milind Gore	ERP- Need of an Organization
22 <sup>nd</sup> Sep-2018	Mr. Aditya Hinge	Asset Management
29 <sup>th</sup> Sep-2018	Mr. Tushar Jagtap	Capital Market and Derivatives
5 <sup>th</sup> Oct-2018	Mr. Pravin Patil	General Marketing
13 <sup>th</sup> Oct-2017	Dr. Medha Saykhedkar	Basics of Human Rights
27 <sup>th</sup> Oct-2017	Mr. Nihal Khan	Financial Learning

### 2) Entrepreneurship Development Cell (EDC)

Sr.No.	Date	Activity
1	Entrepreneurship Awareness Camp (EAC)	11 <sup>th</sup> , 12 <sup>th</sup> & 13 <sup>th</sup> October 2018

### 3) Department Activities

Sr.No.	Date	Details
1.	16 <sup>th</sup> July 2018	Induction MBA II year
2.	17 <sup>th</sup> to 20 <sup>th</sup> July 2018	Project Presentation (SIP)
3.	9 <sup>th</sup> August - 2018	Submission of Project
4.	10 <sup>th</sup> -11 <sup>th</sup> August 2018	Induction MBA I year
5.	13 <sup>th</sup> , 14 <sup>th</sup> , 15 <sup>th</sup> August 2018	On Job Training ( OJT)
6.	17 <sup>th</sup> August 2018	Sandip Choupal
7.	25 <sup>th</sup> August 2018	Sandip Choupal
8.	8 <sup>th</sup> September 2018	Sandip Choupal
9.	11 <sup>th</sup> & 12 <sup>th</sup> September 2018	Battle Field
10.	22 <sup>nd</sup> September 2018	Sandip Choupal
11.	29 <sup>th</sup> September 2018	Sandip Choupal
12.	2 <sup>nd</sup> October 2018	Sandip Choupal
13.	1 <sup>st</sup> November 2018	Diwali Celebration & Sandip Choupal

### 4) Value-Added Course

Sr.No.	Date	Details
1	17 <sup>th</sup> , 18 <sup>th</sup> & 19 <sup>th</sup> August 2018	Workshop on excel

### 5) Industrial Visit Plan

Sr.No.	Date	Details
1	24 <sup>th</sup> August 2018	ABB
2	28 <sup>th</sup> September 2018	Samsonite

### 6) Corporate Social Responsibility (CSR) Activities

Sr.No.	Date	Activity
1	23 <sup>rd</sup> September 2018	CSR

Display of attendance: At the end of every month of teaching

Letter to parents:




Meeting of Principal & Deans with the faculty members & Head:

Prof. Dr. R.S. Patil  
Head

Prof. Dr. P. R. Baviskar  
Dean

Prof. Dr. S. T. Gandhe  
Principal






		<p align="center"><b>Sandip Foundation</b>  <b>Sandip Institute of Technology &amp; Research Centre, Nashik</b>  <b>Department of Management Studies</b></p>							
<p align="center"><b>TIME TABLE</b></p>									
<b>FY (I)</b>		<b>Semester: I</b>		<b>w.e.f :- 01/08/2018</b>					
<b>DAY</b>	<b>10.10 am 11.05am</b>	<b>11.05am- 12.00pm</b>	<b>12.00 pm- 12.55pm</b>	<b>12.45pm 1.30pm</b>	<b>1.30pm 2.25pm</b>	<b>2.25pm to 2.40pm</b>	<b>2.40pm 03.35pm</b>	<b>03.35pm – 04.30pm</b>	<b>04.30pm- 5.00pm</b>
<b>MON</b>	<b>131</b>	<b>135</b>	<b>132</b>	<b>L U N C H B R E A K</b>	<b>133</b>	<b>T E A B R E A K</b>	<b>136</b>	<b>138</b>	<b>Activity</b>
<b>TUE</b>	<b>131</b>	<b>135</b>	<b>132</b>		<b>133</b>		<b>134</b>	<b>140</b>	
<b>WED</b>	<b>135</b>	<b>134</b>	<b>136</b>		<b>132</b>		<b>131</b>	<b>138</b>	
<b>THU</b>	<b>135</b>	<b>134</b>	<b>133</b>		<b>136</b>		<b>132</b>	<b>139</b>	
<b>FRI</b>	<b>136</b>	<b>133</b>	<b>131</b>		<b>134</b>		<b>140</b>	<b>137</b>	
<b>SAT</b>	<b>140</b>	<b>137</b>	<b>137</b>		<b>138</b>		<b>139</b>	<b>139</b>	
<b>131</b>	<b>Accounting for Business Decision</b>					<b>Prof.(Dr.)Prashant Patil</b>			
<b>132</b>	<b>Economic Analysis for BD</b>					<b>Prof.Prabodhan Patil</b>			
<b>133</b>	<b>Legal Aspects of Business</b>					<b>Prof. Sarika Patil</b>			
<b>134</b>	<b>Business Research Methods</b>					<b>Prof.(Dr.)Prashant Patil</b>			
<b>135</b>	<b>Organization behavior</b>					<b>Prof.(Dr.)Rakesh S.Patil</b>			
<b>136</b>	<b>Basics of Marketing</b>					<b>Prof.Rahul Mandale</b>			
<b>137</b>	<b>Management Fundamentals</b>					<b>Prof. (Dr.) Leena Gorhe</b>			
<b>138</b>	<b>Business Communication</b>					<b>Prof.Jeevan Ahire</b>			
<b>139</b>	<b>Leadership Lab</b>					<b>Prof.Jeevan Ahire</b>			
<b>140</b>	<b>Personality Development Lab</b>					<b>Prof.Prabodhan Patil</b>			
 <b>Prof.Sarika Patil</b> <b>Time Table I/C</b>					 <b>Prof.(Dr)Rakesh S Patil</b> <b>Head of the Department</b>				

Time Table AY 2018-19 First Half


Time Table AY 2018-19 First Half

1

		<p align="center"><b>Sandip Foundation</b>  <b>Sandip Institute of Technology &amp; Research Centre, Nashik</b>  <b>Department of Management Studies</b></p>							
<p align="center"><b>TIME TABLE -- Marketing</b></p>									
SY (II)		Semester: III		w.e.f : 16/07/2018					
DAY	10.10 am 11. 05am	11.05am 12.00pm	12.00 pm 12.55pm	12.55pm 1.40 pm	1.40pm 2.35pm	2.35pm 2.50pm	2.50pm 3.45pm	3.45pm 4.30pm	4.30 pm 5.00 pm
MON	303	305	306	L U N C H B R E A K	307	T E A B R E A K	308	311	Club hour
TUE	301	301	305		302		302	307	Club hour
WED	303	305	306		302		302	311	Club hour
THU	303	305	306		307		308	311	Club hour
FRI	301	301	306		303		310	308	Club hour
SAT	LIB	310	310		LIB		LIB	LIB	Club hour
301		Strategic Management				Upadhye / Prof. (Dr.) Leena Gorhe			
302		Enterprise Performance Management				Dr. Vaibhav Khandelwal			
303		Startup and New Venture Management				Prof. Sarika Patil			
Specialization -Marketing		Subject Name				Faculty Name			
305 Mkt		Contemporary Marketing Research				Prof.Rahul Mandale			
306 Mkt		Consumer Behaviour				Prof.Jeevan Ahire			
307 Mkt		Integrated Marketing Communications				Prof.Jeevan Ahire			
308 Mkt		Product Management				Prof.Jeevan Ahire			
310 Mkt		Personal Selling Lab				Prof.Jeevan Ahire			
311 Mkt		Qualitative Marketing Research				Prof.Rahul Mandale			
 <b>Prof.Sarika Patil</b> <b>Time Table I/C</b>						 <b>Prof.(Dr)Rakesh S Patil</b> <b>Head of the Department</b>			

Time Table AY 2018-19 First Half

2



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Department of Management Studies


TIME TABLE (HRM)									
SY (II)		Semester: III		w.e.f :-16.07.2018					
DAY	10.10 am 11.05am	11.05am- 12.00pm	12.00 pm- 12.55pm	12.55pm 1.40 pm	1.40pm - 2.35pm	2.35pm 2.50pm	2.50pm- 3.45pm	3.45pm – 4.30pm	4.30-5.00
MON	303	305	306	L U N C H B R E A K	307	T E A B R E A K	308	309	Club hour
TUE	301	301	305		302		302	307	Club hour
WED	303	305	306		302		302	311	Club hour
THU	303	305	311		306		308	307	Club hour
FRI	301	301	306		303		311	309	Club hour
SAT	308	309	LIB		LIB		LIB	LIB	Club hour

301	Strategic Management	Upadhye / Prof. (Dr.) Leena Gorhe
302	Enterprise Performance Management	Dr. Vaibhav Khandelwal
303	Startup and New Venture Management	Prof. Sarika Patil
Specialization -	Subject Name	Faculty Name
305 HR	Labour & Social Security Laws	Prof. Sarika Patil
306 HR	Human Resource Accounting & Compensation Management	Prof. Sarika Patil
307 HR	Employee Health, Safety & Welfare	Prof. (Dr.) Leena Gorhe
308 HR	Compensation Management	Prof. Sarika Patil
309 HR	HR Audit	Prof. Sarika Patil
311 HR	Outsourcing of HR	Prof. (Dr.) Leena Gorhe



Prof. Sarika Patil

Time Table I/C




Prof. (Dr.) Rakesh S Patil

Head of the Department

Time Table - AY 2018-19 - First Half

4



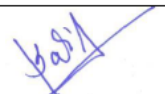

**SANDIP FOUNDATION**

**Sandip Foundation**

**Sandip Institute of Technology & Research Centre, Nashik**

**Department of Management Studies**


**Format: ACAD-F-03**

TIME TABLE (OPERATION)									
SY (II)	Semester: III			w.e.f :-16.07.2018					
DAY	10.10 am 11.05am	11.05am- 12.00pm	12.00 pm- 12.55pm	12.55pm 1.40 pm	1.40pm -2.35pm	2.35pm 2.50pm	2.50pm- 3.45pm	3.45pm – 4.30pm	4.30-5.00
MON	303	310	306	L U N C H B R E A K	306	T E A B R E A K	310	307	Club hour
TUE	301	301	305		302		302	311	Club hour
WED	303	305	307		302		302	310	Club hour
THU	303	305	306		305		315	311	Club hour
FRI	301	301	306		303		311	315	Club hour
SAT	307	315	LIB		LIB		LIB	LIB	Club hour
301		Strategic Management				Upadhye / Prof. (Dr.) Leena Gorhe			
302		Enterprise Performance Management				Dr. Vaibhav Khandelwal			
303		Startup and New Venture Management				Prof. Sarika Patil			
Specialization -		Subject Name				Faculty Name			
305 OPE		Planning & Control of Operations				Prof.(Dr.)Rakesh S.Patil			
306 OPE		Inventory Management				Prof.Rahul Mandale			
307 OPE		Productivity Management				Prof. (Dr.) Leena Gorhe			
310 OPE		MRP I and MRP II				Prof.(Dr.)Prashant Patil			
311 OPE		Technology Management				Prof. Sarika Patil			
315 OPE		Project Management				Prof.Rahul Mandale			
 <b>Prof.Sarika Patil</b> <b>Time Table I/C</b>						 <b>Prof.(Dr.)Rakesh S Patil</b> <b>Head of the Department</b>			

Time Table - AY 2018-19 - First Half



5






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**Sandip Foundation**  
**Sandip Institute of Technology & Research Centre, Nashik**  
**Department of Management Studies**

TIME TABLE -- Finance									
SY (II)		Semester: III		w.e.f:- 16-07/2018					
DAY	10.10 am 11.05am	11.05am- 12.00pm	12.00 pm- 12.55pm	12.55p m 1.40 pm	1.40pm - 2.35pm	2.35pm 2.50pm	2.50pm- 3.45pm	3.45pm – 4.30pm	4.30-5.00
MON	303	305	306	L U N C H B R E A K	309	T E A B R E A K	316	310	Club hour
TUE	301	301	306		302		302	310	Club hour
WED	303	305	306		302		302	309	Club hour
THU	303	305	306		313		313	316	Club hour
FRI	301	301	305		303		313	309	Club hour
SAT	310	316	LIB		LIB		LIB	LIB	Club hour
301	Strategic Management					Upadhye / Prof. (Dr.) Leena Gorhe			
302	Enterprise Performance Management					Dr. Vaibhav Khandelwal			
303	Startup and New Venture Management					Prof. Sarika Patil			
Specialization -	Subject Name					Faculty Name			
305 FIN	Direct Taxation					Prof.Prabodhan Patil			
306 FIN	Financial System of India , Markets and Services					Prof.(Dr.)Prashant Patil			
309 FIN	Corporate Finance					Prof.Prabodhan Patil			
310 FIN	Corporate Financial Restructuring					Prof.(Dr.)Prashant Patil			
313 FIN	Banking Operations - I					Prof.(Dr.)Prashant Patil			
316 FIN	Financial Instruments & Derivatives					Prof.Prabodhan Patil			
 <b>Prof.Sarika Patil</b> Time Table I/C						 <b>Prof.(Dr.)Rakesh S Patil</b> Head of the Department			

Time Table AY 2018-19 First Half

3





**SANDIP FOUNDATION**

**Sandip Foundation**

**Sandip Institute of Technology & Research Centre, Nashik**

**Department of Management Studies**

TIME TABLE (IBM)									
SY (II)	Semester: III			w.e.f :-16.07.2018					
DAY	10.10 am 11.05am	11.05am- 12.00pm	12.00 pm- 12.55pm	12.55pm 1.40 pm	1.40pm - 2.35pm	2.35pm 2.50pm	2.50pm- 3.45pm	3.45pm – 4.30pm	4.30-5.00
MON	303	308	306	L U N C H B R E A K	310	T E A B R E A K	314	305	Club hour
TUE	301	301	306		302		302	311	Club hour
WED	303	306	305		302		302	311	Club hour
THU	303	308	305		305		306	311	Club hour
FRI	301	301	314		303		LIB	310	Club hour
SAT	308	310	LIB		314		LIB	LIB	Club hour
301	Strategic Management					Upadhye / Prof. (Dr.) Leena Gorhe			
302	Enterprise Performance Management					Dr. Vaibhav Khandelwal			
303	Startup and New Venture Management					Prof. Sarika Patil			
Specialization -	Subject Name					Faculty Name			
305 IB	International Business Economics					Prof.Prabodhan Patil			
306 IB	Export Documentation and Procedures					Prof. (Dr.) Leena Gorhe			
308 IB	International Marketing					Prof.Jeevan Ahire			
310 IB	International Financial Management					Prof.(Dr.)Prashant Patil			
311 IB	Global IT Management					Prof.(Dr.)Rakesh S.Patil			
314 IB	Legal Dimensions of International Business					Prof. (Dr.) Leena Gorhe			
<div style="display: flex; justify-content: space-between;"> <div style="width: 45%; text-align: center;">  <p><b>Prof.Sarika Patil</b></p> <p>Time Table I/C</p> </div> <div style="width: 45%; text-align: center;">  <p><b>Prof.(Dr.)Rakesh S Patil</b></p> <p>Head of the Department</p> </div> </div>									

Time Table AY 2018-19 First Half

6

## Glimpse of Department Of Management Studies

- ❖ Student Orientation on 10<sup>th</sup> & 11<sup>th</sup> August, 2018 by Mr. Mahesh Zagade, Divisional Commissioner Nashik, Mr. Narendra Goliya, Chairmen Rishab Instruments, Nashik & Mr. Ganesh Kothavde, Vice President ABB, Nashik.
- ❖ Successfully Conducted Sandip Chaupal Management Activity on 17<sup>th</sup> August, 2018
- ❖ Participated in Cultural Dj night with Dj Chetas and Sandipostav- 2018.
- ❖ Successfully conducted the Management Fest called UDAAN-2018.
- ❖ Successfully Conducted Sandip Chaupal Management Activity on 25<sup>th</sup> August, 2018
- ❖ Conducted Project Mock Viva of MBA II students on 31<sup>st</sup> August, 2018.
- ❖ Ganesh Visarjan Awareness Campaign, **Contribution to society on 15<sup>th</sup> September 2018.**
- ❖ Successfully completed Battle field Activity of MBA I Students on 11<sup>th</sup> and 12<sup>th</sup> September, 2018.
- ❖ Teachers Day was celebrated by MBA I & II year Students on 5<sup>th</sup> September.
- ❖ Conducted Placement Mock Viva of MBA II students on 26<sup>th</sup> September, 2018.
- ❖ Mr. D. S. Deshmukh delivered an Expert lecture on Entrepreneurship for MBA I & II Students.
- ❖ Mr. Darshan Lodha delivered an Expert lecture on Individual Financial Planning for MBA I students.
- ❖ Conducted Seminar on BEE: Building Empowering Environment for Youth Employability by Ms. Sarah Nehrling and Mr. Kerron Vaishnav founder of DISHA NGO and Trust for MBA I & II Year students.

















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## Department of management studies

