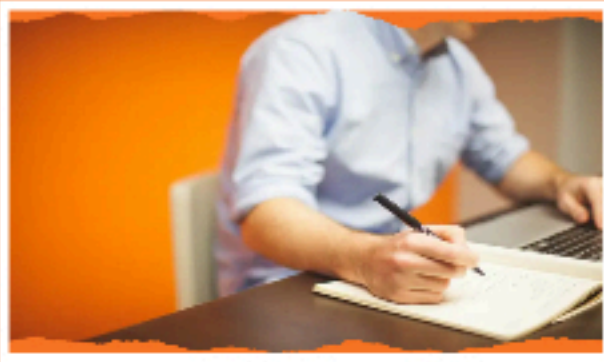


SAMS - JUNE 2020

NEWS LETTER



HEADER ONE

07th National Level Management Fest “UDAAN



SANDIP
FOUNDATION

Nashik Campus
Address: Trimbak
Road, Nashik
Maharashtra, India.
Toll Free No :
1800-233-2714 /
1800-123-271

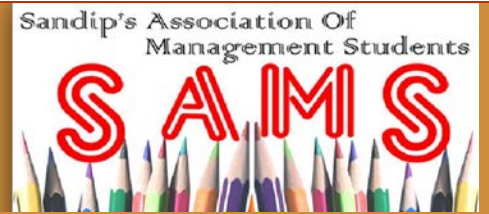


At Sandip Foundation, we are passionate about creating leaders who are not only well-qualified professionals in their respective disciplines but also exceptional human beings with the right values. Our vision is to impart education to empower students in defining success for themselves and for the greater good of the community. Being among the Top Educational Institutes in the country, our relentless efforts towards providing the best education to our students coupled with extraordinary facilities make us a preferred choice for students. Want to know more? Read on. We are Government-recognized. Sandip Foundation is recognized by the University of Pune and is approved by AICTE. We are one of the few Educational Institutes in the country to receive the highly prestigious Devang Mehta Award



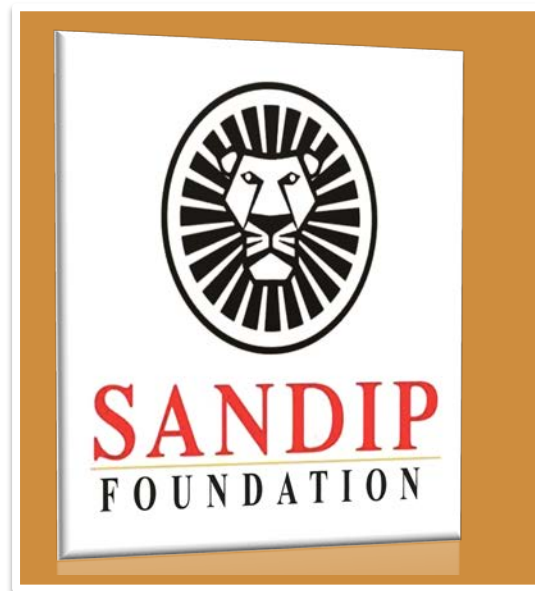
WE TAKE PRIDE IN OUR PLACEMENTS

The Training and Placement cell of Sandip Foundation ensures that top companies such as TCS, HDFC, Infosys, NTT Data, Mahindra & Mahindra, Bosch and many more visit the campus to recruit deserving candidates. We are among the top engineering colleges in Maharashtra. Thus, many leading companies across sectors visit our colleges for Campus Placements. It is not rare that students from some disciplines are placed even before the completion of their course.



Sandip Institute of Technology & Research Centre, Nashik

DEPARTMENT OF MANAGEMENT STUDIES (MBA)



NEWS LETTER (JUNE-2020)



1	07th National Level Management Fest "UDAAN
2	Case study Competition
3	Alumni Connect Session : A case of Walmart
4	Alumni Connect Session : Up skilling Vs Re Skilling Supporting the jobs of tomorrow
5	Lecture on "Importance of LinkedIn in Professional World
6	Lecture on Best HR Practices
7	Lecture on Opportunities In Agri & Processed Food Export Business
8	Lecture on Overseas Education Opportunities
9	session on Enhancing Skills A learning Curve for employment
10	Alumni Connect Session: <i>Interactive Session On Social Media for Business development</i>
11	Best out of waste Competition
12	Research Activity A Survey on Impact of Arogya Setu App on spreading the awareness regarding Corona Virus
13	Research Survey on Investment Behavior of Individual Investor
14	Three Days Entrepreneurship Awareness Camp Day
15	New Opportunities for Start Up in and after Lock Down
16	Webinar on "Personal Security Learn, Do Check

VISION – MISSION OF THE DEPARTMENT

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 Entrepreneur

Sr. No.	Program Outcomes (POs)
PO 1	To Comprehend and apply the principles & knowledge of management.
PO 2	To apply managerial tools & techniques to solve the business & Social problems.
PO 3	To identify & investigate multidimensional business issues using research based data and methods to appear at data driven decisions.
PO 4	To effectively present & articulate ideas & views in a globalised environment related to the business world & society at large
PO 5	To unite & amalgamate under varied corporate hierarchical settings steer & lead themselves & others to achieve organizational goals.
PO 6	To exhibit & demonstrate high ethical values & act with uprightness in cross-cultural & socioeconomic environment
PO 7	To recognize & grasp entrepreneurial opportunities for developing start-ups and expanding family businesses.
PO 8	To apply management knowledge & acumen in a dynamic business environment for Sustainable growth.
PO 9	To work autonomously in changing business environment by acquiring and updating knowledge & competencies
PO 10	To approach business issues from a global perspective and exhibit an appreciation of Cross Cultural aspects of business management.

07th National Level Management Fest “UDAAN

National Level Intercollegiate Event named UDAAN was inaugurated with full enthusiasm at Sandip Foundation organized by Department of Management Studies. This was the Seventh consecutive year that the Department has organized this event. The Event was Inaugurated at the hands of Mr.Dharmesh Mehta,HR & Employee Relations Head – EPIROC. Dr Rakesh Patil,Head of the Department welcomed the Guests & the participants from the various Institutes. Dr.Sanjay Gandhe , Principal SITRC Felicitated the Guest. Dr. Gandhe in his speech narrated a story of businessman which motivates the students.Mr. Dharmesh Mehta. In his Inaugural Speech said that such kind of events sharpens the Skills & boost the confidence of Students. UDAAN had an interesting and varied array of a competitions Ranging from Business Plan to Business Quiz, Clay Crafting, Face Painting, Street Play, Fashion Show to ADD Mad Show & Debate. Several colleges had registered for the fest & there was lot of energy among the students.



The main motive of arranging this event was to provide a platform to the budding managers to showcase their multifaceted talents & provide them exposure in understanding and applying concepts of general management, finance and marketing in practical situations. All of the events were executed by the students who were excited about the planning and execution of the event.

Case study Competition

Arvind Ghorpode and his group presenting the case solution

The department of management studies conducted a 15 day case study competition, cases in various streams were given to students who were required to read and analyse the case identify the key problem area, and come up with a solution to the problem identified in the case .



Alumni Connect Session: A case of Walmart

Department of Management Studies had organized Expert Lecture on how industries will survive after a Lockdown- A case of Walmart". The speaker for the same was Ms Deepa Dahiphule who is currently working as HR Manager, Walmart, Canada and Alumni of 2010-12 batches. The speaker initially briefed about the corona virus how it spreads and what are the basic precaution we people need to take to avoid the contamination. The speaker then spoke about how Walmart is developing the various strategies to cope up with Covid -19. She pointed out how Walmart is managing it's supply chain and effectively delivering goods the people of Canada .she also highlighted the various industries which are affected by Covid -19. Then she talked about her own experience in HR . She told students what are the expectations of the HR manager while interviewing the students.



Lastly she also reminded the students to upgrade themselves as there could be a paradigm shift in the industrial scenario after Covid -19 pandemic gets over. Lastly Q& A session was taken which was quite fruitful and students queries were handled very well .

Alumni Connect Session: Up skilling Vs Re Skilling supporting the jobs of tomorrow

Department of Management Studies had organized Expert Lecture Up skilling Vs Re Skilling Supporting the jobs of tomorrow. The speaker for the same was Dr Bhautik Shah who is an entrepreneur and runs his own business of paper mill and is an Alumni of Batch 2010-12 . The speaker initially began with pre and post Covid-19 scenario of jobs and employment. Wherein he talked that as the situation will restore to the normalcy the employment scenario won't be the same we could see drastic change in the working culture of industries. he said that these problems are inevitable and every employee or employer has to face it . But he said that every problem has a a solution and should look

at it with positive aspect. So he told students that to be ready with SWOT analysis of themselves. Find



the skills sets that have, find out the skills which they need to learn and skills they need to upgrade so the effect of covid 19 on their employment is kept to minimal.

Lecture on “Importance of LinkedIn in Professional World

Department of Management Studies had organized guest Lecture for the MBA I & II students on the topic “Importance of LinkedIn in Professional World”. the session was conducted by *Mr Ajinkya Chopade (Entrepreneur, Educator & Author)* . The session started with a brief introduction about LinkedIn. what is LinkedIn and what it is meant for. Various features of LinkedIn were explained. he also added that how now a days recruiter are using LinkedIn profile to recruit right candidate .he briefed how LinkedIn work as great Platform for connecting with professionals. it also said that it is a best a personal branding platform.adding more to his lecture he added that it remains on the top of what’s happening in the



industry. He also showed practically how to use LinkedIn by showing his own profile as well he briefed about how to build a LinkedIn profile by guiding and giving suggestions on two of our MBA Students. lastly question answer session was taken.

Lecture on Best HR Practices

Department of Management Studies had organized a Guest Lecture for MBA –I Students on 21st January 2020. The Guest Speaker for the same was Mr Prakash Gunjal (Ex AGM Mylan Lab) . He was felicitated by Dr. Rakesh Patil, Head of the Department. The speaker enlighten the students on the Best HR Practices .According to him he said Strategic Management ,Workforce Planning and Employment (recruitment and selection) ,Human Resource Development (training & development), Total Rewards (compensation & benefits), Policy Formulation ,Employee and Labor Relations. ,Risk Management are few best HR Practices followed in an organization.



He also very well explained that through the case study of Kirloskar Organization wherein he explained how HR Manager solved the problem of Labor Union . lastly students had question answer session

Lecture on Opportunities In Agri & Processed Food Export Business

Department of Management Studies had organized a Guest Lecture for MBA Students on 11th February 2020. The Guest Speaker for the same was Mr Sharad Nanapure (Founder Chairman, Global Agri & Processed Food Export Institute) . He was felicitated by Dr. Rakesh Patil, Head of the Department. The speakers enlighten the students on the procedure of export & Import. What are the various documents required for export Import .he gave insights on various financial Institutions which support in providing Financial Support for export business .he also discussed the type of export market for agriculture food & fruits in regions like Dubai, Qatar, Singapore, Thailand, Malaysia, Europe & etc.he shared practical knowledge regarding how to built up buyer & seller relationship in case of new entrepreneur in export sector. He also shared the type of licenses required for the new entrepreneur & procedure for obtaining the license. While addressing the students he shared his



own experience how to develop the trust of buyer & farmers for export trade . what he shared some strategy regarding how to bifurcate the export markets as per profit ratio and expenses . he gave insight on costing of same regarding transportation, logistics, supply chain and cold storage etc. at the end there was question answer session .

Lecture on Overseas Education Opportunities

Department of Management Studies had organized a Guest Lecture for MBA Students on Overseas Education Opportunities. The Guest Speaker for the same was Mr Pradeep Mesharam (EduReach Overseas). He was felicitated by Dr. Rakesh Patil, Head of the Department. The speaker enlightens the students on the various overseas Education Opportunities. He guided them on various universities that EduReach has tie Upand information on various courses was given which are offered by those universities.



He also spoke about various scholarships available & the various other facilities such as transportation, accommodation. He guided on job prospects and career that student will be able to make after completing the Education. At the end there was question answer session and doubts of the students were cleared.

Session on Enhancing Skills A learning Curve for Employment

Department of Management Studies had organized Expert Lecture Enhancing Skills A learning Curve for Employment. The speaker for the same was Mr Sandeep Hampalle who is currently working with GenPact Hydrebad as a Procurement Lead Manager and is an Alumni of 2012-14 batch. In his introductory speech he little bit briefed about the Covid -19 nad precautionary measures to be taken. Then afterwards he spoke about the importance of skilling. He said that Covid-19 has drastically impacted many industries and surely it will take many months to get the economy on track and the industrial scenario will be completely different post covid -19 and the expectations of companies from their employees would increase and will demand different skills sets from the employee.



Hence the students must upgrade themselves on various parameters and should imbibe various skills so they would be able to match up with the industries expectation. And also told about the getting good employment will be an herculean task.

Alumni Connect Session: Interactive Session On Social Media for Business development

Department of Management Studies had organized Expert Lecture on *Social Media for Business development*.



The speaker for the same was Mr Aakash Maghnani who is working with E-Intelligence Baroda as a manger and is an Alumni of 2013-15 Batch . guest speaker started with the opportunities that the students have to learn new things in this lockdown period and students can definitely considered this to upgrade their knowledgeable and skills . he said one such skills they can upgrade is about using digital marketing platform for doing business, as digital marketing is a new talk of the corporate world and how the business are using digital marketing to grow their business . He highlighted the importance of social media specially digital marketing and the career opportunities in DM. he also guided on doing certification courses in DM

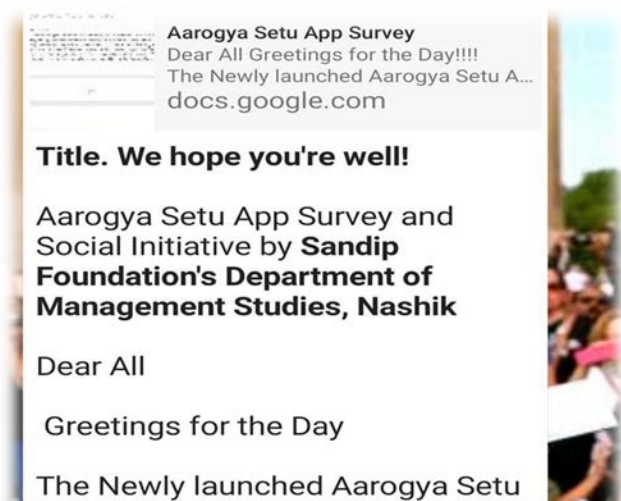
Best out of waste Competition



Sandip Foundation's, Department of Management Studies in order to create awareness amongst students towards environment organised a competition best out of waste the students used various waste material like old newspapers note books, chart papers cardboard boxes disposable

glasses pens and refills tooth picks dry stem of trees old flex and banner used foil paper plastic papers stings and fevicol can came up with very creative designs .Our Hod Dr Rakesh patil appreciated the wonderful creativity of the students.

Research Activity A Survey on Impact of Arogya Setu App on spreading the awareness regarding Corona Virus

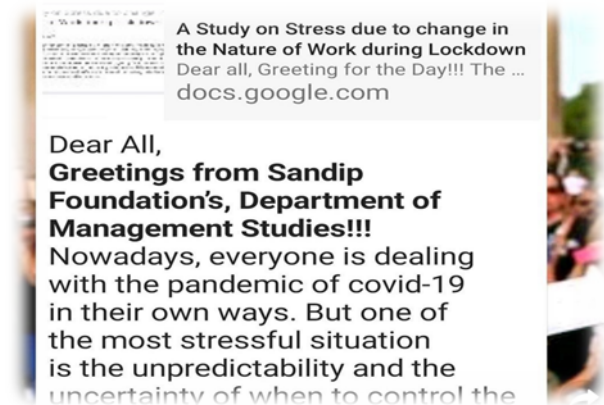


Department of Management Studies took an Initiative as a part of Research Activity to conduct

a research survey during Lock down due to Covid -19. As we are aware that Covid -19 has impacted on every thing on this earth be it a Economy, Health of a common man, business. It seems that everything has come to halt. Well most of us know that government of India has launched a app Name Arogya Setu for spreading the awareness regarding Corona Virus. The Research was conducted to study the impact created by this app in spreading the awareness regarding the corona virus. A questionnaire was prepared and was circulated to collected the data via google form.

Research Activity Study on Stress due to change in the nature of work from Home due to Lock Down

Department of Management Studies took an Initiative as a part of Research Activity to conduct a research survey during Lock down due to Covid -19. As we are aware that Covid -19 has impacted on every thing on this earth be it a Economy, Health of a common man, business. It seems that everything has come to halt. well definitely the Corona virus has brought down the world to Standstill and definitely it has penetrated the uncertainty in the minds of business man, labors, employees, farmers, house makers each and every one on this planet. This uncertainty has induced the



Stress as a by product so to measure the effect of stress due to lock down a research is been undertaken. To conduct the research a well structured questionnaire was prepared and circulated for data collection via google form.

Research Survey on Investment Behavior of Individual Investor



Department of Management Studies took an Initiative as a part of Research Activity to conduct a research survey during Lock down due to Covid -19. As we are aware that Covid -19 has impacted

on every thing on this earth be it a Economy, Health of a common man, business. It seems that everything has come to halt. Also as due to lock down all business organization has slowdown so is the income of a common people so in order to gauge the effect of lockdown on the investment pattern of an individual investor a research was been conducted .the research wqas conducted through well framed Questionnaire and the same was circulated for data collection by preparing a google form. in this survey various question were asked to the respondents related to their income , savings, Investment and Expenditure

Three Days Entrepreneurship Awareness Camp Day

Sandip Foundation's Department of Management Studies organized three days Entrepreneurship awareness camp for Management Students on 27th, 28th & 29th February 2020. Inauguration of the program was done by the hands of Mr. Gopinath D, Assistant General Manager & Pradeep Mokul, Mentor- Start up India, CEO-Nishi Adds Solutions, , Dr. S.T Gandhe, Principal SITRC , & All HODs of various department were also present for the Inauguration. Dr Rakesh Patil Head, MBA welcomed the guest & briefed about the objectives of organizing this awareness camp.



Pradeep Mokul while addressing to students said that the Core of Entrepreneurship has remained the same but its face has changed. He shared various facets about entrepreneurship such as risk taking, Decision Making, Timing the Market & Analyzing, Projection of Finances. Mr. Gopinath D discussed about the roles & responsibilities. Post Lunch session was conducted by Mr. Vedanshu Patil CEO-

Vedanshu Biznofairs Pvt. Ltd who discussed about how digital Marketing can help in taking business to a higher level & how we can use IT to expand our business & ease with which we can do the business with help of Technology. Day two began with the overview of day I. Session I of day II was conducted by Ms. Neha Khare give insight about the various opportunities that are lying for the youth in the field of Entrepreneurship. He urged students to identify & grab those opportunities. The post lunch session was conducted by *Mr. Vikram Bodke (Director Engenius park)* guided the students on the topic financial aspects of SSI unit including salient features of a project report, Support and financial assistance from Government. Agencies, banks, financial institutions, SFCs. In the third session Mr. GorakhMahajan, Co-founder, Rushiraj Enterprises, Nashik who through a small activity tested the student's inclination towards choosing entrepreneurship as a career. Day three began with the

overview of day I & II . Session I of day III was conducted by *Mr. Harshad Bele , (Director – CONNECT INDIA)* give insight on Creativity and business- the man behind the venture -the behavioral scientist's approach . In the afternoon session Ms. Bhaygshree Daspute, Founder- Astitva motivates the students by sharing her entrepreneurial experience and explain the importance of communication & maintainces of relation for becoming entrepreneur.

The program coordinator Prof. Sarika Patil, program and spelt out the expectations of the Department of Management Studies, briefed the organizers from the participants participants about the structure, design of the

Lecture on “Importance of LinkedIn in Professional World”



Professor GSK
Economist and Social Thinker

Department of Management Studies organized Webinar on Future Jobs in India after Covid 19. The session was conducted by **Dr G. Sathis Kumar** (Associate Professor, School of Management, Presidency University, Bangalore, Karnataka.). Well, we could probably say that this was the most relevant topic to have a webinar on the job scenarios. Since the outbreak of Covid-19, everything has come to a standstill, and each and every one is worried about the future, be it a businessman, farmer, manufacturer, doctor, or employee. Because once the lockdown is lifted, things won't be definitely the same as they were earlier, so jobs are no excuse for this. Dr. GSK in his session discussed the 10 trends we could find after Covid-19. He said that it will take 2 financial years to recover the economic situation. He added the concept of permanent jobs will diminish. There would be new ways of teaching. He also added there is a need of upskilling and re-skilling. Hereafter, companies will be looking for candidates having various skill sets and who would be technology-driven. He also highlighted the jobs that will grow after Covid-19, and those jobs are technology-driven. There would be new ways of learning. Overall, he said that employees will be looked from a different perspective and then hired. Also, he pointed out the positive aspects of this lockdown; he said people are taking up new courses and certification in their respective field as they are getting extra time for learning new things. Lastly, we had a question and answer session. The session was quite informative and it worked as an eye opener session for the participants.

New Opportunities for Start Up in and after Lock Down

Department of Management Studies had organized Webinar New Opportunities for Start

Up in and after Lock Down. The session was conducted by *Ms Neha Khare (Creative Director*

at Mirror Skin and hair care Pvt Ltd). Well its being almost two months for lock down and the business activities have come to a halt. Most the people are working from home for those it is possible.

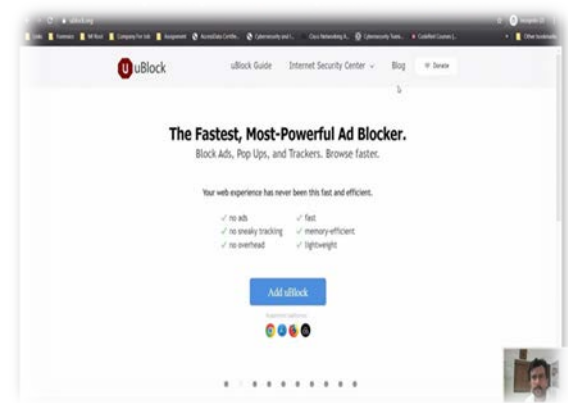
There are many people who has lost their job or are on the verge of losing the job as well . Same is case with business they are capital problem, labor problem even after the government has allowed relaxation in some part to start the business where the intensity of Covid 19 is

minimal. How to come out of this situation and find a solution to bring the personal economy that means the economy of individual household on track was the main objective of the seminar. Ms Neha Khare guided the participants on the opportunities that are available for start up in and after lock down . she said we must identify the needs the of the people first and then take the first step. Have passion without passion no business will run or last longer . prepare a plan for at least 5 years and review it in between to remain in the competition. She also spoke about her own case study how she became an entrepreneur . she gave example that how we should diversify our business and take steps according . she briefed that many people have already entered into business which are working in this situation such as Mask manufacturing, sanitizer agricultural product related business etc. lastly question answer session was taken.

Webinar on “Personal Security Learn, Do Check

Department of Management Studies had organized Webinar on Personal Security Learn, Do Check. The session was conducted by *Mr Vikas Naik Security Consultant, Department of Law Enforcement , Maharashtra*). With development of Internet age it has definitely followed by the increase in number of cyber crime. and in this lock down period the number of cases of internet fraud or technically what we can say the cyber crime has increased. The guest speaker in his speech highlighted on what are the

various cyber crime and frauds taking place around such as hacking of personal data ,



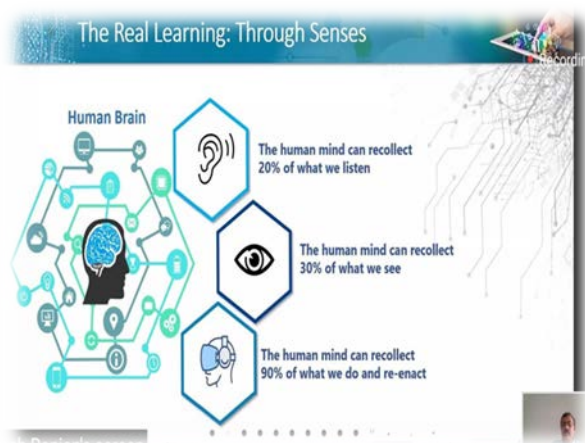
banking frauds, website hacking and so on . he also guided on how these crime can be reduced or how can we become aware about all these and can safeguard ourselves from becoming the victim. He also said that nothing is safe when we use the internet or various other digital platforms.

The speaker shared some websites where we can check whether are personal data is safe or it is being hacked. He also shared few websites which we much browse so that the chance of our data being robbed and misused becomes minimal. The session was mostly interactive and participants asked various questions related to personal security and they were completely justified satisfactorily by the speaker .

To do list for Organization to thrive after Covid 19

Department of Management Studies had organized Webinar on Personal To do list for Organization to thrive after Covid 19 . The session was conducted by *Mr Santosh Ranjan (Alumnus IIMB)* and holds a 15 years of experience in Digital Innovations & Learning . The things are the way we perceive them so is the same case with pandemic Covid - 19. Looking at the positive side of Covid -19 one thing is for sure the things may

organization do to accept this change was the topic for webinar. The speaker initially said that there are various learning pattern and it depends upon the age group that we fall in according to the speaker the population can be divided into categories the Generation X, Y , Z and Boomers. He added we could see a Employer Driven Curriculum means curriculum will be in tuned with the industry requirements. adding more to it he said we will be having Modular Courses. Most important point highlighted was there will be definitely Up Skilling and Re skilling . after Covid-19 the role of HR would be more crucial because he would need to find new ways of training as well appraising the employees



not be same as they were before . We could be seeing complete revolution in each and every sector be it Education, Manufacturing, IT etc. the Industries will be technologically driven and what should the

s



those should be hired and retained who's objective is in tune with the organization. Some part on components of learning ecosystem were also Taken

up. Lastly the speaker addressed the question and answer of the participants.

Webinar on Why Business & How to Become a leader



Enhance your personality...

- Body Language :** Avoid playing with stuff while interaction , yawning, looking disinterested.
Right Posture makes a difference.
- Eye Contact :** Always look at the person while talking, genuine smile speaks louder & more effectively than words.
- Language :** Monitor your thoughts and words, make positive language a habit. Positive phrasing sounds helpful and encouraging.
- Keeping Commitments :** Portrays your professional image, builds trust amongst people.

PERSONALITY & GROOMING

Department of Management Studies had organized Webinar on Why Business & How to become a leader . the speaker for the same was Ms Kalyani Alai an Alumni of 2013-15 batch. She currently into one of the biggest network marketing company and at a good position . Kalyani in her session particularly pointed out the difference between Jobs and Business. One notice able thing she told is that in job we have restrictions and we

cannot take our own decision and growth possibility are lesser were as in business we are our own decision maker and there is no limit for income. In the second half of the session she highlighted the important traits of an leader and how we must shape our personality in order to become a great leader, at the end question answer session was taken.



Sandip Institute of Technology & Research Centre,
Department of Management Studies (MBA), Nashik



-: Contact:-

NASHIK CAMPUS

TRIMBAK ROAD, NASHIK MAHARASHTRA, INDIA.

Sijoul Campus

Neelam Vidya Vihar, Village Sijoul, P.O. Mailam, Madhubani, Bihar - 847235

Corporate Office

Manisha Pride, First Floor J.N. Road Mulund (W) Mumbai: 400080

TOLL FREE NO: 1800-233-2714 / 1800-123-271

EMAIL: INFO@SANDIPFOUNDATION.ORG