

**Sandip Institute of Technology &  
Research Centre, Nashik**  
**DEPARTMENT OF MANAGEMENT STUDIES**  
**(MBA)**

**NEWSLETTER**  
**JULY-DEC-2022**



## **Vision & Mission of the Institute**

### **Vision**

- To be an acclaimed institution for learning and research.

### **Mission**

- To impart in-depth technical knowledge.
- To create conducive environment for research, innovation and entrepreneurship.
- To instil social and cultural values.

## **Vision & Mission of the Department**

### **Vision**

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

### **Mission**

- 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.

## Program Outcomes (POs)

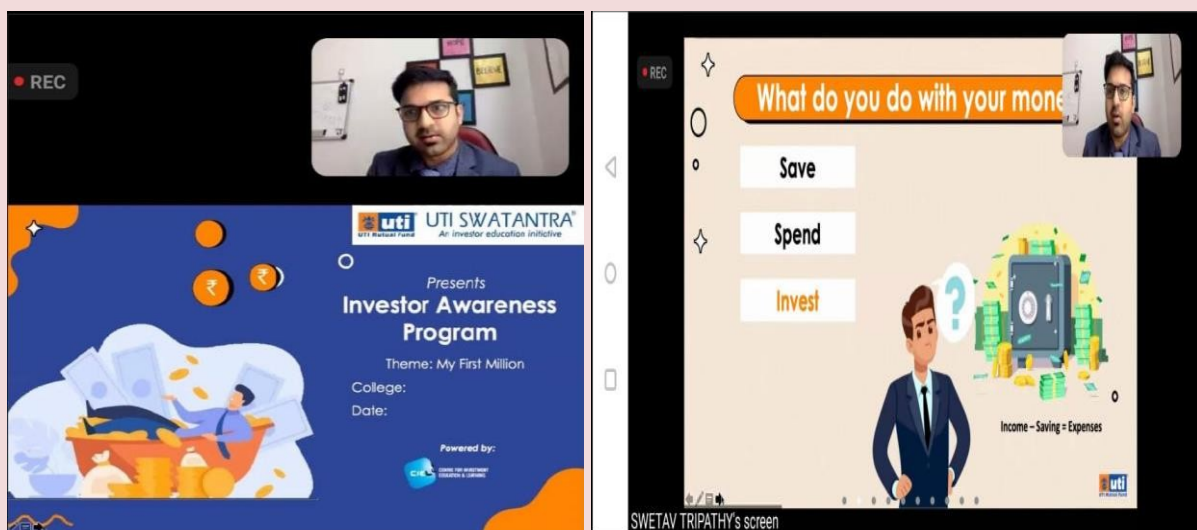
After successful completion of MBA program students will have

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 globalized environment related to business world & society at large.
PO 5	To unite & amalgamate under varied corporate hierarchical setting steer & lead themselves & others to achieve organizational goals.
PO 6	To exhibit & demonstrate high ethical values & act with uprightness in cross-cultural & socio-economic environment.
PO 7	To recognize & grasp entrepreneurial opportunities for developing startups and expanding family businesses.
PO 8	To apply management knowledge & acumen in 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 global perspective and exhibit an appreciation of Cross Cultural aspects of business management.

## Guest Lecture on “Introduction to World of Investment & Mutual Funds”

Department of Management Studies had organized a guest lecture session on “**Introduction to World of Investment & Mutual Funds**” for MBA students on 28<sup>th</sup> January 2022. The Guest speaker for the same was Mr. Swetav Tripathy who is a certified trainer recognized by SEBI & also is Sales & Soft skills Trainer. Speaker enlightens the students on different virtue & facets of Investments World, Importance of Financial Planning, and Introduce to students to Concept of Mutual Funds. He summarized the importance of financial planning as It provides direction to your goals or dreams, You plan your budget in a better manner, Financial planning makes you disciplined towards money & By planning your finances, you plan for the future. He also explains the history of Mutual Funds. And he told about why to invest in Mutual Fund.

From this guest lecture students came to know about various alternatives of Investments and also got insight about Mutual Funds



## Expert Talk on “Resume Writing & Mock Interview Session”

Department of Management Studies had organized a guest lecture session on “**Resume Writing & Mock Interview Session**” on 24<sup>th</sup> Jan 2022 for MBA Students. The Guest speaker for the same was Mr Indrajeet Sonanwane, Head of Training & Placement Department at Sandip Foundation. He discussed the importance of a resume, the best format to use, how to prepare an objective, present skills, achievements, project details, and so on; he also provided information on how to answer questions about students weaknesses and strengths, as well as how to respond to questions about the things they are good at. He went over three various resume forms based on the job profile, as well as how to write a covering letter or a letter of introduction. He provided valuable insight into interview preparation and the process of locating job prospects online through his resource person. Having a strong git-hub profile will open doors to a plethora of opportunities, and profile short listing will take place through many channels such as Linked-in, git-hub, and other social media. During the interview, students are instructed not to use particular words or items, as well as to avoid making typical blunders. The importance of body language, tone, and voice modulation during the Offline/Online/Telephonic interview process is emphasised by him, as well. The resource person answered all of the student’s questions in a professional manner.



## Guest/Expert Talk Lecture on “Driving Forces for High Performing Organizations”

Department of Management Studies had organized a guest lecture session on “**Driving Forces for High Performing Organizations**” on **31<sup>st</sup> January 2022** for MBA Students. The Guest speaker for the same was Mr Mahesh Dandekar who worked as a Vice President in Human Resource Department in numerous multinational companies of Nasik. While speaking to students he shared his own journey of becoming an VP, he said that he was blessed to work under various multi- talented managers who taught him minute things which matters in an organization and which act as a driving force for increasing own performance which will contribute to the development of organization

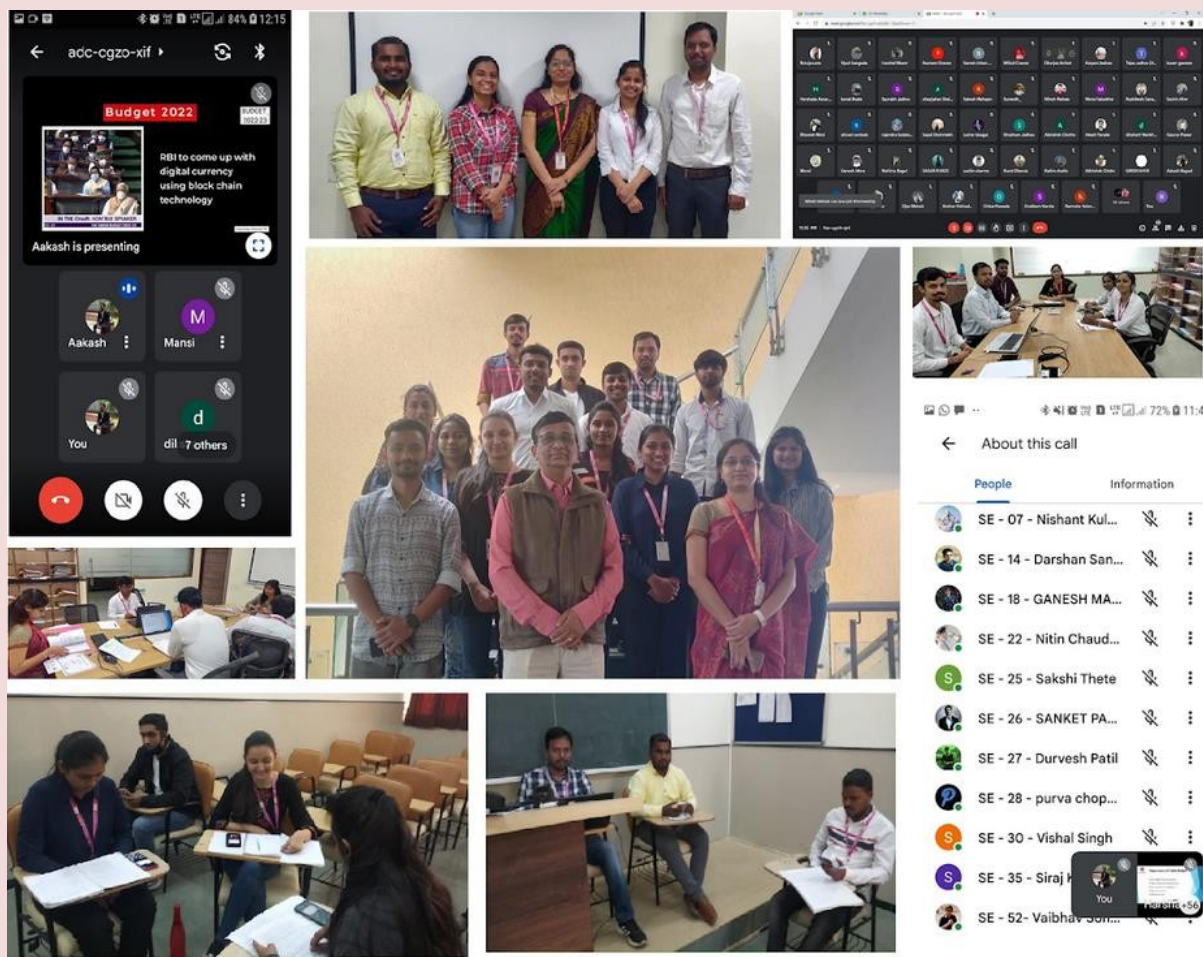




## Union Budget Activity 2022

Finance café of Department of Management Studies had organized a week **“Program on Discussion and Highlights of Union Budget 2022”** during 8<sup>th</sup> Feb., 2022 to 14<sup>th</sup> Feb., 2022. It was the activity –By the Students – For the Students

Finance café always provides opportunities to students for learning and understanding concepts of financial management in an unconventional way. This activity was an attempt to provide students a platform to learn in depth the concept of union budget and present it. These different sessions discussed on highlights of Union budget starting from the genesis of word budget along with various interesting facts, pre budget economic analysis, sector wise analysis with special sector analysis like mechanical, electrical, Electronics and Telecommunications, Civil and Computers and IT.



## **“Guest Lecture on “Financial Statement Analysis & Equity Research Modelling”**

Department of Management Studies had organized an Expert Talk on “Financial Statement Analysis & Equity Research Modelling” for MBA Students on 16<sup>th</sup> Feb 2022. The Guest speaker for the same was Dr. Prakash Singh, Professor-IIM Lucknow. In his introductory speech the speaker emphasized on the three basic aspects: the income statement, the balance sheet and the cash flow statement. He explained prerequisite of Financial Modelling. The speaker showed us a spread sheet that presented the basic core ideas of accounting. He kept saying that accounting is beautiful because it explains everything. After creating the Profit and Loss, the income statement, build the balance sheet that includes assumptions underpinning forecasts. The last step is the cash flow, if everything works then it balances. Speaker through medium of certain live examples of certain companies such as reliance, zomato etc. he showed students how financial modelling works. He also said that if we look at the major indices of various economies each index comprises of companies from service industries totalling to nearly 80% where 20% are into tangible business. The point which he wanted to make clear was that the traditional valuation methods are becoming redundant and there has to be new valuation model developed in order to value the business because of the increasing technology & the rise of service industries providing intangible services needs to be valued differently. lastly he answered the queries of student related to Financial modelling and given some suggestions.





## Guest/Expert Talk Lecture on “Financial Planning, Financial Literacy, Asset Allocation”



Department of Management Studies had organized a guest lecture session on “Financial Planning, Financial Literacy, Asset Allocation” for MBA Students on 23<sup>rd</sup> February 2022. The Guest speaker for the same was Mr Paresh Sheth & Mr Mitez Sheth both of them are Director at CASI, which is a New York based firm. The session was arranged to introduce the students to the world of personal finances precisely financial planning & asset allocation. The speaker began with explaining the concept of savings, he pointed out that saving the resources particularly the money is in blood which we have inherited from our ancestors. He then pointed out difference between savings & Investments. Inflation is the main culprit which eats away our savings so in order to beat the inflation and achieve financial freedom one must have a thorough knowledge of Personal Finances and must do Financial planning properly. By and large he said investment can be done in only three things Gold, precious metal and Business. He then introduces students to various financial assets which yield returns to cover the future expenses. As per the speaker asset allocation is also crucial act which everyone must follow and get acquainted with so that in the fluctuating business environment investment and capital remains protected.

## Guest/Expert Talk Lecture on “Basics of Group Discussion & Mock Practice”.

Department of Management Studies had organized a guest lecture session on “Basics of Group Discussion & Mock Practice session” for MBA Students on 18<sup>th</sup> February 2022. The Guest speaker for the same was Mr. Sachin Ahire & Mr. Aniket Jondhale both of them are Founder & Entrepreneur of Toppernicus & Grade E. We all know that recruitment process nowadays is not a cake walk process. It is complex than it used to be in earlier times. Gone are those days, when only basis mark sheets and degree one used to grab a job. Now selection in a company or even in a management college depends on how you perform during your Group Discussion. Following were the take away from the session

### **Areas of Evaluation in a Selection GD**

Though a group discussion, many things for a particular candidate can be assessed, such as his/her mental capacity to think, his creative bent of mind, Analytical abilities, comprehending a subject and then speaking on it, awareness, attitude, and energy levels. Some of them are

1. Understanding of the Subject
2. Assertiveness
3. Team Work
4. Willingness to Take the Initiative
5. Listening Skills
6. Adaptability
7. Leadership Qualities
8. Communication Skills



## Alumni Talk “How to excel in Sales marketing”

Department of Management Studies had organized an Alumni Talk session on “How to excel in Sales marketing” on 28<sup>th</sup> February 2022. To give deliver the speech on the said topic we had with us Mr Arulkumar Nadar an alumni of 2016-18 batch who is currently working as a Sales Manager at HDFC Bank and looking after the Nasik Region. He in his session while interacting with the students he talked about how to excel in sales marketing. Initially sales seem to be tough & challenge job but as we progress and gain experience it becomes easier and it bring out best version of oneself. To sum-up he shared the following tips with the students-Ask questions and listen, Showcase your full potential, assume the sale, stand out, Tell your story visually, Overcoming objections in sales, Don't fear giving away too much upfront, Understand what motivates your customers to buy, Push for a decision, Always over-deliver.

When delivering great service to customers, don't think of it as a short- term transaction. Instead, make a long-term investment in your customers, and build up the opportunity for repeat business. Customers new and old should get the same experience, no matter how big or small your business is. Consistency can be one of the most crucial elements of service for your customers. If you commit to serving your customers and prospects (beyond just selling to them) not only will you realize how to boost sales, obtain repeat business and happier customers; you will also achieve a less erratic sales process

## Workshop on “Introduction to Technical Analysis and Price Action”

Department of Management Studies had organized a guest lecture/Expert Talk session on “Introduction to Technical Analysis and Price Action” on 25<sup>th</sup> March,2022 for MBA Students. The Guest speaker for the same was Mr. Dinesh Kumar Singh. Who currently is an Associate Partner for Zerodha for Nashik region? During the session firstly students were introduced to the various facets of stock market such as what is stock marketing, composition of stock market, process of listing of companies on stock market i.e. IPOs. Various types of trades such as MIS & CNC. Market orders, Limit orders. They were also introduced to Indices such as Sensex, Nifty, and Bank Nifty and so on. Later in the session the speaker discussed about various apps which facilitate trading such as Zerodha, Upstock, ICICI,Sharekhan, profit mart etc. Students were given insight on Fundamental analysis & TechnicalAnalysis. An in depth details were provided on various charts which are used in Technical analysis to study the trends of various stocks & indices and which are beneficial to take the call for buying, selling and holding particular shares. Charts such as Candle Stick, MACD, Central pivot range, RSI. Etc





## **Industrial Visit at Sahakar Maharshi Bhausaheb Thorat Sahakari Sakhar Karkhana Ltd. & Rajhans Milk, Sangamner Taluka Sahakari Dudh Utpadak & Prakriya Sangh Ltd. Sangamner**

Department of Management Studies had organized a Industrial Visit to Sahakar Maharshi Bhausaheb Thorat Sahakari Sakhar Karkhana Ltd. & Rajhans Milk, Sangamner Taluka Sahakari Dudh Utpadak & Prakriya Sangh Ltd. Sangamner on 27<sup>th</sup> March 2022. Industrial visit is considered as one of the tactical methods of teaching. The main reason behind this-it lets student to know things practically through interaction, working methods and employment practices. Moreover, it gives exposure from academic point of view. Main aim industrial visit is to provide an exposure to students about practical working environment. They also provide students a good opportunity to gain full awareness about industrial practices. Through industrial visit students get awareness about new technologies. Technology development is a main factor, about which a students should have a good knowledge. Visiting different companies actually help students to build a good relationship with those companies. We know building relationship with companies always will always help to gain a good job in future. After visiting an industry students can gain a combined knowledge about both theory and practical. Students will be more concerned about earning a job after having an industrial visit.



## Participation in "AIMA Index 2022, Nashik"

Students from the Sandip Foundation's, Department of Management Studies had been participated in AIMA Index 2022, Nashik during 17<sup>th</sup> March 2022 to 21<sup>st</sup> March 2022. Department had been contacted by (Ambad Industries and Manufacturer's Association) AIMA authorities Mr. Dhananjay Dixit (Volunteer Committee Chairman), had narrated MBA-I students about volunteering at AIMA Index 2022 Nashik. Students had volunteered AIMA Index 2022 event as the work allotments and given maximum possible output to it. Students have also interacted with Industry Proprietors, Directors, CEOs during this five days event at Dongare Vasatigruha, Nashik. Volunteering helped the students to gain confidence by giving them a chance to try something new and build a real sense of achievement. Volunteering can have a real and valuable positive effect on people, communities and society in general. Volunteering helped students meet different kinds of people and make new contacts. Volunteering helped students to feel part of something outside their class, friends and family. Volunteering helped students learn new skills and gain new experience apart from class room teaching. Through volunteering students can learn to challenge themselves to try something different, achieve personal goals, practice using your skills and discover hidden talents



## Industrial Visit at Samsonite South Asia Pvt Ltd, Igatpuri Nashik

The Department of Management Studies arranged an Industrial Visit at Samsonite South Asia Pvt Ltd, Igatpuri, Nashik, on 06th May 2022, as part of its curriculum. During the industrial visit, Mr Suyog Joshi served as a guide for the pupils. Initial discussions during their visit focused on the company's history, specifically when and how the company was founded. The year 1997 was the year when it was first announced. The number of owners is eleven. He further highlighted the nature of the company's



operations, stating that it is an exporter, manufacturer, and supplier of luggage bags, which is its primary product. He presented information on the number of personnel in the organization, their positions and duties, as well as the numerous benefits and facilities available to them. There are approximately 65 workers working for the company. He also went into detail about the production process. The overall revenue of the corporation is approximately 95 million dollars. Last but not least, it was a very educational session overall.



### **Guest/Expert Talk Lecture on “Capital Markets & Wealth Creation”**

Department of Management Studies had organized a guest lecture session on “Capital Markets & Wealth Creation” for MBA Students on 27<sup>th</sup> May 2022. The Guest speaker for the same was Ms Daksha Gogia, who is a trainer for Financial Literacy & Investor Education of BAIP Organization. In deliver of speech she mentioned few essential & crucial points which can be summed up as follows. In growing era of corporate scams and accounting scandals, self-awareness and adequate knowledge in the field of finance is extremely necessary. It is important for every individual to plan out their financial goals for which knowledge about financial products is a must. This will help every

individual to take independent decisions and plan out for the future in a better manner. This lecture was an attempt to clear out the misconceptions in the minds of students, channelize thought process regarding investments, make them aware of various asset classes, and equip them with enough financial skills so that they are financially safe. Also, she introduced the students to a variety of primary market capital raising strategies, such as mutual funds, initial public offerings, equities, etc. She also covered the requirements for trading on the securities market as well as the significance of investing. Throughout the whole session, students engaged in active involvement. The students did undoubtedly benefit from an efficient learning opportunity.



### A Three days Training Programme on MS-Excel

Department of Management Studies had organized a three days Training Programme on, "MS-Excel" for the MBA students. The training session was conducted by Dr. Tushar Jagtap, Director, Success Management System, and Alumni JBIMS. The main motive behind organizing this function was to provide the constructive knowledge of Advance Excel to the student and its Features, Applicability and Usability. The workshop began with welcoming the trainer, Dr. Tushar Jagtap, by Dr Rakesh Patil (Dean Admin & Head of the Department). The workshop lead off with the practical demonstrated and how to use excel in our daily routines to enhance the productivity while working on excel. Dr. Tushar Jagtap thought many short-cut keys to harmonize the excel with providing the ease while we are on. The examples like how to manage the date with various formats and which is most suitable in the corporate life as well in the daily use. Another example focused on merging the data in a constructive way. He explained the importance of excel to grab the collaborative and demonstrative adaptability. Which prolonged with the benefits of excel in professional life to transit the working process in a most deepen the knowledge. He embark on the techniques to be used in the projects and research work. The main parts dealt with the applicability of excel in the Data Interpretation and Analysis in their project work. This gave the keen-eyed techniques to understand and implement them in more productive and efficient manner. The programme last for two days with more learning and imbibing the core diversified excel knowledge through this workshop.

