



स्वयमेव मृगेन्द्रता ।

Abhinav Education Society's

INSTITUTE OF MANAGEMENT & BUSINESS ADMINISTRATION, AKOLE

Approved by AICTE, New Delhi, Recognised by DTE (Govt of MH) and Affiliated to Savitribai Phule Pune University, Pune

Dhamangaon Awari Road, Akole, Dist. Ahmednagar M.S. 422 601

Tel.: (02424) 221283, 223458, Fax : (02424) 223943

• DTE Code : MB5320

• Unipune PUNCODE : IMMA017220

Ref. No. :

Date: / /20

Value Added Courses List		
Sr. No.	Name of the Course	Year
1	Effective Business Communication	
2	Advanced Certificate in Elevating Luxury Brands	
3	Basics of Capital Market	
4	Sales Force Management	
5	Fundamentals of Business Etiquette	2018-19
6	Spreadsheet management	
7	Sucess Mantra	
8	Supply Chain Management	
9	Communication strategies	2019-20
10	Business Ethics & Corporate Governance	
11	Team Building	
12	Sustainability Management	2020-21
13	Idea Innovation basics for Business	
14	Cold calling as business tool	2021-22
15	Time Mnagement	
16	Advanced Certificate Course in Securities Market, IPO & Mutual Fund	





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Certificate

This is to certify that

Mr. AGIWALE RAJNATH N.

has been successfully completed 32 total hours of the course
Effective English Speaking for Management.

on 1st Sept to 11th Sept 2017

11/09/2017

Date



Hemant M.
Prof. Hemant Mandlik
(Mission Spoken English)

[Signature]
Authorised Signatory
DIRECTOR
AES Institute of Management &
Business Administration, Akole



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Certificate

This is to certify that

Mr. PROTE SWARNIL D.

has been successfully completed 32 total hours of the course

Effective English Speaking for Management.

on 3rd Sept to 11th Sept 2017

11/09/2017

Date



Hemant M.
Prof. Hemant Mandlik
(Mission Spoken English)

[Signature]
Authorised Signatory
DIRECTOR
AES's Institute of Management &
Business Administration, Akole



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Certificate

This is to certify that

Mr. Ambekar Snehal S.

has been successfully completed 30

total hours of the course

Advanced Certificate in Elevating Luxury Brands

on 9th Oct. to 12 Oct. 2017

12-10-2017

Date



Authorised Signatory



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Certificate

This is to certify that

Mr. Ambekar Sanket S.

has been successfully completed 30

total hours of the course

Advanced Certificate in Elevating Luxury Brands

on 9th Oct. to 12 Oct. 2017

12-10-2017

Date



Authorised Signatory



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to Savitribai Phule Pune University, Pune

Certificate

This is to certify that

Mr. Awari Ganesh K.
has been successfully completed 32 total hours of the course
Advanced Certificate Course in Basics of Capital Market
on 15 to 18 Jan. 2018



18/01/2018

Date

Authorised Signatory



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Certificate

This is to certify that

Mr. Andhale Bhausaheb Sopan
has been successfully completed 32 total hours of the course
Advanced Certificate Course in Basics of Capital Market

on 15 to 18 Jan. 2018



18/01/2018
Date


Authorized Signatory



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Certificate

This is to certify that

Mr. BENKE DIGAMBAR R.

has been successfully completed 32

total hours of the course

Certificate Course in Sales Force Management

on 13 March to 16 March 2018

16/03/2018
Date



Jayash J.
Authorised Signatory



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Certificate

This is to certify that

Mr. Daund Pravin A.

has been successfully completed 32

total hours of the course

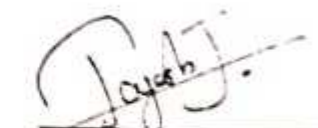
Certificate Course in Sales Force Management

on 13 March to 16 March 2018

16/03/2018

Date




Authorized Signatory

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Certificate

This is to certify that

Mr. Amol Vitthal Bhongare

has been successfully completed 32 total hours of the course

Fundamentals of Business Etiquette

on 9th Oct. to 12th Oct. 2018

Ganesh Patel
Signature



P. Kanawade
Signature

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Certificate

This is to certify that

Mr. Aniket D. Awarri

has been successfully completed 32 *total hours of the course*

Fundamentals of Business Etiquette

on 9th Oct. to 12th Oct. 2018

C. Ravneet
Signature



P. Konaawale
Signature

Abhinav Education Society's
Institute of Management & Business Administration

Approved by AICTE, New Delhi, Recognized by DTE (Govt. of MH) & affiliated
to Savitribai Phule Pune University, Pune



Certificate

This is to certify that

Mr. Agiwale. Ramnath N.

has been successfully completed 32 total hours of the course

Certificate Course in Spreadsheet Management

on 3-12-18 to 6-12-18


Signature



6/12/2018
Date

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Certificate

This is to certify that

Mr. Bhandkari Priyanka S.

has been successfully completed 32 *total hours of the course*

Certificate Course in Spreadsheet Management

on 3-12-18 *to* 6-12-18


Signature



6/12/2018
Date

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Certificate

This is to certify that

Mr. Borhade Balasahb S.

has been successfully completed 30 total hours of the course

Success Mantra- The Customer Service

on 16th Jan to 19th Jan. 2019




signature

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Certificate

This is to certify that

Mr. Deshmukh Pratiksha R.

has been successfully completed 30 total hours of the course

Success Mantra- The Customer Service

on 16th Jan to 19th Jan. 2019



[Signature]
Signature



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Certificate

This is to certify that

Mr. DHONDE SONALI BALASAHEB

has been successfully completed 32

total hours of the course

Certificate Course in Supply Chain Management

on 27/03/2019 to 30/03/2019

30/03/2019
Date




Authorised Signatory



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Certificate

This is to certify that

Mr. DIWTE TUSHAR OMKAR

has been successfully completed 32

total hours of the course


Certificate Course in Supply Chain Management

on 27/03/2019 to 30/03/2019

30/03/2019

Date




Authorized Signatory

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Certificate

This is to certify that

Mr. Dube Durgesh Sunil

has been successfully completed 32 total hours of the course

Certificate course in Communication Strategies

on 02-07-19 to 05-07-19



R. N. N. N.

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Certificate

This is to certify that

Mr. Jadhav Rohidas Bhimoji

has been successfully completed 32 total hours of the course

Certificate course in Communication Strategies

on 02-07-19 to 05-07-19



[Signature]
S. N.

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Certificate

This is to certify that

Mr. KANAWADE DIGAMBAR M.

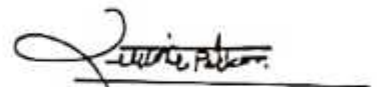
has been successfully completed 32 *total hours*
of the course

Certificate Course in Business Ethics and Corporate governance

on 13th Nov to 17th Nov. 2019

17/01/2020

Date



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Certificate

This is to certify that

Mr. JADHAV ROHIDAS B.

has been successfully completed 32 *total hours*

of the course

Certificate Course in Business Ethics and Corporate governance

on 13th Nov to 17th Nov. 2019

17/01/2020

Date

Authorised Signatory

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Certificate

This is to certify that

Mr. Karad Rahul B.

has been successfully completed 30 total hours of the course

Certificate course of Team Building

on 6th Jan. to 09th Jan 2020




Signature

9th Jan 20
Date

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Certificate

This is to certify that

Mr. Katore Devenra

has been successfully completed 30 total hours of the course

Certificate course of Team Building

on 6th Jan to 9th Jan 2020




Sign

9th Jan 20
Date

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Certificate

This is to certify that

Mr. Jadhav Rahidas Bhimaji
has been successfully completed 32 total hours
of the course

Certificate Course in Business Sustainability Management
on 02/03/2020 to 06/03/2020



06/03/2020

Date

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Certificate

This is to certify that

Mr. Dube Durgesh Sunil
has been successfully completed 32 total hours
of the course

Certificate Course in Business Sustainability Management
on 02/03/2020 to 06/03/2020



06/03/2020

Date

Authorized Signatory



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Certificate

This is to certify that

Mr. Umesh Dnyanoba Arote

has been successfully completed 30 total hours of the course

Certificate Course in 'Idea-Innovation Basics for Business'

ON 07-12-2020 to 10-12-2020

07-12-2020

Date


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Certificate

This is to certify that

Mr. Nilesh Vilas Arote


has been successfully completed 30 total hours of the course

Certificate Course in 'Idea -Innovation Basics for Business'

ON 07-12-20 to 10-12-20

10-12-2020

Date


Authorized Signatory

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Certificate

This is to certify that

Mr. Bhangate Vaishali Uttam

has been successfully completed 32 total hours of the course

Certificate course of Cold Calling as basic tool of Marketing

on 22-03-21 to 25-03-21



Vaishali
Signature

[Signature]
Signature

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Certificate

This is to certify that

Mr. Barate Amol Namdeo

has been successfully completed 32 total hours of the course

Certificate course of Cold Calling as basic tool of Marketing

on 22-03-21 to 25-03-21



Barshale
Signature

Barshale
Signature

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Certificate

This is to certify that

Mr. Mayur Sapan Mundhe

has been successfully completed 32 total hours of the course

Certificate Course of Time Management

on 7th Feb to 10th Feb 2022


signature

07-02-22
Date



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Certificate

This is to certify that

Mr. Sagar Sanjay Dhumal

has been successfully completed 32 total hours of the course

Certificate Course of Time Management

on 9th Feb to 10th Feb 2022


Signature

07-02-22
Date



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Certificate

This is to certify that

Mr. Ghodekar Rushikesh Somnath

*has been successfully completed 32 total hours of the course
Advanced Certificate Course in Securities Market, IPO & Mutual Fund*

on 5-4-22 to 8-4-22



Amh Sonap
Signature

08-04-2022

Date

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Certificate

This is to certify that

Mr. Ekhande Ganesh Nanasaheb

has been successfully completed 32 total hours of the course
Advanced Certificate Course in Securities Market, IPO & Mutual Fund

on 5-4-22 to 8-4-22



Amh Sonap
Signature

08-04-2022

Date



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Attendance Sheet A. Y.

Class: FYMBA

Semester: I

Month: September 2017

Course Name: Effective Business Communication

Event Coordinator: Mr. Hemant Mandlik

Roll No.	Name of Student	Date						Total
		07-Sep	08-Sep	09-Sep	10-Sep			
201701	Agiwale Ramnath Nivrutti	P	P	P	A			
201702	Arote Swapnil Dattatray	P	P	A	P			
201703	Bhalerao Suvarna Navnath	P	A	P	P			
201704	Bhandkoli Priyanka Shivram	P	P	P	P			
201705	Bibave Swapnil Sampat	A	P	P	P			
201706	Borhade Balasaheb Sadu	P	P	P	P			
201707	Chaudhari Umesh Eknath	P	P	P	P			
201708	Chaudhari Youesh Ulhas	P	P	P	P			
201709	Chavanke Mangala Khandu	P	P	P	P			
201710	Chokhande Kishor Ramdas	A	P	P	P			
201711	Chokhande Sandesh Hanumanta	P	P	P	P			
201712	Datkile Prakash Shivaji	P	P	P	A			
201713	Deshmukh Mahesh Balsaheb	P	P	P	P			
201714	Deshmukh Pratiksha Ramdas	P	P	P	P			
201715	Dhadage Kalyani Balasaheb	A	P	P	P			
201716	Dhage Adinath Ashok	P	P	P	A			
201717	Dharmadhikari Mandar Shirish	P	P	P	P			
201718	Dhonde Sonali Balasaheb	P	P	P	P			
201719	Diwate Tushar Omkar	P	P	P	P			
201720	Dongre Sandip Suresh	P	P	P	P			
201721	Durgule Sneha Shashikumar	P	A	P	P			
201722	Ghule Sujay Bhausaheb	P	P	P	A			
201723	Ghule Sumit Prakash	P	P	P	P			
201724	Ghule Sunit Prakash	P	P	A	P			
201725	Ghule Vishwas Sahebrao	P	P	P	P			
201726	Gorhe Amol Gulabrao	P	P	P	P			
201727	Gunjal Prashant Sampat	P	P	P	P			
201728	Hase Yogesh Balchand	P	P	P	P			
201729	Jadhav Ganesh Vijay	P	P	P	P			
201730	Jadhav Yogesh Ramesh	P	P	P	P			
201731	Jaybhaye Sainath Dilip	A	P	P	P			
201732	Kadlag Dipak Ramdas	P	P	P	P			
201733	Kadlag Sushant Bharat	P	A	P	P			
201734	Kadlag Tukram Madhukar	P	P	A	P			
201735	Kasar Aksha Sakharan	P	P	P	A			
201736	Kondar Sarika Jankar	A	P	P	P			

Denuka



201737	Kulkarni Harshad Mahhindra	P	P	A	P			
201738	Kulkarni Somesh Pradip	P	A	P	P			
201739	Malve Akshay Satish	P	P	P	P			
201740	More Kishor Maruti	P	P	P	P			
201741	More Pravin Madhukar	P	P	A	P			
201742	Naikwadi Uday Ramesh	P	P	P	P			
201743	Nawale Prashant Kishor	A	P	P	P			
201744	Nawale Santodh Ashok	P	P	P	P			
201745	Pabalkar Kajal Shankar	P	P	P	P			
201746	Phapale Sandip Kisan	P	P	P	A			
201747	Rajebhosale Shital Dattatray	P	P	P	A			
201748	Ranade Rahul Sampat	P	P	A	P			
201749	Revagade Minakshi Maruti	A	P	P	P			
201750	Sabale Vishal Gautam	P	A	P	P			
201751	Sadgir Sudam Kisan	P	P	P	P			
201752	Sagar Sandip Dadahari	P	P	P	P			
201753	Shelke Satyavan Dattatray	A	P	P	P			
201754	Shinde Vaibhav Dattatray	P	P	P	P			
201755	Sonwane Ravindra Bhausaheb	P	A	P	P			
201756	Suryavanshi Kishor Nandkumar	P	A	P	P			
201757	Tormal Sanket Harishchandra	A	P	P	P			
201758	Vyavahare Sumit Kaiias	P	P	P	P			
201759	Wakchaure Smita Bhagwan	P	P	P	P			
201760	Wakchaure Tushar Radhakisan	P	P	P	P			

60

Signature



60

$$44 \div 27 = 71 \times 4 \text{ Program} \\ = 284$$

$$= \frac{141}{284} \times 100 \\ = \boxed{50.1}$$



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Attendance Sheet A. Y.

Class: SYMBA

Semester: III

Month: October 2017

Course Name: Advanced Certificate in Elevating Luxury Brands

Event Coordinator: Dr. Pratik Waman

Roll No.	Name of Student	Date					Total
		09-Oct	10-Oct	11-Oct	12-Oct		
201601	Ambekar Sanket Suryakant	P	P	A	P		
201602	Ambekar Snehal Suryakant	P	P	P	P		
201604	Andhale Bhausaheb Sopan	P	P	P	P		
201605	Awari Ganesh Karbhari	P	P	P	P		
201606	Benke Digambar Ramnath	P	P	P	P		
201608	Daund Pravin Arun	A	P	P	P		
201610	Deshmukh Bhausaheb R	P	P	P	P		
201611	Durgule Shreeja Shrikant	P	P	A	P		
201612	Ghule Pranav Sanjay	P	P	P	P		
201613	Gorde Pravin Sopan	P	P	A	P		
201614	Gunjal Ajit Dinkar	P	A	P	P		
201615	Kadlag Kiran Popat	P	P	A	P		
201616	Karad Kalyani Arjun	P	P	A	P		
201617	Khade Ashwini Manik	P	P	P	P		
201618	Madane Mangesh Savaleram	P	P	A	P		
201619	Malve Kanchan Kiran	P	P	P	P		
201620	Malve Tejesh Kishor	P	P	P	P		
201621	Maniyar Akbar Mahamad	A	P	P	P		
201622	More Yogita Laxman	P	P	P	P		
201623	Pawar Ganesh Dattatray	P	P	P	P		
201624	Phapale Bablu Dattatray	P	P	P	A		
201625	Punde Ashwini Ramesh	A	P	P	P		
201626	Sagar Abhijit Kacharu	P	A	P	P		
201627	Shelke Dadabhau Vilas	P	P	P	A		
201628	Shete Poonam Dattatraya	P	P	P	P		
201629	Talekar Deepak Ramnath	P	P	P	P		
201630	Thatar Akshay Kacharu	P	P	P	A		

Ranuka
Event Coordinator 27



Event Coordinator



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Attendanc Sheet A. Y.

Class: SYMBA

Semester: ~~IV~~ **IV**

Month: January 2018

Course Name: Basics of Capital Market

Event Coordinator: Mr. Prashant Navgaje

Roll No.	Name of Student	Date						Total
		15-Jan	16-Jan	17-Jan	18-Jan			
201601	Ambekar Sanket Suryakant	P	A	P	P			
201602	Ambekar Snehal Suryakant	P	P	P	P			
201604	Andhale Bhausaheb Sopan	P	P	P	P			
201605	Awari Ganesh Karbhari	P	P	P	P			
201606	Benke Digambar Ramnath	P	P	P	P			
201608	Daund Pravin Arun	P	P	P	P			
201610	Deshmukh Bhausaheb R	P	P	P	P			
201611	Durgule Shreeja Shrikant	P	P	P	P			
201612	Ghule Pranav Sanjay	P	P	P	P			
201613	Gorde Pravin Sopan	P	P	P	P			
201614	Gunjal Ajit Dinkar	A	P	P	P			
201615	Kadlag Kiran Popat	P	P	P	P			
201616	Karad Kalyani Arjun	P	P	P	P			
201617	Khade Ashwini Manik	P	P	A	P			
201618	Madane Mangesh Savaleram	P	P	P	P			
201619	Malve Kanchan Kiran	P	P	A	P			
201620	Malve Tejesh Kishor	P	P	P	P			
201621	Maniyar Akbar Mahamad	A	P	A	P			
201622	More Yogita Laxman	P	P	P	P			
201623	Pawar Ganesh Dattatray	P	P	P	A			
201624	Phapale Bablu Dattatray	P	P	P	A			
201625	Punde Ashwini Ramesh	P	P	P	P			
201626	Sagar Abhijit Kacharu	P	P	P	A			
201627	Shelke Dadabhau Vilas	P	P	A	P			
201628	Shete Poonam Dattatraya	P	P	A	P			
201629	Talekar Deepak Ramnath	A	P	P	P			
201630	Thatar Akshay Kacharu	P	P	P	P			

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Prashant Navgaje
Event Coordinator



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DhamanGoan Awari Road Akole, Dist. Ahmednagar M.S. 422601 Tel : (02424) 221283, 223458

Attendanc Sheet A. Y.

Class: SYMBA		Semester: III IV			Month: March 2018	
Course Name: Sales Force Management		Event Coordinator: Mr. Jayesh Jain, Mr. Nilesh Nighute, Mr. Anil Bendre				
Roll No.	Name of Student	Date				
		13-Mar	14-Mar	15-Mar	16-Mar	Total
201601	Ambekar Sanket Suryakant	P	Ab	P	P	
201602	Ambekar Snehal Suryakant	P	P	P	P	
201604	Andhale Bhausaheb Sopan	P	P	P	P	
201605	Awari Ganesh Karbhari	P	P	P	P	
201606	Benke Digambar Ramnath	P	P	P	P	
201608	Daund Pravin Arun	P	P	P	P	
201610	Deshmukh Bhausaheb R	P	P	P	P	
201611	Durgule Shreeja Shrikant	P	P	P	P	
201612	Ghule Pranav Sanjay	Ab	P	P	P	
201613	Gorde Pravin Sopan	P	P	P	P	
201614	Gunjal Ajit Dinkar	P	P	P	P	
201615	Kadlag Kiran Popat	Ab	P	P	P	
201616	Karad Kalyani Arjun	P	P	Ab	P	
201617	Khade Ashwini Manik	P	P	P	P	
201618	Madane Mangesh Savaleram	P	P	Ab	P	
201619	Malve Kanchan Kiran	P	P	Ab	P	
201620	Malve Tejesh Kishor	P	P	P	P	
201621	Maniyar Akbar Mahamad	P	P	P	P	
201622	More Yogita Laxman	Ab	P	P	P	
201623	Pawar Ganesh Dattatray	Ab	P	P	P	
201624	Phapale Bablu Dattatray	P	P	P	P	
201625	Punde Ashwini Ramesh	P	P	P	P	
201626	Sagar Abhijit Kacharu	P	P	P	P	
201627	Shelke Dadabhau Vilas	P	P	P	P	
201628	Shete Poonam Dattatraya	P	P	P	P	
201629	Talekar Deepak Ramnath	P	P	Ab	P	
201630	Thatar Akshay Kachaaru	P	P	Ab	P	

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Attendance Sheet A. Y.

Class: FYMBA		Semester: I		Month: October 2018		
Course Name: Fundamentals of business Etiquette		Event Coordinator: Pramod Kanawade, Atul Gaware				
Roll No.	Name of Student	Date				
		09-Oct	10-Oct	11-Oct	12-Oct	Total
201801	Awari Aniket Dattatray	P	P	P	P	04
201802	Bhangare Amol Vitthal	P	P	P	P	04
201803	Bhujbal Akshay Bhausaheb	P	P	P	P	04
201804	Deshmukh Saurabh Sanjay	P	P	P	P	04
201805	Deshmukh Aniket Sitaram	A	A	A	A	0
201806	Deshmukh Swapnil Bhausaheb	P	P	P	P	04
201807	Deshmukh Vaibhav Sunil	P	P	P	P	04
201808	Dhawale Shivdas Sakhamam	P	P	P	P	04
201809	Dube Durgesh Sunil	A	A	A	A	0
201810	Fodase Avinash Sukdeo	A	A	A	A	0
201811	Gunjal Akansha Gangadhar	P	P	P	P	04
201812	Jadhav Rohidas Bhimaji	P	P	P	P	04
201813	Kakade Prashant	P	P	P	P	04
201814	Kanawade Digambar Maruti	P	P	P	P	04
201815	Kanawade Dipti Balasaheb	P	P	P	P	04
201816	Kanawade Urmila Netaji	A	A	A	A	0
201817	Kapile Prafull Anil	A	A	A	A	0
201818	Karad Rahul Balu	P	P	P	P	04
201819	Katore Devendra Manohar	P	P	P	P	04
201820	Katore Vaibhav Shrikant	P	P	P	P	04
201821	Kharde Rekha Machhindra	A	A	A	A	0
201822	Khatode Akshay Ganpat	P	P	P	P	04
201823	Kolhe Ashutosh Rajendra	P	P	P	P	04
201824	Kudekar Shubhandi Gangadhar	P	P	P	P	04
201825	Malunekar Atul Baban	P	P	P	P	04
201826	Nawale Ajay Prakash	P	P	P	P	04
201827	Nehe Yogita Kisan	P	P	P	P	04
201828	Nemane Pooja Nanasaheb	P	P	P	P	04
201829	Pande Sarika Rudhakrushna	P	P	P	P	04



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201830✓	Patil Suraj Kishor	P	P	P	A	03
201831✓	Patole Sushant Balasaheb	P	P	P	P	04
201832✓	Pawar Sudhakar Bajizao	P	P	P	P	04
201833✓	Punde Priyanka Rajaram	P	P	P	A	03
201834✓	Sagar Suhas Sudam	P	P	P	P	04
201835✓	Sahane Shubham Balasaheb	P	P	P	P	04
201836✓	Salve Vishwas Devram	A	A	P	P	02
201837✓	Sapike Chetan Ashok	P	P	P	P	04
201838✓	Shete Akankesha Nameo	P	P	P	P	04
201839✓	Shete Amol Suryabhan	P	P	P	P	04
201840✓	Shete Ashutosh Thaka	P	P	P	P	04
201841✓	Shete Sangam Namdeo	P	P	P	P	04
201842✓	Shete Vikasrao Kachru	P	P	P	P	04
201843✓	Shirke Swapnil Bhausaheb	A	A	A	A	0
201844✓	Sonawane Avdhoot Arun	P	P	P	A	03
201845✓	Sonawane Priyanka Suryakant	P	P	P	P	04
201846✓	Ugale Shweta Bhaskar	P	P	P	P	04
201847✓	Ugale Suyash Ravindra	A	A	P	A	01
201848✓	Wakchaure Vinod Machhindra	P	P	P	P	04
201849✓	Walke Gaurav Hanumanta	P	P	P	P	04

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Attendance Sheet A. Y.

Class: SYMBA		Semester: III			Month: October 2018	
Course Name: Fundamentals of business Etiquette		Event Coordinator: Pramod Kanawade, Atul Gaware				
Roll No.	Name of Student	Date				
		09-Oct	10-Oct	11-Oct	12-Oct	Total
201701	Agiwale Ramnath Nivrutti	P	P	P	P	04
201704	Bhandkoli Priyanka Shivram	P	P	P	P	04
201706	Borhade Balasaheb Sadu	P	P	P	P	04
201710	Chokhande Kishor Ramdas	P	P	P	P	04
201712	Datkhole Prakash Shivaji	P	P	P	P	04
201714	Deshmukh Pratiksha Ramdas	P	P	P	P	04
201716	Dhage Adinath Ashok	P	P	P	P	04
201718	Dhonde Sonali Balasaheb	A	P	P	P	03
201719	Diwate Tushar Omkar	P	P	P	P	04
201720	Dongre Sandip Suresh	A	P	P	P	03
201725	Ghule Vishwas Sahebrao	A	A	A	A	0
201727	Gunjal Prashant Sampat	P	P	P	P	04
201730	Jadhav Yogesh Ramesh	P	P	P	P	04
201731	Jaybhaye Sainath Dilip	P	P	P	P	04
201732	Kadlag Dipak Ramdas	P	P	P	P	04
201734	Kadlag Tukram Madhukar	P	P	P	P	04
201735	Kasar Akesha Sakharam	P	P	P	P	04
201736	Kondar Sarika Jankiram	A	A	A	A	0
201737	Kulkarni Harshad Mahhindra	P	P	P	P	04
201738	Kulkarni Somesh Pradip	P	P	P	P	04
201739	Malve Akshay Satish	P	P	P	P	04
201741	More Pravin Madhukar	P	P	P	P	04
201742	Naikwadi Uday Ramesh	P	P	P	P	04
201744	Nawale Santosh Ashok	P	P	P	P	04
201746	Phapale Sandip Kisan	A	A	A	A	0
201747	Rajebhosale Shital Dattatray	P	P	P	P	04
201748	Ranade Rahul Sampat	P	P	P	P	04
201749	Revagade Minakshi Maruti	P	P	P	P	04
201751	Sadgir Sudam Kisan	P	P	P	P	04
201752	Sagar Sandip Dadahari	A	A	A	A	0
201753	Shelke Satyavan Dattatray	P	P	P	P	04
201754	Shinde Vaibhav Dattatray	P	P	P	P	04
201755	Sonwane Ravindra Bhausaheb	A	A	A	A	0
201756	Suryavanshi Kishor Nandkumar	A	A	A	A	0
201758	Vyavahare Sumit Kailas	P	P	P	P	04
201759	Wakchaure Smita Bhagwan	P	P	P	P	04

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Attendance Sheet A. Y.

Class: SYMBA		Semester: III			Month: October 2018	
Course Name: Spreadsheet Management		Event Coordinator: Mrs. Pooja Adep				
Roll No.	Name of Student	Date				
		03-Dec	04-Dec	05-Dec	06-Dec	Total
201701	Agiwale Ramnath Nivrutti	Ab	P	P	Ab	2
201704	Bhandkoli Priyanka Shivram	P	P	P	P	4
201706	Borhade Balasaheb Sadu	P	P	P	P	4
201710	Chokhande Kishor Ramdas	P	P	P	P	4
201712	Datkhole Prakash Shivaji	P	P	P	P	4
201714	Deshmukh Pratiksha Ramdas	P	Ab	P	P	3
201716	Dhage Adinath Ashok	P	P	P	P	4
201718	Dhonde Sonali Balasaheb	P	P	P	P	4
201719	Diwate Tushar Omkar	P	P	P	P	4
201720	Dongre Sandip Suresh	Ab	Ab	Ab	Ab	0
201725	Ghule Vishwas Sahebrao	P	P	P	P	4
201727	Gunjal Prashant Sampat	P	P	P	P	4
201730	Jadhav Yogesh Ramesh	P	P	P	P	4
201731	Jaybhaye Sainath Dilip	P	P	P	P	4
201732	Kadlag Dipak Ramdas	P	P	P	P	4
201734	Kadlag Tukram Madhukar	P	P	P	P	4
201735	Kasar Akesha Sakharan	P	P	P	P	4
201736	Kondar Sarika Jankiram	P	P	P	P	4
201737	Kulkarni Harshad Mahhindra	P	P	P	P	4
201738	Kulkarni Somesh Pradip	P	P	P	P	4
201739	Malve Akshay Satish	P	P	P	P	4
201741	More Pravin Madhukar	P	P	P	P	4
201742	Naikwadi Uday Ramesh	P	P	P	P	4
201744	Nawale Santosh Ashok	Ab	Ab	Ab	Ab	0
201746	Phapale Sandip Kisan	P	P	P	P	4
201747	Rajebhosale Shital Dattatray	P	P	P	P	4
201748	Ranade Rahul Sampat	P	P	P	P	4
201749	Revagade Minakshi Maruti	P	P	P	P	4
201751	Sadgir Sudam Kisan	P	Ab	P	P	3
201752	Sagar Sandip Dadahari	P	P	P	P	4
201753	Shelke Satyavan Dattatray	P	P	Ab	Ab	2
201754	Shinde Vaibhav Dattatray	P	P	Ab	Ab	2
201755	Sonwane Ravindra Bhausaheb	P	P	P	P	4
201756	Suryavanshi Kishor Nandkumar	Ab	Ab	P	P	2
201758	Vyavahare Sumit Kailas	P	P	P	P	4
201759	Wakchaure Smita Bhagwan	P	P	P	P	4

Pooja Adep
Event Coordinator



Event Coordinator



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Attendanc Sheet A. Y.

Class: SYMBA		Semester: III <u>V</u>			Month: January 2019	
Course Name: Sucess Mantra		Event Coordinator: Dr. Manish Oza, Mrs. Kumudini Pande				
Roll No.	Name of Student	Date				
		16-Jan	17-Jan	18-Jan	19-Jan	Total
201701	Agiwale Ramnath Nivrutti	P	P	P	A	03
201704	Bhandkoli Priyanka Shivram	P	P	P	P	04
201706	Borhade Balasaheb Sadu	P	P	P	P	04
201710	Chokhande Kishor Ramdas	P	P	P	P	04
201712	Datkhole Prakash Shivaji	P	P	P	P	04
201714	Deshmukh Pratiksha Ramdas	P	P	P	P	04
201716	Dhage Adinath Ashok	P	P	P	P	04
201718	Dhonde Sonali Balasaheb	A	A	A	A	0
201719	Diwate Tushar Omkar	P	P	P	P	04
201720	Dongre Sandip Suresh	P	P	P	A	03
201725	Ghule Vishwas Sahebrao	P	P	P	P	04
201727	Gunjal Prashant Sampat	P	P	P	P	04
201730	Jadhav Yogesh Ramesh	P	P	P	P	04
201731	Jaybhaye Sainath Dilip	P	P	P	P	04
201732	Kadlag Dipak Ramdas	P	P	P	P	04
201734	Kadlag Tukram Madhukar	A	A	A	A	0
201735	Kasar Akesha Sakharam	P	P	P	P	04
201736	Kondar Sarika Jankiram	P	P	P	P	04
201737	Kulkarni Harshad Mahhindra	P	P	P	P	04
201738	Kulkarni Somesh Pradip	P	P	P	P	04
201739	Malve Akshay Satish	P	P	P	P	04
201741	More Pravin Madhukar	P	P	P	P	04
201742	Naikwadi Uday Ramesh	P	P	P	P	04
201744	Nawale Santosh Ashok	P	P	P	P	04
201746	Phapale Sandip Kisan	P	P	P	P	04
201747	Rajebhosale Shital Dattatray	P	P	P	P	04
201748	Ranade Rahul Sampat	P	P	P	P	04
201749	Revagade Minakshi Maruti	P	P	P	P	04
201751	Sadgir Sudam Kisan	P	P	P	P	04
201752	Sagar Sandip Dadahari	P	P	P	P	04
201753	Shelke Satyavan Dattatray	P	P	P	P	04
201754	Shinde Vaibhav Dattatray	P	P	P	P	04
201755	Sonwane Ravindra Bhausaheb	P	P	P	P	04
201756	Suryavanshi Kishor Nandkumar	P	P	P	P	04
201758	Vyavahare Sumit Kailas	A	A	A	A	0
201759	Wakchaure Smita Bhagwan	A	A	A	A	0

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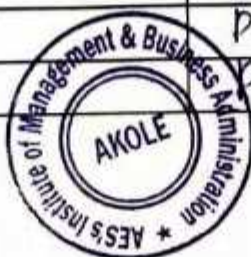
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Attendanc Sheet A. Y.

Class: FYMBA		Semester: <u>II</u>			Month: January 2019	
Course Name: Sucess Mantra		Event Coordinator: Dr. Manish Oza, Mrs. Kumudini Pande				
Roll No.	Name of Student	Date				
		16-Jan	17-Jan	18-Jan	19-Jan	Total
201801	Awari Aniket Dattatray	P	P	P	A	03
201802	Bhangare Amol Vitthal	P	P	P	P	04
201803	Bhujbal Akshay Bhausaheb	P	P	P	P	04
201804	Deshmukh Saurabh Sanjay	P	P	P	P	04
201805	Deshmukh Aniket Sitaram	A	A	P	A	01
201806	Deshmukh Swapnil Bhausaheb	P	P	P	P	04
201807	Deshmukh Vaibhav Sunil	P	P	P	P	04
201808	Dhawale Shivdas Sakharan	A	A	A	A	0
201809	Dube Durgesh Sunil	P	P	P	P	04
201810	Fodase Avinash Sukdeo	A	A	P	P	02
201811	Gunjal Akansha Gangadhar	P	P	P	P	04
201812	Jadhav Rohidas Bhimaji	P	P	P	P	04
201813	Kakade Prashant	P	P	P	P	04
201814	Kanawade Digambar Maruti	P	P	P	P	04
201815	Kanawade Dipti Balasaheb	P	P	P	P	04
201816	Kanawade Urmila Netaji	P	P	P	P	04
201817	Kapile Prafull Anil	P	P	P	P	04
201818	Karad Rahul Balu	P	P	P	P	04
201819	Katore Devendra Manohar	P	P	P	P	04
201820	Katore Vaibhav Shrikant	P	P	P	P	04
201821	Kharde Rekha Machhindra	P	P	P	P	04
201822	Khatode Akshay Ganpat	P	P	P	P	04
201823	Kolhe Ashutosh Rajendra	P	P	P	P	04
201824	Kudekar Shubhandi Gangadhar	P	P	P	P	04
201825	Malunekar Atul Baban	P	P	P	P	04
201826	Nawale Ajay Prakash	P	P	P	P	04
201827	Nehe Yogita Kisan	P	P	P	P	04
201828	Nemane Pooja Nanasaheb	P	P	P	P	04

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201829	Pande Sarika Rudhakrushna	P	P	P	P	04
201830	Patil Suraj Kishor	P	P	P	P	04
201831	Patole Sushant Balasaheb	P	P	P	P	04
201832	Pawar Sudhakar Bajizao	P	P	P	P	04
201833	Punde Priyanka Rajaram	P	P	P	P	04
201834	Sagar Suhas Sudam	A	A	A	P	01
201835	Sahane Shubham Balasaheb	P	P	P	P	04
201836	Salve Vishwas Devram	P	P	P	P	04
201837	Sapike Chetan Ashok	P	P	P	P	04
201838	Shete Akankesha Nameo	P	P	P	P	04
201839	Shete Amol Suryabhan	P	P	P	P	04
201840	Shete Ashutosh Thaka	P	P	P	P	04
201841	Shete Sangam Namdeo	P	P	P	P	04
201842	Shete Vikasrao Kachru	A	A	A	A	0
201843	Shirke Swapnil Bhausaheb	A	P	P	P	04
201844	Sonawane Avdhoot Arun	P	P	P	P	04
201845	Sonawane Priyanka Suryakant	P	P	P	P	04
201846	Ugale Shweta Bhaskar	P	P	P	P	04
201847	Ugale Suyash Ravindra	A	A	A	A	0
201848	Wakchaure Vinod Machhindra	P	P	P	P	04
201849	Walke Gaurav Hanumanta	P	P	P	P	04

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Attendance Sheet A. Y.

Class: SYMBA		Semester: III IV			Month: March 2019	
Course Name: Supply Chain Management		Event Coordinator: Mr. Vinod Bhutada				
Roll No.	Name of Student	Date				
		27-Mar	28-Mar	29-Mar	30-Mar	Total
201701	Agiwale Ramnath Nivrutti	P	P	P	P	04
201704	Bhandkoli Priyanka Shivram	P	P	P	P	04
201706	Borhade Balasaheb Sadu	P	P	P	P	04
201710	Chokhande Kishor Ramdas	P	P	P	P	04
201712	Datkhole Prakash Shivaji	P	P	P	P	04
201714	Deshmukh Pratiksha Ramdas	P	P	P	P	04
201716	Dhage Adinath Ashok	P	P	P	P	04
201718	Dhonde Sonali Balasaheb	P	P	P	P	04
201719	Diwate Tushar Omkar	P	P	P	P	04
201720	Dongre Sandip Suresh	P	P	A	A	02
201725	Ghule Vishwas Sahebrao	A	A	A	A	0
201727	Gunjal Prashant Sampat	P	P	P	P	04
201730	Jadhav Yogesh Ramesh	P	P	P	P	04
201731	Jaybhaye Sainath Dilip	P	P	P	P	04
201732	Kadlag Dipak Ramdas	P	P	P	P	04
201734	Kadlag Tukram Madhukar	A	A	A	A	0
201735	Kasar Akesha Sakharam	P	P	P	P	04
201736	Kondar Sarika Jankiram	P	P	P	P	04
201737	Kulkarni Harshad Mahhindra	P	P	P	P	04
201738	Kulkarni Somesh Pradip	P	P	P	P	04
201739	Malve Akshay Satish	P	P	P	P	04
201741	More Pravin Madhukar	P	P	P	P	04
201742	Naikwadi Uday Ramesh	P	P	P	P	04
201744	Nawale Santosh Ashok	P	P	P	P	04
201746	Phapale Sandip Kisan	P	P	P	P	04
201747	Rajebhosale Shital Dattatray	P	P	P	P	04
201748	Ranade Rahul Sampat	P	P	P	P	04
201749	Revagade Minakshi Maruti	P	P	P	P	04
201751	Sadgir Sudam Kisan	P	P	P	P	04
201752	Sagar Sandip Dadahari	P	P	P	P	04
201753	Shelke Satyavan Dattatray	P	P	P	P	04
201754	Shinde Vaibhav Dattatray	P	P	P	P	04
201755	Sonwane Ravindra Bhausaheb	A	A	P	P	01
201756	Suryavanshi Kishor Nandkumar	P	P	P	P	04
201758	Vyavahare Sumit Kailas	P	P	P	P	04
201759	Wakchaure Smita Bhagwan	P	P	P	P	04

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Attendance Sheet A. Y.

Class: SYMBA		Semester: III		Month: July 2019			
Course Name: Communication Strategies		Event Coordinator: Mr. Subodh Nalkar, Mr. Anil Bendre					
Roll No.	Name of Student	Date					Total
		02-Jul	03-Jul	04-Jul	05-Jul		
201809	Dube Durgesh Sunil	P	P	P	P		04
201812	Jadhav Rohidas Bhimaji	P	P	P	P		04
201814	Kanawade Digambar Maruti	P	P	A	A		02
201816	Kanawade Urmila Netaji	P	P	P	P		04
201818	Karad Rahul Balu	P	P	P	P		04
201819	Katore Devendra Manohar	P	P	P	P		04
201820	Katore Vaibhav Shrikant	A	A	A	A		00
201821	Kharde Rekha Machhindra	P	P	P	P		04
201826	Nawale Ajay Prakash	P	P	P	P		04
201827	Nehe Yogita Kisan	A	A	A	A		0
201829	Pande Sarika Rudhakrushna	P	P	P	P		04
201832	Pawar Sudhakar Bajizao	P	P	P	P		04
201835	Sahane Shubham Balasaheb	P	P	P	P		04
201837	Sapike Chetan Ashok	A	A	A	A		00
201838	Shete Akanksha Namdeo	P	P	P	P		04
201843	Shirke Swapnil Bhausaheb	P	P	P	P		04
201846	Ugale Shweta Bhaskar	P	P	P	P		04
201733	Kadlag Sushant Bharat	P	P	P	P		04

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Pranika
Event Coordinator



Event Coordinator



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Attendance Sheet A. Y.

Class: SYMBA **Semester:** ~~III~~ IV **Month:** January 2020
Course Name: Team Building **Event Coordinator:** Mr. Manish Patil, Mr. Yogesh Hole

Roll No.	Name of Student	Date					
		06-Jan	07-Jan	08-Jan	09-Jan	10-Jan	Total
201809	Dube Durgesh Sunil	A	A	A	A		-
201812	Jadhav Rohidas Bhimaji	P	P	P	P		4
201814	Kanawade Digambar Maruti	A	P	P	P		4
201816	Kanawade Urmila Netaji	P	P	P	P		4
201818	Karad Rahul Balu	P	P	P	A		3
201819	Katore Devendra Manohar	P	P	P	P		4
201820	Katore Vaibhav Shrikant	P	P	P	P		4
201821	Kharde Rekha Machhindra	P	P	P	P		4
201826	Nawale Ajay Prakash	P	P	P	P		4
201827	Nehe Yogita Kisan	P	P	P	P		4
201829	Pande Sarika Rudhakrushna	P	P	P	P		4
201832	Pawar Sudhakar Bajizao	P	P	P	P		4
201835	Sahane Shubham Balasaheb	P	P	P	P		4
201837	Sapike Chetan Ashok	P	P	P	P		4
201838	Shete Akanksha Namdeo	P	P	P	P		4
201843	Shirke Swapnil Bhausaheb	P	P	P	P		4
201846	Ugale Shweta Bhaskar	P	P	P	P		4
201733	Kadlag Sushant Bharat	P	P	P	P		4

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Lenuka
Event Coordinator



Event Coordinator



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Attendance Sheet A. Y. 2019-20

Class: SYMBA		Semester: III				Month: Nov. 2019		
Course Name: Business Ethics & Corporate Governance					Event Coordinator: Renuka Deshmane			
Roll No.	Name of Student	Date						Total
		13/11	14/11	15/11	16/11	17/11		
201809	Dube Durgesh Sunil	P	P	P	P	P		05
201812	Jadhav Rohidas Bhimaji	P	P	P	P	P		05
201814	Kanawade Digambar Maruti	P	P	P	P	P		05
201816	Kanawade Urmila Netaji	P	P	P	P	P		05
201818	Karad Rahul Balu	P	P	P	P	P		05
201819	Katore Devendra Manohar	P	P	P	P	P		05
201820	Katore Vaibhav Shrikant	P	P	Ab	P	P		04
201821	Kharde Rekha Machhindra	P	P	P	P	P		05
201826	Nawale Ajay Prakash	P	P	P	P	P		05
201827	Nehe Yogita Kisan	P	P	P	P	P		05
201829	Pande Sarika Rudhakrushna	P	P	P	P	P		05
201832	Pawar Sudhakar Bajizao	P	P	P	P	P		05
201835	Sahane Shubham Balasaheb	Ab	P	P	P	P		04
201837	Sapike Chetan Ashok	P	P	P	P	P		05
201838	Shete Akanksha Namdeo	P	P	P	P	P		05
201843	Shirke Swapnil Bhausaheb	P	P	P	P	P		05
201846	Ugale Shweta Bhaskar	P	P	P	P	P		05
201733	Kadlag Sushant Bharat	P	P	P	P	P		05





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Attendanc Sheet A. Y.

Class: SYMBA		Semester: III		Month: March 2020			
Course Name: Sustainability Management		Event Coordinator: Dr. Rameshchandra Khandge					
Roll No.	Name of Student	Date					Total
		02-Mar	03-Mar	04-Mar	05-Mar	06-Mar	
201809	Dube Durgesh Sunil	P	P	P	P	P	5
201812	Jadhav Rohidas Bhimaji	P	P	P	A	A	3
201814	Kanawade Digambar Maruti	P	P	P	P	P	5
201816	Kanawade Urmila Netaji	P	P	P	P	P	5
201818	Karad Rahul Balu	P	P	P	P	P	5
201819	Katore Devendra Manohar	P	P	P	P	P	5
201820	Katore Vaibhav Shrikant	P	P	P	P	P	5
201821	Kharde Rekha Machhindra	P	P	P	P	P	5
201826	Nawale Ajay Prakash	P	P	P	P	P	5
201827	Nehe Yogita Kisan	P	P	P	P	P	5
201829	Pande Sarika Rudhakrushna	A	A	A	A	A	0
201832	Pawar Sudhakar Bajizao	P	P	P	P	P	5
201835	Sahane Shubham Balasaheb	P	P	P	P	P	5
201837	Sapike Chetan Ashok	A	A	A	A	A	0
201838	Shete Akanksha Namdeo	A	A	A	A	A	0
201843	Shirke Swapnil Bhausahab	P	P	P	P	P	5
201846	Ugale Shweta Bhaskar	P	P	P	P	P	5
201733	Kadlag Sushant Bharat	P	P	P	P	P	5

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Renuka

Event Coordinator



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Attendance Sheet A. Y. 2020-21

Class: SYMBA

Semester: III

Month: December 2020

Course Name: Idea Innovation Basics For Business

Event Coordinator: Vaishali Nawale

Roll No.	Name of Student	Date						Total
		07 Dec.	8 Dec.	9 Dec.	10 Dec.			
201901	Arote Nilesh Vilas	P	P	P	P			04
201902	Arote Umesh Dnyanoba	P	P	Ab	P			03
201903	Barate Amol Namdeo	P	P	P	P			04
201904	Bhangare Vaishali Uttam	P	P	P	P			04
201905	Bhor Ganesh Govind	P	P	P	P			04
201906	Borkar Sharad Laxmanrao	P	P	P	P			04
201907	Darade Pooja Keru	P	P	P	P			04
201908	Dube Pavan Bhagwat	P	P	P	P			04
201909	Gadekar Ishwar Nanasaheb	P	P	P	P			04
201910	Gahire Ajay Annasaheb	P	P	P	P			04
201911	Gaikwad Vinod Devram	P	P	P	P			04
201912	Ghogare Prajakta Annasaheb	P	P	P	P			04
201913	Godase Roshan Lahanu	P	P	P	P			04
201914	Gunjal Nilesh Shivnath	P	P	P	P			04
201915	Gurav Prasad Chandrakant	P	P	P	P			04
201916	Jamadar Sameer Jafar	P	Ab	P	P			03
201917	Maniyar Juned Nisar	P	P	P	P			04
201918	Mohite Sonali Baban	P	P	P	P			04
201919	Mundada Rushikesh Rajendra	P	P	P	Ab			03
201920	Naikwade Akshay Dnyaneshwar	P	P	P	P			04
201921	Naikwadi Sonam Shantaram	P	P	P	P			04
201922	Pund Pritesh Ambadas	P	P	P	P			04
201923	Rahane Nayana Ekanath	P	P	P	P			04
201924	Salve Sanyog Subhash	P	P	P	P			04
201925	Shinde Mayur Bharat	P	P	P	P			04
201926	Sonawane Keshav Haribhau	P	P	P	P			04
201927	Talpada Chandrakant Deoram	P	P	P	P			04
201928	Thorat Pritam Appasaheb	P	P	P	P			04
201929	Varpe Prajita Madan	P	P	P	P			04
201930	Varpe Shubham Babaji	P	P	P	P			04
201931	Wakchaure Ankesh M.	P	P	P	P			04

Vaishali Nawale
Event Coordinator



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Attendance Sheet A. Y. 2020-21

Class: FYMBA

Semester: I

Month: December 2020

Course Name: Idea Innovation Basics For Business

Event Coordinator: Vaishali Nawale

Roll No.	Name of Student	Date						Total
		07 Dec.	8 Dec.	9 Dec.	10 Dec.			
202001	Aher Pradnya Dnyaneshwar	P	P	P	P			04
202002	Binnar Sagar Trimbak	P	P	P	P			04
202003	Deshmukh Chetan Vasantrao	P	P	P	P			04
202004	Dhage Dipak Bhausaheb	P	P	P	P			04
202005	Dhumal Sagar Sanjay	P	P	P	P			04
202006	Ekhande Ganesh Nanasaheb	P	P	P	P			04
202007	Ghankute Sampada Prakash	P	P	P	P			04
202008	Ghodekar Rushikesh Somnath	P	P	P	P			04
202009	Irule Chandan Sunil	P	P	P	P			04
202010	Jangidsharma Manoj Devilal	P	P	P	P			04
202011	Kanawade Sanket Satish	P	P	P	P			04
202012	Kanawade Sudhir Dagadu	P	P	Ab	P			03
202013	Kolapkar Gayatri Parag	P	P	P	P			04
202014	Korde Atul Bhaskar	P	P	P	P			04
202015	Kshirsagar Manoj Vilas	P	P	P	P			04
202016	Laharnage Shubhangi Balasaheb	Ab	P	P	P			03
202017	Mundhe Mayur Sopan	P	P	P	P			04
202018	Naikwadi Sumit Suryabhan	P	P	P	P			04
202019	Nawale Bhushan Gajanan	P	P	P	P			04
202020	Nawale Shreyas Sanjay	P	P	P	P			04
202021	Panhale Akanksha Navnath	P	P	P	P			04
202022	Rathi Niraj Santosh	P	P	P	P			04
202023	Sabale Rushikesh Manohar	P	P	P	P			04
202024	Shelke Nilesh Machhindra	P	P	P	P			04
202025	Thatar Monika Anilkumar	P	P	P	P			04
202026	Varma Pavan Ashok	P	P	P	P			04
202027	Wagh Vishwas Nanasaheb	P	P	P	P			04
202028	Walke Ashwini Hanumanta	P	P	P	P			04
202029	Zolekar Saurabh Balu	P	P	P	P			04

Vaishali

Event Coordinator



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Attendance Sheet A. Y. 2020-21

Class: SY MBA

Semester: IV

Month: March 2021

Course Name: Cold Calling as a Business Tool

Event Coordinator: Vaishali Pawale

Roll No.	Name of Student	Date				Total
		22-Mar	23-Mar	24-Mar	25-Mar	
201901	Arote Nilesh Vilas	P	P	P	P	04
201902	Arote Umesh Dnyanoba	P	P	Ab	P	03
201903	Barate Amol Namdeo	P	P	P	P	04
201904	Bhangare Vaishali Uttam	P	P	P	P	04
201905	Bhor Ganesh Govind	P	P	P	P	04
201906	Borkar Sharad Laxmanrao	P	P	P	P	04
201907	Darade Pooja Keri	P	P	P	P	04
201908	Dube Pavan Bhagwat	P	P	P	P	04
201909	Gadekar Ishwar Nanasahab	P	P	P	P	04
201910	Gahire Ajay Annasaheb	P	P	P	P	04
201911	Gaikwad Vinod Devram	P	P	P	P	04
201912	Ghogare Prajakta Annasaheb	P	P	P	P	04
201913	Godase Roshan Lahanu	P	P	P	P	04
201914	Gurjal Nilesh Shivnath	P	P	P	P	04
201915	Gurav Prasad Chandrakant	P	P	P	P	04
201916	Jamadar Sameer Jafar	P	P	P	Ab	03
201917	Maniyar Juned Nisar	P	P	P	P	04
201918	Mohite Sonali Baban	P	P	P	P	04
201919	Mundada Rushikesh Rajendra	P	P	P	P	04
201920	Naikwade Akshay Dnyaneshwar	P	Ab	P	P	03
201921	Naikwadi Sonam Shantaram	P	P	P	P	04
201922	Pand Pritesh Ambadas	P	P	P	P	04
201923	Rahane Nayana Ekanath	P	P	P	P	04
201924	Salve Sanyog Subhash	P	P	P	P	04
201925	Shinde Mayur Bharat	P	P	P	P	04
201926	Sonawane Keshav Haribhau	P	P	P	P	04
201927	Talpada Chandrakant Deoram	P	P	P	P	04
201928	Thorat Pritam Appasaheb	P	P	P	P	04
201929	Varpe Prajita Madan	P	P	P	P	04
201930	Varpe Shubham Babaji	P	P	P	P	04
201931	Wakchaure Ankesh M.	P	P	P	P	04

Vaishali Pawale
Event Coordinator



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Attendance Sheet A. Y. 2020-21

Class: FYBMA		Semester: II		Month: March 2021		
Course Name: Cold Calling as a Business Tool				Event Coordinator: Vaishali Nawale		
Roll No.	Name of Student	Date				
		22-Mar	23-Mar	24-Mar	25-Mar	Total
202001	Aher Pradnya Dnyaneshwar	P	P	P	P	04
202002	Binnar Sagar Trimbak	P	P	P	P	04
202003	Deshmukh Chetan Vasantrao	P	P	P	P	04
202004	Dhage Dipak Bhausaheb	P	P	P	P	04
202005	Dhumal Sagar Sanjay	P	P	P	P	04
202006	Ekhande Ganesh Nanasaheb	P	P	P	P	04
202007	Ghankute Sampada Prakash	P	P	P	P	04
202008	Ghodekar Rushikesh Somnath	P	P	P	P	04
202009	Irule Chandan Sunil	P	Ab	P	P	03
202010	Jangidsharma Manoj Devilal	P	P	P	P	04
202011	Kanawade Sanket Satish	P	P	P	P	04
202012	Kanawade Sudhir Dagadu	P	P	Ab	P	03
202013	Kolapkar Gayatri Parag	P	P	P	P	04
202014	Korde Atul Bhaskar	P	P	P	P	04
202015	Kshirsagar Manoj Vilas	P	P	P	P	04
202016	Lahamange Shubhangi Balasaheb	P	P	P	P	04
202017	Mundhe Mayur Sopan	P	P	P	P	04
202018	Naikwadi Sumit Suryabhan	P	P	P	P	04
202019	Nawale Bhushan Gajanan	P	P	P	P	04
202020	Nawale Shreyas Sanjay	P	P	P	P	04
202021	Panhale Akanksha Navnath	P	P	P	P	04
202022	Rathi Niraj Santosh	P	P	P	P	04
202023	Sabale Rushikesh Manohar	P	P	P	P	04
202024	Shelke Nilesh Machhindra	P	P	P	P	04
202025	Thatar Monika Anilkumar	P	P	P	P	04
202026	Varma Pavan Ashok	P	P	P	P	04
202027	Wagh Vishwas Nanasaheb	P	P	P	P	04
202028	Walke Ashwini Hanumanta	P	Ab	P	P	03
202029	Zolekar Saurabh Balu	P	P	P	P	04

Vaishali
Event Coordinator



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Attendance Sheet A. Y. 2021-22

Class: SYMBA		Semester: III		Month: Feb. 2022		
Course Name: Time Mngement		Event Coordinator: Vaishali Nawale				
Roll No.	Name of Student	Date				
		07-Feb	08-Feb	09-Feb	10-Feb	Total
1	Dhumal Sagar Sanjay	P	P	P	P	04
2	Mayur Sopan Mundhe	P	P	P	P	04
3	Ekhande Ganesh Nanasaheb	P	P	P	Ab	03
4	Ghodekar Rushikesh Somnath	P	P	P	P	04
5	Jangidsharma Manoj Devilal	P	P	P	P	04
6	Naikwadi Sumit Suryabhan	P	P	P	P	04
7	Nawale Bhushan Gajanan	P	P	P	P	04
8	Sagar Suhas Sudam	P	P	P	P	04
9	Lahamange Shubhangi Balasaheb	P	P	P	P	04
10	Panhale Akanksha Navnath	P	P	P	P	04
11	Sabale Rushikesh Manohar	P	P	P	P	04
12	Thatar Monika Anil	P	P	Ab	P	03
13	Varma Pavan Ashok	P	P	P	P	04
14	Walke Ashwini Hanumanta	P	P	P	Ab	03
15	Zolekar Saurabha Balu	P	P	P	P	04
16	Ghankute Sampada Prakash	P	P	P	P	04
17	Kshirsagar Manoj Vilas	P	P	P	P	04
18	Wagh Vishwas Nanasaheb	P	P	P	P	04
19	Deshmukh Chetan Vasantrao	P	P	Ab	P	03
20	Irule Chandan Sunil	P	P	P	P	04
21	Kanawade Sudhir Dagadu	P	P	P	P	04
22	Korde Atul Bhaskar	P	P	P	P	04
23	Nawale Shreyas Sanjay	P	P	P	P	04
24	Aher Pradnya Dnyaneshwar	P	P	P	P	04

Vaishali
Event Coordinator



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Attendance Sheet A. Y. 2021-22

Class: FYMBA		Semester: I		Month: Feb. 2022		
Course Name: Time Mngement				Event Coordinator: Vaishali Nawale		
Roll No.	Name of Student	Date				
		07-Feb	08-Feb	09-Feb	10-Feb	Total
1	Abhale Gitanjali Radhakisan	P	P	P	P	04
2	Abhale Shubham Vasant	P	P	P	P	04
3	Ahire Kiran Dilip	P	P	P	P	04
4	Benke Rushikesh Arvind	P	P	P	P	04
5	Bhutambare Kisan Subhash	P	P	P	P	04
6	Borhade Pradip Rameshwar	P	P	P	P	04
7	Borhade Pravin Rameshwar	P	Ab	Ab	P	02
8	Chaudhari Rushikesh Atmaram	P	P	P	P	04
9	Chinke Saiprasad Manik	P	P	P	P	04
10	Dere Dhanashree Vijay	P	P	P	P	04
11	Deshmukh Rahul Ravsaheb	P	P	P	P	04
12	Dudhal Omkar Rajendra	P	P	P	P	04
13	Gite Shrikushna Arjun	P	P	P	P	04
14	Gite Vikas Eknath	P	P	P	P	04
15	Hake Sachin Tejerao	P	P	P	P	04
16	Hase Rahul Ramchandra	P	P	P	P	04
17	Hase Vijay Shivaji	P	P	P	P	04
18	Jadhav Suraj Ramesh	P	P	P	P	04
19	Jadhav Vaibhav Vitthal	P	P	P	P	04
20	Jagtap Akshay Sampat	P	P	P	P	04
21	Joughale Jayawant Ramrao	P	P	P	P	04
22	Karpe Akash Ramnath	P	P	P	P	04
23	Katore Nayan Baban	P	P	P	P	04
24	Kekane Mohan Vasant	P	P	P	P	04
25	Khemnar Kalyani Gangadhar	P	P	P	P	04
26	Kolhe Subham Rajendra	P	P	P	P	04
27	Lange Darshan Suresh	P	Ab	Ab	P	02
28	Lokhande Pratima Shivaji	P	P	P	P	04
29	Malve Soham Prakash	P	P	P	P	04
30	More Vaibhav Sopan	P	P	P	P	04

31	Nagare Rutik Bhaulal	P	P	P	P	04
32	Naikwadi Aniket Nanasabeb	P	P	P	P	04
33	Naikwadi Prajakta Sunil	P	P	P	P	04
34	Naikwadi Sachin Narayan	P	P	P	P	04
35	Naikwadi Shamli Sunil	P	P	P	P	04
36	Naikwadi Yogita Narayan	P	P	P	P	04
37	Nawale Nayan Bhagwat	P	P	P	P	04
38	Nawale Pratiksha Shivanth	P	P	P	P	04
39	Nawale Rushikesh Arun	P	P	P	P	04
40	Nehe Aditya Kailas	P	P	P	P	04
41	Pathave Sagar Ramath	P	P	P	P	04
42	Pathave Usha Pandurang	P	P	P	P	04
43	Pawar Gaurav Prakash	P	P	P	P	04
44	Pawar Sameer Prakash	P	P	P	P	04
45	Pulate Rushikesh Vinayak	P	Ab	P	P	03
46	Rathod Sachin Nathu	P	P	P	P	04
47	Raul Sanjay Ashok	P	P	P	P	04
48	Sapike Bhushan Ashok	P	P	P	P	04
49	Shaikh Akib Ansar	P	P	P	P	04
50	Shaikh Shoaib Ayyub	P	P	P	P	04
51	Shelke Jamejay Balasaheb	P	P	P	P	04
52	Shelke Shweta Savaleram	P	P	P	P	04
53	Shenkar Aniket Bharat	P	P	P	P	04
54	Shinde Hiranman Ashok	P	P	P	P	04
55	Shinde Madan Sanjay	P	Ab	P	P	03
56	Shinde Rohit Shashikant	P	P	P	P	04
57	Shinde Sankalp Kisan	P	P	P	P	04
58	Sonawane Viyak Bhaskar	P	P	P	P	04
59	Thakare Nikhil Vilas	P	P	P	P	04
60	Varpe Vaibhav Babasaheb	P	P	P	P	04
61	Wakchaure Nikita Anilkumar	P	P	P	P	04
62	Wakchaure Niraj Anilkumar	P	P	P	P	04
63	Wakchaure Shubham B	P	P	P	P	04
64	Walunj Tushar Annasaheb	P	P	P	P	04

Qusshal.
Event Coordinator



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Attendanc Sheet A. Y. 2021-22

Class: SYMBA		Semester: IV		Month: April 2022		
Course Name: <u>Security Market, IPO and Mutual fund</u>		Event Coordinator: Vaishali Nawale				
Roll No.	Name of Student	Date				
		05-Apr	06-Apr	07-Apr	08-Apr	Total
1	Dhumal Sagar Sanjay	P	P	P	P	04
2	Mayur Sopan Mundhe	P	P	P	P	04
3	Ekhande Ganesh Nanasaheb	P	P	P	P	04
4	Ghodekar Rushikesh Somnath	P	P	P	P	04
5	Jangidsharma Manoj Devilal	P	P	P	P	04
6	Naikwadi Sumit Suryabhan	P	P	P	P	04
7	Nawale Bhushan Gajanan	P	P	P	P	04
8	Sagar Suhas Sudam	P	P	P	P	04
9	Lahamage Shubhangi Balasaheb	P	P	P	P	04
10	Panhale Akanksha Navnath	P	P	P	P	04
11	Sabale Rushikesh Manohar	P	P	P	P	04
12	Thatar Monika Anil	P	P	P	P	04
13	Varma Pavan Ashok	P	P	Ab	P	03
14	Walke Ashwini Hanumanta	P	P	P	P	04
15	Zolekar Saurabha Balu	P	P	P	P	04
16	Ghankute Sampada Prakash	P	P	P	P	04
17	Kshirsagar Manoj Vilas	Ab	Ab	P	P	02
18	Wagh Vishwas Nanasaheb	P	P	P	P	04
19	Deshmukh Chetan Vasantrao	P	P	P	P	04
20	Irule Chandan Sunil	P	P	P	P	04
21	Kanawade Sudhir Dagadu	P	P	P	P	04
22	Korde Atul Bhaskar	P	P	Ab	Ab	02
23	Nawale Shreyas Sanjay	P	P	P	P	04
24	Aher Pradnya Dnyaneshwar	P	P	P	P	04

Vaishali
Event Coordinator



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Attendance Sheet A. Y. 2021-22

Class: FYMBA

Semester: II

Month: April 2022

Course Name: Security market, IPO and Mutual fund

Event Coordinator: Vaishali Nawale

Roll No.	Name of Student	Date				Total
		05-Apr	06-Apr	07-Apr	08-Apr	
1	Abhale Gitanjali Radhakisan	P	P	P	P	04
2	Abhale Shubham Vasant	P	P	P	P	04
3	Ahire Kiran Dilip	P	Ab	P	P	03
4	Benke Rushikesh Arvind	P	P	P	P	04
5	Bhutambare Kisan Subhash	P	P	P	P	04
6	Borhade Pradip Rameshwar	P	P	P	P	04
7	Borhade Pravin Rameshwar	P	P	P	P	04
8	Chaudhari Rushikesh Atmaram	P	P	P	P	04
9	Chinke Saiprasad Manik	P	P	P	P	04
10	Dere Dhanashree Vijay	P	P	P	P	04
11	Deshmukh Rahul Ravsaheb	P	P	P	P	04
12	Dudhal Omkar Rajendra	P	P	P	P	04
13	Gite Shrikushna Arjun	P	P	P	P	04
14	Gite Vikas Eknath	P	P	P	P	04
15	Hake Sachin Tejerao	P	P	P	P	04
16	Hase Rahul Ramchandra	P	P	P	P	04
17	Hase Vijay Shivaji	P	P	P	P	04
18	Jadhav Suraj Ramesh	P	Ab	Ab	P	02
19	Jadhav Vaibhav Vitthal	P	P	P	P	04
20	Jagtap Akshay Sampat	P	P	P	P	04
21	Jeughale Jayawant Ramrao	P	P	P	P	04
22	Karpe Akash Ramnath	P	P	P	P	04
23	Katore Nayan Baban	P	P	P	P	04
24	Kekane Mohan Vasant	P	P	P	P	04
25	Khemnar Kalyani Gangadhar	P	P	P	Ab	03
26	Kolhe Subham Rajendra	P	P	P	P	04
27	Lande Darshan Suresh	P	P	P	P	04
28	Lokhande Pratima Shivaji	P	P	P	P	04
29	Malve Soham Prakash	P	P	P	P	04
30	More Vaibhav Sopan	P	P	P	P	04

31	Nagare Rutik Bhaulal	P	P	P	P	04
32	Naikwadi Aniket Nanasaheb	P	P	P	P	04
33	Naikwadi Prajakta Sunil	P	P	P	P	04
34	Naikwadi Sachin Narayan	P	P	P	P	04
35	Naikwadi Shamli Sunil	P	P	P	P	04
36	Naikwadi Yogita Narayan	P	P	P	P	04
37	Nawale Nayan Bhagwat	P	P	P	P	04
38	Nawale Pratiksha Shivanth	P	P	P	P	04
39	Nawale Rushikesh Arun	P	P	P	P	04
40	Nehe Aditya Kailas	P	P	P	P	04
41	Pathave Sagar Ramath	P	P	P	P	04
42	Pathave Usha Pandurang	P	P	P	P	04
43	Pawar Gaurav Prakash	Ab	P	P	P	03
44	Pawar Sameer Prakash	P	P	P	P	04
45	Pulate Rushikesh Vinayak	P	P	P	P	04
46	Rathod Sachin Nathu	P	P	P	P	04
47	Raul Sanjay Ashok	P	P	P	P	04
48	Sapike Bhushan Ashok	P	P	P	P	04
49	Shaikh Akib Ansar	P	P	P	P	04
50	Shaikh Shoaib Ayyub	P	P	P	P	04
51	Shelke Jamejay Balasaheb	P	P	P	P	04
52	Shelke Shweta Savaleram	P	P	P	P	04
53	Shenkar Aniket Bharat	P	P	P	P	04
54	Shinde Hiranman Ashok	P	P	P	P	03
55	Shinde Madan Sanjay	P	P	P	P	04
56	Shinde Rohit Shashikant	P	P	P	Ab	03
57	Shinde Sankalp Kisan	P	P	P	P	04
58	Sonawane Viayak Bhaskar	P	P	P	P	04
59	Thakare Nikhil Vilas	P	P	P	P	04
60	Varpe Vaibhav Babasaheb	P	P	P	P	04
61	Wakchaure Nikita Anilkumar	P	P	P	P	04
62	Wakchaure Niraj Anilkumar	P	P	P	P	04
63	Wakchaure Shubham B	P	P	P	P	04
64	Walunj Tushar Annasaheb	P	P	P	P	04

Deushali
Event Coordinator



Activity Report on “Effective Business Communication”

07th to 11th September 2021

Objective:

- To improve Reading, Listening, and Speaking Writing Skills.
- To develop sentence constructions, Vocabulary, grammar.
- To improve Business Communication Skills, Stage daring, Confidence.
- Interview Preparation

Outcomes:

1. **Improved Writing Proficiency:** Participants demonstrated significant improvement in their business writing skills, as evidenced by the clarity and professionalism of their written communication.
2. **Enhanced Presentation Abilities:** Students showed progress in delivering impactful presentations, with increased confidence and more engaging delivery styles.
3. **Active Listening and Empathy:** The role-playing scenarios and communication games helped students practice active listening and develop empathy in their interactions with others.
4. **Heightened Awareness:** Participants gained a deeper understanding of the importance of effective business communication and its impact on professional success.

Conclusion:

The student activity on effective business communication proved to be highly beneficial in preparing participants for their future careers. Through a combination of workshops, practical exercises, and interactive games, students acquired essential communication skills required in the business world. The activity not only improved their proficiency in writing and speaking but also instilled qualities such as active listening and empathy, making them well-rounded communicators.





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Four days certificate course was conducted on **"Effective Business Communication"** for first year MBA students by Mr. Hemant Mandlik from 07th September 2017 to 11th September 2017. The basic aim and objectives behind this certificate course was to improve Reading, Listening, and Speaking Writing Skills, to develop sentence constructions, Vocabulary, grammar, to improve Business Communication Skills, Stage daring, Confidence, Interview Preparation.

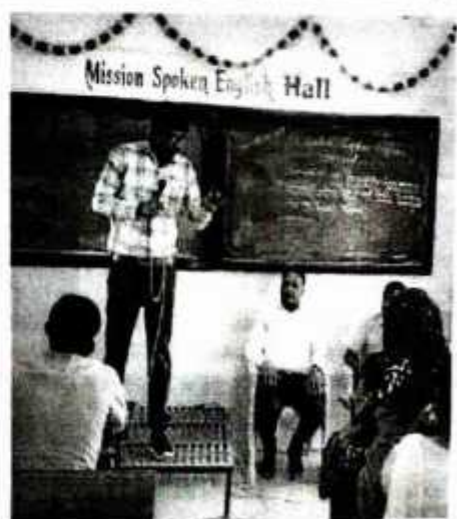
Mr. Hemant Mandlik had expressed his views in such a manner due to which our students were very much happy and learnt a lot about how to construct sentences in English. He also shares his experience with the students about how to increase confidence. He also explained how improved writing proficiency.





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Glimpses of Event





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Activity Report on

“Advanced Certificate in Elevating Luxury Brands”

09th October to 11th October 2017

Objective:

Luxury brands have always been a fascinating sector and luxury brand marketing being one of the most complicated disciplines.

Here are the 8 P's of luxury brand marketing; this article attempts to bring together the elements and interplay between the principles that are employed in the luxury brand marketing mix. However, one needs to acknowledge that the degree of significance of these elements may vary from brand-to-brand and market-to-market.

1. Performance: Performance refers to the delivery of superior experience of a luxury brand at two levels – first, at a product level and, second, at an experiential level.
2. Pedigree: Many luxury brands have a rich pedigree and remarkable history that turn into an integral part of the brand's mystique. This mystique is generally built around the exceptional legendary founder character of the past, making up an integral part of the brand story and brand personality.
3. Paucity: Over-revelation and distribution of luxury brands can cause dilution of luxury character. Hence, many brands try to maintain the perception that the goods are scarce.
4. Persona: The persona of a luxury brand is largely a result of, first, its distinctive projection plus coherence of its applications across consumer touch points and, second, the brand communication through its advertising. The visual brand identity captures the brand's personality, mystique, and emotional values in a nutshell.
5. Public Figures: Public figures or celebrities have traditionally been employed as one of the marketing mixes in luxury brand advertising, and they continue to garner attention, credibility, and impact. Public figures can span from film stars to music personalities, from sports personalities to royal families and even the designer themselves.
6. Placement: The retail branded environment in luxury branding is all about heightening the consumer's brand experience and amplifying the brand aura. Hence, the branded environment and the movement of truth is where it must “live” the brand by orchestrating immaculate detailing that engages all senses of the discerning audience.





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7. **Public Relations:** Public relations in luxury branding plays an enormous role in image proliferation of the brand, thereby subtly influencing public opinion. PR is also employed to convey other supporting messages and attributes of the brand that cannot be explicitly captured in advertising, but are by no means are less important to create a brand's personality, mystique and emotional values – whether it is via the pedigree factor or public-figure any of the previous seven P's mentioned.

8. **Pricing:** Pricing plays quite a big role in the way that consumers perceive luxury brands. Consciously or subconsciously, consumers tend to generate a mental luxury stature or image with the price range that the brand operates.

Outcomes:

The Advanced Certificate in Elevating Luxury Brands is a specialized program designed to equip students with the knowledge and skills needed to excel in the luxury brand management industry. Throughout the program, students engage in various learning activities, practical exercises, and industry interactions. The outcomes of the program are as follows:

1. **In-Depth Understanding of Luxury Brand Management:** Students gain a comprehensive understanding of luxury brand management principles, including the history of luxury brands, consumer behavior in the luxury market, and the unique challenges and opportunities in this industry.
2. **Brand Identity and Positioning:** Participants learn how to create and enhance a luxury brand's identity and positioning. They understand the importance of brand differentiation, storytelling, and crafting a compelling brand image to resonate with target audiences.
3. **Strategic Marketing and Communication:** Students acquire knowledge of strategic marketing techniques specific to luxury brands. They learn to develop effective marketing strategies, target high-end consumers, and implement omni-channel communication campaigns.
4. **Innovative Product and Service Development:** Participants explore innovative approaches to product and service development in the luxury sector. They understand the importance of craftsmanship, exclusivity, and sustainability in creating unique offerings that align with luxury brand values.
5. **Customer Experience and Relationship Management:** The program emphasizes the significance of delivering exceptional customer experiences in the luxury market. Students learn how to build strong customer relationships, engage with discerning clientele, and ensure customer loyalty.





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Conclusion:

Overall, the Advanced Certificate in Elevating Luxury Brands empowers students to become adept in managing luxury brands successfully. By combining theoretical knowledge, practical experience, and industry exposure, the program prepares students to contribute effectively to the growth and success of luxury brands in a highly competitive market.





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Four days certificate course was conducted on **"Advanced Certificate in Elevating Luxury Brands"** for second year MBA students by Dr. Pratik Waman from 09th October 2017 to 12th October 2017.

The basic aim and objectives behind this certificate course was to equip students with the knowledge and skills needed to excel in the luxury brand management industry. Throughout the program, students engage in various learning activities, practical exercises, and industry interactions.

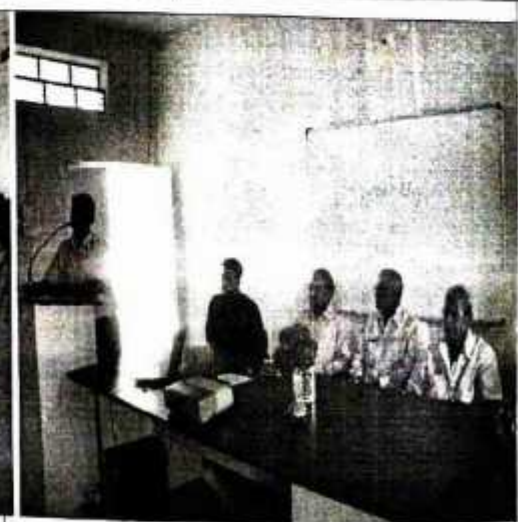
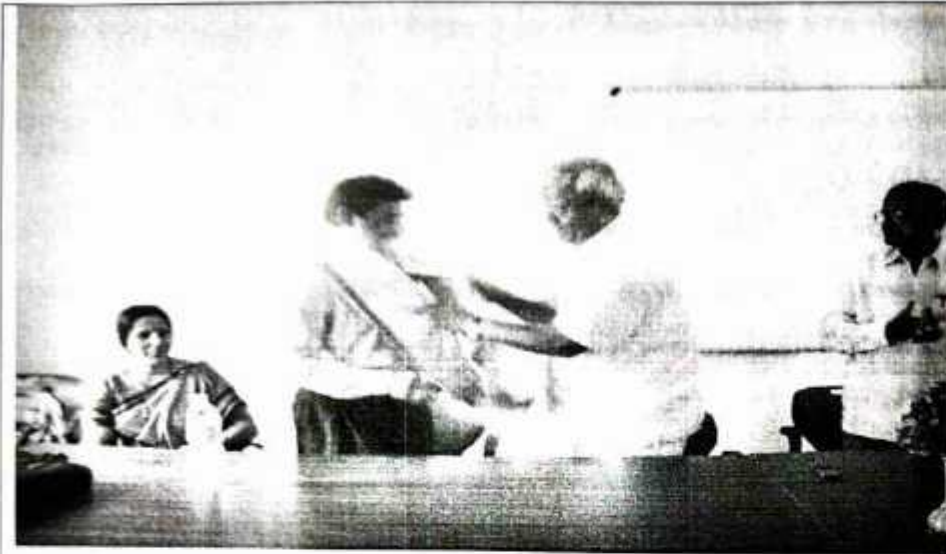
Dr. Pratik Waman had shared his views & knowledge by using practical approach due to which our students were very much happy and learnt a lot about how too adept in managing luxury brands successfully. He also shares his practical experience, and industry exposure, due to which our students prepares to contribute effectively to the growth and success of luxury brands in a highly competitive market.





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Activity Report on “Basics of Capital Market”

15th January to 18th January 2018

Objective:

Capital market regulation is primarily intended to protect investors, insider dealings, creative accounting, and misuse of client money is some of the vices investors need protection from.

Some of the objectives of capital market regulation are as follows:

- The protection of investors.
- Make sure markets are fair, efficient, and transparent.
- Taking steps to reduce systemic risk.

Accordingly, capital market regulation is intended to protect the public interest, which operates on the need to foster economic development and confidence, which in turn can boost inward investment.

The economic services which a well regulated and efficiently run capital market can render to a country with a large private sector are considerable. In the first place, it is only an organized securities market (an integral part of capital market) which can provide sufficient marketability and price continuity for shares, so necessary for the needs of investors.

It is only such a market that can provide a reasonable measure of safety and fair dealing in the buying and selling of securities.

Through the interplay of demand for and supply of securities, properly organized stock exchange assists in a reasonably correct evaluation of securities in terms of their real worth.

Through such evaluation of securities the stock exchange helps in the orderly flow and distribution of savings as between different types of competitive investments.

Outcomes:

The Basics of Capital Market program provides students with fundamental knowledge about the financial markets and the functioning of capital markets. Through this program, students gain insights into the various aspects of capital markets and their significance in the global economy.

The outcomes of the program include:

- **Understanding Capital Markets:** Students develop a clear understanding of capital markets, including their role in facilitating the flow of funds between investors and companies. They learn





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about the primary and secondary markets, as well as the key players involved in capital market transactions.

- **Knowledge of Financial Instruments:** Participants become familiar with different types of financial instruments traded in capital markets, such as stocks, bonds, derivatives, and mutual funds. They understand the characteristics and risks associated with each type of financial instrument.
- **Investment Analysis and Decision Making:** The program equips students with the tools and techniques to analyze investments and make informed investment decisions. They learn how to assess the performance of stocks and bonds and use fundamental and technical analysis for investment evaluation.
- **Risk Management:** Students gain an understanding of risk management strategies in the context of capital markets. They learn how to identify and manage various types of risks, including market risk, credit risk, and liquidity risk.
- **Regulatory Framework:** Participants become aware of the regulatory framework governing capital markets and the role of regulatory authorities in maintaining market integrity and investor protection.
- **Market Trends and Economic Indicators:** The program provides students with insights into market trends, economic indicators, and factors influencing capital markets' performance. They learn to interpret macroeconomic data and its impact on investment decisions.

Conclusion:

Overall, the Basics of Capital Market program provides students with a solid foundation in understanding capital markets and investment principles. It prepares them to be financially savvy individuals and opens doors to potential career opportunities in the financial sector





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Four days certificate course was conducted on **"Basics of Capital Market"** for second year MBA students by Mr. Prashant Navgaje from 15th January to 18th January 2018. The basic aim and objectives behind this certificate course was to equip students with essential knowledge and skills related to capital markets, investments, and financial instruments. The program aims to provide students with a comprehensive understanding of how capital markets function, the significance of financial instruments, and the importance of making informed investment decisions.

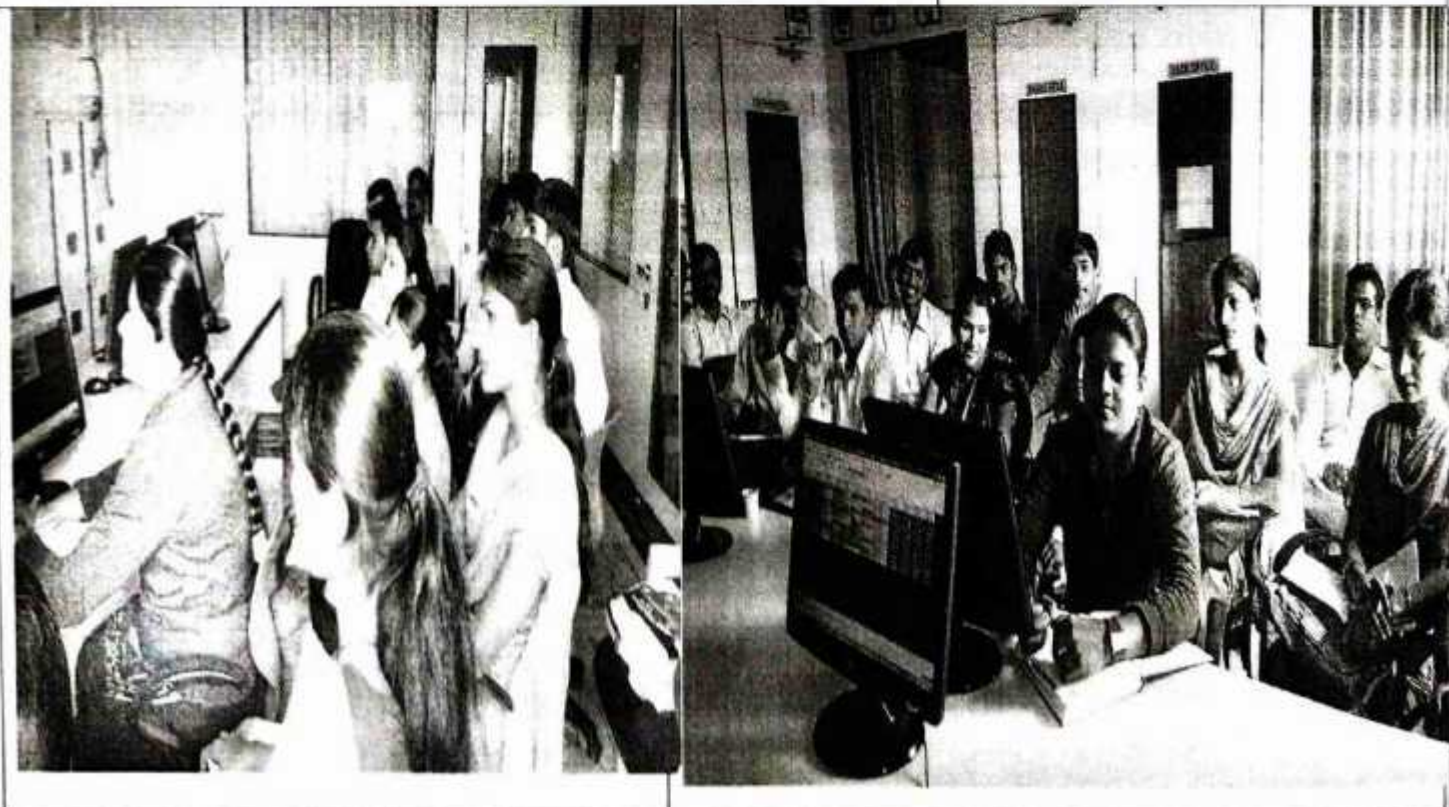
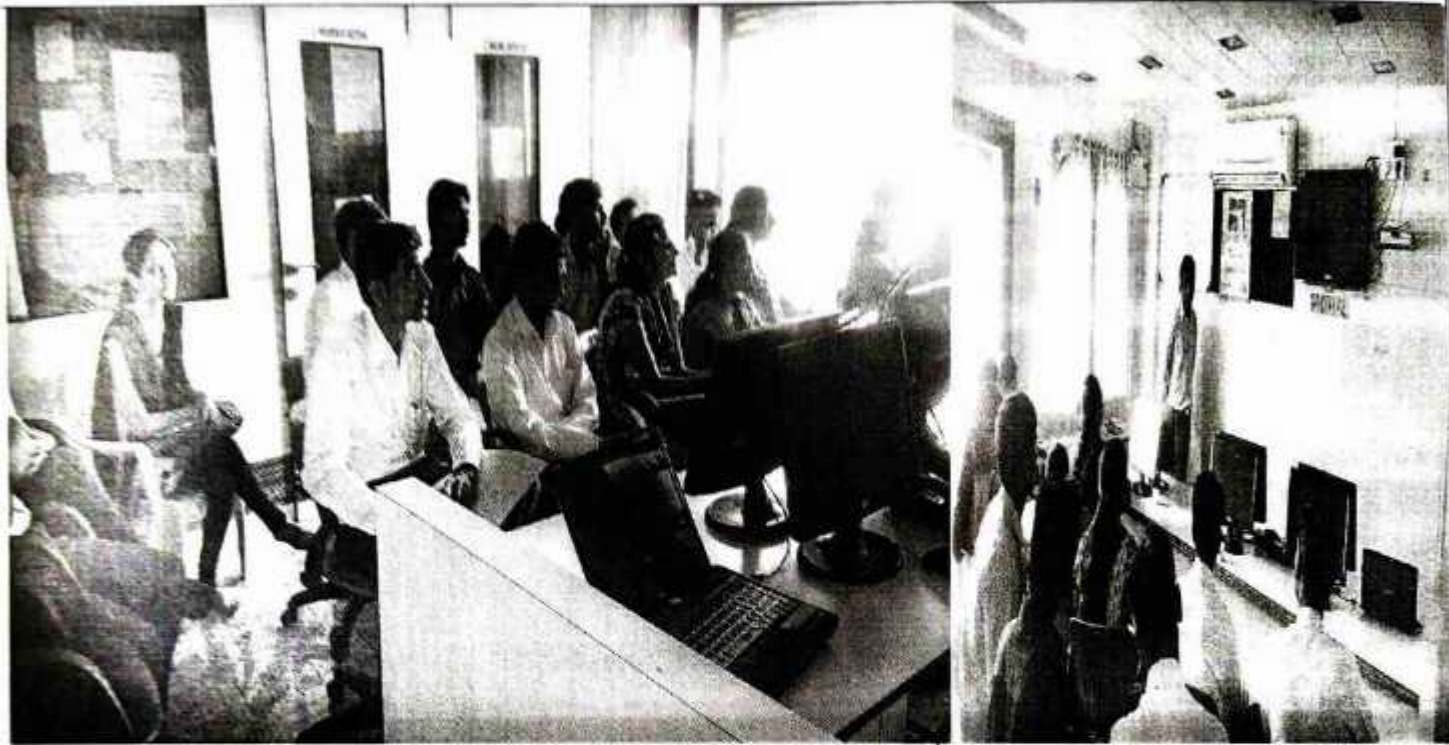
Mr. Prashant Navgaje had shared his views & knowledge by using practical approach due to which our students were very much happy and learnt a lot about capital market fundamentals and identify and evaluate financial instruments. He also shares his practical experience with students how to analyze investment opportunities and manage investment risks.





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Glimpses of Event





Activity Report on “Sales Force Management”

13th March to 16th March 2018

Objective:

The purpose of this course is to prepare students to be future sales managers. This will be accomplished by presenting the following principal elements of a Sales Management program: Leadership, Ethics and the Law, Designing & Developing the Sales Force, Recruiting, Training, Supervising, Managing and Developing the Sales Force, Measurement of Sales Goals and Evaluation of Salesperson Performance.

Objective 1: To acquaint students with the basic processes of buying and selling, how professional selling is linked to building customer relationships, the role of ethical behavior in sales, how the sales effort should be organized, and the strategic role of information in sales management..

Objective 2: Identification of the various aspects of salesperson performance such as behavior, role perceptions and job satisfaction, motivation of the sales force and analysis of the various personal characteristics of sales aptitude, criteria for selecting, recruiting, training, compensation and incentives for salespeople.

Objective 3: How to determine and control costs of a sales force, specific criteria for evaluation and control of salesperson performance, vital management factors affecting accomplishment of sales force goals.
Accomplished by: Lectures, discussion and text readings, role play, student team presentations, and examinations.

Outcomes:

The outcomes of the program include:

- **Sales Strategy Development:** You will learn how to analyze market trends, customer needs, and competitor activities to develop effective sales strategies. This involves understanding the sales process, setting sales goals, and creating plans to achieve those objectives.
- **Sales Team Leadership:** You will develop leadership skills to motivate and guide sales teams toward achieving their targets. This includes learning techniques for coaching, mentoring, and managing sales representatives to maximize their performance.
- **Customer Relationship Management (CRM):** Understanding the importance of CRM is crucial in modern sales management. You will learn how to use CRM tools effectively to manage customer interactions, track sales activities, and improve customer satisfaction and retention.





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- **Sales Analytics:** Analyzing sales data and metrics is vital for making informed decisions. You will learn how to use sales analytics to assess performance, identify opportunities, and make data-driven improvements to the sales process.
- **Negotiation and Communication Skills:** Successful sales management requires strong negotiation and communication abilities. You will develop these skills to engage with clients, handle objections, and close deals effectively.
- **Sales Forecasting and Budgeting:** Learn how to create accurate sales forecasts and budgets to set realistic sales targets and allocate resources appropriately.



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Four days certificate course was conducted on **"Sales Force Management"** for second year MBA students by Mr. Jayesh Jain from 13th March to 16th January 2018. The purpose of this course is to prepare students to be future sales managers. This will be accomplished by presenting the following principal elements of a Sales Management program: Leadership, Ethics and the Law, Designing & Developing the Sales Force, Recruiting, Training, Supervising, Managing and Developing the Sales Force, Measurement of Sales Goals and Evaluation of Salesperson Performance.

Mr. Jayesh Jain had shared his views, knowledge & experience due to which our students were very much happy and learnt a lot basic processes of buying and selling, how professional selling is linked to building customer relationships, the role of ethical behavior in sales, how the sales effort should be organized, and the strategic role of information in sales management. He also shares his practical experience with students how to identify the various aspects of salesperson performance such as behavior, role perceptions and job satisfaction, motivation of the sales force and analysis of the various personal characteristics of sales aptitude, criteria for selecting, recruiting, training, compensation and incentives for salespeople. He also teach how to determine and control costs of a sales force, specific criteria for evaluation and control of salesperson performance, vital management factors affecting accomplishment of sales force goals.



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Glimpses of Event





Activity Report on “Fundamentals of Business Etiquette”

09th October to 12th October 2018

Objective:

- ✓ Understand how to be well dressed and properly groomed for business.
- ✓ Have a full knowledge of dining etiquette.
- ✓ Learn how to network at business functions.
- ✓ Understand how to relate with clients internationally

Outcomes:

Professional Communication: Developed effective communication skills, both verbal and written, to interact confidently with colleagues, clients, and business partners.

Networking Skills: Learned how to build and maintain professional relationships through networking. This includes understanding the importance of networking, attending business events, and making meaningful connections.

Business Dining Etiquette: Understand the proper etiquette for business meals and dining situations. This includes table manners, proper use of utensils, and navigating conversations during meals.

Email and Digital Etiquette: Learned the dos and don'ts of email and digital communication in a professional setting. This includes understanding email etiquette, writing clear and concise messages, and using appropriate language and tone.

Business Meeting Etiquette: Gained insights into conducting yourself during business meetings, including how to introduce yourself, participate in discussions, and contribute effectively to the meeting's objectives.

Telephone Etiquette: Learned how to handle business calls professionally, including answering the phone, taking messages, and using appropriate language and tone during phone conversations.

Business Attire and Appearance: Understand the importance of dressing appropriately in a business environment and presenting a professional image.

Time Management: Developed time management skills to be punctual and respect others' time in business settings.

Business Introductions and Handshakes: Learned how to make a positive first impression through proper business introductions and handshakes.





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Four days certificate course was conducted on "**Fundamentals of Business Etiquette**" for MBA students by Mr. Pramod Kanawade from 09th October to 12th October 2018. The purpose of this course is to prepare for business etiquette and personal grooming. In this four days Programme students leaned many things like, how to be well dressed and properly groomed for business, how to network at business functions, how to relate with clients internationally and full knowledge of dining etiquette.

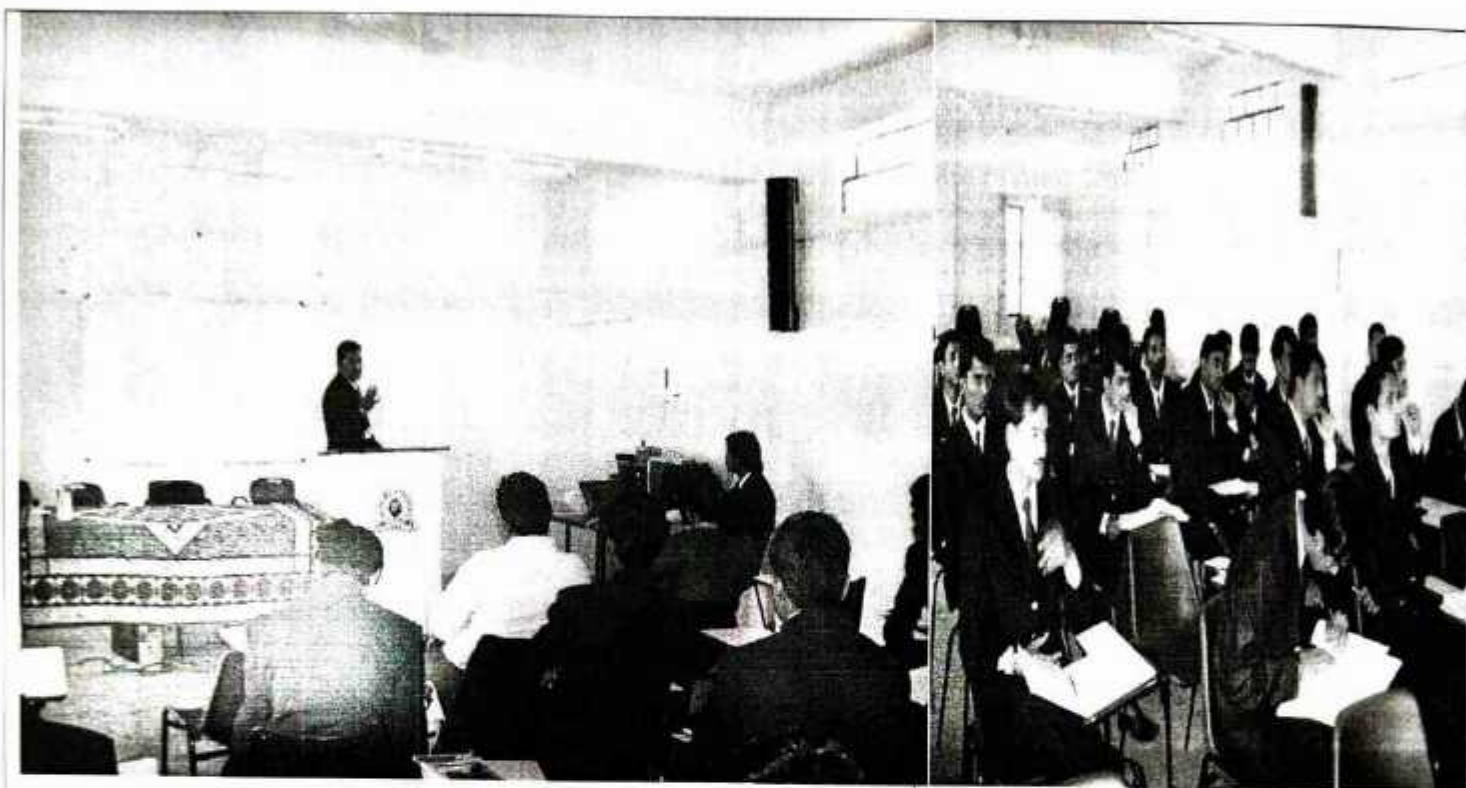
In this Programme Mr. Pramod Kanawade had shared his views, knowledge & experience and he taught different things to the students like email and digital etiquette, business meeting etiquette, telephone etiquette and business attire and appearance due to which our students were very much happy and learnt a lot.





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Glimpses of Event





Activity Report on

"Spreadsheet management"

03rd December to 06th December 2018

Objective:

- Business Data Storage. A spreadsheet is an easy way to store all different kinds of data.
- Accounting and Calculation Uses.
- Budgeting and Spending Help.
- Assisting with Data Exports.
- Data Sifting and Cleanup.
- Generating Reports and Charts.
- Business Administrative Tasks.

Outcomes:

- ❖ **Improved Spreadsheet Skills:** MBA students developed advanced skills in using spreadsheet software like Microsoft Excel or Google Sheets. They learned how to efficiently organize and analyze data, perform complex calculations, create charts and graphs, and use various functions and formulas to solve business problems.
- ❖ **Data Analysis Proficiency:** With a focus on spreadsheet management, students became more adept at handling and analyzing large datasets. This skill was crucial in making data-driven decisions and conducting business research.
- ❖ **Enhanced Decision-Making Abilities:** The ability to organize, analyze, and interpret data from spreadsheets allowed MBA students to make more informed and effective decisions in various business contexts.
- ❖ **Time and Resource Efficiency:** Learning efficient spreadsheet management techniques helped students save time and resources when working on business projects or financial analysis, making them more productive in their roles.
- ❖ **Financial Management:** MBA students who took this course gained valuable skills in financial modeling, budgeting, and forecasting. These skills were vital for financial analysts, investment managers, and anyone involved in financial decision-making.





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- ❖ **Business Reporting:** Students learned how to create professional and visually appealing reports using spreadsheet software, which was essential for communicating complex information effectively within a business environment.

Four days certificate course was conducted on "**Spreadsheet Management**" for MBA second students by Mrs. Pooja Adep from 03rd December to 06th December 2018. The purpose of this course is to equip them with practical skills that are relevant in the business world. In this four days Programme students learned many things like, how to storage business data, data sifting and cleanup, generating reports and charts. In this Programme Mrs. Pooja Adep had shared her knowledge & experience and she taught different things to the students like easy way to store all different kinds of data, accounting and calculation uses and assisting with data exports due to which our students were very much happy and learnt a lot.





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Glimpses of Event





Activity Report on “Success Mantra- The Customer Service”

16th January to 19th January 2019

Objective:

1. Customer service to build super-fans who buy more and recommend your business to their friends.
2. Create a customer experience that delights clients and makes them feel like they are getting a great product.
3. Make more money from repeat customers and referrals.
4. Turn even angry clients into loyal, long-term clients through amazing customer service.
5. Engage your customers in a better way.
6. Make customers love you.

Outcomes:

- ✦ **Improved Customer Satisfaction:** The program focused on enhancing customer service skills, leading to higher levels of customer satisfaction. Students learned effective strategies to understand customer needs, resolve issues promptly, and provide personalized service, resulting in happier customers.
- ✦ **Increased Repeat Business:** With a stronger emphasis on customer service excellence, businesses experienced higher customer loyalty and retention. Satisfied customers were more inclined to become repeat customers, contributing to increased sales and revenue.
- ✦ **Positive Word-of-Mouth Marketing:** As a result of the improved customer service, customers shared their positive experiences with friends, family, and colleagues. This word-of-mouth marketing brought in new customers and enhanced the business's reputation.
- Enhanced Brand Reputation and Trust:** Exceptional customer service efforts contributed to building a robust brand reputation and fostering trust among customers. The business stood out from competitors and gained a reputation for prioritizing customer satisfaction.
- ✦ **Valuable Customer Feedback and Insights:** The program emphasized the collection and analysis of customer feedback. By understanding customer preferences, pain points, and expectations, businesses gained valuable insights to refine their products and services.



- ✦ **Effective Service Recovery:** Students learned how to handle customer complaints and service recovery effectively. The business's ability to turn dissatisfied customers into happy ones through efficient service recovery improved customer retention rates.
- ✦ **Nurtured Customer-Centric Culture:** Implementing the "Success Mantra - The Customer Service" program nurtured a customer-centric culture within the organization. Employees prioritized customer satisfaction, making it an integral part of the company's values and operations.

Four days certificate course was conducted on "**Success Mantra- the Customer Service**" for MBA second students by Mr. Manish Oza from 16th January to 19th January 2019. The purpose of this course is to make aware students importance of customer service. In this four days Programme students learned many things like, how to improved customer satisfaction, how to enhanced brand reputation and trust, how to increase valuable customer feedback.

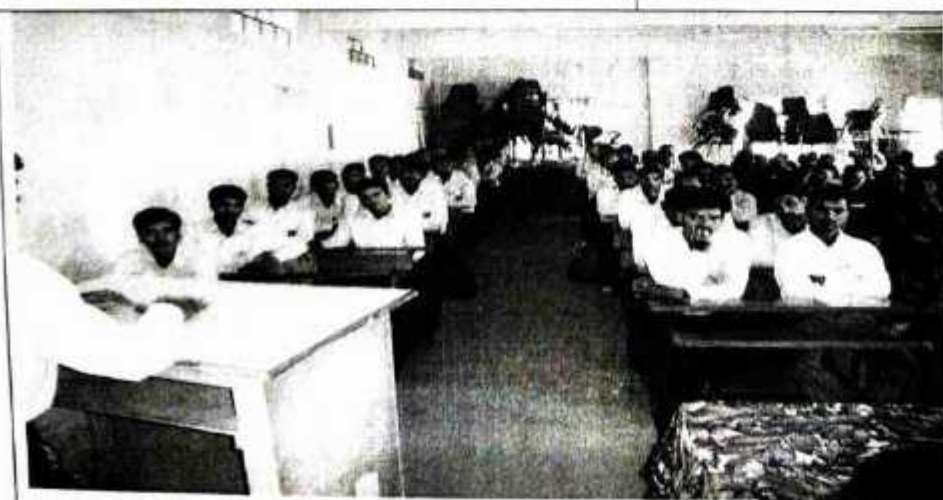
In this Programme Mr. Manish Oza had shared his knowledge & experience and he taught different things to the students like create a customer experience that delights clients and makes them feel like they are getting a great product, turn even angry clients into loyal, long-term clients through amazing customer service, engage your customers in a better way, make customers love you, due to which our students were very much happy and learnt a lot.





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Glimpses of Event





Activity Report on “Supply Chain Management”

27th March to 30th March 2019

Objective:

1. To maximize overall value generated
2. To look for Sources of Revenue and Cost.
3. Replenishment of the Material or Product whenever required.
4. Cost Quality Improvement.
5. Shortening the time to Order.
6. Speedy delivery.
7. Delivery optimization
8. Efficiency
9. World-class performance
10. More awareness
11. Demand Fulfillment
12. Inventory Optimization

Outcomes:

- **Enhanced Supply Chain Efficiency:** The program focused on optimizing supply chain processes and strategies. As a result, businesses experienced increased efficiency in managing the flow of goods, reducing lead times, and minimizing unnecessary costs.
- **Improved Inventory Management:** Students learned effective inventory management techniques leading to better control over inventory levels. This resulted in reduced carrying costs, minimized stockouts, and improved overall inventory turnover.
- **Cost Reduction:** By implementing best practices learned during the program, businesses could identify cost-saving opportunities within their supply chains. This included streamlining transportation, warehousing, and sourcing processes, resulting in lower operational expenses.
- **Stronger Supplier Relationships:** Students gained insights into building and maintaining effective supplier relationships. As a result, businesses established better communication channels with suppliers, negotiated favorable terms, and fostered long-term partnerships.





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- **Optimal Demand Forecasting:** The program emphasized the importance of accurate demand forecasting. Students learned to use data analysis and statistical techniques to forecast demand more effectively, reducing the risk of stock outs or excess inventory.
- **Risk Management:** Students were equipped with skills to identify and mitigate supply chain risks. Businesses developed contingency plans to handle disruptions, such as natural disasters or supply shortages, ensuring continuity in operations.

Four days certificate course was conducted on “**Supply Chain Management**” for MBA second students by Mr. Vinod Bhutada from 27th March to 30th March 2019. The purpose of this course is to make aware students importance of supply chain operations and management. In this four days Programme students learned many things like, enhanced supply chain efficiency, how to improved inventory management, how to reduce cost of production by using SCM.

In this Programme Mr. Vinod Bhutada had shared his knowledge & experience and he taught different things to the students like how to make stronger supplier relationship, how to forecast optimum demand, how to minimize risk in SCM, make customers love you, how to increase customer satisfaction level, due to which our students were very much happy and learnt a lot.





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Activity Report on “Communication Strategies”

02nd July to 05th July 2019

Objective:

1. Student will benefit from practical tips on how to prepare a communication strategy outline
2. Communication strategy template in Microsoft Word.
3. Communication strategy presentation template in Microsoft PowerPoint.
4. How to write different sections.
5. How to write quality content and how to make it look professional.

Outcomes:

- **Enhanced Supply Chain Efficiency:** The program focused on optimizing supply chain processes and strategies. As a result, businesses experienced increased efficiency in managing the flow of goods, reducing lead times, and minimizing unnecessary costs.
- **Improved Inventory Management:** Students learned effective inventory management techniques, leading to better control over inventory levels. This resulted in reduced carrying costs, minimized stockouts, and improved overall inventory turnover.
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- **Optimal Demand Forecasting:** The program emphasized the importance of accurate demand forecasting. Students learned to use data analysis and statistical techniques to forecast demand more effectively, reducing the risk of stock outs or excess inventory.



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- **Risk Management:** Students were equipped with skills to identify and mitigate supply chain risks. Businesses developed contingency plans to handle disruptions, such as natural disasters or supply shortages, ensuring continuity in operations.

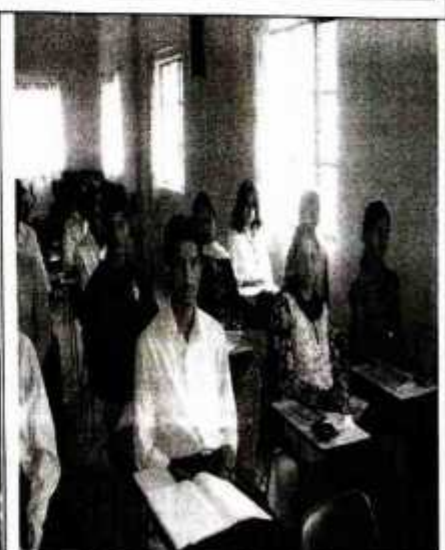
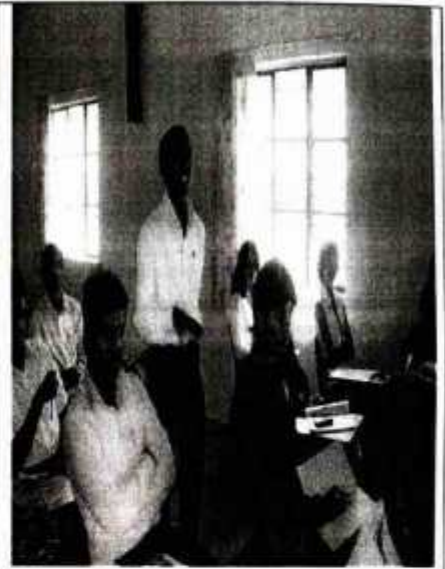
Four days certificate course was conducted on “**Communication Strategies**” for MBA second students by Mr. Subodh Nalkar from 02nd July to 05th July 2019. The purpose of this course is to make aware students importance of communication strategies. In this four days Programme students learned many things like, how to prepare a communication strategy outline, communication strategy template in Microsoft Word, how communication strategy presentation template in Microsoft Power Point.

In this Programme Mr. Subodh Nalkar had shared his knowledge & experience and he taught different things to the students like how to write different sections, how to write quality content and how to make it look professional, due to which our students were very much happy and learnt a lot.



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Activity Report on

“Business Ethics and Corporate governance”

13th November to 16th November 2019

Objective:

- To provide basic knowledge of business ethics and values and its relevance in modern context.
- To enable the students know the importance of ethics in management and decision making process.
- To give an insight on corporate governance practices in India.

Outcomes:

- **Ethical Decision-Making:** MBA students developed a strong understanding of ethical principles and frameworks, enabling them to make more informed and ethically sound decisions in their professional roles. They became better equipped to handle complex ethical dilemmas that arose in business settings.
- **Enhanced Corporate Social Responsibility (CSR):** The program emphasized the importance of CSR, and students learned how businesses could contribute positively to society and the environment. They understood the significance of ethical and sustainable business practices, which enhanced the organizations' reputations and community engagement.
- **Improved Compliance and Risk Management:** Students gained insights into various regulations and legal requirements relevant to business ethics and corporate governance. They learned how to ensure compliance and implement effective risk management practices to prevent unethical behavior and potential legal issues.
- **Strengthened Reputation and Trust:** By understanding and practicing ethical conduct and good corporate governance, MBA students contributed to building positive reputations for themselves and their organizations. A strong reputation for ethical behavior fostered trust among stakeholders, including customers, investors, and employees.
- **Effective Stakeholder Management:** The program taught students to consider the interests of all stakeholders, not just shareholders. This approach to stakeholder management led to improved relationships and a better understanding of diverse perspectives and interests.





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- **Ethical Organizational Culture:** MBA students recognized the importance of promoting an ethical culture that aligned with the values and principles of the organization. They understood that an ethical culture contributes to the overall success and sustainability of the organization.

Four days certificate course was conducted on **"Business Ethics and Corporate governance"** for MBA second students by Mr. Sadanad Patkar from 13th November to 16th November 2019. The purpose of this course is to provide basic knowledge of business ethics and values and its relevance in modern context. In this four days Programme students learned many things like, a strong understanding of ethical principles and frameworks, how businesses could contribute positively to society and the environment, the importance of CSR.

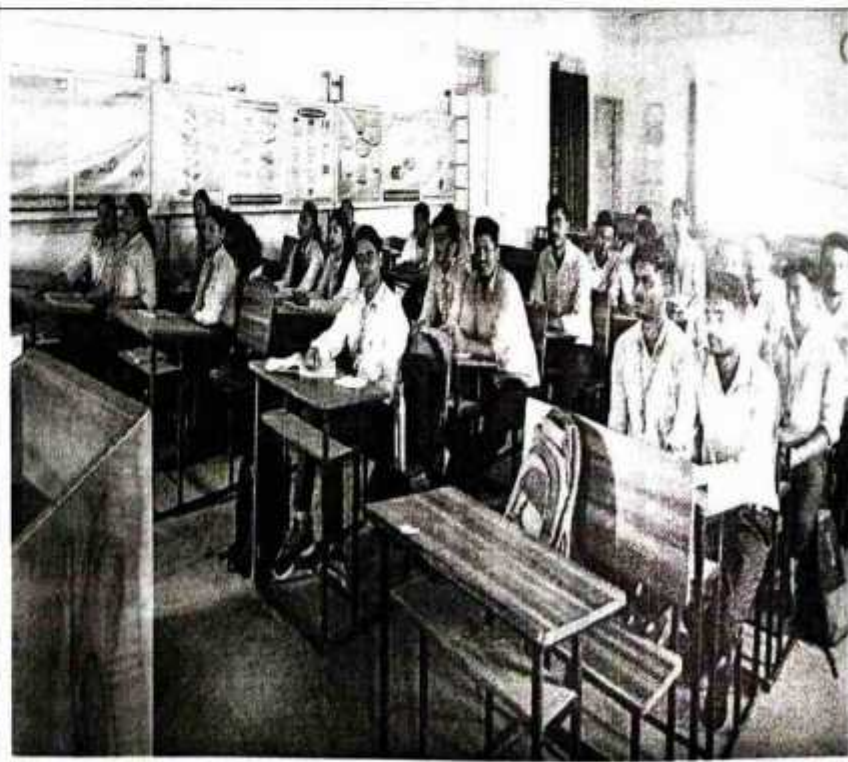
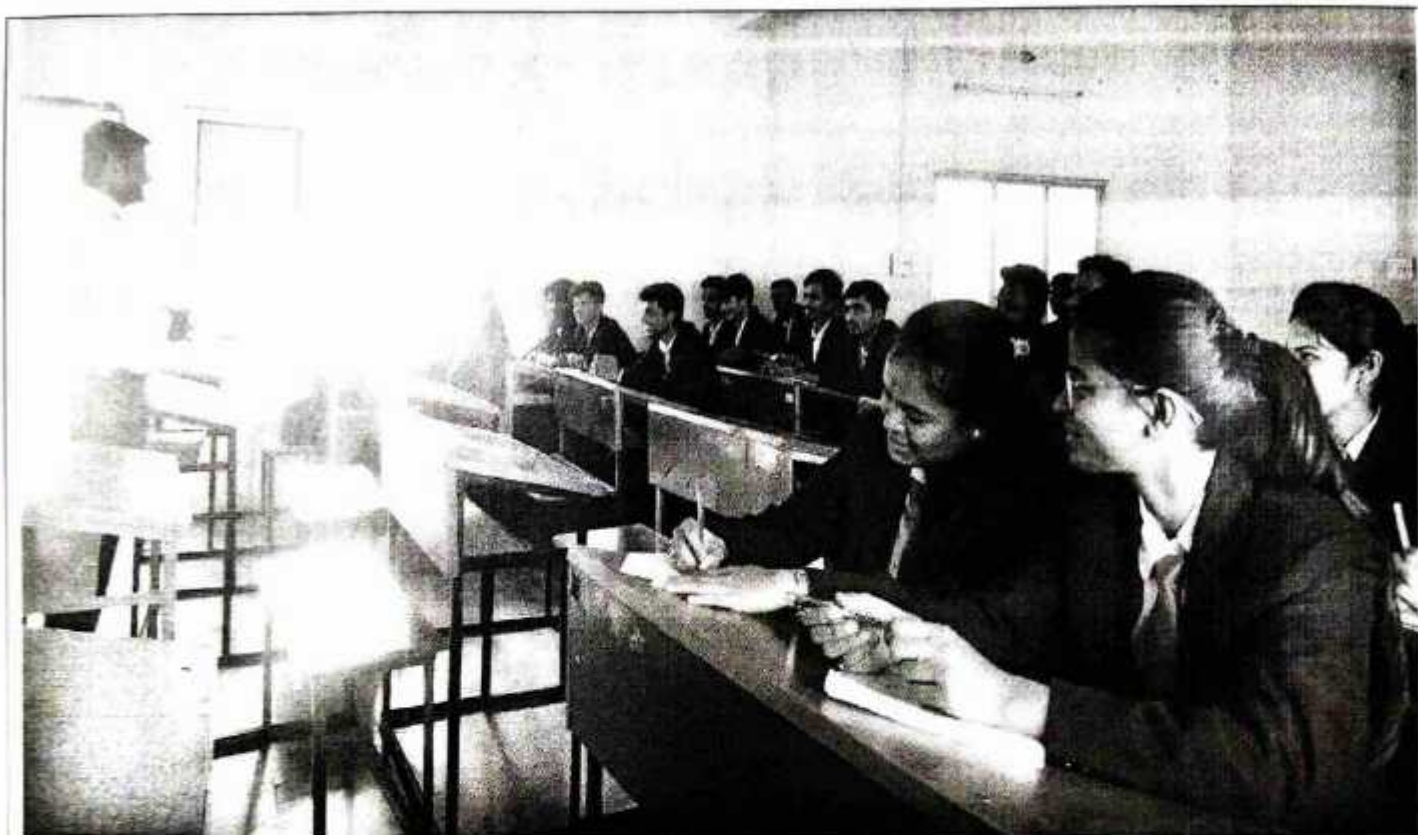
In this Programme Mr. Sadanad Patkar had shared his knowledge & experience and he taught various regulations and legal requirements relevant to business ethics and corporate governance, how to build positive reputations for themselves and their organization. The program emphasized responsible and ethical leadership. MBA students developed leadership skills that prioritized integrity, transparency, and accountability.





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Glimpses of Event





Activity Report on “Team Building”

06th January to 10th January 2020

Objective:

- Enhancing their ability to work effectively in a team setting: Students may seek to improve their ability to work collaboratively with others, including building trust, communication, and accountability.
- Developing leadership skills: Students may seek to develop their leadership skills, including setting goals, delegating tasks, and motivating team members.
- Improving communication skills: Students may seek to improve their communication skills, including active listening, conflict resolution, and constructive feedback.
- Developing problem-solving skills: Students may seek to develop their problem-solving skills, including identifying and solving problems in a team setting using brainstorming techniques, decision-making processes, and problem-solving strategies.
- Improving creativity: Students may seek to improve their creativity in a team setting, including generating new ideas using brainstorming techniques and ideation processes.
- Understanding diversity and inclusion: Students may seek to gain an understanding of diversity and inclusion in the workplace, including how to create an inclusive team culture and work effectively with team members from different backgrounds and perspectives.

Outcomes:

- ✓ **Improved Communication:** The workshop emphasized the importance of effective communication within teams. MBA students learned how to communicate clearly and actively listen to team members, resulting in fewer misunderstandings and better collaboration.
- ✓ **Enhanced Collaboration:** Through team-building exercises and activities, MBA students developed a deeper understanding of each other's strengths and weaknesses. This led to improved collaboration and the ability to leverage individual skills to achieve common goals.
- ✓ **Trust and Relationship Building:** The workshop facilitated trust-building exercises, helping students establish stronger connections with their team members. As a result, team members felt more comfortable sharing ideas, seeking support, and working together towards shared objectives.





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- ✓ **Conflict Resolution Skills:** MBA students acquired conflict resolution skills during the workshop, enabling them to address and resolve disagreements constructively. This reduced the negative impact of conflicts on team dynamics and allowed teams to stay focused on their objectives.
- ✓ **Increased Motivation:** Team-building activities and discussions fostered a sense of belonging and ownership within the teams. MBA students felt more motivated to contribute actively and take ownership of their projects, leading to higher levels of engagement.
- ✓ **Clear Roles and Responsibilities:** The workshop emphasized the importance of defining roles and responsibilities within teams. MBA students learned how to delegate tasks effectively, ensuring that each team member knew their specific contributions to the overall project.
- ✓ **Time Management:** MBA students were exposed to time management techniques that helped them plan and execute team activities efficiently. This resulted in better time utilization and meeting project deadlines more effectively.

Four days certificate course was conducted on “**Team Building**” for MBA second students by Mr. Manish Patil from 06th January to 10th January 2020. Team Building was highly beneficial, fostering a more cohesive and productive environment within the participating groups. In this four days Programme students learned many things like, how to improved communication in the formal group, how developed a deeper understanding of each other's strengths and weaknesses, how to help each other for establish stronger connections with their team members.

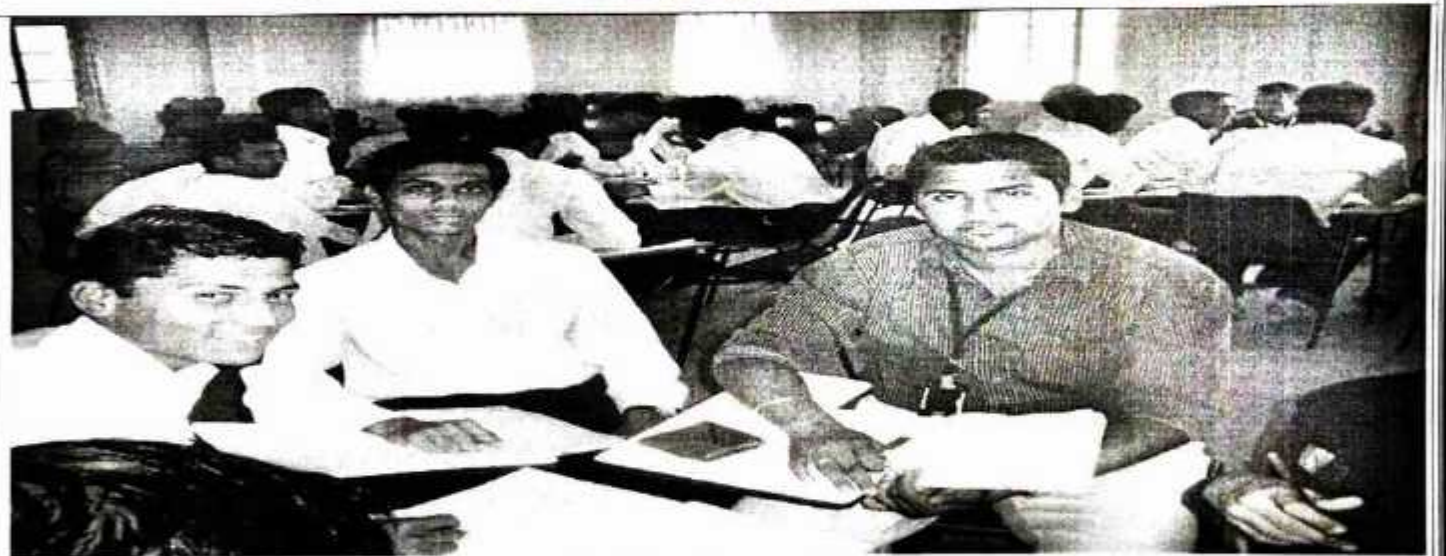
In this Programme Manish Patil had shared his knowledge & experience and he taught conflict resolution skills, enhanced collaboration, clear roles and responsibilities. MBA students were exposed to time management techniques that helped them plan and execute team activities efficiently. This resulted in better time utilization and meeting project deadlines more effectively.





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Glimpses of Event





Activity Report on “Business Sustainability Management”

02nd March to 06th March 2020

Objective:

- **Management of the global economy:** Sustainability management allows organizations to cut fuel costs and alleviate the health impacts of water and air pollution.
- **Securing a sustainable future:** Sustainability management facilitates sustainable development and is a constructive approach to securing a sustainable future. That being said, widespread adoption in the private and public sectors is paramount to success.
- **Ensuring long-term growth:** Sustainability has become a priority across different sectors. Businesses have acknowledged the importance of adopting sustainable means to survive in the future. Organizations across the globe can get a first mover's advantage and ascertain linear growth in the long haul through sustainability management.

Outcomes:

- **Sustainability Awareness:** The workshop raised awareness among MBA students about the importance of sustainability in business. Participants gained a deeper understanding of environmental, social, and economic sustainability principles.
- **Sustainable Business Practices:** MBA students learned about various sustainable business practices, including resource efficiency, waste reduction, renewable energy adoption, and eco-friendly product design. They were equipped with practical strategies to implement sustainability initiatives in real-world business settings.
- **Sustainability Reporting:** MBA students learned how to develop sustainability reports, which transparently communicate the organization's environmental and social performance to stakeholders. Such reports enhance accountability and demonstrate commitment to sustainability.
- **Ethical and Responsible Leadership:** The workshop emphasized the role of ethical and responsible leadership in driving sustainability initiatives. MBA students were encouraged to lead by example and inspire others to adopt sustainable practices.





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- **Sustainable Innovation:** MBA students explored sustainable innovation and how it could lead to the development of eco-friendly products, services, and business models. This encouraged a focus on creating solutions that address societal and environmental challenges.
- **Integration of Sustainability into Business Strategy:** The workshop emphasized the need to integrate sustainability considerations into overall business strategies. MBA students learned to align sustainability goals with the organization's mission and vision.

Five days certificate course was conducted on “**Business Sustainability Management**” for MBA second students by Mr. Rameshchandra Khandage from 02nd March to 06th March 2020. Business Sustainability Management workshop facilitated the adoption of sustainable practices, responsible decision-making, and a deeper understanding of the interconnectedness between business and the environment. Graduates were better equipped to lead and support sustainability initiatives, fostering a more sustainable and resilient business landscape. Five days Programme was highly impactful, promoting sustainable practices and responsible business strategies within the participating individuals and organizations.

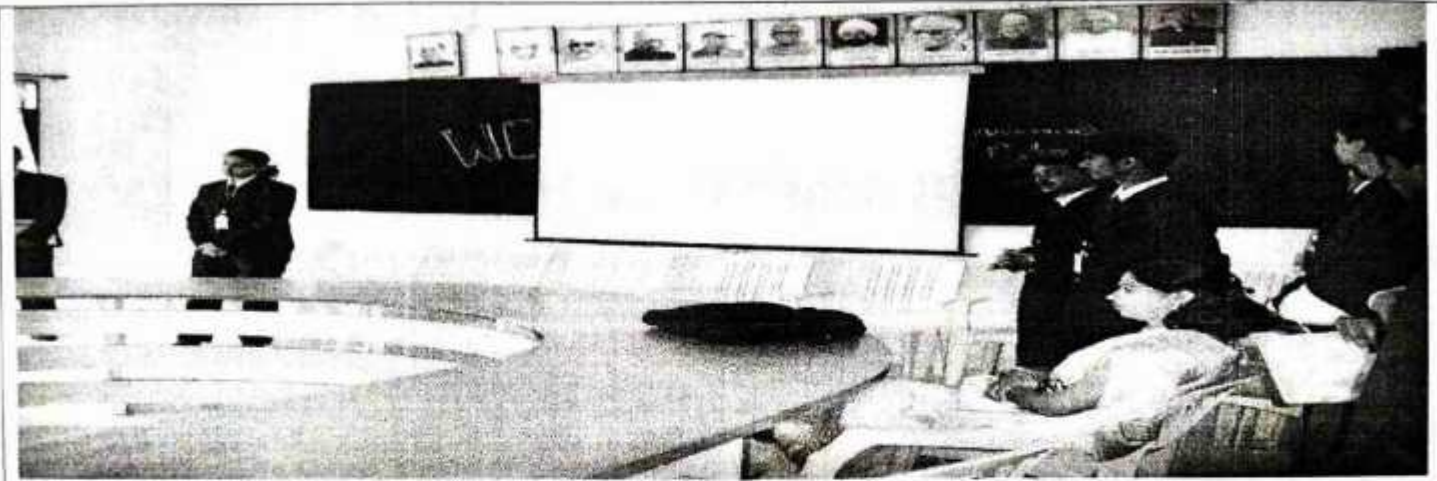
In this Programme Manish Patil had shared his knowledge & experience and he cover various topics like sustainability awareness, sustainable business practices, sustainability reporting ethical and responsible leadership, sustainable innovation. Workshop on Business Sustainability Management were highly impactful, promoting sustainable practices and responsible business strategies within the participating individuals and organizations.





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Activity Report on “Idea Innovation Basics for Business”

07th December to 10th December 2020

Objective:

- **Introduction to Idea Innovation:** This section provides an overview of the importance of idea innovation in business, including why innovation is critical for organizational growth and success.
- **Generating Innovative Ideas:** This section covers techniques for generating innovative ideas, including brainstorming, mind mapping, and other creative thinking strategies.
- **Evaluating and Selecting Ideas:** This section covers how to evaluate and select the most promising ideas based on criteria such as feasibility, potential impact, and alignment with organizational goals.
- **Developing and Testing Ideas:** This section covers how to develop and test innovative ideas, including techniques for prototyping, user testing, and experimentation.
- **Implementing and Scaling Ideas:** This section covers how to implement and scale innovative ideas, including strategies for securing resources, building partnerships, and managing change.
- **Overcoming Obstacles to Innovation:** This section covers common obstacles to innovation, including resistance to change, lack of resources, and risk aversion, and provides strategies for overcoming these obstacles.
- **Ethics and Social Responsibility:** This section covers the importance of ethical and socially responsible innovation, including the potential impact of innovation on stakeholders and the environment.

Outcomes:

- ❖ **Enhanced Creativity:** The workshop encouraged MBA students to think creatively and explore new ideas. Participants learned techniques to break conventional thinking patterns and generate innovative solutions to business challenges.
- ❖ **Idea Generation:** MBA students acquired various idea generation methods and brainstorming techniques. They learned how to facilitate productive idea generation sessions, leading to the development of unique and promising business concepts.





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- ❖ **Problem-Solving Abilities:** Through the workshop, MBA students strengthened their problem-solving skills. They learned to identify business problems, analyze root causes, and devise innovative solutions to address them effectively.
- ❖ **Improved Pitching Skills:** Participants practiced presenting their ideas effectively. MBA students learned how to communicate their innovative concepts in a clear and compelling manner to gain support from stakeholders.
- ❖ **Idea Evaluation:** The workshop covered methods to evaluate and prioritize ideas based on feasibility, potential impact, and alignment with business objectives. MBA students gained insights into making informed decisions about idea implementation.
- ❖ **Creative Confidence:** The workshop boosted the creative confidence of MBA students. Participants became more open to taking risks and exploring unconventional ideas, contributing to a more innovative mindset.
- ❖ **Cultivating an Innovative Culture:** MBA students understood the significance of fostering an innovative culture within organizations. They learned how leaders could create an environment that encourages and rewards creativity and idea generation.

Four days certificate course was conducted on “**Idea Innovation Basics for Business**” for MBA second students by Dr. Kiran Gonte on online as well as offline mode from 02nd March to 06th March 2020. Workshop on “Idea Innovation Basics for Business” were highly beneficial, providing participants with essential knowledge and skills to foster creativity and innovation within a business context.

In this Programme Dr. Kiran Gonte had shared his knowledge & experience and he taught how enhanced creativity, how to acquired various idea generation methods and brainstorming techniques, how to evaluate and prioritize ideas based on feasibility, potential impact, and alignment with business objectives. workshop on “Idea Innovation Basics for Business” equipped participants with the skills and mindset necessary to drive innovation and creativity within organizations. Graduates became more proficient at generating and evaluating ideas, promoting a culture of innovation, and embracing change as a catalyst for growth and success.



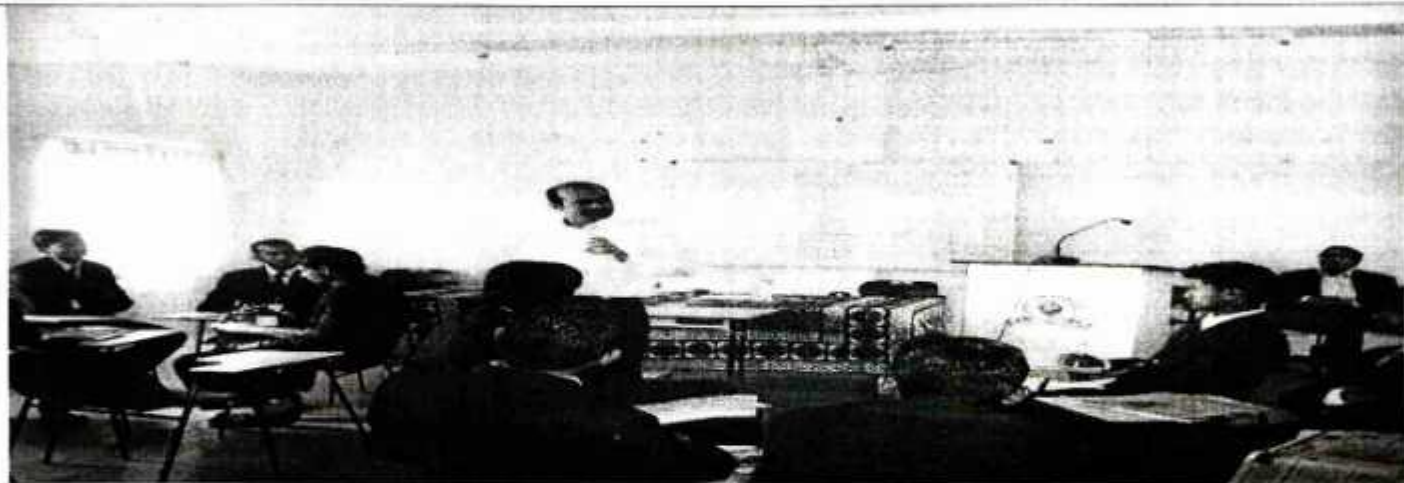


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Activity Report on **“Cold Calling as Basic Tool of Marketing”**

22nd March to 25th March 2021

Objective:

- ✦ Understanding the concept of cold calling and its role in marketing: The course should provide an understanding of the concept of cold calling and its importance in marketing.
- ✦ Developing skills to identify and research target markets: Students should learn how to identify and research their target markets to understand their needs, preferences, and pain points.
- ✦ Building skills to prepare for cold calling: The course should teach students how to prepare for a cold call, including developing a script, practicing their pitch, and gathering information about the prospect.
- ✦ Building skills to make effective cold calls: The course should teach students how to make effective cold calls, including how to introduce themselves, build rapport, and handle objections.
- ✦ Developing skills to follow up after a cold call: Students should learn how to follow up after a cold call, including how to send a follow-up email, schedule a meeting, and close the sale.
- ✦ Building skills in sales psychology and communication: The course should teach students the psychology behind sales and communication, including how to use persuasion, influence, and active listening to build trust and rapport with prospects.
- ✦ Developing skills to deal with rejection and failure: Students should learn how to deal with rejection and failure in cold calling, including how to stay motivated, learn from mistakes, and improve their skills.
- ✦ Overall, the course aims to equip students with the skills and knowledge necessary to use cold calling as a tool for generating leads and sales in their business.

Outcomes:

- ✦ **Improved Cold Calling Techniques:** MBA students learned effective cold calling techniques, including how to initiate conversations, build rapport with potential clients, and handle objections. These skills were instrumental in making cold calls more successful and productive.





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- ✦ **Enhanced Communication Skills:** The workshop emphasized the importance of clear and persuasive communication during cold calls. MBA students improved their communication abilities, making them more confident and articulate when interacting with prospects.
- ✦ **Lead Generation:** Participants gained insights into using cold calling as a lead generation tool. They learned how to identify and target potential clients, initiating the first step towards building a sales pipeline.
- ✦ **Increased Sales Conversion Rates:** Through the workshop, MBA students honed their abilities to convert cold calls into actual sales opportunities. They learned how to position products or services effectively and persuade prospects to take further interest in the offerings.
- ✦ **Understanding Customer Needs:** The workshop emphasized active listening during cold calls. MBA students learned to ask open-ended questions to understand customer needs better, allowing them to tailor their offerings accordingly.
- ✦ **Ethical Cold Calling Practices:** MBA students were taught to conduct cold calling ethically and respectfully, ensuring that they respected do-not-call lists and privacy regulations.
- ✦ **Analyzing Cold Calling Performance:** MBA students understood the importance of analyzing cold calling performance metrics. This allowed them to assess the effectiveness of their cold calling campaigns and make data-driven improvements.

Four days certificate course was conducted on **"Cold Calling as Basic Tool of Marketing"** for MBA second students by Dr. Aditya Marathe on online as well as offline mode from 22nd March to 25th March 2021. The workshop on "Cold Calling as a Basic Tool of Marketing" was valuable in equipping participants with the necessary skills and knowledge to effectively use cold calling as a marketing strategy.

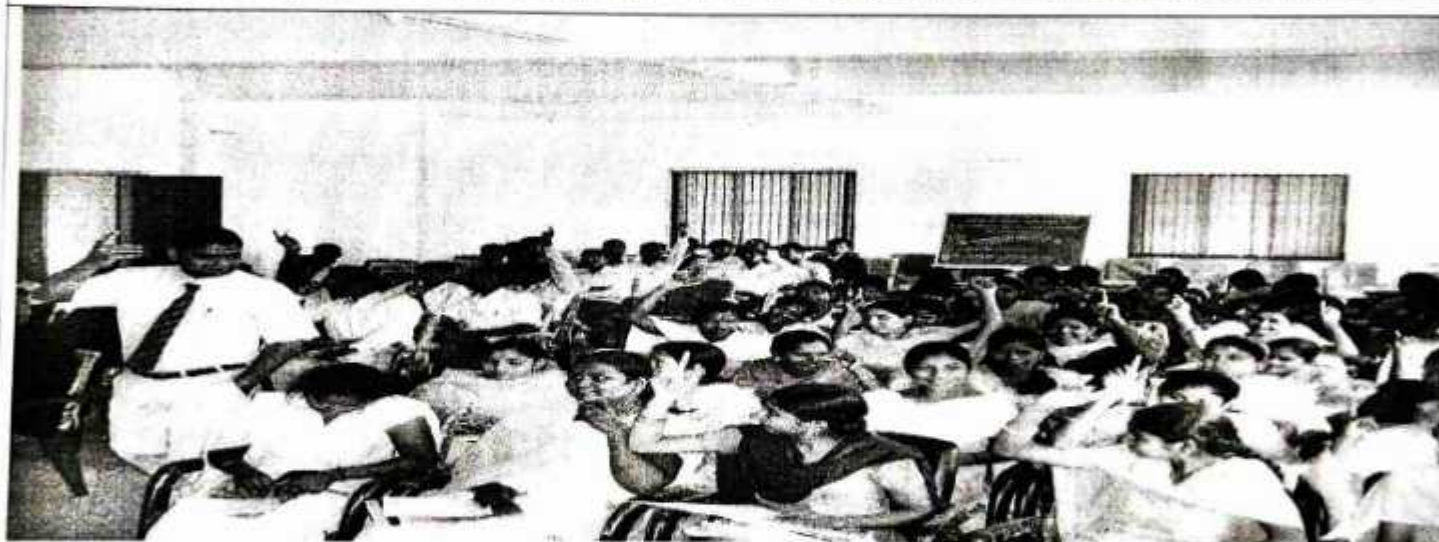
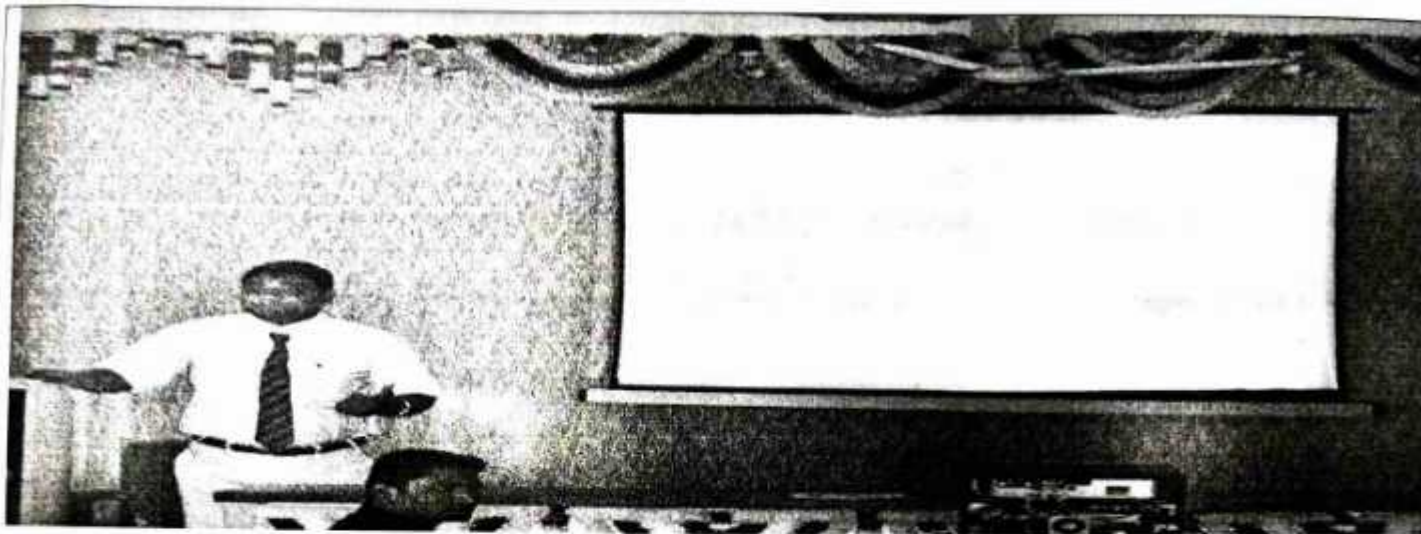
In this Programme Dr. Aditya Marathe had shared his knowledge & experience and he make aware students about effective cold calling techniques, including how to initiate conversations, build rapport with potential clients, and handle objections. He emphasized the importance of clear and persuasive communication during cold calls, He given practical demo to the students how they can utilize their abilities to convert cold calls into actual sales opportunities. The workshop on "Cold Calling as a Basic Tool of Marketing" equipped participants with essential skills to make cold calling an efficient and successful marketing strategy. Graduates became more proficient in generating leads, engaging with prospects, and converting cold calls into meaningful business opportunities.





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Activity Report on “Time Management”

07th February to 10th February 2022

Objective:

- **Time management principles and techniques:** This includes strategies for setting goals, prioritizing tasks, and managing distractions to optimize productivity.
- **Time tracking and analysis:** This involves identifying how time is currently being spent, assessing which activities are most valuable, and making changes to optimize time usage.
- **Workflow optimization:** This includes strategies for optimizing workflow, including creating efficient systems, automating repetitive tasks, and delegating tasks when appropriate.
- **Goal-setting and prioritization:** This involves setting clear and achievable goals, prioritizing tasks based on their importance and urgency, and developing a plan to achieve those goals.
- **Time-saving tools and technologies:** This includes an overview of time-saving tools and technologies, such as productivity apps, calendars, and time-tracking software.
- **Overcoming procrastination:** This involves strategies for identifying and overcoming common obstacles to productivity, such as procrastination and perfectionism.

Outcomes:

- ✓ **Enhanced Productivity:** MBA students learned how to prioritize tasks and allocate time efficiently, resulting in increased productivity in their daily work and academic responsibilities.
- ✓ **Improved Time Awareness:** The workshop raised awareness among participants about how they use their time. MBA students became more conscious of time-wasting habits and learned to make better use of their time.
- ✓ **Goal Setting and Achievement:** Through the workshop, MBA students learned the importance of setting clear goals and creating actionable plans to achieve them. Participants were better equipped to align their activities with their objectives.
- ✓ **Stress Reduction:** Effective time management helped MBA students reduce stress levels by avoiding last-minute rushes and meeting deadlines more comfortably.
- ✓ **Time Blocking and Scheduling:** The workshop introduced time-blocking techniques and effective scheduling practices. MBA students learned to structure their days for maximum efficiency.





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- ✓ **Proactive Planning:** Participants learned to plan their weeks and months proactively, anticipating potential challenges and allocating time for critical activities.
- ✓ **Time Tracking:** The workshop encouraged MBA students to track their time usage. By analyzing time logs, participants identified areas for improvement and optimized their time management strategies.
- ✓ **Effective Meeting Management:** Participants learned to manage meetings more efficiently, minimizing time wastage and ensuring that meetings were purposeful and productive.
- ✓ **Long-Term Time Management Strategies:** MBA students developed long-term time management strategies, enabling them to maintain effective time management practices beyond the workshop.

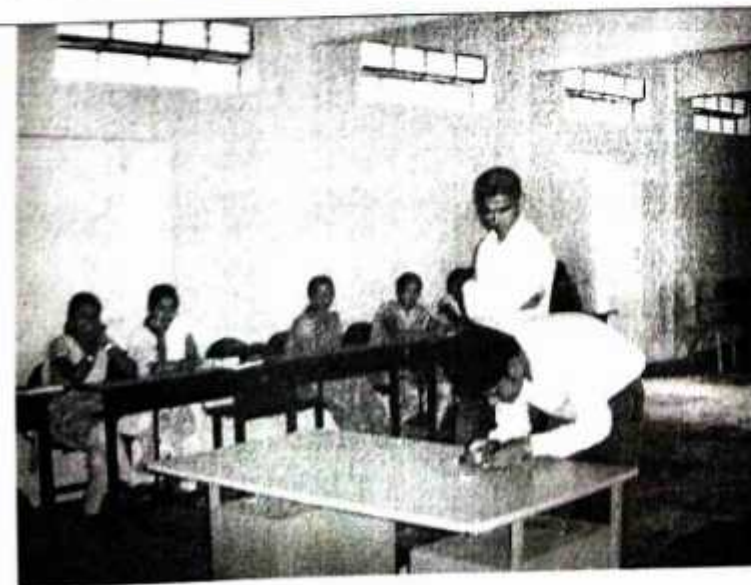
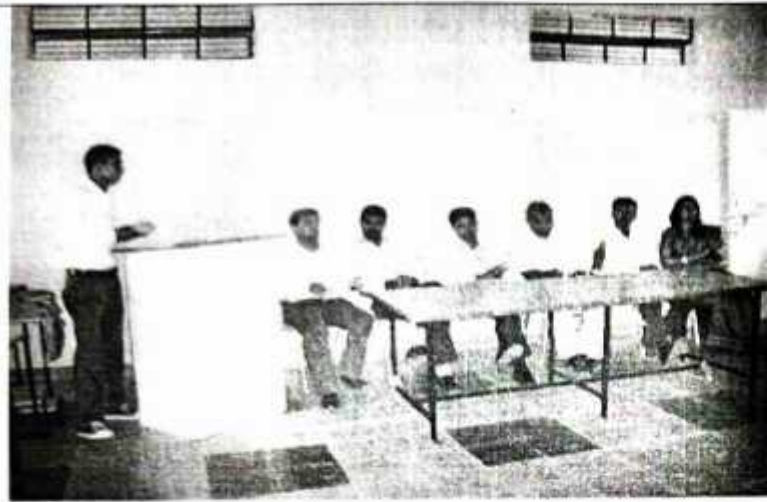
Four days certificate course was conducted on **"Time Management"** for MBA second students by Mr. Anil Sonawane on online as well as offline mode from 07th February to 10th February 2022. The workshop on "Time Management" were highly beneficial, equipping participants with essential skills and techniques to manage their time effectively.

In this Programme Mr. Anil Sonawane had shared his knowledge & experience and he make aware students about how to prioritize tasks and allocate time efficiently, resulting in increased productivity in their daily work and academic responsibilities. He emphasized on importance of setting clear goals and creating actionable plans to achieve them. Participants were better equipped to align their activities with their objectives, He given practical demo how to reduce stress levels by avoiding last-minute rushes and meeting deadlines more comfortably. Time Management led to improved efficiency, reduced stress, and enhanced work-life balance. Graduates became better equipped to prioritize tasks, set and achieve goals, and make the most of their time in both their academic and professional lives. These time management skills are valuable for career success and personal well-being.





Glimpses of Event





Activity Report on “Advanced Certificate Course in Securities Market, IPO & Mutual Fund”

05th April to 08th April 2022

Objective:

The three core objectives of securities regulation are:

1. The protection of investors
2. Ensuring that markets are fair, efficient and transparent;
3. The reduction of systemic risk.

An Initial Public Offering (IPO) is the process by which a privately held company becomes a publicly traded company on a stock exchange.

It is a way for a company to raise additional capital, increase its market liquidity, and gain more visibility and recognition

Mutual funds serve the following Objectives:

1) Diversification:

The significance of diversified investment lies in the old adage "do not put all the eggs in one basket". Diversification is an age old hedging instrument. High concentration of investment in one or two equities is likely to lead towards exposure of the portfolio to avoidable risks.

2) Growth :

One of the investor's categories is keen in a fast progression in their fund-value. The best option for them is 'stock route' of investment which have, if taken on a long-term basis, traditionally yielded a high rate of returns; although this route is fraught with the highest level of risk.

3) Income:

Some other funds commonly referred to as 'income mutual funds', cater to the needs of investors, who are more interested in getting a regular stream of income from their investments. Such funds invest in the bonds, common/preferred stocks, or even real estate investment trusts (REITs) of the blue-chip companies with a record of giving high dividend pay-outs.

4) Low Fees:





Investment in equities at individual level is an expensive affair, due to the element of brokerage involved therein

5) International Exposure:

International markets (e.g. US, UK, Japanese, or Chinese) are not easily accessible for individual investors.

Outcomes:

- ✓ **Enhanced Knowledge:** MBA students gained a comprehensive understanding of the securities market, initial public offerings (IPOs), and mutual funds. They learned about various financial instruments, trading strategies, and investment techniques.
- ✓ **Practical Skills:** Through interactive sessions and hands-on exercises, participants developed practical skills related to analyzing market trends, evaluating investment opportunities, and managing portfolios effectively.
- ✓ **Industry Insights:** The workshop provided valuable insights into the functioning of the financial industry, including the roles of stock exchanges, regulators, and asset management companies.
- ✓ **Networking Opportunities:** MBA students had the chance to network with industry professionals, guest speakers, and fellow participants. This networking facilitated potential future collaborations and career opportunities.
- ✓ **Case Studies:** The workshop featured real-world case studies of successful IPOs and mutual fund investments, enabling students to learn from past experiences and apply those lessons to their own decision-making processes.

Four days certificate course was conducted on "**Advanced Certificate Course in Securities Market, IPO & Mutual Fund**" for MBA second students by Mr. Anish Sanap from 05th April to 08th April 2022. The workshop on "Time Management" was highly beneficial, equipping participants with essential skills and techniques to aware processes og IPO and Mutual funds.

In this Programme Mr. Anish Sanap had shared his knowledge & experience and he make aware students about securities market, initial public offerings (IPOs), and mutual funds, various financial instruments, trading strategies, and investment techniques. He emphasized on practical skills related to analyzing market trends, evaluating investment opportunities, and managing portfolios effectively. Overall, the workshop provided MBA students with a holistic understanding of the securities market, IPOs, and mutual funds, equipping them with the necessary tools to excel in the finance industry.





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Glimpses of Event

