



**S. B. JAIN INSTITUTE OF TECHNOLOGY, MANAGEMENT
& RESEARCH, NAGPUR**

(An Autonomous Institute, Affiliated to R.T.M. Nagpur University)
(NBA Accredited - Electrical Engg. Electronics and Telecommunication Engg. & Mechanical Engg.)
Emerge as a Leading Institute for Developing Competent and Creative Professionals
Department of Business Management



**AARAMBH-2024
MBA ORIENTATION PROGRAM 2024**

Day	Time	Session	Topic	Speaker
Day 1				
Day 1 (9/9/2024)	10:30 - 11:30	Faculty Introduction	Introduction of Faculty Members	MBA Faculties
	11:30- 1:30	Workshop	Skilling, Upskilling and Reskilling	Dr Ashutosh Paturkar, Dean - G H Rasoni Skilltech University, Nagpur
	1.30 – 2.30	Lunch Break		
	2.30 - 3.15	Orientation - Academic Rules and Regulation	Academic Rules and Regulation Version 6	Dr Pankaj Thote, Dean – Academics, SBJITMR, Nagpur
	3.15 - 4.00	Orientation - Examination Rules and Regulation	Examination Rules and Regulation	Prof. Vinod Suple, COE, SBJITMR, Nagpur
	4.00 - 4.30	Orientation - Placements & SIP Rules and Regulation	Placements and SIP at SBJITMR	Prof. Aashish Lawrence, Head - T&P, SBJITMR, Nagpur
	4:30 - 4.45	Orientation - Transportation Facility	Transport Facility	Dr Harish Bhatkulkar, Associate Professor, SBJITMR, Nagpur
	4.45 - 5.00	Orientation - Student Section	Students Section	Mr. Atul Naik, Student Section, SBJITMR, Nagpur
	5.00 - 5.15	Orientation - Library facility	Library Facility	Dr Shruthi Manhore, Librarian, SBJITMR, Nagpur
Day 2				
Day 2 (10/9/2024)	10.30 - 11.30	Motivational Lecture	Four "C"s of Success	Mr. Alok Dhotekar, Freelance Consultant, Nagpur
	11.30 - 12.30	Guest Lecture	Humility & Thankfulness as Personality Trait	Alok Joshi Personality, G H Rasoni University, Saikheda
	12:30 -01:30	Guest Lecture	International Trade and opportunities	Jaya Bhat, Int Trade & Business Compliances
	1:30 - 2:30	Lunch Break		
	2:30 - 3:30	Ganesh Festival Celebration		
	3:30- 4:30			
	4:30 - 5:20			
Day 3				
	10:30 -11:30	Guest Lecture	Financial Literacy	Dr Sujit Metre, Principal, S B City College, Nagpur
	11:30 -12:30	Guest Lecture		

Day 3 (12/9/2024)	12:30 - 1:30	Guest Lecture	Personality Development	Mr. Amol Pusadkar, Prodeskon Consulting Private Limited, Nagpur
	1:30 - 2:30	Lunch Break		
	2:30 - 3:30	Guest Lecture	Youth and Entrepreneurship	Virendra Patrikar, Co-founder & CEO, IndiaOPD, Nagpur
	3:30 - 4:30	Guest Lecture	Service Operation	Mr Dipesh Shinde, Quick India Logistics, Nagpur
	4:30 - 5:30	Guest Lecture	Design Thinking	Dr Vivek Nanoti, Director - Engineering, LTJSS, Nagpur
Day 4				
Day 4 (13/9/2024)	10.30 - 11.30	Guest Lecture	Stress Management	Tanushree Chatterjee, Neuropsychologist, Nagpur
	11.30 - 12.30	Guest Lecture	Psychology of Sales - "Sales ki Pathshala"	Mr Bhavik Mehta, CEO & Brand Chief, Thinkin Birds Communication Pvt., Ltd., Nagpur
	12.30 - 1.30	Guest Lecture	Recent Trends in Human Resource Management	Ms. Ritika Rajurkar, Executive-HR, Oaklands Systems, Nagpur
	1:30 - 2:30	Lunch Break		
	2:30 - 3:30	Outdoor Activity	Management Games	Sahas Group, Nagpur
	3:30 - 4:30			
	4:30 - 5:30			
Day 5				
Day 5 Aarambh (14/9/2024)	10.30 - 1.30	Induction Program	Aarambh 2024	Guest of Honour: Mr Ashvini Patil, Managing Director, Biofuels Junction Pvt Ltd., Mumbai
	1:30 - 2:30	Lunch Break		
	2:30 - 4:30	Management Games		
	4.30-5:30	Prize Distribution Ceremony		



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Session: Workshop on Skilling, Upskilling and Reskilling

Date : 09th September, 2024.

Time: 11.30 PM to 1.30 PM

Purpose of Activity: Workshop on Skilling, Upskilling and Re-Skilling.

Name of the Guest Faculty: **Dr. Ashutosh Paturkar, Dean- G H Raison
Skilltech University, Nagpur**

Place of Activity: MBA Seminar Hall

Number of Students: 108

A workshop on skilling, upskilling, and reskilling focuses on equipping participants with the necessary knowledge and tools to adapt to changing job roles and industry demands. Below are key points and notes to consider when organizing or attending such a workshop:

1. Objectives of the Workshop

- Enhance Employability: Equip individuals with skills relevant to current and future industry needs.
- Promote Lifelong Learning: Encourage continuous skill development to remain competitive in the job market.
- Address Skill Gaps: Identify and bridge gaps between existing skills and job requirements.
- Support Career Transitions: Help individuals adapt to new roles or industries.

2. Key Components

- Skilling: Learning new skills for entry-level or specialized job roles.
- Focus on foundational skills for beginners.
- Examples: coding for non-tech individuals, digital literacy, or customer service training.
- Upskilling: Improving existing skills to advance in a current role.
- Includes technical, managerial, and leadership skills.
- Examples: learning advanced tools, project management, or data analytics.
- Reskilling: Acquiring entirely new skills to transition into a different career path.

- Focuses on adaptability to industry shifts (e.g., automation, AI).
- Examples: switching from retail to tech or from operations to data science.

3. Topics Covered

- Future of Work: Trends in automation, AI, and remote work.
- Technical Skills: Programming, cloud computing, cybersecurity, data science.
- Soft Skills: Communication, emotional intelligence, collaboration, and adaptability.
- Digital Literacy: Tools like Microsoft Office, collaboration platforms, and basic coding.
- Industry-Specific Skills: Tailored to fields like healthcare, IT, education, or manufacturing.

4. Workshop Activities

- Interactive Sessions: Hands-on training with real-world applications.
- Case Studies: Examples of successful skilling, upskilling, or reskilling programs.
- Skill Assessments: Identify strengths and areas for improvement.
- Networking Opportunities: Connect with industry professionals and mentors.
- Certifications: Offer recognized credentials for completed training modules.

5. Benefits

- For Individuals:
 - Career growth and higher employability.
 - Improved job satisfaction and adaptability.
- For Organizations:
 - Better talent retention and productivity.
 - Enhanced workforce capabilities to tackle industry challenges.

6. Challenges and Solutions

- Challenge: Resistance to change or lack



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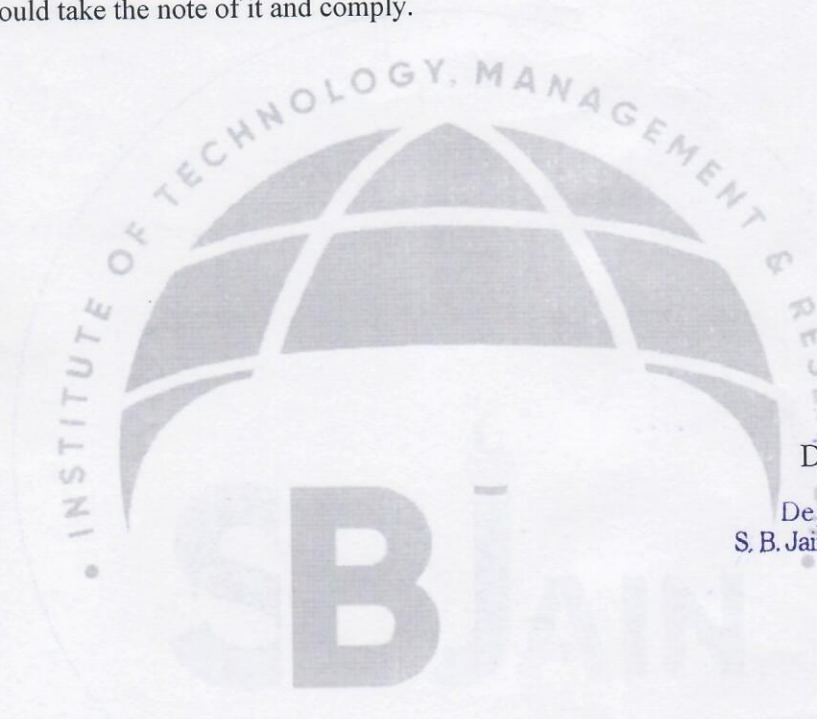
Ref: SBJITMR/DoM/2024-25/N/03A

Date: 07/09/2024

NOTICE

All the students of MBA are hereby informed that the Department of Business Management is organizing the Guest Lecture of **Dr. Ashutosh Paturkar, Dean, G H Rasoni Skilltech University, Nagpur**, on the topic **“Skilling, Upskilling and Reskilling”** dated 9/09/2024 2024 at 11:30 to 1:30.

All the students should take the note of it and comply.



Dr. Shrikrishna Dhale
HOD
Department of Management
S. B. Jain Institute of Tech. Mgmt. & Research
Nagpur-441501.

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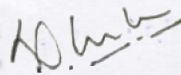
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Kindly take note of the same.




Dr. Shrikrishna Dhale
(HOD)
Department of Management
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Ref. No: SBJITMR/DoM/2024-25/Ext./63

Date: 09/09/2024

To
Dr Ashutosh Paturkar,
Dean - G H Rasoni Skilltech University,
Nagpur.

Subject: Letter of Gratitude

Respected Sir,

S. B. Jain Institute of Technology, Management & Research, Department of Business Management expresses heartfelt gratitude for accepting our invitation to guide our students during our Induction Program – “Aarambh-2024”. I express my sincere gratefulness for interacting with the students and giving them the fruitful insight on “Skilling, Up-skilling and Reskilling”. The session was exceptionally interactive and was well received by the students.

I put across my appreciation for your endeavor and the valuable time.

Thanking You.

Yours Sincerely
Dr. Shrikrishna Dhale
HOD

Department of Management
S. B. Jain Institute of Tech. Mgmt. & Research,
Nagpur-441501.

Received



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Department of Business Management

Preparing For the Times Ahead

(Session: 2024-25)

Session: Guest Lecture on "Preparing For the Times Ahead"

Date: 10th September 2024 (Tuesday)

Time: 10:30 am to 12:30 pm

Name of Expert Faculty: **Mr. Alok Dhotekar (Freelance Consultant)**

Purpose of Activity: **Basic understanding of doing MBA and its future perspective for Fresh MBA Graduates**

Place of Activity: **-ETC Seminar Hall**

No. of Students Participated: **61**

Key Learnings:

- 1. Adapting to Change:** Mr. Dhotekar emphasized the importance of adaptability in an ever-evolving world. He pointed out that the global business environment is undergoing rapid transformations due to technology, innovation, and economic shifts. To thrive in such a dynamic landscape, students must learn to embrace change, develop a flexible mindset, and be open to continuous learning. He also shared practical tips on how to stay updated with industry trends and how to pivot when necessary.
- 2. Building Resilience:** A significant portion of the lecture focused on the power of resilience. Mr. Dhotekar explained that setbacks and failures are inevitable in both academic and professional journeys. What matters is how individuals respond to these challenges. He provided the students with strategies to build emotional strength and mental fortitude, such as maintaining a positive attitude, practicing mindfulness, and seeking support from mentors and peers.
- 3. Leadership and Teamwork:** Mr. Dhotekar highlighted the growing importance of leadership skills in the modern corporate world. He urged students to take up leadership roles even during their academic pursuits, as it helps in developing critical soft skills like communication, empathy, and decision-making. Additionally, he emphasized the value of teamwork, stating that successful leaders are those who can work collaboratively, inspire others, and leverage diverse perspectives.
- 4. The Power of Networking:** Networking was another key topic addressed during the session. Mr. Dhotekar advised the students to start building their professional networks early on, as these connections can open doors to new opportunities. He also shared techniques on how to effectively network, both online and in person, by fostering genuine relationships and creating a strong personal brand.
- 5. Embracing Innovation and Technology:** In the final part of his lecture, Mr. Dhotekar discussed the impact of technology on the business world. He encouraged students to stay updated with technological advancements, particularly in fields like artificial intelligence, data analytics, and digital marketing. He stressed that having a strong understanding of these tools will be crucial for success in future business roles.



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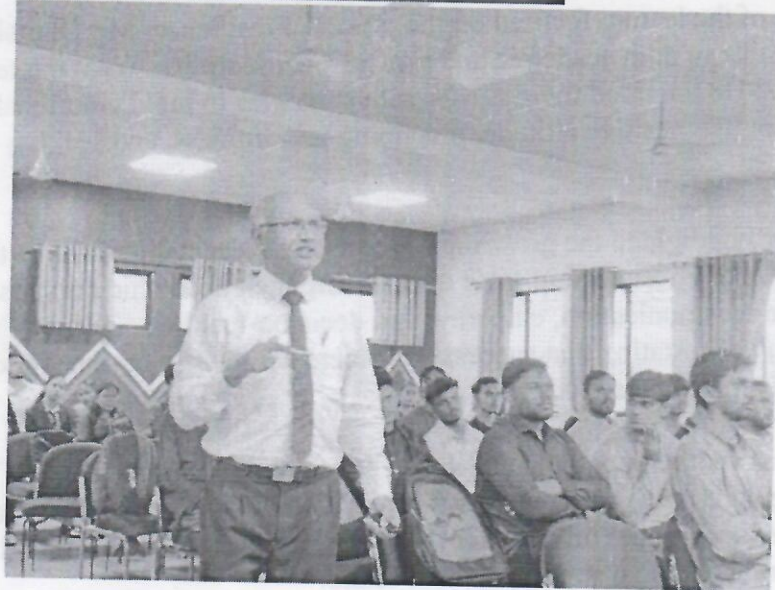
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Photographs:-



(Signature)
HOD

Dr. Shiksha Dhale
Department of Management
S. B. Jain Institute of Tech. Mgmt. & Research,
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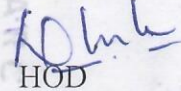
Date: 10/09/2024

NOTICE

All the students of MBA are hereby informed that the Department of Business Management is organizing the Guest Lecture of Mr. Alok Dhotekar (Freelancer Consultant) on the topic "Preparing for the Times ahead" dated 10th Sept 2024 (Tuesday) at 10:30 am to 12:30 pm at ETC Seminar hall.

All the students should take the note of it and comply.

Guest Lecture In-charge
Prof. Priyanka Patel


HOD

Dr. Shrikrishnar Dhale
Department of Management
S. B. Jain Institute of Tech. Mgmt. & Research,
Nagpur-441501.

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Alok Dhotekar
HOD

Dr. Shrikrishna Dhale
(MBA) HOD

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Nagpur-441501.

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Department of Business Management



Ref. No: SBJITMR/DoM/2024-25/Ext./70

Date: 10/09/2024

To
Mr. Alok Dhotekar,
Freelance Consultant,
Nagpur.

Subject: Letter of Gratitude

Respected Sir,

S. B. Jain Institute of Technology, Management & Research, Department of Business Management expresses heartfelt gratitude for accepting our invitation to guide our students during our Induction Program – “Aarambh-2024”. I express my sincere gratefulness for interacting with the students and giving them the fruitful insight on “Four "C"s of Success”. The session was exceptionally interactive and was well received by the students.

I put across my appreciation for your endeavor and the valuable time.

Thanking You.


Yours Sincerely
Dr. Shrikrishna Dhale

HOD
Department of Management
S. B. Jain Institute of Tech. Mgmt. & Research,
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Received
10/9/24

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Department of Business Management



International Trade and Opportunities

(Session: 2024-25)

Session: Guest Lecture on "International Trade and opportunities"

Date: 10th September 2024 (Tuesday)

Time: 12:30 am to 1:30 pm

Name of Expert Faculty: Ms. Jaya Bhat (International Trade & Business Compliances)

Purpose of Activity: **Basic understanding of International Trade and opportunities for Fresh MBA Graduates**

Place of Activity: **-ETC Seminar Hall**

No. of Students Participated: **73**

Key Learnings:

- 1. Introduction to International Trade:** Ms. Bhatt began by explaining the basic concepts of international trade, including the exchange of goods and services across borders, the role of exports and imports, and the significance of global trade agreements. She emphasized the impact of international trade on a country's economic growth and how businesses can benefit from expanding into foreign markets.
- 2. Global Market Trends:** She provided an overview of current global market trends, noting the increasing interconnectivity between countries due to globalization and advancements in technology. Ms. Bhatt explained how understanding these trends is essential for MBA graduates aspiring to work in international business roles. She also discussed the role of free trade agreements, tariffs, and the influence of political factors on international trade dynamics.
- 3. Opportunities for MBA Graduates:** Ms. Bhatt highlighted the various career opportunities available in the field of international trade for fresh MBA graduates. These included roles in export-import management, international marketing, trade finance, and supply chain management. She encouraged students to consider international business as a promising career path, especially as companies are increasingly looking to expand their global presence.
- 4. Skills Required for International Trade:** Ms. Bhatt stressed the importance of specific skills necessary to thrive in the international trade sector, such as cross-cultural communication, understanding trade regulations, and financial acumen. She also advised students to stay updated with global market trends and continuously build their knowledge of foreign markets and business practices.
- 5. Practical Insights and Real-Life Examples:** Throughout the session, Ms. Bhatt shared real-life examples from her experience in exports and international market strategy. She spoke about navigating complex trade regulations, handling cultural differences in business negotiations, and the importance of building strong global networks.

Conclusion:

Ms. Jaya Bhatt's lecture provided first-year MBA students with a comprehensive understanding of international trade and its relevance to their future careers. Her emphasis on the growing importance of



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global markets and the wide range of career opportunities in the field left students motivated and informed about the potential career paths in international business.

Photographs:-



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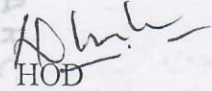
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All the students of MBA are hereby informed that the Department of Business Management is organizing the Guest Lecture of Ms. Jaya Bhat (International Trade & Business) on the topic "International Trade and Opportunities" dated 10th Sept 2024 (Tuesday) at 12:30 pm to 1:30 pm at ETC Seminar hall.

All the students should take the note of it and comply.

Guest Lecture In-charge
Prof. Priyanka Patel


HOD

Dr. Shrikant D. Dhale
Department of Management
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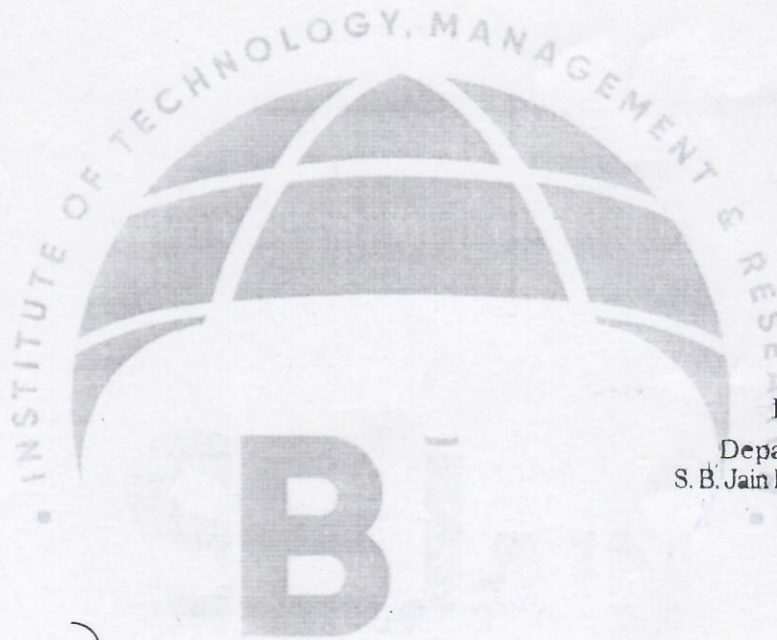
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Dr. Shrikrishna Dhale
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Ref. No: SBJITMR/DoM/2024-25/Ext./72

Date: 10/09/2024

To
Ms. Jaya Bhat,
Int. Trade & Business Compliances,
Nagpur.

Subject: Letter of Gratitude,

Respected Madam,

S. B. Jain Institute of Technology, Management & Research, Department of Business Management expresses heartfelt gratitude for accepting our invitation to guide our students during our Induction Program – “Aarambh-2024”. I express my sincere gratefulness for interacting with the students and giving them the fruitful insight on “International Trade and opportunities”. The session was exceptionally interactive and was well received by the students.

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Thanking You.

Yours Sincerely
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Department of Management
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Jaya
10/9/24



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DEPARTMENT OF MANAGEMENT

Vision: To become a premier business school recognized for its academic excellence, industrial exposure and research that leads to the creation of managers and entrepreneurs equipped to face the challenges of the emerging global world



Enhancing Financial Literacy for Informed Decision-Making

(Session: 2024-25)

Session: Guest Lecture on “**Financial Literacy**”

Date: 12th September 2024 (Thursday)

Time: 10:30 am to 11:30 am

Name of Expert Faculty: Dr. Sujit Metre

(Principal at SB City college, Nagpur, SEBI Smart Trainer)

Purpose of Activity : Basic understanding of **Financial Literacy for MBA students.**

Place of Activity : MBA Seminar Hall

No. of Students Participated: 73

Key Learnings:

Financial literacy equips individuals with the knowledge and skills to manage their finances effectively. Key learnings include understanding budgeting, saving, and investing to build wealth over time. It also involves recognizing the importance of credit management, debt control, and the impact of interest rates. Additionally, financial literacy helps in making informed decisions regarding personal finance, retirement planning, and risk management, ultimately leading to greater financial stability and security.

Key Takeaways:

1. Importance of Budgeting

Budgeting is the foundation of financial management. It helps track income and expenses, ensuring that spending aligns with financial goals. By creating a budget, individuals can avoid overspending and save for future needs.

2. Building Savings and Emergency Funds

Savings are essential for financial security. Establishing an emergency fund provides a safety net during unexpected events, such as medical emergencies or job loss. Regular saving habits also create opportunities for investments and long-term financial growth.

3. Understanding Credit and Debt Management

Proper credit management is key to maintaining a healthy financial profile. Knowing how to use credit responsibly, avoid high-interest debt, and repay loans on time can prevent financial strain and improve credit scores, which impacts future borrowing.

4. Basics of Investing

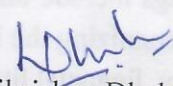
Investing is crucial for wealth accumulation. Understanding different investment vehicles, such as stocks, bonds, and mutual funds, helps individuals grow their money over time. The earlier one starts investing, the more time their money has to grow through compounding.

5. Planning for Retirement

Financial literacy emphasizes the need for early retirement planning. By contributing to retirement accounts and understanding the benefits of compound interest, individuals can ensure a comfortable retirement and reduce financial dependence in later years.

Conclusion:

The guest lecture on financial literacy provided valuable insights into the importance of managing personal finances effectively. Attendees gained a deeper understanding of key concepts like budgeting, saving, debt management, and investing, which are crucial for long-term financial stability. The session emphasized the practical application of these principles, empowering individuals to make informed decisions and secure their financial futures. Overall, the lecture reinforced the significance of financial literacy in achieving both personal and professional financial well-being.


Dr. Shrikrishna Dhale
(Head of Department)

Department of Management
S. B. Jain Institute of Tech. Mgmt. & Research
Nagpur-4411501

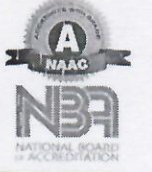


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Ref: SBJITMR/DoM/2024-25/N/ 04A

Date: 10/09/2024

NOTICE

All the students of MBA are hereby informed that the Department of Business Management is organizing the Guest Lecture of **Dr. Sujit Metre, Principal at SB City College, Nagpur** and a **SEBI Smart Trainer** on the topic "**Financial Literacy**" dated **12th September' 2024 at 10.30 am** at MBA Seminar hall.

All the students should take the note of it and comply.


Guest Lecture In-charge
Prof. Shubham Zalke


HOD
Dr. Shrikrishna Dhale
Department of Management
S. B. Jain Institute of Tech. Mgmt. & Research,
Nagpur-441501,

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Department of Business Management



Ref: SBJITMR/DoM/2024-25/C/ 03A

Date: 10/09/2024

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Kindly take note of the same.


HOD

Dr. Shrikrishna Dhale
(MBA)

Department of Management
S. B. Jain Institute of Tech. Mgmt. & Research,
Nagpur-441501,

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Department of Business Management



Ref. No: SBJITMR/DoM/2024-25/Ext./73

Date: 12/09/2024

To
Dr Sujit Metre,
Principal, S B City College,
Nagpur.

Subject: Letter of Gratitude,

Respected Sir,

S. B. Jain Institute of Technology, Management & Research, Department of Business Management expresses heartfelt gratitude for accepting our invitation to guide our students during our Induction Program – “Aarambh-2024”. I express my sincere gratefulness for interacting with the students and giving them the fruitful insight on “Financial Literacy”. The session was exceptionally interactive and was well received by the students.

I put across my appreciation for your endeavor and the valuable time.

Thanking You.

Yours Sincerely
Dr. Shrikrishna Dhale
Department of Management
S. B. Jain Institute of Tech. Mgnt. & Research,
Nagpur-441501.

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Humility and Thankfulness: Cornerstones of Strong Personality

(Session: 2024-25)

Session: Guest Lecture on “**Humility & Thankfulness as Personality Trait**”

Date: 12/09/2024 (Thursday)

Time: 11:30 am to 12:30 pm

Name of Expert Faculty: Mr. Alok Joshi

Purpose of Activity: Unlocking Your Professional Persona- Mastering Skills for Success

Place of Activity: MBA Seminar Hall

No. of Students Participated: 71

Key Learnings:

1. Mastering Skills for Success:

- Importance of continuous skill development in a rapidly changing business environment.
- Practical strategies for enhancing communication, leadership, and problem-solving skills.
- Emphasis on adaptability and resilience as key traits for success.

2. Understanding Personality Types:

- Overview of various personality frameworks (e.g., Myers-Briggs, DISC).
- How personality influences behavior, decision-making, and teamwork.
- Techniques for identifying personal personality type and leveraging it in professional settings.

3. Essentials of Personality Development:

- The role of self-awareness in personal and professional growth.
- Strategies for building a positive self-image and confidence.
- The significance of emotional intelligence in leadership and collaboration.

Key Takeaways

- **Personal Branding:** Students learned the importance of cultivating a personal brand that reflects their strengths and values.
- **Networking:** Effective networking skills were emphasized as essential for career advancement.
- **Goal Setting:** The session highlighted the need for clear, actionable goals to guide personal and professional development.
- **Feedback Mechanisms:** Importance of seeking and utilizing feedback for continuous improvement.
- **Work-Life Balance:** Strategies for maintaining a healthy work-life balance were discussed to enhance overall productivity and well-being.

Conclusion:

The session conducted by Mr. Alok Joshi provided invaluable insights into mastering skills necessary for success and the impact of personality on professional growth. Students left with a greater understanding of their unique personality types and practical strategies for personal development. The interactive nature of the session encouraged engagement and self-reflection, empowering students to take proactive steps in their career journeys.

Photographs:



Handwritten signature
Dr. Shrikrishna Dhale
(Head of Department)
Department of Management
S. B. Jain Institute of Tech. Mgmt. & Research,
Nagpur-441501.



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Ref: SBJITMR/DoM/2024-25/N/04C

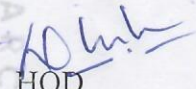
Date: 10/09/2024

NOTICE

All the students of MBA are hereby informed that the Department of Business Management is organizing the Guest Lecture of **Mr. Alok Joshi** on the topic “**Humility and Thankfulness as Personality Trait**” dated **12th September’ 2024 at 11.30 am** at MBA Seminar hall.

All the students should take the note of it and comply.

Guest Lecture In-charge
Dr. Pankaj Pethe


HOD
Dr. Shrikishna Dhale
Department of Management
S. B. Jain Institute of Tech. Mgmt. & Research,
Nagpur-441501.

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Ref: SBJITMR/DoM/2024-25/C/ 03C

Date: 10/09/2024

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All the faculty members are hereby informed that the Department of Business Management is organizing the Guest Lecture of **Mr. Alok Joshi**, on the topic **“Humility and Thankfulness as Personality Trait”** dated **12th September’ 2024 at 11.30 am** at MBA Seminar hall.

Kindly take note of the same.



(Signature)
HOD

Dr. Shrikrishna Dhale

(HOD)

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Ref. No: SBJITMR/DoM/2024-25/Ext./71

Date: 12/09/2024

To
Mr. Alok Joshi,
G H Rasoni University,
Saikheda, Nagpur.

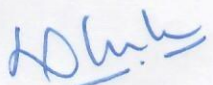
Subject: Letter of Gratitude,

Respected Sir,

S. B. Jain Institute of Technology, Management & Research, Department of Business Management expresses heartfelt gratitude for accepting our invitation to guide our students during our Induction Program – “Aarambh-2024”. I express my sincere gratefulness for interacting with the students and giving them the fruitful insight on “Humility & Thankfulness as Personality Trait”. The session was exceptionally interactive and was well received by the students.

I put across my appreciation for your endeavor and the valuable time.

Thanking You.


Yours Sincerely
Dr. Shrikrishna Dhale

HOD
Department of Management
S. B. Jain Institute of Tech. Mgmt. & Research,
Nagpur-441501.





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Unlocking Potential: The Key to Personality Development

(Session: 2024-25)

Session: Guest Lecture on “**Personality Development**”

Date : 12th September 2024 (Thursday)

Time: 12:30pm to 1:30 pm

Name of Expert Faculty: Mr. Amol Pusadkar

(Director at Prodeskon Consulting Private Ltd., Nagpur)

Purpose of Activity : To enhance self – awareness, confidence and communication for personal and professional growth

Place of Activity : MBA Seminar Hall

No. of Students Participated: 52

Key Learnings:

The guest lecture on personality development provided key insights into building self-awareness, improving communication skills, and fostering confidence. Attendees learned the importance of emotional intelligence, effective body language, and cultivating a positive mindset to handle challenges. The session also highlighted the value of continuous self-improvement and adaptability in both personal and professional environments, offering practical tools to enhance one’s overall personality.

Key Takeaways:

1. Self-Awareness as a Foundation

Self-awareness is crucial for personal growth. By understanding one's strengths, weaknesses, and emotional triggers, individuals can make informed decisions and set realistic goals. This heightened awareness fosters a greater sense of purpose and direction in both personal and professional life.

2. Effective Communication Skills

Strong communication skills are essential for building relationships and conveying ideas clearly. The lecture emphasized techniques such as active listening, non-verbal communication, and assertiveness, which can enhance interactions and reduce misunderstandings in various settings.

3. Building Confidence

Confidence is a key driver of success. The discussion highlighted strategies for boosting self-esteem, such as setting achievable goals and celebrating small wins. Developing a confident mindset empowers individuals to take risks, face challenges, and pursue their aspirations without fear of failure.

4. Emotional Intelligence

Emotional intelligence (EI) plays a vital role in personal and professional interactions. The lecture covered the importance of recognizing and managing one's emotions, as well as understanding others' feelings, to improve relationships and navigate social dynamics effectively.

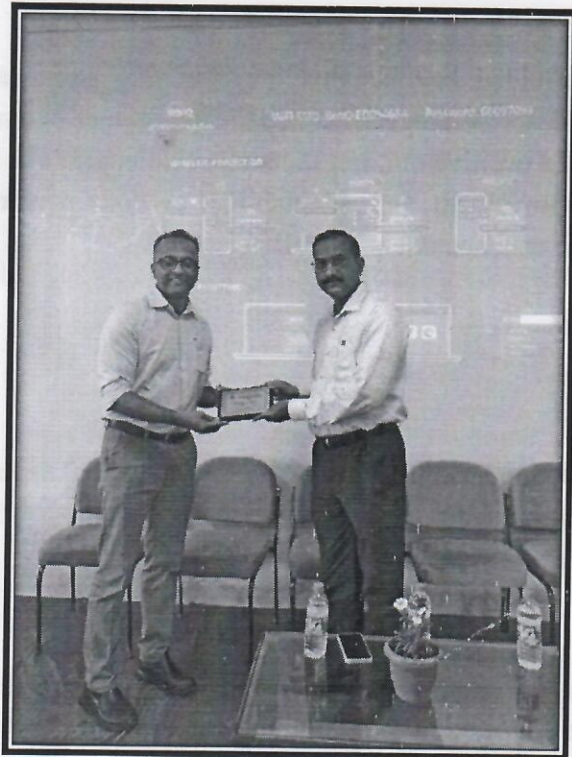
5. Continuous Self-Improvement

The journey of personality development is ongoing. Attendees learned the importance of embracing lifelong learning, seeking feedback, and being open to change. By committing to continuous self-improvement, individuals can adapt to new challenges and evolve both personally and professionally.

Conclusion:

The guest lecture on personality development provided key insights into building self-awareness, improving communication skills, and fostering confidence. Attendees learned the importance of emotional intelligence, effective body language, and cultivating a positive mindset to handle challenges. The session also highlighted the value of continuous self-improvement and adaptability in both personal and professional environments, offering practical tools to enhance one's overall personality.

Photograph:



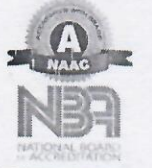


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Ref: SBJITMR/DoM/2024-25/N/ 64D

Date: 10/09/2024

NOTICE

All the students of MBA are hereby informed that the Department of Business Management is organizing the Guest Lecture of **Mr. Amol Pusadkar, Director at Prodeskon Consulting Private Ltd.,** on the topic **“Personality Development”** dated **12th September’ 2024** at **12.30 pm** at MBA Seminar hall.

All the students should take the note of it and comply.


Guest Lecture In-charge
Prof. Varun Dubey


HOD
Dr. Shrikriana Dhale
Department of Management
S. B. Jain Institute of Tech. Mgmt. & Research,
Nagpur-441501.

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Department of Business Management



Ref: SBJITMR/DoM/2024-25/C/03 D

Date: 10/09/2024

CIRCULAR

All the faculty members are hereby informed that the Department of Business Management is organizing the Guest Lecture of **Mr. Amol Pusadkar, Director at Prodeskon Consulting Private Ltd.**, on the topic **“Personality Development”** dated **12th September’ 2024** at **12.30 pm** at **MBA Seminar hall.**

Kindly take note of the same.



Shrikrishna Dhale
HOD

Dr. Shrikrishna Dhale
(MBA)

Department of Management
S. B. Jain Institute of Tech. Mgmt. & Research,
Nagpur-441501.

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Department of Business Management



Ref. No: SBJITMR/DoM/2024-25/Ext./74

Date: 12/09/2024

To
Mr. Amol Pusadkar,
Prodeskon Consulting Private Limited,
Nagpur.

Subject: Letter of Gratitude,

Respected Sir,

S. B. Jain Institute of Technology, Management & Research, Department of Business Management expresses heartfelt gratitude for accepting our invitation to guide our students during our Induction Program – “Aarambh-2024”. I express my sincere gratefulness for interacting with the students and giving them the fruitful insight on “Personality Development”. The session was exceptionally interactive and was well received by the students.

I put across my appreciation for your endeavor and the valuable time.

Thanking You.

Yours Sincerely
Dr. Shrikrishna Dhale
HOD,
Department of Management
S. B. Jain Institute of Tech. Mgmt. & Research,
Nagpur-441501.

Received
31/09/2024
Amol Pusadkar

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Unlocking Innovation: Embrace Design Thinking for Creative Solutions

(Session: 2024-25)

Session: Guest Lecture on “**Design Thinking**”

Date: 12/09/2024 (Thursday)

Time: 4:30 pm to 5:30 pm

Name of Expert Faculty: Dr. Vivek Nanoti

(Director at Lokmanya Tilak Jankalyan Shikshan Sanstha)

Purpose of Activity : Understanding the concept of design thinking and innovation.

Place of Activity : MBA Seminar Hall

No. of Students Participated: 47

Key Learnings

Dr. Vivek Nanoti’s session on design thinking and innovation provided valuable insights into the principles and practices that drive successful innovation in today’s dynamic business environment.

- 1. Understanding Design Thinking:** Design thinking is a human-centered approach to problem-solving. Mr. Nanoti emphasized its stages: empathize, define, ideate, prototype, and test. He illustrated how each stage contributes to understanding user needs and creating effective solutions.
- 2. Empathy in Innovation:** A key takeaway was the importance of empathy in design thinking. By placing the user at the center of the design process, businesses can uncover deeper insights into user behaviors and motivations, leading to more relevant and impactful solutions.
- 3. Collaborative Ideation:** The session highlighted the significance of collaboration in the ideation phase. Diverse teams generate a wider range of ideas and perspectives, fostering creativity and enhancing problem-solving capabilities.
- 4. Prototyping and Testing:** Dr. Nanoti underscored the iterative nature of design thinking. Rapid prototyping and testing allow for early feedback, enabling teams to refine their ideas and pivot when necessary. This flexibility is crucial for developing innovative products that meet market needs.
- 5. Real-world Applications:** Case studies from various industries demonstrated how design thinking has been effectively applied to overcome challenges and drive innovation. This reinforced the relevance of the approach across different sectors.

Key Takeaways

- **Empathy is Essential:** Always prioritize understanding the user's perspective to create meaningful solutions.
- **Encourage Team Collaboration:** Foster an environment where diverse ideas can be shared and developed collectively.
- **Iterative Process:** Embrace a cycle of prototyping and feedback to continually improve products and services.
- **Adaptability:** Be prepared to pivot based on user feedback and changing market conditions.
- **Practical Implementation:** Apply design thinking principles not just theoretically but also in practical, real-world scenarios to drive tangible results.

Conclusion:

The session conducted by Dr. Vivek Nanoti was enlightening and provided a comprehensive overview of design thinking and its critical role in fostering innovation. MBA students left with a deeper appreciation of how a structured yet flexible approach can lead to successful outcomes in business. By integrating empathy, collaboration, and iterative testing into their practices, future leaders can better navigate the complexities of modern challenges and drive sustainable innovation. The principles of design thinking are not merely academic; they are essential tools that can significantly enhance problem-solving capabilities and product development strategies in any organization.

Photograph:



Dr. Shrikrishna Dhale
Dr. Shrikrishna Dhale
(Head of Department)
Department of Management
S. B. Jain Institute of Tech. Mgmt. & Research,



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Ref: SBJITMR/DoM/2024-25/N/ 0413


Date: 10/09/2024

NOTICE

All the students of MBA are hereby informed that the Department of Business Management is organizing the Guest Lecture of **Dr. Vivek Nanoti, Director at Lokmanya Tilak Jankalyan Shikshan Sanstha** on the topic **“Design Thinking”** dated **12th September’ 2024 at 04.30 pm** at MBA Seminar hall.

All the students should take the note of it and comply.


Guest Lecture In-charge
Prof. Siddharth Dongre


HOD
Dr. Shrikrishna Dhale
HOD
Department of Management
S. B. Jain Institute of Tech. Mgmt. & Research,
Nagpur-441501.

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Ref: SBJITMR/DoM/2024-25/C/03 B

Date: 10/09/2024

CIRCULAR

All the faculty members are hereby informed that the Department of Business Management is organizing the Guest Lecture of **Dr. Vivek Nanoti, Director at Lokmanya Tilak Jankalyan Shikshan Sanstha**, on the topic **“Design Thinking”** dated **12th September’ 2024** at **04.30 pm** at MBA Seminar hall.

Kindly take note of the same.


HOD

Dr. Shrikrishna Dhale

(HOD)

Department of Management
S. B. Jain Institute of Tech. Mgmt. & Research,
Nagpur-441501.

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Department of Business Management



Ref. No: SBJITMR/DoM/2024-25/Ext./77

Date: 12/09/2024

To
Dr Vivek Nanoti,
Director -Engineering, LTJSS,
Nagpur.

Subject: Letter of Gratitude,

Respected Sir,

S. B. Jain Institute of Technology, Management & Research, Department of Business Management expresses heartfelt gratitude for accepting our invitation to guide our students during our Induction Program – “Aarambh-2024”. I express my sincere gratefulness for interacting with the students and giving them the fruitful insight on “Design Thinking”. The session was exceptionally interactive and was well received by the students.

I put across my appreciation for your endeavor and the valuable time.

Thanking You.


Yours Sincerely
Dr. Shrikrishna Dhale

Department of management
S. B. Jain Institute of Tech. Mgmt. & Research,
Nagpur-441501.

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Report on Stress Management Seminar
(Session: 2024-25)

Name of the activity : Guest Lecture
Date of the activity : 13th Sep 2024
Name of the Guest : Ms. Tanushree Chatterjee

The Department of Business Management recently hosted a seminar on stress management for MBA students. The session focused on equipping future business leaders with effective techniques to maintain mental well-being and professional efficiency.

Students learned about:

- **Mindfulness and Meditation:** Techniques for integrating mindfulness into daily routines to enhance focus and reduce anxiety.
- **Time Management:** Strategies for prioritizing tasks and managing workload effectively to alleviate stress.
- **Physical Wellness:** The importance of exercise and nutrition in managing stress levels.
- **Emotional Intelligence:** Building emotional regulation skills and empathy to manage stress in professional settings.
- **Resilience:** Developing resilience to bounce back from stressful situations with minimal impact.

The seminar combined theoretical knowledge with interactive activities, allowing students to apply what they learned in real-time. This practical approach significantly enhanced the learning experience, preparing students to handle both academic and future professional challenges effectively. The Department of Business Management continues to support the holistic development of its students, ensuring they are well-prepared for various aspects of their careers.

Name of the internal coordinator: Prof. Sunita Gujar and Prof. Siddharth Dongre

Place of the activity : MBA (E-108)

No. of students Participated : 130

Sr. No.	Details of documents	Yes/No
1.	Circular/Notice made	Yes
2.	Letter of communication to concerned expert	Yes
3.	Attendance record of students	Yes
4.	Feedback analysis	Yes
5.	Thanking letter	Yes
6.	Photographs	Yes

(Head of the Department)

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AARAMBH 2024



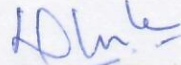
Session on Stress Management



Day 4

Details of the data recorded:

Sr. No.	Details of documents	Records present	Remarks
1.	Circular/Notice made	Yes	
2.	Letter of communication to concerned expert	Yes	
3.	Attendance record of students	Yes	
4.	Feedback analysis	Yes	
5.	Thanking letter	Yes	
6.	Photographs	Yes	


Dr. Shrikrishna Dhale

(Head of the Department)

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Ref: SBJITMR/DoM/2024-25/N/06A

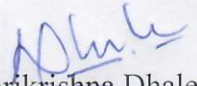
Date: 13/09/2024

NOTICE

All the students of MBA are hereby informed that the Department of Business Management is organizing the Guest Lecture of **Tanushree Chatterjee**, Neuropsychologist, Nagpur on the topic "**Stress Management**" dated **13/09/2024 2024 at 10:30 to 11:30**.

All the students should take the note of it and comply.




Dr. Shrikrishna Dhale
HOD
Department of Management
S. B. Jain Institute of Tech. Mgmt. & Research
Nagpur-441501.

CC: - Notice Board

॥ विद्या धनम् सर्वधनः प्रधानम् ॥



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Department of Business Management



Ref: SBJITMR/DoM/2024-25/C/05A

Date: 13/09/2024

CIRCULAR

All the faculty members are hereby informed that the Department of Business Management is organizing the Guest Lecture of **Tanushree Chatterjee, Neuropsychologist, Nagpur** on the topic **“Stress Management”** dated 13-09-2024 from 10:30 to 11:30 ETC Seminar Hall.

Kindly take note of the same.



Dr. Shrikrishna Dhale
(HOD)
Department of Management
S. B. Jain Institute of Tech. Mgmt. & Research
Nagpur-441501.

CC:-

10. CED
11. CEO
12. The Principal
13. The Dean Academics
14. PAQAC
15. IQAC
16. Dean R & D
17. Dean Student Affairs
18. All HOD's

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for kind information.



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Department of Business Management



Ref. No: SBJITMR/DoM/2024-25/Ext./78

Date: 13/09/2024

To
Tanushree Chatterjee,
Neuropsychologist,
Nagpur.

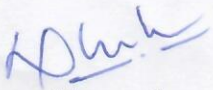
Subject: Letter of Gratitude,

Respected Madam,

S. B. Jain Institute of Technology, Management & Research, Department of Business Management expresses heartfelt gratitude for accepting our invitation to guide our students during our Induction Program – “Aarambh-2024”. I express my sincere gratefulness for interacting with the students and giving them the fruitful insight on “Stress Management”. The session was exceptionally interactive and was well received by the students.

I put across my appreciation for your endeavor and the valuable time.

Thanking You.


Yours Sincerely
Dr. Shrikrishna Dhale



विद्यया ऽपि नमः सर्वकामेभ्यः ॥



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Department of Business Management



Report on Psychology of Sales – “Sales Ki Pathshala”

(Session: 2024-25)

Name of the activity : Guest Lecture

Date of the activity : 13th Sep 2024

Name of the Guest : Mr. Bhavik Mehta

The Department of Business Management recently hosted "Sales Ki Pathshala," a seminar on the Psychology of Sales for MBA students. This event focused on understanding the psychological factors influencing buying behaviors and effective sales strategies.

Key topics covered included:

- **Understanding Buyer Motivation:** Exploring what drives consumer decisions, highlighting the roles of emotion and logic.
- **Building Rapport:** Techniques to establish trust and empathy with clients, crucial for successful sales relationships.
- **Persuasive Communication:** Mastering persuasive speaking and effectively conveying value propositions.
- **Handling Rejections:** Developing resilience and maintaining positivity despite sales rejections.

The seminar blended theory with practical role-playing exercises, simulating real sales scenarios to reinforce learning. "Sales Ki Pathshala" equipped students with essential psychological tools and strategies, preparing them for successful careers in sales. The Department of Business Management continues to provide education that prepares students for real-world business challenges.

Name of the internal coordinator: Prof. Sunita Gujar and Prof. Siddharth Dongre

Place of the activity : ETC-Seminar Hall

No. of students Participated : 130

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AARAMBH 2024



Psychology of sales:
Sales ki Pathshala

Details of the data recorded:

Sr. No.	Details of documents	Records present	Remarks
1.	Circular/Notice made	Yes	
2.	Letter of communication to concerned expert	Yes	
3.	Attendance record of students	Yes	
4.	Feedback analysis	Yes	
5.	Thanking letter	Yes	
6.	Photographs	Yes	

Dr. Shrikrishna Dhale
Dr. Shrikrishna Dhale

(Head of the Department)



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Department of Business Management



Ref: SBJITMR/DoM/2024-25/N/06B

Date: 13/09/2024

NOTICE

All the students of MBA are hereby informed that the Department of Business Management is organizing the Guest Lecture of **Mr. Bhavik Mehata, CEO & Brand Chief, Thinkin Birds Communication Pvt. Ltd., Nagpur**, on the topic **“Psychology of Sales-Sales ki Pathshala”** dated 13/09/2024 2024 at 11:30 to 12:30.

All the students should take the note of it and comply.



Shrikrishna Dhale

Dr. Shrikrishna Dhale

HOD

Department of Management
S. B. Jain Institute of Tech. Mgmt. & Research,
Nagpur-441501.

CC: - Notice Board

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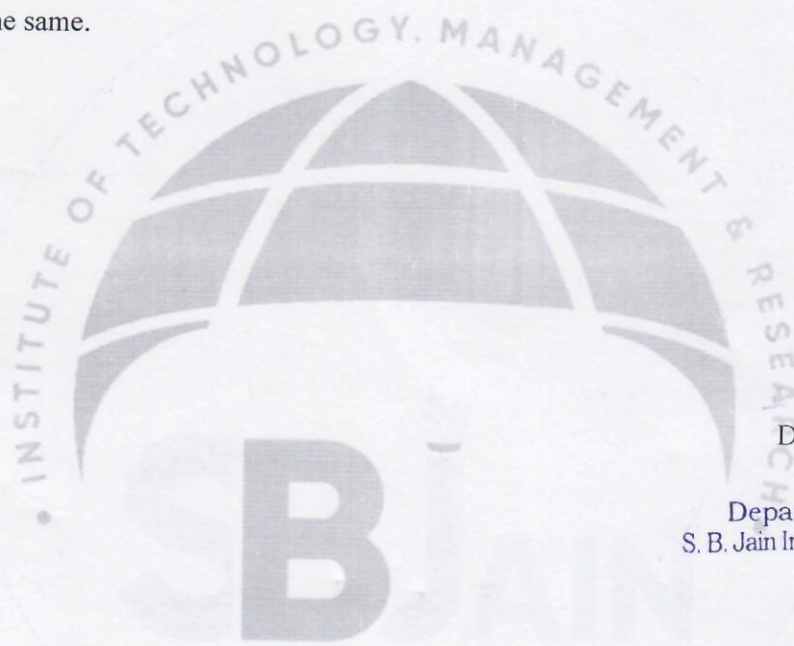
Ref: SBJITMR/DoM/2024-25/C/05C

Date: 13/09/2024

CIRCULAR

All the faculty members are hereby informed that the Department of Business Management is organizing the Guest Lecture of **Mr. Bhavik Mehata, CEO & Brand Chief, Thinkin Birds Communication Pvt. Ltd., Nagpur**, on the topic **“Psychology of Sales-Sales ki Pathshala”** dated **13/09/2024 2024** at **11:30 to 12:30. at ETC Seminar Hall.**

Kindly take note of the same.



Dr. Shrikrishna Dhale
(HOD)

Department of Management
S. B. Jain Institute of Tech. Mgmt. & Research
Nagpur-441501.

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CC:-

1. CED
2. CEO
3. The Principal
4. The Dean Academics
5. PAQAC
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8. Dean Student Affairs
9. All HOD's

for kind information.



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Department of Business Management



Ref. No: SBJITMR/DoM/2024-25/Ext./79

Date: 13/09/2024

To
Mr Bhavik Mehta,
CEO & Brand Chief, Thinkin Birds Communication Pvt., Ltd,
Nagpur.

Subject: Letter of Gratitude,

Respected Sir,

S. B. Jain Institute of Technology, Management & Research, Department of Business Management expresses heartfelt gratitude for accepting our invitation to guide our students during our Induction Program – “Aarambh-2024”. I express my sincere gratefulness for interacting with the students and giving them the fruitful insight on “Psychology of Sales - “Sales ki Pathshala””. The session was exceptionally interactive and was well received by the students.

I put across my appreciation for your endeavor and the valuable time.

Thanking You.

Yours Sincerely

Dr. Shrikrishna Dhale

Department of Management
S. B. Jain Institute of Tech. Mgmt. & Research,
Nagpur-441501.

॥ विद्या धनम् सर्वधनं प्रधानम् ॥



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Department of Business Management



Report on Recent Trends in Human Resource Management

(Session: 2024-25)

Name of the activity : Guest Lecture
Date of the activity : 13th Sep 2024
Name of the Guest : Ms. Ritika Rajurkar

The Department of Business Management recently conducted a seminar focused on the latest trends in Human Resource Management (HRM), attended by MBA students. This seminar highlighted emerging practices and innovations reshaping HR operations in modern businesses.

Key topics included:

- **Remote Work and Flexibility:** Emphasizing the transition to remote work models and the importance of flexible schedules.
- **Employee Well-being:** Focus on mental health and wellness programs as essential HR strategies.
- **Technology in HR:** Exploring the use of AI in recruitment and blockchain for secure data management.
- **Diversity and Inclusion:** Discussing strategies to enhance workplace diversity and inclusivity.
- **Employee Engagement:** Innovative methods to increase engagement through personalized development and continuous feedback.

The seminar featured expert lectures and interactive discussions, providing practical insights into applying these trends in real-world HR roles. It served as a valuable learning experience, equipping students with contemporary HR knowledge and skills vital for their future careers. The Department of Business Management continues to prioritize education that aligns with the evolving business landscape.

Name of the internal coordinator: Prof. Sunita Gujar and Prof. Siddharth Dongre

Place of the activity : ETC-Seminar Hall

No. of students Participated : 130

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Department of Business Management



Recent Trends in
Human Resource Management

Details of the data recorded:

Sr. No.	Details of documents	Records present	Remarks
1.	Circular/Notice made	Yes	
2.	Letter of communication to concerned expert	Yes	
3.	Attendance record of students	Yes	
4.	Feedback analysis	Yes	
5.	Thanking letter	Yes	
6.	Photographs	Yes	


 Dr. Shrikrishna Dhale

(Head of the Department)



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Department of Business Management



Ref: SBJITMR/DoM/2024-25/N/06C


Date: 13/09/2024

NOTICE

All the students of MBA are hereby informed that the Department of Business Management is organizing the Guest Lecture of **Ms Ritika Rajurkar, Executive HR, Oklands System, Nagpur**, on the topic “**Recent Trends in Human Resource Management**” dated 13/09/2024 2024 at 12:30 to 1:30.

All the students should take the note of it and comply.




Dr. Shrikrishna Dhale
HOD

Department of Management
S. B. Jain Institute of Tech. Mgnt. & Research,
Nagpur-441501.

CC: - Notice Board

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Ref: SBJITMR/DoM/2024-25/C/05B

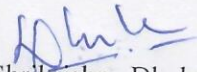
Date: 13/09/2024

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Kindly take note of the same.




Dr. Shrikrishna Dhale
(HOD)
Department of Management
S. B. Jain Institute of Tech. Mgmt. & Research,
Nagpur-441501.

CC:-

1. CED
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for kind information.

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Department of Business Management



Ref. No: SBJITMR/DoM/2024-25/Ext./80

Date: 13/09/2024

To
Ms. Ritika Rajurkar,
Executive-HR, Oaklands Systems,
Nagpur.


Subject: Letter of Gratitude,

Respected Madam,

S. B. Jain Institute of Technology, Management & Research, Department of Business Management expresses heartfelt gratitude for accepting our invitation to guide our students during our Induction Program – “Aarambh-2024”. I express my sincere gratefulness for interacting with the students and giving them the fruitful insight on “Recent Trends in Human Resource Management”. The session was exceptionally interactive and was well received by the students.

I put across my appreciation for your endeavor and the valuable time.

Thanking You.


Yours Sincerely
Dr. Shrikrishna Dhale


Received
Rajurkar

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Department of Business Management



Report on Management Games – Sahas Group

(Session: 2024-25)

Name of the activity : Guest Lecture

Date of the activity : 13th Sep 2024

Name of the Guest : Sahas Group

The Department of Business Management successfully conducted the "Sahas Group," a physical exercise initiative and management games aimed at promoting health and wellness among MBA students. This event focused on the importance of physical fitness in enhancing personal effectiveness and professional productivity.

Highlights of the camp included:

- **Fitness Workshops:** Sessions on various fitness techniques ranging from strength training to cardiovascular exercises.
- **Yoga and Meditation:** Integrating yoga and meditation to emphasize mental clarity and stress reduction.
- **Team Sports:** Organized team sports activities to foster teamwork and competitive spirit.
- **Nutrition Seminars:** Workshops on nutrition to educate students about the importance of a balanced diet in maintaining overall health.
- **Fitness Challenges:** Engaging students in fitness challenges to encourage a healthy lifestyle and boost endurance.

The camp utilized outdoor facilities, ensuring a dynamic and energizing environment. The interactive sessions were complemented by expert-led discussions on the long-term benefits of regular physical activity.

Overall, Sahas Camp was an invigorating experience that provided students with practical knowledge and skills to maintain a healthy lifestyle. The Department of Business Management continues to prioritize holistic education, recognizing the integral role of physical health in achieving academic and professional success.

Name of the internal coordinator: Prof. Sunita Gujar and Prof. Siddharth Dongre

Place of the activity : Campus Ground

No. of students Participated : 90

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Details of the data recorded:

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1.	Circular/Notice made	Yes	
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3.	Attendance record of students	Yes	
4.	Feedback analysis	Yes	
5.	Thanking letter	Yes	
6.	Photographs	Yes	


Dr. Shrikrishna Dhale

(Head of the Department)

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Ref: SBJITMR/DoM/2024-25/N/06D

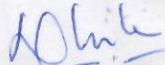
Date: 13/09/2024

NOTICE

All the students of MBA are hereby informed that the Department of Business Management is organizing the **Outdoor Activity-Management Games by Sahas Group** on dated **13/09/2024 2024** at **2:30 to 5:30**.

All the students should take the note of it and comply.




Dr. Shrikrishna Dhale
HODD

Department of Management
S. B. Jain Institute of Tech. Mgmt. & Research,
Nagpur-441501.

CC: - Notice Board

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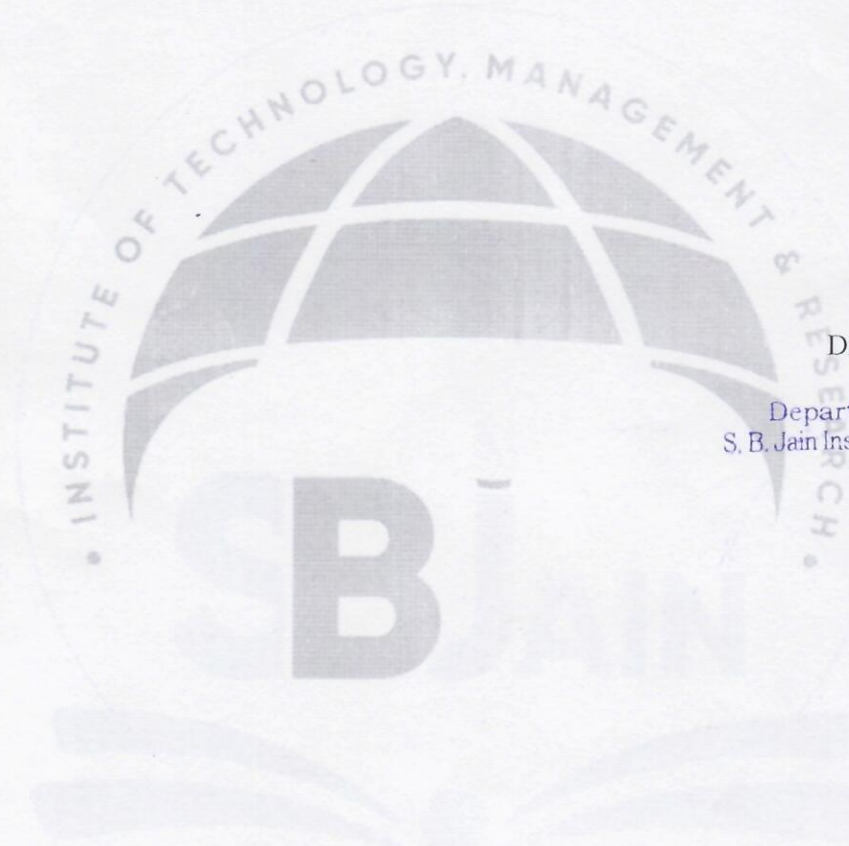
Ref: SBJITMR/DoM/2024-25/C/05D

Date: 13/09/2024

CIRCULAR

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Kindly take note of the same.



Dr. Shrikrishna Dhale

Dr. Shrikrishna Dhale
(HOD)

Department of Management
S. B. Jain Institute of Tech. Mgmt. & Research,
Nagpur-441501.

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Department of Business Management



Ref. No: SBJITMR/DoM/2024-25/Ext./81

Date: 13/09/2024

To
Sahas Group
Nagpur.

Subject: Letter of Gratitude,

Respected Sir,

S. B. Jain Institute of Technology, Management & Research, Department of Business Management expresses heartfelt gratitude for accepting our invitation to guide our students during our Induction Program – “Aarambh-2024”. I express my sincere gratefulness for interacting with the students and giving them the fruitful insight on “Management Games”. The session was exceptionally interactive and was well received by the students.

I put across my appreciation for your endeavor and the valuable time.

Thanking You.

Yours Sincerely

Dr. Shrikrishna Dhale

HOD
Department of Management
S. B. Jain Institute of Tech. Mgmt. & Research,
Nagpur-441501.

Received
MAY