



Sadhu Vaswani Institute of Management Studies for Girls

Approved by AICTE - Affiliated to SPPU - NAAC Accredited with B+ Grade
ISO 9001:2015 Management Institute



D.T.E. Institute Code: MB6614

Sessions by Industry Experts

FINANCIAL PLANNING FOR YOUNGSTERS

14.09.2018

Time: 12.00Noon-2.00pm

[Participants:88]

Mode: Offline[Seminar Hall]

Resource Person: Ms. Shama Sarode ,Financial Counsellor of Disha Trust pune

“Don’t get cheated, there is no free lunch” cautioned Ms. Shama Sarode, Financial Counselor of Disha Trust Pune, in her session on financial planning for youngsters. She advised on deciding short term and long - term financial goals, understanding fundamentals of financial planning, systematic investment plans, precautions to be taken while undertaking online banking transactions etc. Ms. Shama also explained the key concepts of investments and advised that one should take into consideration the rate of return, nature of risk involved, historical returns and tax benefits while making investments.



CRITICAL THINKING

28.09.2018; Time: 9:00 am to 1:30 pm

Offline Mode: Seminar Hall

Resource Persons: Mr Dilip Bhonde, Vice President, KPIT, Pune

Mr Dilip. S.Bhonde, a versatile, high profiled person with a vast experience spanning over 33 years was invited to conduct a workshop on “Critical Thinking”. He detailed out the theory of critical thinking and its application as given by Mr. Edward De Bono of Cognitive Research Trust (CoRT).

During the workshop he also conducted three activities on Mind Mapping based on the PMI (Plus, Minus, Interest) which is a directional tool for better establishment of goals. Mr. Bhonde also explained the concepts of “The Six Thinking Hats” Technique for “clarity in vision” through a very simple activity. Towards the end of the session he emphasized on the power of thinking and stated the two core values of thinking i.e.

- Learning to learn
- Thinking to think



HOW KNOWLEDGE OF ORGANIZATIONAL BEHAVIOR IS BEING APPLIED IN THE REAL WORLD TO IMPROVE ORGANIZATIONAL EFFECTIVENESS

14.09.2018 09:00 AM - 10:00 AM

Mr. Shirish Dandekar, Corporate Trainer, Watson Marlow, Olympiados

Mr. Shirish Dandekar, a dynamic person who has worked with IBM, PwC, L&T Infotech and SAIL as a HR manager and is now working as corporate trainer in various MNCs in Pune, discussed points related to, personality, attitude, job satisfaction, motivation and group dynamics and group conflicts and how these impact organisational effectiveness. He further, enlightened the students on the diverse roles that HR managers are expected to play in the organizations. Towards the end of the session, he took up a couple of leadership and team building exercises for the students.



DECISION MAKING

15.10.2018

Mode: offline- Seminar Hall

Resource Person: Ms. Kshitija Bhandari, Vice President, Northern Trust

Ms. Kshitija Bhandari, Vice President, Northern Trust, enlightened the students on how one should take decisions in good and bad situations. She shared tips to help take calculated risks in decisions. Ms. Bhandari also explained factors and circumstances which may affect one's decision making abilities. She conducted series of exercises in which students decision making abilities were assessed and challenged. The learnings will go a long way in helping students become wise and effective managers/decision makers.



APPLICABILITY AND CALCULATION OF GRATUITY AND PROVIDENT FUND IN INDUSTRIES

03.11.2018,

Time: 10:30 -11:30 am

Mode: Offline

Resource Person: Ms. Prajakta Joshi ,Sr. Executive Corporate HR, Thermax, Pune

Ms. Prajakta Joshi, Sr. Executive Corporate HR, Thermax, Pune, discussed important rules, provisions in context of payment, working hours, overtime rates and legal requirements of keeping records of The Payment of Gratuity Act 1972, The Employees Provident Fund and Misc. Provisions Act 1952 and The Maternity Benefit Act 1961.

She also detailed out legal problems and challenges faced by employers, employees in context of application and distribution of Provident Funds and Gratuity Payment's through few cases. Towards the end of the session, Ms. Joshi highlighted aspects and rules for Prevention of Sexual Harassment at Workplace.



PERFORMANCE EVALUATION PARAMETERS FOR AN ORGANISATION

03.11.2018

Mode: Offline [Classroom]

Resource person: Mr. Abhinav Kumar, Vice President Barclays

Mr. Abhinav explained the importance and interrelationship of an organizational mission and vision with corporate strategy and its relationship with investment cost. He detailed out how an investment decision is viewed by the corporate board in terms of expected sales, market expansion and Return on Investment.

He dwelled upon organizational structure and its relation with Costing and Capital model; how cost and revenue centers are aligned to organizational structure. He explained how costing model works in corporates, profit calculation of each SBU and evaluation of SBUs on parameters such as Net Profit, Net Marginal Profits and Total Assets/Equity. He also introduced the concepts of Risk Weighted Assets.

While explaining costing models, he introduced Direct and Indirect costs and how business uses the information to drive operating cost efficiency and business initiatives. He summarised by explaining how these performance parameters are applied across various sectors/industries – Banking and Financial Services, Manufacturing, and E-Commerce.



INTRODUCTION TO DIGITAL MARKETING

23.01.2019

Time:

[Participants:50]

Mode: Offline[Classroom]

Resource Person: Ms. Anchal Iyer, Trainer & Freelancer [Digital Marketing]

Digital Marketing has picked up pace and how! To introduce our students to what is Digital Marketing and the employment opportunities therein, Ms. Anchal shared several eye-opening facts and figures enumerating the growth of Digital Marketing, presented the myths related to this field and shared numerous Digital Marketing examples of the same. She concluded this session by explaining the scope of the industry and how it presents various employment opportunities.



3 DAYS WORKSHOP ON GST

08.02.2019- 10.02.2019

Time:10.00am-6.00pm

Career Counselling Group (CCG), ICAI jointly with Pune Branch of WIRC of ICAI and Pune Branch of WICASA of ICAI

- CA Nilesh Saboo- Partner, BS & Co. LLP, Pune
- CA Aishwarya Gundecha
- CA Nagesh Jadhav- Laxmi Kumaran & Sridharan Attorneys

Day 1 : 8th February 2019

CA Nilesh Saboo, Partner, BS & Co. LLP, Pune introduced the concept of GST, Journey of GST, Importance, Difference between Direct Tax and Indirect Tax, Concept of SGST, CGST and IGST, Supply, Levy & Collection of GST, Place of Supply, Time and Value of Supply, Input Service Distributor etc.

Day 2: 9th Feb.2019

CA Aishwarya Gundecha

CA Aishwarya explained the entire Registration process for GST and the sections pertaining to it, cancellation of the Registration process, Tax Invoice, how the records of the various transactions are to be maintained, GST Returns with the details of the various GSTR forms that are available and how they are to be filed electronically on the government portal, Payment of tax under GST, screenshots of the online portal that has been designed for use and ease, frauds, precautions to be taken while in the process and fines and penalties charged in case of a default made under the GST process.

Her explanation was interspersed with suitable examples, case studies, flow charts, diagrams and small games to help better understanding of concepts.

Day 3 : 10th Feb.2019

CA Nagesh Jadhav, Laxmi Kumaran & Sridharan Attorneys, discussed and supported with examples, concepts related to Input Tax Credit, ITC Process Miscellaneous: Penalties, Transitional Provisions, Logistics and other provisions.

In addition, all speakers took up small games to keep students engaged and enhance absorption of concepts.

The speakers also enlightened the students on emerging roles in various sectors of the economy.



HOW PREVENTIVE MAINTENANCE LEADS TO QUALITY AND SAFETY

21February 2019

Time: 2.30pm-3.30pm

[Participants:59]

Resource Person: Mr. Jitendra Jaju, Manager, Preventive Maintenance at Leadec India Pvt Ltd

Mr. Jitendra Jaju, Manager, Preventive Maintenance at Leadec India Pvt Ltd was invited to talk on the above-mentioned topic and he led to the benefits of Preventive Maintenance in a very logical manner. He first explained the basics of it in the form of its meaning, types of Preventive Maintenance, the logical procedure of it and then went on to explain the benefits of it. Parallely, he gave practical examples from his experience to explain each point and the session ended with a query-solving session.

AUTOMATIONS IN HR

22.02.2019

Time: 9:00 -10:00 am

-

Mode: Offline[Class Room]

Resource Person: Ms. Awantika Bhardwaj

Ms. Awantika Bhardwaj, HR Head at Tieto, Pune, discussed how Automation is invading the HR space, and very soon everything that can be automated, will be automated. She justified her statement by giving examples of a restaurant in Nagoya, Japan where all systems are automated and chefs too are robots and a bank in Shanghai, China which is fully operated by robots.

Ms. Avantika shared both the sides of the coin by explaining that although automation will increase efficiency and reduce costs there will be an increasing need of managing emotions at workplace as robots will lack these skills

Responding to a query by a student 'whether automation would eliminate workers', Ms. Avantika stated that automation would change the nature of jobs and in fact create new ones such drone traffic controllers, human and technology integration specialists and human opportunity spotters. Hence, she advised students to strengthen their skills by taking specific courses in the area of their interests.



APPLICATION OF INPUT TAX CREDIT

23.02.2019

Time: 3.00 to 6.00 pm

[Participants:12]

Mode: Offline [Classroom]

Resource Person: CA Nagesh Jadhav

CA Nagesh Jadhav [Laxmi Kumaran & Sridharan Attorneys Pune], was invited to speak on “Application of Input Tax Credit”. In his session he discussed points related to application of Input Tax Credit, ITC Process, Negative list for Input Tax Credit, Input Tax Credit Utilization, Input Tax Credit Reversal, Types of GST returns and their Due dates, late filing, late fee and interest. He further, enlightened the students on emerging opportunities in Finance sector in GST.



SUSTAINABLE DEVELOPMENT

06.03.2019

Time: 9.30am to 11.00am

[Participant-50]

Offline-Seminar Hall

Resource Person: Mr. Niraj Mathur- Senior Assessor and Trainer at Lloyd's Register Quality Assurance, Dubai

Mr. Niraj Mathur, having worked as Senior Assessor and Trainer at Lloyd's Register Quality Assurance, Dubai and a much sought after Lead Auditor by national and international companies spoke about the modern buzz word 'Sustainability', UN Sustainability Development Goals (SDG), Principles of Sustainability and effective ways to manage sustainability. In his talk, he sensitized students about the alarming speed of industrialization, urbanization and societal and environmental issues brought about by such developments. Sustainable Development models are required to balance the three important pillars- Economics, Environment and Society.

The talk was supported by a video on Sustainable Development Goals Agenda 2030 and measures such as Management System International Standards such as ISO 14001:2015 Environmental Management Systems and ISO 26000:2010 Guidance on Social Responsibility.

He also conducted an activity to assess the understanding of sustainability among the students.



METHODS OF RAISING FUNDS IN INTERNATIONAL MARKETS

13.03.2019

Time: 12.00 to 1.00 pm

[Participants-22]

Mode-Offline

Resource Person: CA Pooja Gandhi, Financial and Business Consultant, Kirtane and Pandit Chartered Accountants, Pune

In her session, CA Pooja stated that corporates prefer to raise funds in international market because funds are available at lower interest rates and companies get tax benefits. If a company's capital structure involves international funds then such a company also receives global recognition. Further she said while raising funds, companies should take into consideration market conditions such as international pricing standards, market liquidity for firm securities, applicable laws and level of regulation, industry knowledge and best practices etc. She explained the concept of ADR and GDR citing examples of Bajaj Auto, ICICI Bank, State Bank of India.

She ended her talk by stating that legal advisors and company's management plays a very important role in the entire international capital raising process to ensure its success.



CUSTOM DUTY AND INDIRECT TAXES

18.03.2019

Time: 12.00 to 2.30 pm

[Participants-13]

Mode-Offline [Seminar Hall]

Resource Person: CA Ritu Dange

"In theory, there is no difference between theory and practice. But, in practice, there is." CA Ritu explained that Custom Duty is a type of an Indirect tax which is imposed on export and import of goods and services. After implementation of GST in India now custom duty is replaced by IGST. With the introduction of GST, there has been a change in the entire tax system and all indirect taxes such as central excise duty, state-level tax, service charges are now combined under a single tax known as IGST. She explained the concept of IGST with practical illustrations.



FINANCIAL ANALYSIS

18.03.2019 Time :12.00 Noon to 01.00pm

[Participants-42]

Mode-Offline [Classroom]

Resource Person: Mr. Sachin Jaju-Founder of Anupal Investments

Jaju, Founder of Anupal Investments, used a Balance Sheet to explain how a financial analysis is done and used to evaluate economic trends, set financial policies, build long-term business plans and identify investment options. He also explained different ways in which data analysis can be done. He gave students an understanding of the strong fundamentals of our blue chip Indian companies and our robust economy.



FINANCIAL PLANNING USING MUTUAL FUNDS

21.08.2019; **Time: 2.00pm to 3.15 pm** **[participants:47]**

Mode: Offline [SVIMS Seminar Hall]

Resource Person: Dr. Virendra Tatake, Financial Trainer-Lotus Knowlwealth PVT.Ltd

The Guest talk started with the Investment Mantra of Warren Buffet, “Risk comes from not knowing what you are doing”. He started with the basic concept of financial planning and highlighted the difference between the stock market and mutual funds. He explained that a mutual fund is the pool of investment and contains less risk as compared to the stock market. Thereafter, he discussed components of financial planning and the financial life cycle. He stated that Equity Mutual Funds carry a higher risk but also give higher rewards as compared to Debt Mutual Funds and Gold Mutual Funds is the traditional hedge.

He ended his talk with Do’s and Don’ts of investing and advised that one should be realistic about investment goals and invest systematically.



CONSUMER BEHAVIOUR: AN INDUSTRY PERSPECTIVE

21.08.2019

Resource Person: Mr Arun Kondpalle

Mr Arun Kondpalle started with explaining Consumer biases with examples from the industry and by asking analytical questions to the students for them to draw an understanding on how these consumer biases play a role in consumer-decision making. He, then moved on to explain the implications that these biases have on Market Research, Pricing, Segmentation and Promotion. He also explained the Gains vs Losses in the form of a concept of 'Loss Aversion' and ended his talk with an amusing example from his Vodafone days answering the question raised by one in the audience.



THE APPLICATION OF LABOUR LAWS IN MANUFACTURING SECTOR

23.08.2019

Time: 11:30 am -1:00 pm

[Participants:16]

Mode: Offline[SVIMS-Classroom]

Resource Person: Mr. Pravin Bhosale, HR, Forbes Marshal

The talk began with a brief mention of the unfortunate Bhopal gas tragedy which, Mr. Bhosale attributed to a gross violation of safety norms stipulated under the Factories Act, 1948. He emphasized that machinery and plant layout significantly impact industrial safety and attention must be paid to this aspect.

The talk continued with some elaboration on the importance of conciliation and arbitration during an industrial dispute, by mentioning a few cases from MIDC Pune. These mentions implied that the conflicts which arose during those disputes could have been handled with enough care and consideration to avoid unfavorable outcomes. He shed light on the important sections which are applicable to the manufacturing industries from The Minimum Wages Act 1936, and The Payment of Wages Act, 1948. Abiding by these simple sections ensures an overall positive outset within the industry.

Towards the end, he mentioned that it is important for the inspectors and labour officers to follow the labour laws with utmost diligence. Negligence may turn out to be catastrophic.



MILLENNIALS AND GEN Z AND THE CHANGES THEY BRING TO THE WORKPLACE

28.09.2019

Mode: Offline [SVIMS-Seminar Hall]

Resource Person: Ms Karishma Kashikar

Senior executive for Employee Branding at Springer Nature and our alumna, Ms Karishma Kashikar took a different and a very relevant approach to explaining the concept of 'Work Ethic' and how to build it. She addressed this concept in context of Millennials and Gen Z by stating the facts and figures relating to this mix of the population and breaking certain misconceptions that Gen X has about Millennials/Millennials have about the Gen Z. Towards the end of this session, she also stated couple of priceless corporate lessons she gathered in her past work experience.



HUMAN RESOURCES - THEORY AND PRACTICE

12.10.2019

Mode: Offline [Class Room]

Resource Person: Mr. Rahul Bagale, Dy. Director HR, Faurecia Interiors Systems Pvt. Ltd.

Mr. Rahul Bagale, spoke about HR practices in HR such as talent acquisition, employee engagement, performance management, organizational development, compensation and benefits, industrial relations, training and development and administration and relevant skills required to deal with these functions. For example for talent acquisition one needs skills such as leadership hiring, attrition analysis, retention and referrals.

He added that employees can take up roles of reactor, partner or anticipator in an organization, but an HR employee will always be expected to act as an anticipator so that she can suitably respond to situations.



CHANGE MANAGEMENT AND LEADERSHIP

14.10.2019 **Time:10.00am-11.00am**

[Participants:35]

Mode: Offline [Seminar Hall]

Resource Person: Ms. Pradnya Kulkarni, Regional Head-Talent and Learning, Western Union

The session started with a beautiful video on Sandpiper where the message was “The key to change is to accept the change and adopt new methods to incorporate it. Ms. Kulkarni informed students about “FIT” the strategy which stands for Focus on change, Improve your attitude towards it and Transform your actions towards the change. During the Change process/phase the role of leaders becomes very critical; the leader has to communicate effectively to get a buy-in and encourage participation.

Ms. Pradnya also enlightened the students on the “Change Curve” which covers Anticipation, Letting Go, Disorientation, Reappraisal, and Recommitment. She explained the change curve by giving the examples from organizations like Kodak, Nokia, Yahoo and, XEROX. The take away from her session was that one should never resist any change, always observe, do not be a carrier of rumors, be adaptive and be a reason for a positive change



HR FUNDAMENTALS

22.10.2019

Time: 2.30pm

[Participants:27]

Mode: Offline[Seminar Hall]

Resource Person: Mr. Nitin Daangal, Associate Director, HR, Leadec India Pvt Ltd

1. Leave Policy (with special emphasis on Maternity leave)
2. Leave Encashment
3. LTA Rules
4. Calculation of Gratuity and Provident Fund
5. Format of Salary slip and its break-up
6. Compensation issues

The above topics were explained through real examples of actual salary slips, Provident Fund/Gratuity formats of Leadec India Pvt Ltd. Besides, his colleague, Ms Kadambari also explained the Maternity Leave Act 1961, Gratuity Act 1972, Provident Fund Act 1952 and the amendments therein. The session ended with answering the queries that students had.



INVESTOR AWARENESS

10.02.2020

Resource Person: Mr. Esmail Colombowala

The program started with beautiful thoughts of Warren Buffet such as “Do not save what is left after spending, but spend what is left after saving” and “Never depend on single income, make investment to create a second source”.

Mr. Esmail Colombowala advised that investors should always invest in assets with his/her specific financial goal in mind. There are many options available for investment such as Property, Bank deposits, Gold, Stocks, Bonds, Insurance and mutual funds. He said there should be proper asset allocation, and one should invest after taking into consideration inflation rate, possibility of capital appreciation in value and cost. Further he discussed how to calculate returns on investment, how to recognize our money is appreciating or depreciating in value and impact of inflation on income and savings. He discussed various relevant contemporary examples

EMERGING BUSINESS WORLD – CHALLENGES AND OPPORTUNITIES DURING COVID-19

10.06.2020

Mode: Online

Mr. Robin Banerjee – MD Caprihans Ltd.

On 10th June 2020, SVIMS Global Connect organized a webinar on Emerging Business World – Challenges and Opportunities during COVID19. The key speaker started off by painting an optimistic picture of India post Covid. While the rest of the world by and large is predicting doomsday, Mr. Banerjee, pointed out how India was doing pretty well in tackling the COVID situation and how the sluice gates of economic activity would actually pick up if we focus on shifts in demand and take up business to meet these changes. For example, the demand has now shifted from luxuries to necessities. Even 5 Star hotels are fine tuning their products and their packages to meet this change /shift in demand. He also gave examples of businesses that would shift out of China and move to India. India has made certain changes in Insolvency and Bankruptcy Acts as also Labour laws and this augurs well for businesses and the economy.

The session was followed by an interesting and insightful Q&A session.



ASIAN PAINTS- JOURNEYING INTO THE UNEXPLORED

14th December 2020 Time: 2.00pm onwards [Participants:28]

Mode: Facebook [Online]

Resource Person: Mr. Sarvashreshtha Chaudhary, AID Services Vertical, Asian Paints

Mr. Choudhary talked about his work experience and how doing MBA has helped him in shaping his career. He further talked about the strategies of the company and also gave Insights on how Asian Paints is driven by Consumers. This is the secret of its innovations and success.

He explained how the company had introduced paints for bathroom, kitchen, wardrobe etc. in line with changing consumer demands and preferences. He also spoke of how marketing techniques, distribution, data and determination (how they provide their products to their suppliers) is again aligned to suit customer preferences. It is these innovations and integration that has helped the growth of Asian Paints.



AGRIBUSINESS OPPORTUNITIES IN NORTH AMERICA

18 December 2020 Time: 09.00am-10.00am [Participants-28]

Mode-Online [Facebook]

Resource Person: Rajasekhar Chokka: Entrepreneur [Agriculture Input, Agriculture Technology and FMCG]

Agribusiness and food processing are important parts of modernizing our economy, of modernizing our agriculture and moving into a phase where a more modernized agriculture helps not only farmers but also helps consumers.

Mr. Rajasekhar Chokka, an entrepreneur, talked about export and import of agricultural products, Christmas tree exports, opportunities and scope of agribusiness in India and different countries.



AI IN DEMAND PLANNING AND FORECASTING

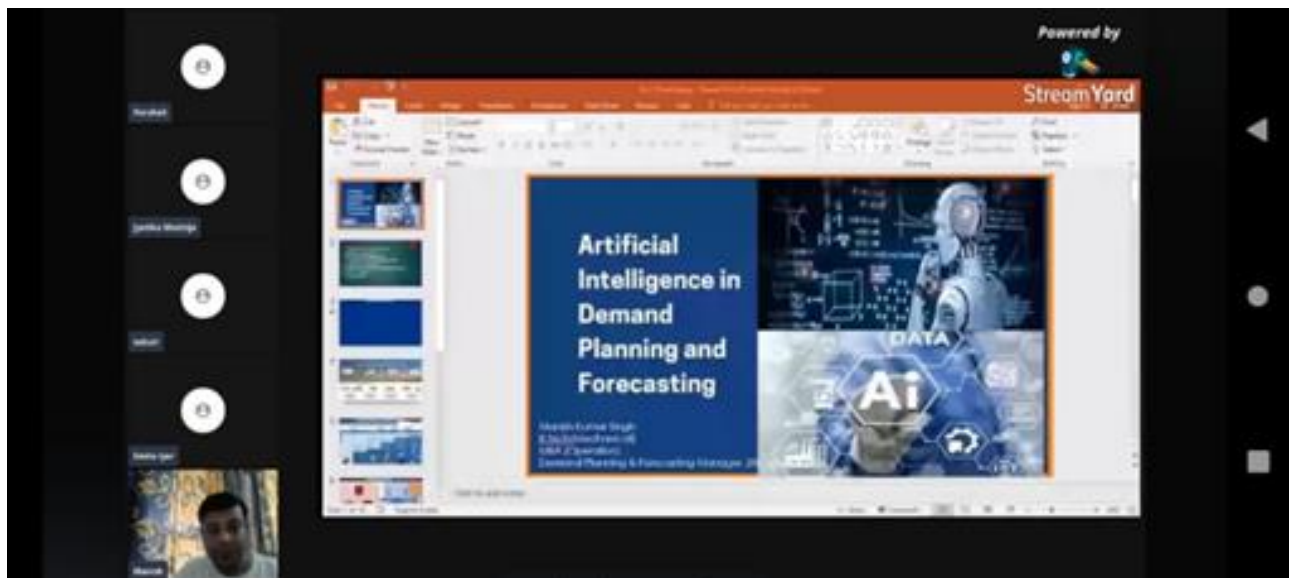
30th March 2021 Time :12:45pm Onwards [Participants-17]

Mode-Online [MS Teams]

Resource Person: Mr. Manish Kumar Singh -Demand Planning Manager, JSW Steel

The speaker Mr. Manish Kumar Singh (Demand Planning Manager, JSW Steel) explained the concept of artificial intelligence, demand planning and demand forecasting and how demand planning can help in better forecasting, increased profitability, lower inventory and customer retention.

The evolution of forecasting has helped in the evolution of AI technology and the speaker in a lucid way and with examples explained artificial intelligence is being used for accurate demand planning and forecasting.



B2B AND B2C SALES FROM INDUSTRY PERSPECTIVE

22.03.2021 Time: 11.30am-12.30am [Participants-31]

Mode-Online [Facebook]

Resource Person: Mr. Aditya Sengupta, Growth Specialist

In the 1st half of this session, Mr. Aditya Sengupta gave a basic scenario of how B2B and B2C sales operate in the industry. For example, he mentioned that to complete one B2B transaction, it might take 2 months because, there are many participants involved. With his experience of working with Birla as one of his clients, he also explained how to build trust in your client. While the 2nd half of the session was entirely interactive where he answered the questions asked by the students and participants. In his endeavour of answering questions, he spoke about:

1. 3 key points to be researched about, before meeting a B2B customer. Those being: the organization itself, the person who you are going to meet and the industry at large
2. Customers do not fall for discounts, but value trustworthy relationships built over time

You cannot be nervous for a Sales meeting, if you have prepared well. Always try to 1st meet the person at a lower level, do not always aim to meet the top-ranking person of the organization.

Facebook Link : <https://fb.watch/4oeaR8xVvk/>

22-09-2021, 15:17 Mail - Rajesh Shaker - Outlook

Comments and reactions will appear based on when they were shared during the video.

Share Write a comment...

Pooja Pawar

How can we make customer switch in B2B who has been loyal to competitor for long period of time.

Sadhu Vaswani Institute of Management Studies-SVIMS · 19:09

Have you dealt with a rude or a

22-09-2021, 15:17 Mail - Rajesh Shaker - Outlook

Sadhu Vaswani Institute of Management Studies-SVIMS

What do you do when you are not in a position to offer a solution immediately? (for various reasons: you need to consult your senior)

Studies-SVIMS · 18:57

What do you do when you are not in a position to offer a solution immediately? (for various reasons: you need to consult... See more

Sadhu Vaswani Institute of Management Studies-SVIMS · 19:09

Have you dealt with a rude or a customer who is just not ready to listen to what you want to say to him/her?

Sadhu Vaswani Institute of Management Studies-SVIMS · 19:29

There is a wave that has kicked in: Experiential marketing. What are your thoughts about it? (specifically in Sales)

Kaniz Khan · 21:41

Good morning

Sadhu Vaswani Institute of Management Studies-SVIMS · 23:29

What skills did you learn in first 3 years of experience in Corporate that later contributed to your success in Sales?

CRM IN HOSPITALITY INDUSTRY

09.06.2021 Time:11.30am-12.30 pm [Participants:66]

Mode: Online [Face Book & MS Teams]

Resource Person:Mr. Narendra Mansukhani ,Global Head-Customer Services- VFX Global

Mr. Narendra Mansukhani, former Global Head-Customer Services, VFX Global shared his innovations and CRM strategies he designed in his long career stint at Oberoi Hotel, Jet Airways and VFX Global.

After building on theoretical constructs of CRM,

he went on to explain the radical evolution of CRM leading to integration of several departments under CRM. He brought to light the importance of technology in aiding People Management under CRM.

Students were particularly impressed by his innovative/ remarkable CRM strategies chief among them being:

- Training the employees at VFX Global to adopt a mindset of considering a lead as a customer rather than a client
- Implementation of organisation-wide CRM automation

The screenshot shows a Zoom meeting interface. On the left, there are two video thumbnails: the top one shows a woman with the name 'Sindya Kangeem' and the bottom one shows a man with the name 'Naren'. The main part of the screen displays a presentation slide titled 'Why a Business Wants Relationship with its Customers?'. The slide features a quote: 'Your customer doesn't care how much you know until they know how much you care.' attributed to 'DAMON RICHARDS'. To the right of the quote is a portrait of a man, identified as 'Director of Programs, Freewheelin' Bikes'. The slide also includes a 'Powered by' logo in the top right corner and a date '6/9/2021' in the bottom left corner. A speaker icon is visible in the bottom right corner of the Zoom window.



What is Customer Relationship?

The Oxford Dictionary defines **relationship** as, **"the way in which two or more people or things are connected"**.

Investment of time, trust, transparency, care, and communication are vital for any relationship to build and survive. This is applicable to human relationships. As far as a formal business domain is concerned, the definition goes as follows:

"Relationship is a series of repeated interactions between dyadic parties over a time."



If a person on his journey stops at a roadside eating joint and buys a burger, it is a transaction; not a relationship. But when a person goes to a particular shop/hotel repeatedly, because he likes the store's ambience, quality of products, or the way he receives services from people, then it can be quoted as a relationship.

8/6/2021



PROJECT MANAGEMENT IN IT INDUSTRY

12.06.2021 Time:11.30am-12.30pm [Participants:54]

Mode: Online [Face book]

Resource Person: Mr. Libin Samuel-Project Manager Xoriant Solutions Pvt Ltd

Facebook link:<https://fb.watch/688dBc5Qha/>

Mr. Libin Samuel covered the length and the breadth of this topic in his address to our students. The scope of his talk included:

1. Introduction to Project Management and the 4 Ps of Project Management: Plan, Process, People and Power
2. Use of Project Effectiveness Techniques: Benefits Realisation Management and Lean project management
3. Qualifications and Certifications for Career in Project Management: 12 different types of certifications depending on the stage of career one is in. At inception, a person may require certifications mentioned below:
 - a. Associate in project management
 - b. BVOP Certified Project Manager
 - c. Certified associate in project management
4. Software and tools used in Project Management: JIRA, SAP, MS Office Project, Trello and Workfront
5. In the QnA session, he pointed out the difference between Technical Project Manager [TPM] and Project Manager [PM]. He said that while a TPM possesses the skill of app development, JAVA, a PM is good at managerial functions of planning and controlling and often a team might consist of both of them.



CREDIT MANAGEMENT AND BANK LENDING

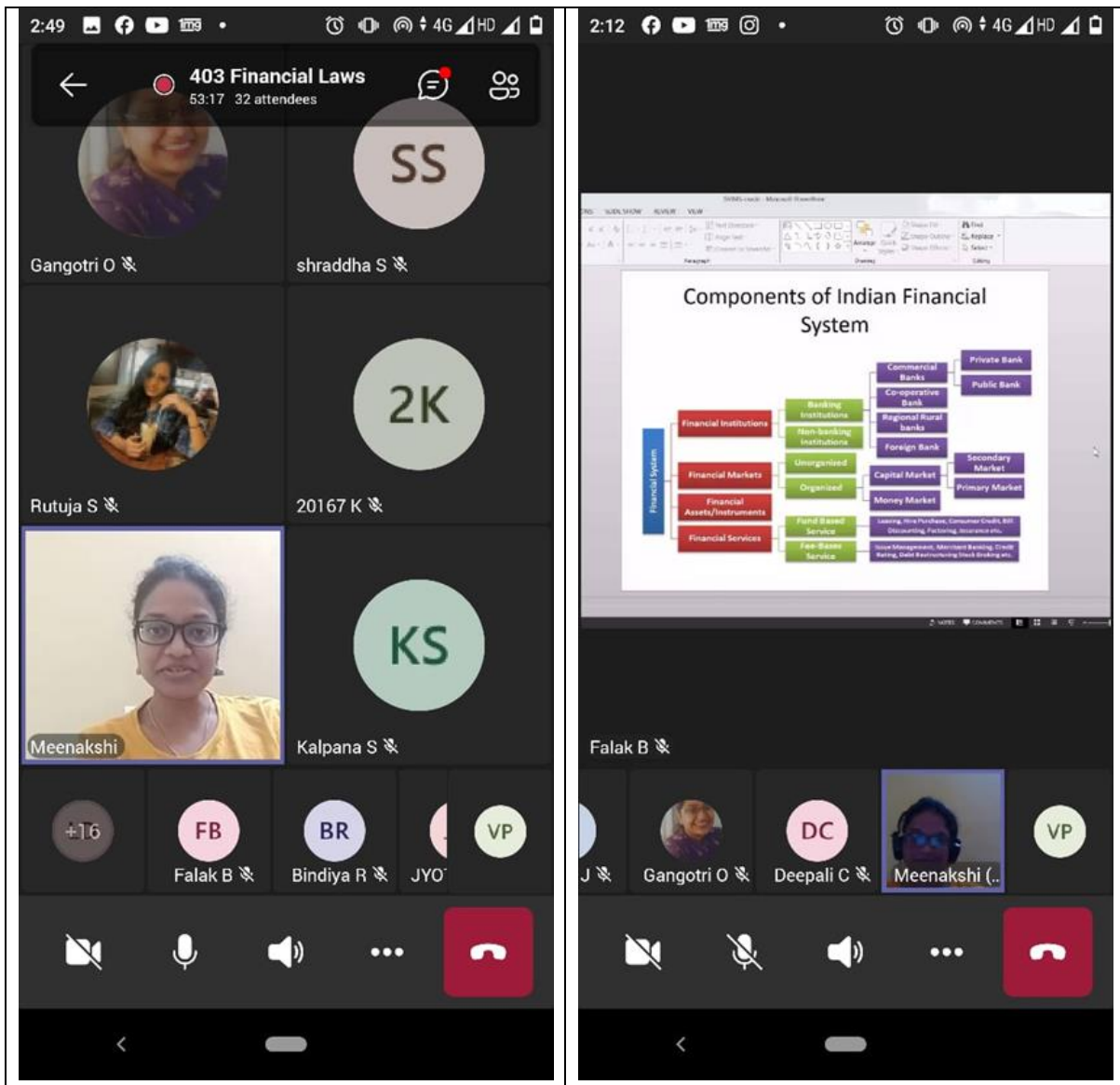
12.06.2021 Time:2.00pm-3.00pm [Participants-47]

Mode-Online [MS Teams]

Resource Person: Ms. Meenakshi, Branch Head, Karur Vysya Bank Ltd, Bengaluru

She started the session explaining financial system and components of Indian Financial System. Further she explained day to day banking activities and banking allied operations. She then headed to the second main topic-Credit Management Process in which she gave information related to criteria for granting of credit, terms of the credit, credit recovery procedure, compliances related to the credit and how revenue and profits are earned on credit. She gave valuable information about CIBIL score which is one of the important bases for lending loans. She also explained how loans become NPAs (Non-Performing Assets).

At the end she enlightened students about various career opportunities available in banking sector such as, Investment Banking, Business Banking, Retail/ Consumer Banking, Portfolio/ Asset Management, Wealth Management/ Private Banking, Personal Finance, Accounting and Audit Services, Financial Consulting, Corporate Finance etc.



INSURANCE AND NPS: SECURITY FOR YOUR FUTURE

15.06.2021

Time:2.30pm-4.00pm

[Participants:49]

Mode-online [MS teams]

Resource person:

1. **Mr. Suresh Gaikwad Manager (ADM cadre) Chief Life Insurance Adviser**
2. **Mr. GokulRaykar, Director of G.B. Raykar & Co.**
3. **Mr. JafarAnasri, Unit Manager (NJ India Pvt. Ltd.)**

Mr. Gaikwad and Raykar started their session by explaining various types of insurance policies and importance of insurance in an individual's life. Further, both of them illustrated how an individual's insurance value is derived with few examples. Both the speakers stressed on below points that one should consider before purchasing an Insurance policy:

1. Objective of buying an Insurance policy
2. Terms and conditions of the policy
3. Financial Budget for purchasing policy
4. Insurance coverage one requires.
5. Reputation and image of the insurance company

While, Mr. Jafar briefed the participants on NPS (National Pension System) introduced by the Central Government for citizens of India between the ages of 18 and 65. He also explained how NPS is helpful to an individual to create a retirement fund and thus secure their retirement.

All the speakers highlighted the importance of early investment to get benefits in future.

3:51 PM 96.8KB/s 47

VAISHALI P

Kalpana S

SURESH G (Guest)

Jafar A (Guest)

gokul R (Guest)

Nikita W

CH

Chandgadm...

VINAYAK P

Library S

Icons: Video off, Microphone off, Headset, More options, End call

3:13 PM 104KB/s 58

Dr. K

SURESH G (Guest)

SI

GR

SMITA I

gokul R (Guest)

gokul R (Guest)

Swati

Icons: Video off, Microphone off, Headset, More options, End call

PRODUCT MANAGEMENT AND PRODUCT MARKETING STRATEGY

19.06.2021

Time:11.00am-12.00 Noon

[Participants:52]

Mode: online [Face Book]

Mr. Priyank Ahuja, Product Lead Accenture

Facebook link: <https://fb.watch/6de-YTmNCs/>

Mr. Priyank Ahuja very smoothly took our students through the concept of Product and Product Management with examples of Instagram and the devices we use to log in to online sessions. Further, through comparison between roles of Project Manager, Program manager, Product owner and Product manager he clarified to us the difference between them. At this point he moved on to the strategies implemented and adopted at different stages of PLC. He highlighted a few astonishing facts like:

a. If an organisation fails to launch a product successfully at the first instance itself, it incurs cost equivalent to 6 times the original cost to re-launch the product.

b. 8/10 times once a product reaches a saturation point, it falls down into decline stage. He cited an example of those iPhone users who stand in a line even at midnight 12 to purchase it on the day of its launch to explain the concept of Innovator customers in the Technology Adoption Cycle along side the PLC. We were told about the Chasm stage which falls between the Introduction and Growth stage. This stage in his view is very critical because this is the stage where the product takes a flight to the growth stage. He made a remarkable statement of: "Your complete business model is Solution being offered as a Product." He explained that to introduce a product first identify where is it that you want to hit: the pain level of the customer or do you want to provide ease of accessibility to the customer or offer a product at a price point. Alongside this analysis, an organisation then needs to identify the risks associated with the product offering. Only after giving his insights on all the above, he moved on to talking about the 5 key metrics of Acquisition, Activation, Retention, Revenue and Referral for Product Management. Lastly, he spoke about Product-Market fit and Pricing Techniques. He stated the following steps to create Product-Market fit:

1. Find a sizeable market
2. Identify a problem worth solving
3. Develop a Minimum Viable Product to solve it
4. Find a business model to support it
5. Test, Measure, Learn
6. Repeat

Pricing Techniques:

1. Promotional Pricing
2. Psychological Pricing
3. Premium Pricing
4. Bundle Pricing
5. Freemium Pricing
6. Economy Pricing
7. Penetration Pricing

BEST PRACTICES IN ORGANIZATIONAL DEVELOPMENT

19.06.2021;

Time: 12.30pm to 1.30pm

[Participants:29]

Mode: Online [MS Teams]

Resource Person: Mr. Jaswanth Kumar Arthala, Sr. Sales & Marketing Manager Prodigy Education, Pune.

Mr. Jaswanth addressed students about Models for Managing Strategic Plans such as Top-down, Transformational and Strategic approaches. He enlightened students about Organizational Development Interventions such as Strategic interventions, Techno-Structural Interventions, HRM Interventions, Human Process Interventions etc. Using a case study, he explained the organizational cultural values as well as organizational culture in an interactive way.

INVESTMENT IN MUTUAL FUNDS AND BONDS

17-06-2021

Time: 2.00-4.00pm

[Participants:43]

Mode- Online [MS Teams]

Resource Person:

Mr. Swapnil Admane, Dy.General Manager, NJ Wealth Financial Products Distributors Network Pvt. Ltd.

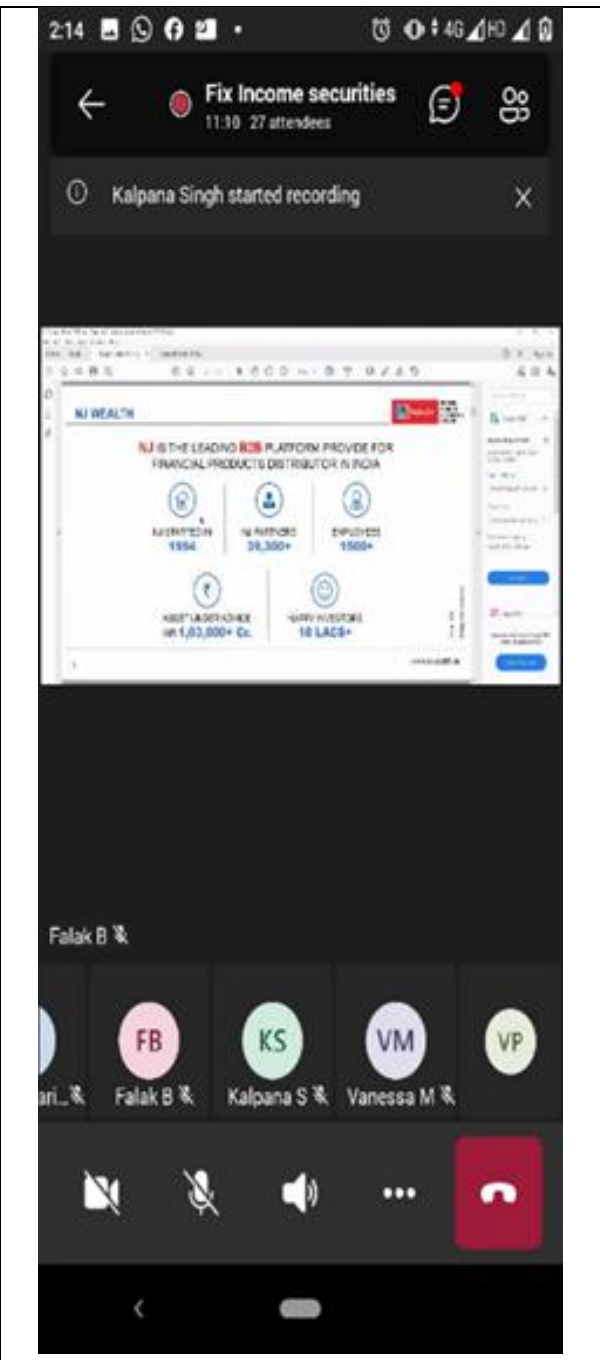
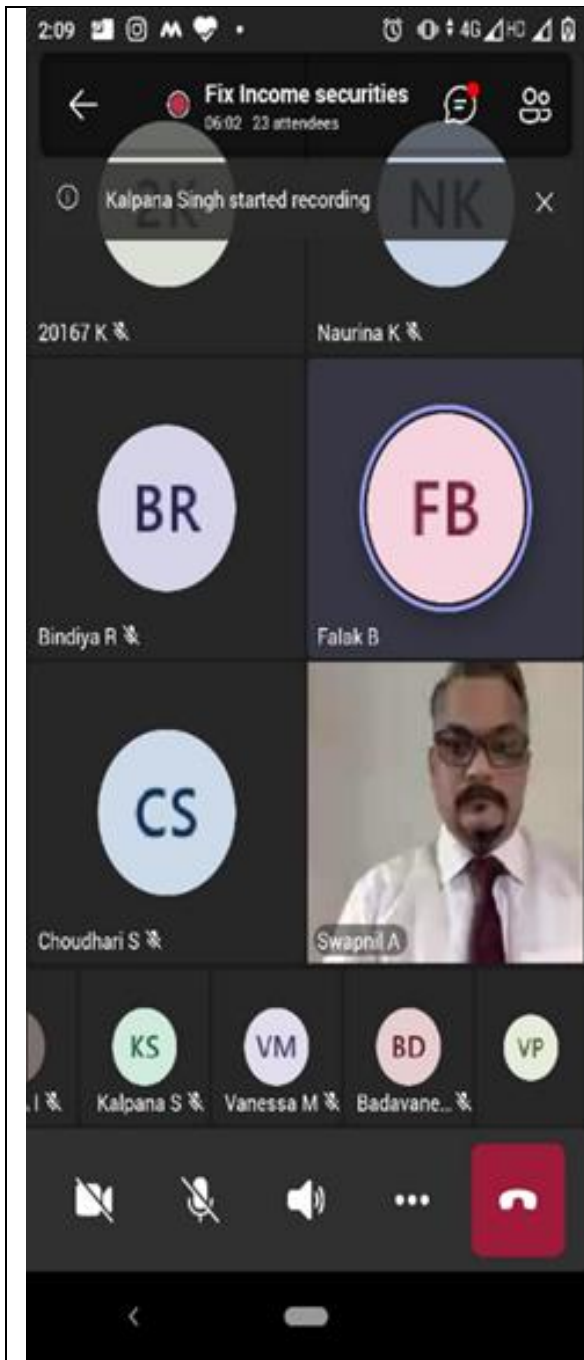
He explained the trends and reach of mutual funds and bonds in India and around the globe. Further he explained taxation benefits, risks involved in the mutual Funds and Bond market. He concluded by highlighting the following factors while investing in mutual funds:

1. Individual Level:

- Investment Objectives
- Risk Tolerance
- Time Horizon

2. In context of Mutual Funds

- Consistency of performance of Mutual Funds
- Performance against benchmarks etc



I AM A BRAND

06/07/2021, 11:30 AM – 12:30 PM [Participants: 32]

Ms. Rekha Nair -Dragonflies Everywhere-Founder, Personal Brand Strategist

The entire session was based on the journey that a person undertakes from 'I am unknown' to 'I am trustworthy.' Ms Rekha Nair deep dived into how a person can take on this journey to be able to successfully build trust for himself/herself. In her opinion, building a personal brand equal to building trust, influence and opportunities for oneself. Any person who has a purpose, a vision and a dream to achieve should get on to building a personal brand and thus, the age, the gender or success achieved does not matter when starting to do so. The core of Personal branding, she told lies in this statement of: People May forget what you did but they will not forget how you made them.

SVIMS
Sadhu Vaswani Institute of Management Studies
for Girls, Pune

The Placement Committee
of
Sadhu Vaswani Institute of Management
Studies for Girls, Pune
under the
**Capability Enhancement and
Skill building initiative**
presents to you
a Session on
I AM A BRAND

Ms. Rekha Nair
Personal Brand Strategist
Founder : Dragonflies Everywhere

6th July 2021 || 11:30 AM - 12:30 PM

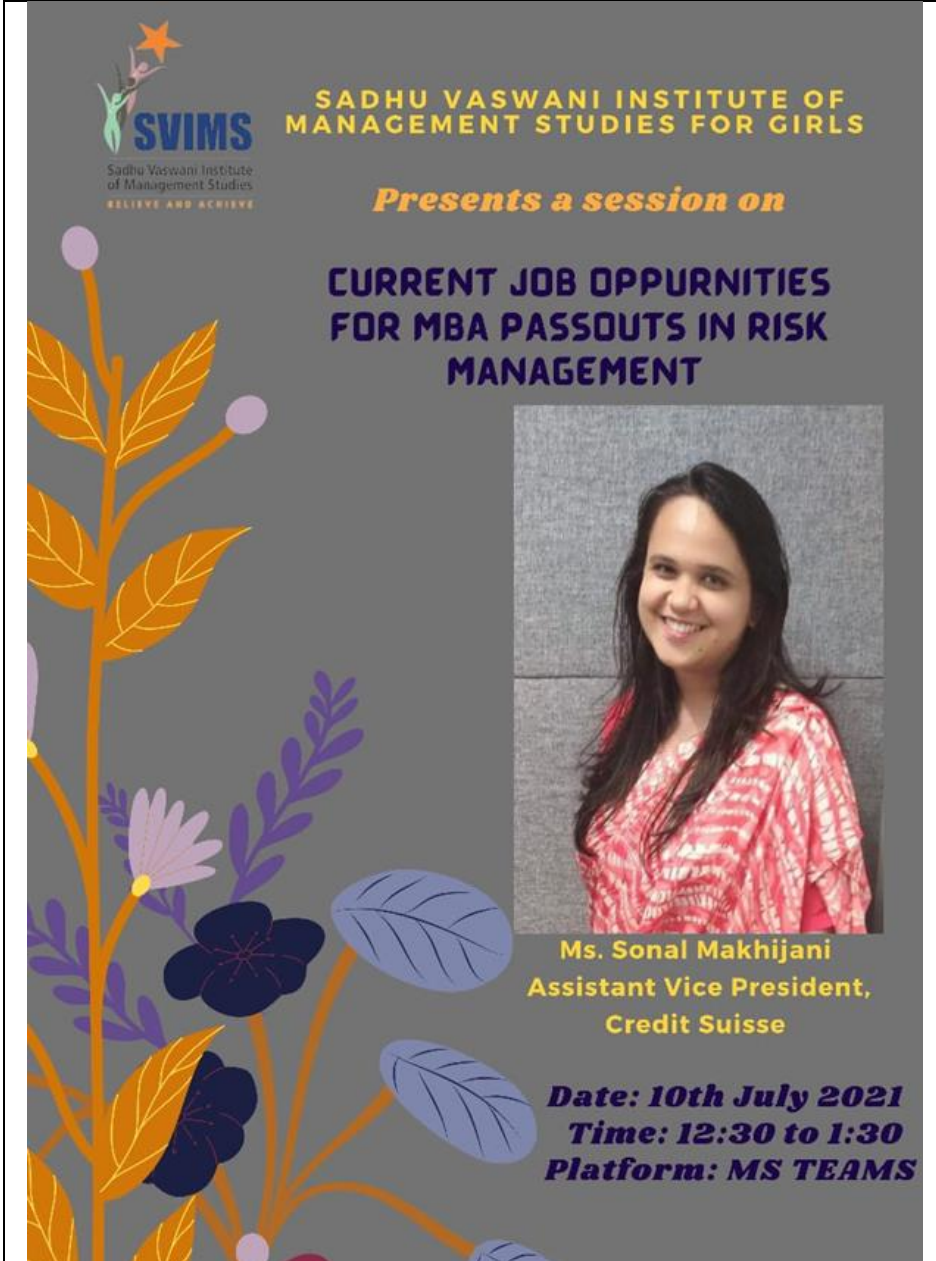
Live on Facebook
www.facebook.com/svims.fb

JOB OPPORTUNITIES IN RISK MANAGEMENT

10/07/2021

Resource person-Ms. Sonal Makhijani - Asst. Vice President, Credit Suisse, Pune

Ms. Sonal Makhijani, Assistant Vice president, Credit Suisse, Pune - explained the concept of Risk management as the process of identifying, assessing and controlling threats to an organization's capital and earnings. These threats, or risks, could stem from a wide variety of sources, including financial uncertainty, legal liabilities, strategic management errors, accidents and natural disasters, IT security and data theft. Risk management strategies to alleviate these, have become a top priority for digitized companies.




SVIMS
Sadhur Vaswani Institute
of Management Studies
BELIEVE AND ACHIEVE

**SADHU VASWANI INSTITUTE OF
MANAGEMENT STUDIES FOR GIRLS**

Presents a session on

**CURRENT JOB OPPURTINIES
FOR MBA PASSOUTS IN RISK
MANAGEMENT**



Ms. Sonal Makhijani
Assistant Vice President,
Credit Suisse

Date: 10th July 2021
Time: 12:30 to 1:30
Platform: MS TEAMS

MARKETING LUXURIOUS LIFESTYLE PRODUCTS

01.08.2021; Time: 12.30 to 1.30 pm

Facebook

Resource Person: Mr. Sarthak Vyas, Marketing Lead at Mercedes Benz Central Star

Mr. Sarthak Vyas, Marketing Lead at Mercedes Benz Central Star firstly deep-dived into differences between customers for premium segment of products and those of non-premium segment of products. Some of the differences stated below were mind-boggling for the students:

- Customers for non-premium products are emotional and in fact, those of premium segments are rational and very logical
- It is more difficult to convince a customer of a premium segment of the value of the product
- Customers of premium segment of products have complete knowledge of the products they buy and pay for, so highly

He then gave his insights and shared his experiences of how the customers for luxurious products can be tapped in, at membership clubs, at various charity events, in shopping malls. He further with the help of an example explained that a customer who carries shopping bags of Zara, Gucci are the customers whom the executives of AmEx cards approach and not that of Shoppers Stop or Lifestyle. With real-time calculations of promotional activities like that of WhatsApp broadcast message or an ad on radio, he explained how the marketing budget is planned and spent, how is it justified and where do the challenges lie.

Mr. Sarthak presented an entire analysis of marketing the luxurious products with insights on consumer behaviour, by stating examples of Micheal Kors, Zara, H&M, Gucci, Rolls Royce throughout his talk and all in all made it very interesting for students to learn from.

The screenshot shows a Facebook Live video player. The main content is a presentation slide titled "Premium Vs Non-Premium customer" with a Mercedes-Benz logo. The slide compares Premium Customers and Non-Premium Customers across several dimensions:

Premium Customers	Non-Premium Customers
✓ Demand based	✓ Need based
✓ Rational	✓ Emotion based
✓ Calculation	✓ Calculation
✓ Hard to convince	✓ Easy to convince
✓ Hard to retain	✓ Easy to retain
✓ Probe on Product ground	✓ Probe on emotional ground

The video player interface includes a video player with a play button, a progress bar, and a volume icon. On the right side, there is a Facebook post titled "Marketing of Luxurious Lifestyle Products" with 44 comments and 401 views. The post text reads: "Marketing the products belonging to different lifestyles is a task of creativity and energy. While..."

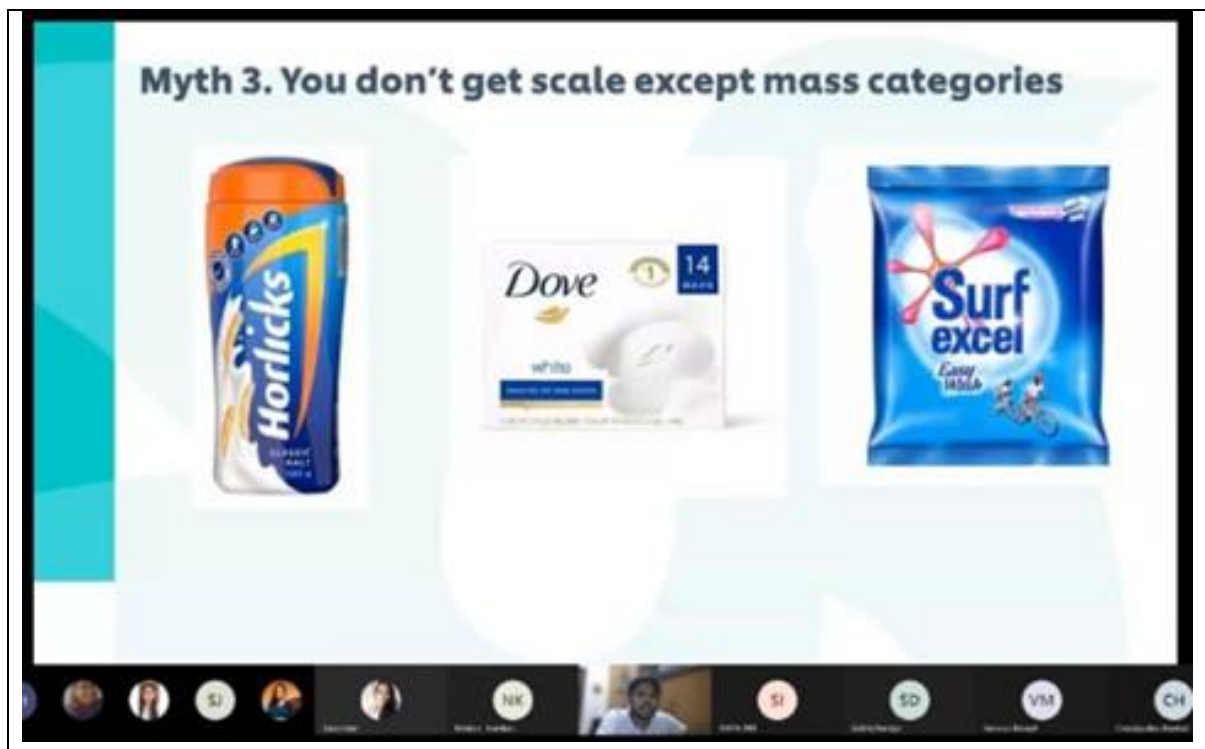
MARKETING FOR BOTTOM OF THE PYRAMID STRATEGY BY UNILEVER

7th August, 2021; Time- 12.30 pm to 1.30 pm [Participants-54]

Resource Person- Mr. Arindam Saha , Marketing Manager Unilever

“Life will not be a pyramid with the apex sustained by the bottom, but an oceanic circle whose centre will be the individual” - Mahatma Gandhi

Mr. Arindam Saha, Marketing Manager, Unilever resonating with M. Gandhi’s words, shared that at Unilever, Bottom of the Pyramid [BOP] is called as India 1 2 3 as a mark of adding dignity to the customers/consumers of this segment. Unilever is committed to understanding the special issues of migration and remigration, abundance drive and scarcity drive, etc connected with this segment. He then explained the process of analyzing abundance drive which is connected to low priced-long term value items where, the focus is on ‘indulge-display-bite size’. Then he moved to explain higher level of product category with high priced-long term value where the focus is on building long term future. He explained both the strategies with examples of products such as Chavanprash, Maggi, Cornflakes, Kurkure, Lux, men’s fairness creams etc. He concluded by saying that though this market is challenging it is not a ‘cheap market’. Quality matters here and one of the largest markets for Unilever in fact is West Bengal. This segment has huge potential and targets housewives. Unilever has equal or more share of women representing product designing and marketing teams which have helped it to achieve success in penetrating this segment.



What do we cover today?

What is BOP?

Understanding
Busting Myths

Consumer Drivers

Value for the rural consumer?

Questions

Talking Relevance!

How to reach?



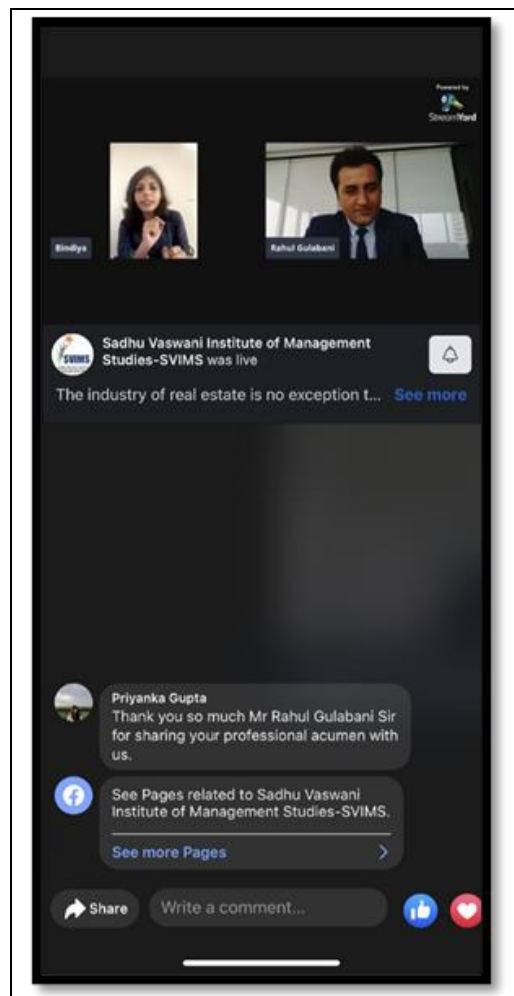
SALES TRENDS IN REAL ESTATE

05-Aug-21

Resource Person: Mr. Rahul Gulabani Panchshil - Deputy General Manager Realty

The speaker brought out some key figures about real estate. He mentioned that Real Estate is the 02nd largest employer in India and directly contributes 7% to our country's GDP. He continued his talk saying that with the introduction of RERA, projects are advertised carefully and similarly, commitments are made diligently. After this brief introduction, he moved on to brief us about the trends in Real Estate, these are:

- a. Sole selling
- b. There has been a rise for properties in one's hometown.
- c. Premium segment for homes has seen a rise since people are now preferring larger spaces due to work-from-home arrangements.
- d. Homes in sub-urban areas are being preferred over other areas.
- e. Large cities have been witnessing reverse migration
- f. Owners of commercial spaces have been facing losses currently and this is a short-term effect.
- g. Ready-to-move in houses and houses near completion are being preferred over houses that will take a few years to complete.



FINANCIAL PLANNING INSURANCE & MEDICLAIM

6 August 2021

Resource Person: Mr. Rishi Moolani, Financial Consultant [LIC, Star Health and Allied Insurance Company]

Mr. Moolani started by explaining the importance of Insurance and Mediclaim policy in an individual's life. Financial planning includes contingency, insurance, retirement and wealth planning. He explained how an individual's financial planning goals can be achieved by availing Insurance and Mediclaim policies.

He explained, Mediclaim policy is an insurance cover that shields an individual against increasing medical costs arising out of hospitalization. It offers financial protection in case of hospitalization due to illness or an accident.











While explaining the importance of the Insurance and Mediclaim policy, he stated benefits such as:

1. Improves Lifestyle
2. Insured's family is safeguarded
3. It helps in borrowing loans
4. Compulsory Savings
5. Helps to overcome uncertainties
6. Benefits under Section 80 C and 10 (10) D
7. Source of Income in Old Age
8. Tax benefits
9. Financial safety
10. Peace of mind
11. Great returns

In the meeting (32)



Mute all

-  Rucha Dalvi
-  RUCHA LATHI
-  Sakshi Jodhwani
-  Sana Khan
-  shraddha shinde
-  SHUBHANGI DAVE
-  VAISHALI PATIL
-  Vaishnavi Shinde
-  Vaishnavi Yadav
-  Vanessa Manuel



DIGITAL SUPPLY CHAIN

07.08.2021 [Participants-54]

Resource Person-Senior Business Consultant, JDA Software

Mr. Vinayak Kumar set the foundation for the topic by explaining the process of manufacturing and distribution of Lays. He further listed down the risks associated with manufacturing the Potato chips which are:

1. Risks and costs associated with ordering excess inventory
2. Spoilage of seeds
3. Poor utilisation of working capital and loss of liquidity
4. Poor forecast leading to loss of sales
5. Unsatisfied customers

Similarly, he also explained the concerns and issues faced in production. After laying the entire base, he then moved on to how Industry 4.0 and Digital disruption led to efficient supply chains. Under this, he spoke of:

- a. Supply Chain 4.0: digitally connected Farmers, Suppliers, Distributors, Retailers and Customers
- b. Maintenance and security of data by individuals
- c. In his opinion, by 2030, supply chain will be flexible and have agility.
- d. Automatic simulation
- e. Predictive Analysis

Here, he stated the example of Amazon's one day delivery policy. Amazon can deliver in a day because they undertake predictive analysis. So, if in a day, a customer has searched for a product 5 times then the probability of he/she buying the product is high. In that case, Amazon ships the product that time itself from its warehouse for the delivery to be made in next 24 hours and that is how we as customers get the product in a day.

The Placement Committee
of
Sadhu Vaswani Institute of Management
Studies for Girls, Pune
Presents
A session on Digital Supply Chain

**Mr. Viinayak
Verma**
Senior Business
Consultant, JDA Software

Date : 7th August
Time : 11:00am
Live on Facebook

WEALTH MANAGEMENT

11-08-2021 Time: 1.30pm-2.30pm [Participants-18]

Mr. Rohit Warman –Financial Analyst and Trainer (SEBI empanelled)

Mr. Rohit explained meaning of Wealth preservation, protection, and transfer. While explaining wealth management, he expressed that one should consider aspects like objective of investment, risk involved, tax benefits, retirement planning and protection of funds. Further he conducted a live demo using HDFC Mutual Fund for selecting financial instruments. He mentioned that choice of selecting a financial instrument should be on the basis of consistent returns.

At the end of the session, he shared tips about careers in wealth management. He emphasized on skills such as communication, relationship management, and knowledge of fintech and reasoning skills for a successful career in wealth management.

The image shows a Zoom meeting interface on the left and a presentation slide on the right. The Zoom meeting includes a grid of participants: Preeti B, Mansi A, Minal B, Vaishali P, Riya C, and Rohit Warman. At the bottom, there are icons for video, mute, and a red call button. The presentation slide, titled "WEALTH MANAGEMENT FORMULA", defines the components of wealth management:

- IC = INVESTMENT CONSULTING**
 - Monitor/Provide Performance Reports
 - Risk/Rebalance
 - Investment Policy Statement Subsequent Subsequent/Reviews
 - Portfolio Preservation
 - It's a verbal description of how all the assets toward goal
- AP = WE + WT + WP + CC**
 - WE = Wealth Enhancement (in and out-of-plan)**
 - The investment plan is completed during IC, this includes asset allocation (DRR) extent and recommended
 - WT = Wealth Transfer (transfering wealth efficiently, they not be with a family)**
 - WP = Wealth Protection (risk mitigation, legal structures and transferring risk to insurance company)**
 - CC = charging/ing**
- RM = CRM + ERM**
 - CRM = Client Relationship Management**
 - ERM = Expert Network Relationship Management**

The slide also includes a handwritten note: "Use Code 311" with an arrow pointing to the IC box.

CLOUD KITCHEN

13.08.2021 Time:12.30pm-01.30pm [Participants-18]

Ms Rachana Desai and Mr Milind, the Managing Partners of Bambooli Cloud Kitchen started right from how it was founded. Ms Rachana Desai had moved to Sindhudurg to work and the central problem that was identified by her was that there was no home-cooked normal food available for people who do not belong to Sindhudurg but work there. She took this up in her hand and decided to open a restaurant that would cater to this need. Hence, took birth Bambooli Cloud Kitchen. Mr Milind joined her in this journey after she had already founded this restaurant. After Covid hit, they had to move the operations from a dine-in restaurant to a Cloud Kitchen. Few most important points they stated were:

1. We have 3 food start-ups besides Bambooli Kitchen, and we prefer to keep its operations separate even though we serve food through all 3 of them. This is because the customer base and their respective needs are different.
2. Since, the network connectivity is not very strong in this district. We take orders on Whatsapp, a call, a text message, Facebook messenger, a chat or even verbally. This provides our customers with accessibility and ease of usage.
3. We source our vegetables and spices locally. In fact, we have generated employment for numerous farmers through this and hence, we have got a financial support from the Government of India as well.
4. The customer base that we have built is a result of a strong bond we have built with each one of them. We have truly helped them in pandemic times by delivering medicines, by picking up their children in times of distress or even by offering shelter.
5. The uniformity and standardisation in taste has been maintained because it is mandatory for all our cooks to follow the one recipe for a dish/Biryani that we provide and none of them can divert from that one recipe.

BRANDING DURING COVID 19

21 Aug. 2021 Time:3.00pm-5.00pm [Participants-28]

Mode-Online

Resource Person-Mr. Javedali Rauthar, Brand Manager at Bayer

In his talk, Mr. Javedali Rauthar, Brand Manager at Bayer spoke about brand management, practical management principles in context of branding and branding practices during COVID 19. He substantiated his talk with examples of how Amul carried COVID messages on its product packaging and customer and brand engagement during COVID 19.

The speaker also showed different videos of brands like Hyundai, Coca-Cola, Amazon to explain how they have advertised their product and brand in COVID times.

Branding during Covid

Better saaf than sorry!
Amul Always safe!

MBBS: Makhan Bole Bahut Shukriya
Amul In sickness and in health

Brand Journey

- Design a Local Product- Sell and sell more
- Improve the Brand add features sell at National level
- Expand to other countries- export the Brand

FINANCIAL STRENGTHS AND CHALLENGES OF WOMEN ENTREPRENEURS IN INDIA

28th August 2021 Time:11.00am-12.30pm [Participants-29]

Ms. Aditi Khot, Founder, Des Rangeela

SVIMS, under the aegis of the Entrepreneurship Cell, had invited Ms. Aditi Khot, Founder of Des Rangeela, Pune, for a Guest Lecture.

Aditi [Social Entrepreneur] shared her entrepreneurial journey experiences with the attendees. She touched upon various obstacles the young girls, who want to become entrepreneurs, face in their familial and societal environment, especially those who come from rural background.

‘Des Rangeela’ is a Pune city based Social Enterprise that works for providing Sustainable livelihood to Indian Artisans, aiming to preserve Indian culture, strengthen local communities & economy. Established in 2017, Des Rangeela has grown tremendously and is now ready to enter into ecommerce business.

Being from a humble background herself, Aditi addressed the financial strengths and challenges that woman entrepreneurs have to deal with in their businesses. She emphasized upon the need to have clarity, passion and adhere to the routine and discipline so as to meet the set goals. Self- doubting may be good as it helps to push the limits to perform better.

She motivated the students to broaden their horizons and spread their wings and not be afraid of taking risks. Aditi also touched upon the gender issues that become a part of the woman entrepreneur’s journey and how does she deal with such situations. “I cannot run away and close my business and leave my goal because of these incidences. Therefore, I find a way through them.”

Aditi Khot —

Des Rangeela
Urban India's Traditional Connections

“ Des Rangeela

A Pune City based social enterprise that works for providing sustainable livelihood to Indian artisans & to contribute to preserve Indian culture, strengthen local communities and economy! We believe Indian Handicrafts and Handloom is for ALL and focus on affordability, utility & availability with Artisan welfare at our core! ”

@aditikhhot151
Founder | Owner

The screenshot shows a Zoom meeting interface. The main window displays a presentation slide with the following content:

7 step simple self generation of capital

Your goal	your business idea
Amount required	₹ 1000
Time limit	12 months
Monthly investment	₹ 83.33
Self / Partnering	Self and wife
Start date every month	1/10/2020
Stop focused for 12 months	Money in hand

On the right side of the Zoom interface, there is a list of participants: URUDHA..., AMI A., Shrutika..., Nikita W., and MS. There are also icons for call, mute, and video controls.

HR OPERATIONS AND ITS IMPLICATIONS IN THE NEW HR

08.01.2022 Time:11.30am-12.30pm [Participants-31]

Mode-Online(MS Teams)

Mr. Nitin Dangal, Associate Director HR & Admin, LEADEC India Pvt Ltd and NIPM Mentor for SVIMS deliver a session for MBA students on HR operations in industry. He spoke about operation in HRM i.e. From Entry to Exit or Recruitment to Retirement of an employee in the organization. He emphasized on function of the human resources department involves tracking employee histories, skills, abilities, Performance management, Compensation & salary, their accomplishments including governments laws. He suggested additional courses to become successful HR manager, different types of carrier opportunities as a HR person.

He encouraged students to join the NIPM Pune SVIMS student local chapter and explained them benefits of membership.



The poster features the SVIMS logo on the left, which includes a star and the text 'SVIMS Sadhu Vaswani Institute of Management Studies'. In the center, it reads 'Session on HR Operations' above a portrait of Mr. Nitin Daangal. Below the portrait, his name and title are listed: 'Mr. Nitin Daangal, Associate Director HR & Admin, Leadec India Pvt Ltd, NIPM Mentor for SVIMS'. On the right, there is a circular logo for the 'Student Chapter NATIONAL INSTITUTE OF PERSONNEL MANAGEMENT'. At the bottom left, the event details are provided: 'Venue : MS Team, Date : 08 January 2022, Timing : 11:30 AM to 12:30 PM'.

Sadhu Vaswani Institute of Management Studies for Girls

Session on HR Operations

Mr. Nitin Daangal
Associate Director HR & Admin
Leadec India Pvt Ltd
NIPM Mentor for SVIMS

Student Chapter
NATIONAL INSTITUTE OF
PERSONNEL MANAGEMENT

Venue : MS Team
Date : 08 January 2022
Timing : 11:30 AM to 12:30 PM

DEVELOPING AN ENTREPRENEURIAL ATTITUDE

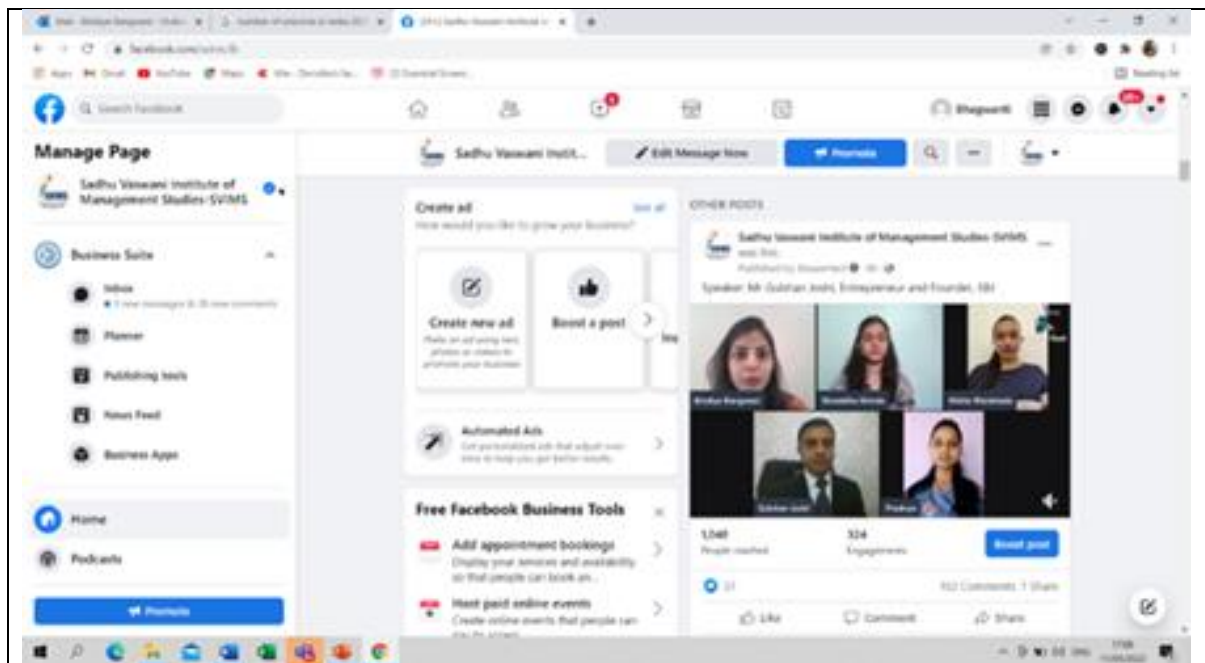
11.01.2022. Time:11.30 am onwards [Participants-46]

Mr. Gulshan Joshi, a serial entrepreneur spoke of his entrepreneurial journey moving from a senior level job to and entrepreneur. He spoke of the following uncompromisable qualities of an entrepreneur:

1. Passion
2. Courage
3. Flexibility and Adaptability
4. Strong work ethics
5. Confidence
6. Risk-taking capability
7. Leadership

Some of the hard-hitting statements that emerged out of his talk and the Q n A session were:

1. The one who believes in others pursues a job and the one who believes in himself/herself becomes an entrepreneur.
2. Your business venture should be your love, an emotion.
3. When building and running a business venture, give and take.
4. Do not be a boss rather be a leader who works equally for others to follow your actions.



Facebook Business Suite interface for the page "Sethu Vasan Institute of Management Studies - SVIMS".

Manage Page

Sethu Vasan Institute of Management Studies - SVIMS

Business Suite

- Home
- Messages (3 new messages & 38 new comments)
- Planner
- Publishing tools
- News Feed
- Business Apps

Home

Podcasts

Create ad (See ad)

How would you like to grow your business?

- Create new ad: Make an ad using text, photos or videos to promote your business.
- Boost a post: [See]

Automated Ads

Get personalized ads that adjust over time to help you get better results.

Free Facebook Business Tools


- Add appointment bookings: Display your services and availability so that people can book an...
- Host paid online events: Create online events that people can join by event.

OTHER POSTS

Sethu Vasan Institute of Management Studies - SVIMS

Published by Sethu Vasan Institute of Management Studies - SVIMS

Speaker Mr. Gokulraj Sethu, Entrepreneur and Founder, SVI



1,548 People watched

524 Engagement

237 Comments

1 Share

Like Comment Share

GOAL SETTING

20-Jan-22 Time: 11.30am Onwards [Participants-118]

Mr. Hitendra Soneji ,Founder- Will to Win

SVIMS held a session on goal setting by Mr. Hitendra Soneji, founder and CEO of Will to Win, Soft Skills Development Training Centre. He emphasized the importance of setting long-term goals and breaking them down into short-term ones. He encouraged students to follow the SMART philosophy, which is Specific, Measurable, Achievable, Relevant, and Timely. Soneji gave tips on setting goals, including understanding the purpose of life, visualizing the end in sight, self-awareness, readiness, self-confidence, realizing obstacles, and having backup plans. The session helped students understand their mind's power and potential, rewire their brain for goal achievement and overcoming adversities.

ACCEPT ONE AND ALL _ A SESSION ON DIVERSITY AND INCLUSION

21.01.2022 Time :11.30am [Participants-23]

Resource Person: Ms Apoorva Satija, the APAC Head for Diversity and Inclusion at Amdocs

In this session, Ms. Satija covered the aspect of diversity and inclusion in its broadest sense to include age, gender, sex, caste, colour and caste. She started her talk by presenting insights of a research carried out by Amdocs to find out what perspectives do men and women carry about themselves and the other sex at workplace. From here on, she built on the topic by sharing various examples and real-life experiences on discrimination basis age, gender, sex, and caste. She kept the session very lively and interactive by asking for opinions through polls, understanding the views and resolving participants' doubts/inhibitions.

The top screenshot shows a Zoom meeting window with a slide titled "Goals require action. Goals require dedication. Goals require effort. Goals are not quick fixes, Or an easy way out!" followed by three red asterisks. The bottom screenshot shows a Zoom meeting window with a slide titled "SMART Goals" and a table defining the acronym.

SMART Goals	
S pecific	Know exactly what you are wanting to accomplish.
M easurable	How will you know you met your goal?
A chievable	Make sure your goal is not too far to reach, but far enough to be challenging.
R elevant	Link the goal to something important to you, something that inspires you.
T imely	When do you want your goal to be met?

MARKETING OF NEW-AGE SERVICES

02.02.2022 Time: 11.30am onwards [Participants:13]

Mode- Online [Face Book]

Resource Person: Mr. Manoj Nair, Global Head of Marketing at Infosys

This session was conducted in an interview format. A series of questions ranging right from services like that of Hike messaging app, Tinder, services of a doula/mid-wife/dog walker, pet grooming services were asked to Mr. Manoj Nair, Global Head of Marketing at Infosys. He presented logical and fresh perspectives on these services. One of the examples are his views on that of services of doula/mid-wife. He said that in his perspective, these services will have better scope and demand only when a word is put up/backed up by the maternity hospital.

In regards with services of a Dog walker/grooming of pets, his views were that they are still in their growth phase even in well-established cities like that of Bangalore or Pune.

His views on new-age services like that of a dating app or apps backed by virtual and augmented reality gave us new perspectives to consider about these services.



CORPORATE GOVERNANCE

12 .02.2022 Time:11.15am Onwards [Participants:61]

Mode-Online (MS Teams)

Resource Person-**Ms. Rachana Kokal,Company Secretary-Sun Pharma Laboratories Limited**

Rachana Kokal, a Qualified Company Secretary has over 10 years of experience in adhering to corporate governance norms and is currently employed with Sun Pharma Laboratories Limited.

Ms. Rachana explained the concept of corporate governance and gave day-to-day examples bringing out the importance of CG practices. The case of ICICI Bank – Videocon was discussed wherein she emphasized on misuse of position by the directors, Related Party Transactions [RPT], Performance evaluation of board, Role of independent directors, etc.

She further explained that independent directors must exercise due diligence in case of RPTs. They can demand requisite information from the company to arrive at correct decisions and if they are not satisfied, they can record their dissent. This is crucial as in the unfortunate event of foul play in such RPTs, independent directors can be held accountable.

She then went on to explain that if a company is earning good profits and follows good governance practices, then this leads to building trust in investors and results in gain on the stock prices.



ROLE OF DIVERSITY AND IMPACT OF STEREOTYPING IN MENTORING

15.02.2022 Time:12.30pm-01.30pm [Participants:28]

Online-MS Teams

Resource Person: Ms. Jyothideepa F.Michael-Cultural Lead,Tech Mahindra

Ms. Frieda started with narrating a few of her personal experiences in diversity and stereotyping. Some of these experiences were:

1. She had visited a country and at a stop, she wanted to use the washroom. While she was searching for a male/female symbol or for labels of male/female/king/queen on the doors, she did not find any. Later, to her amaze, she found a door to a washroom that read 'Whoever, we don't care.' This, in her opinion, was a true example of diversity and inclusivity.

2. An example of stereotyping she shared was people assuming that she must be consuming a lot of rice in her meals simply because she is a South-Indian. With these personal experiences, she gave out the lessons in diversity at professional places. Some of these were:

1. Mentoring acts as a constructive tool that contributes to constructing a diverse workplace
2. Reverse mentoring has proved to be very powerful in mentoring for diversity. Reverse mentoring is a method of mentoring under which junior team members enter in to 'professional friendship' with more senior ones and exchange skills, knowledge and understanding.
3. Stereotyping has been the single most challenge in mentoring programmes in the corporate





TOOLS FOR DIGITAL MARKETING, AND SEO

19.02.2022 Time:12.30pm-01.30pm Onwards [Participants:21]

Mode: Online-MS Team

Resource Person: Ms. Harshali Chandgadkar-Digital Marketing Executive ,Nittor

The session covered the growing importance of Digital Marketing in both its online and offline forms in marketing products and services as also tracking number of customers and sales through Analytics and use of tools like SEO (Search Engine Optimization). She laid emphasis on setting benchmarks, organic rankings for a set of approximately 30 to 50 keywords and monitoring fluctuations in average monthly organic traffic and conversions, year-on-year data to track annual trends and seasonality and improving keyword rankings, driving more site traffic, and boosting conversions.



DIGITAL DISRUPTIONS POST COVID ERA - INDUSTRY CONNECT

05.03.2022 Time :2.00pm-3.00pm [Participants-33]

Mode-Online(MS Teams)

Resource Person: Mr Kalpit Tiwari, Manager – Business Consulting, Capgemini Technology, Pune

Mr Kalpit Tiwari, Manager – Business Consulting, Capgemini Technology, Pune, started his session by quoting newspaper article – A new survey finds that responses to COVID-19 have speeded the adoption of digital technologies by several years—and that many of these changes could be here for the long haul. He presented pre and post pandemic digital transformation statistics by businesses and responses by customers.

During the pandemic, consumers also have moved dramatically towards online channels for fulfilling their daily needs due to the nationwide lockdown imposed by Central Government.

Following Case studies were discussed –

- FinTech: Finance industry transformation and regulation
- Digital transformation in financial services
- mHealth solutions
- daily needs (Grocery, veggies)
- OTT (Entertainment)



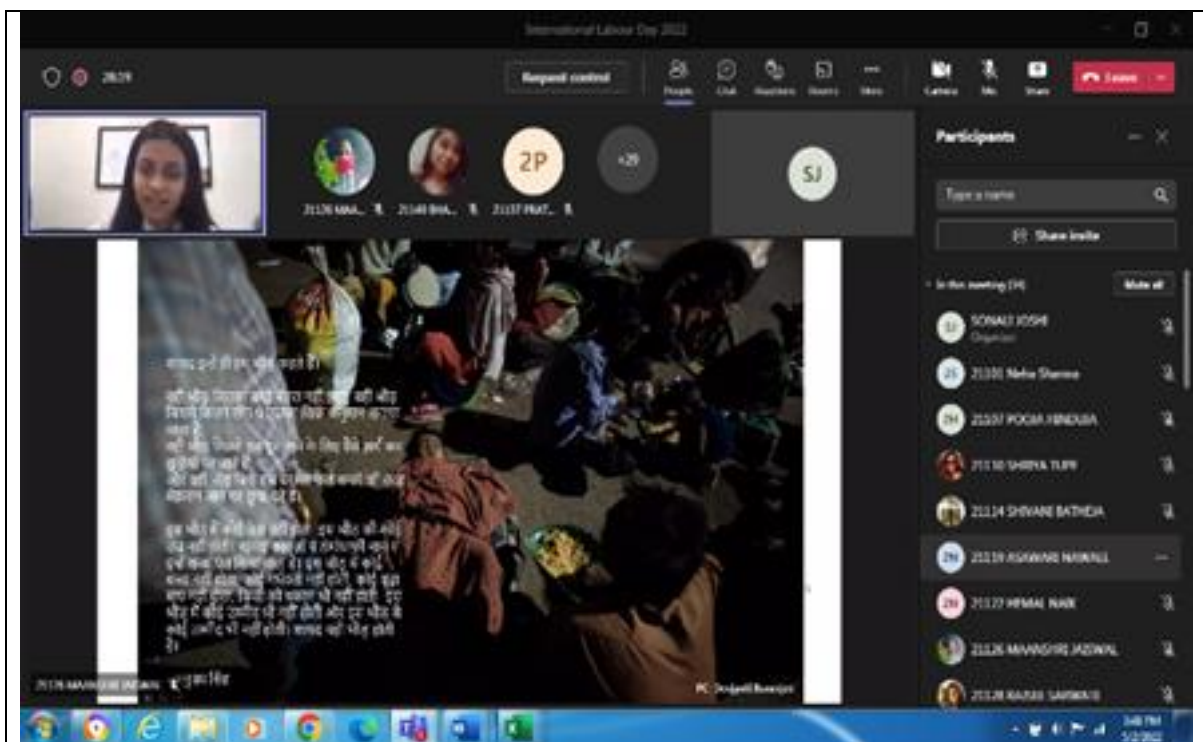
POLICIES, GOVERNANCE AND SOCIAL SECURITY OF THE INDIAN LABOUR CLASS

02/05/2022 Time :3.30pm-4.30pm [Participants-42]

Mode-Online

Resource Person- Ms. Gitanjali Dasgupta, Expert - Labour Welfare and Social Security-UNDP, Govt of Chhatisgarh

- Ms. Jyotika Makhija student of MBA - II, began by welcoming the Guest Speaker and participants for the session and giving a brief on the importance and the need for the session being conducted.
- The Guests from DAMITS, Odisha were welcomed for the event. Ms. Maanshri Jaiswal student of MBA - I introduced the Guest Speaker to the attendees and welcomed the speaker.
- Ms. Gitanjali Dasgupta began the session giving some information about policies, governance and social security of the Indian labour class.
- Ms. Gitanjali Dasgupta also explained the facts about return of over 6 lakh migrant workers during covid-19, no track of migrants, their desperate conditions and the hardships they faced. The efforts of Chhatisgarh UNDP were hence focused about addressing the needs of the labourers and / or their access to social security.
- Ms. Gitanjali Dasgupta shared the information about the Government's efforts of filling the gaps – identification of beneficiaries, reaching out to beneficiaries and strengthening the beneficiaries.
- The students interacted with the speaker and asked few questions which she answered graciously.
- The session ended with a vote of thanks by Ms. Sonali Joshi.



International Labour Day 2022

21:04

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21:04 PM 21/09/2022

Policy derivation

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graph TD; Government[Government] --> Policy[Policy]; Policy --> StateSubjects[State subjects]; Policy --> CentreSubjects[Centre subjects]; Policy --> ConcurrentSubjects[Concurrent subjects]; StateSubjects --- InternationalOrganisations[International organisations]; CentreSubjects --- InternationalOrganisations; ConcurrentSubjects --- InternationalOrganisations;
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"Whatever governments choose to do or not do"

The diagram illustrates the process of policy derivation. It starts with 'Government' at the top, which leads to 'Policy'. From 'Policy', the flow branches into three categories: 'State subjects', 'Centre subjects', and 'Concurrent subjects'. These three categories are then grouped together under a yellow box labeled 'International organisations'. A quote on the right side of the diagram reads: "Whatever governments choose to do or not do".

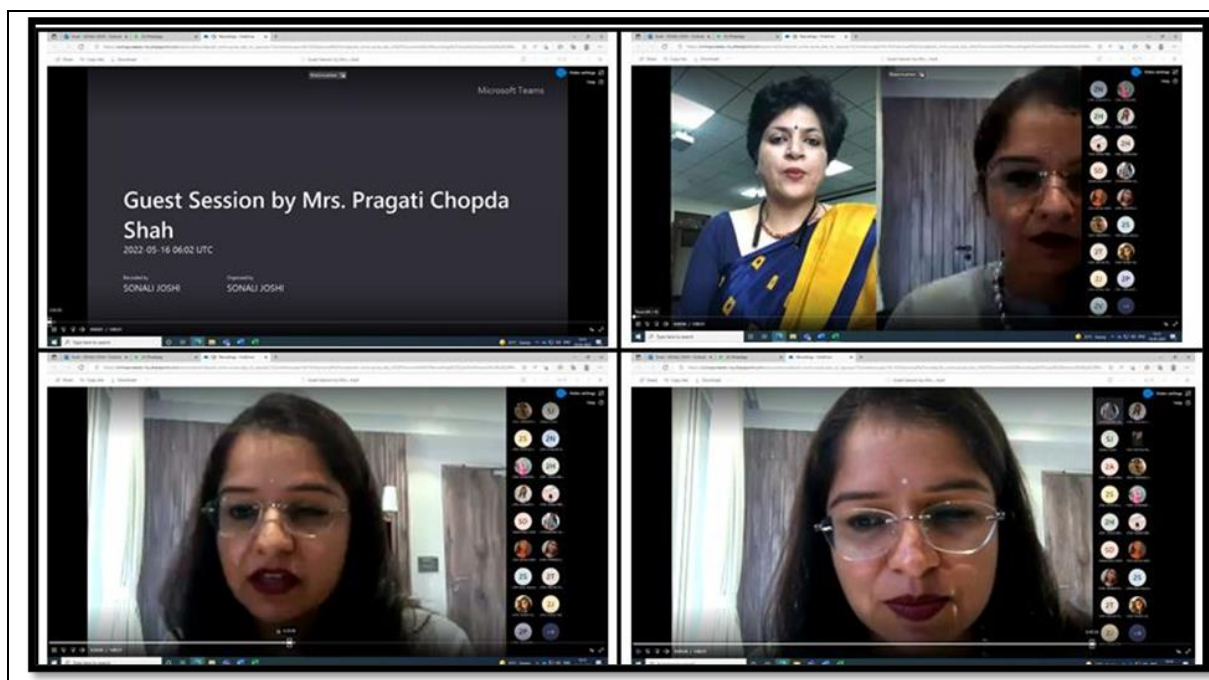
ENHANCING HR FUNCTION IN THE DIGITALLY DRIVEN WORK-SCAPE

16-May-22 Time: 11.30pm-12.30pm

[Participants:32]

Mrs. Pragati Chopda Shah, Head - HR & Admin -K Engg Products Pvt Ltd

Pragati discussed her experience at a Taj property and the importance of employee engagement and growth. She emphasized the need for recruitment practices and well-defined training programs. Digitalization has restructured leadership levels, and organizations hire coaches to enhance capabilities. Pragati encouraged upskilling and learning through courses and reading. She stressed the importance of career planning and goals for personal and organizational success. She shared her journey from MBA to present job, and students asked her questions about work-life balance, digital workspaces, and career choices in HR today.



HR SHARED SERVICES AND THE OTHER EMERGING TRENDS IN HR

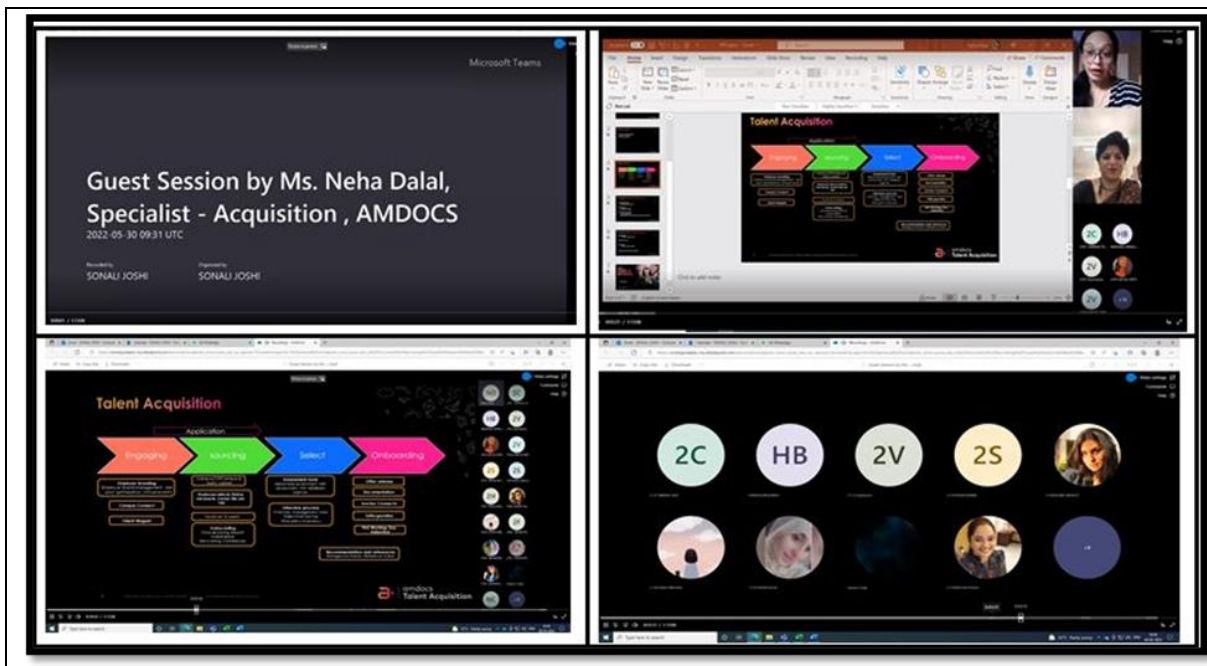
30 May 2022 Time: 3.00pm-4.00pm

[Participants:32]

Mode-Online [MS Teams]

Resource Person: Neha Dalal, Acquisition- AMDOCS

- Ms. Dalal covered the concepts of Human Resource Employee Services, detailing about the components such as employee benefits, compensation, relations, HR compliance, HRIS and payroll and training and development. She quoted examples from her organization for the concepts she shared.
- Talent Acquisition and training is given much importance at AMDOCS as these are the building blocks for any HR department to function well. She spoke about the current trends in HR that are being experienced by the organizations such as remote learning, remote working, mental health support, employee engagement etc.
- She encouraged the students to keep upskilling themselves so as to help them achieve their dreams.



CURRENT PRACTICES IN EMPLOYEE RELATIONS

11.06.2022 Time:12.30pm [Participants-14]

Mode: Online [MS Teams]

Resource Person: Ms. Saumya Mehta, Sr Manager Administration, KPMG, Bangalore

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Ms. Saumya mentioned how the changing environment has changed the significance and role of HRM. Today the HR department is concerned not only with issues of policy and administration, but also with decision-making process. The new HR practices introduced in the recent period, viz. employee empowerment, teamwork, flatter organisations, use of technology and its impact on employee relations was highlighted. SAP, ERP, MIS, and AI based applications have helped HR managers in decision making related to Employee relations.



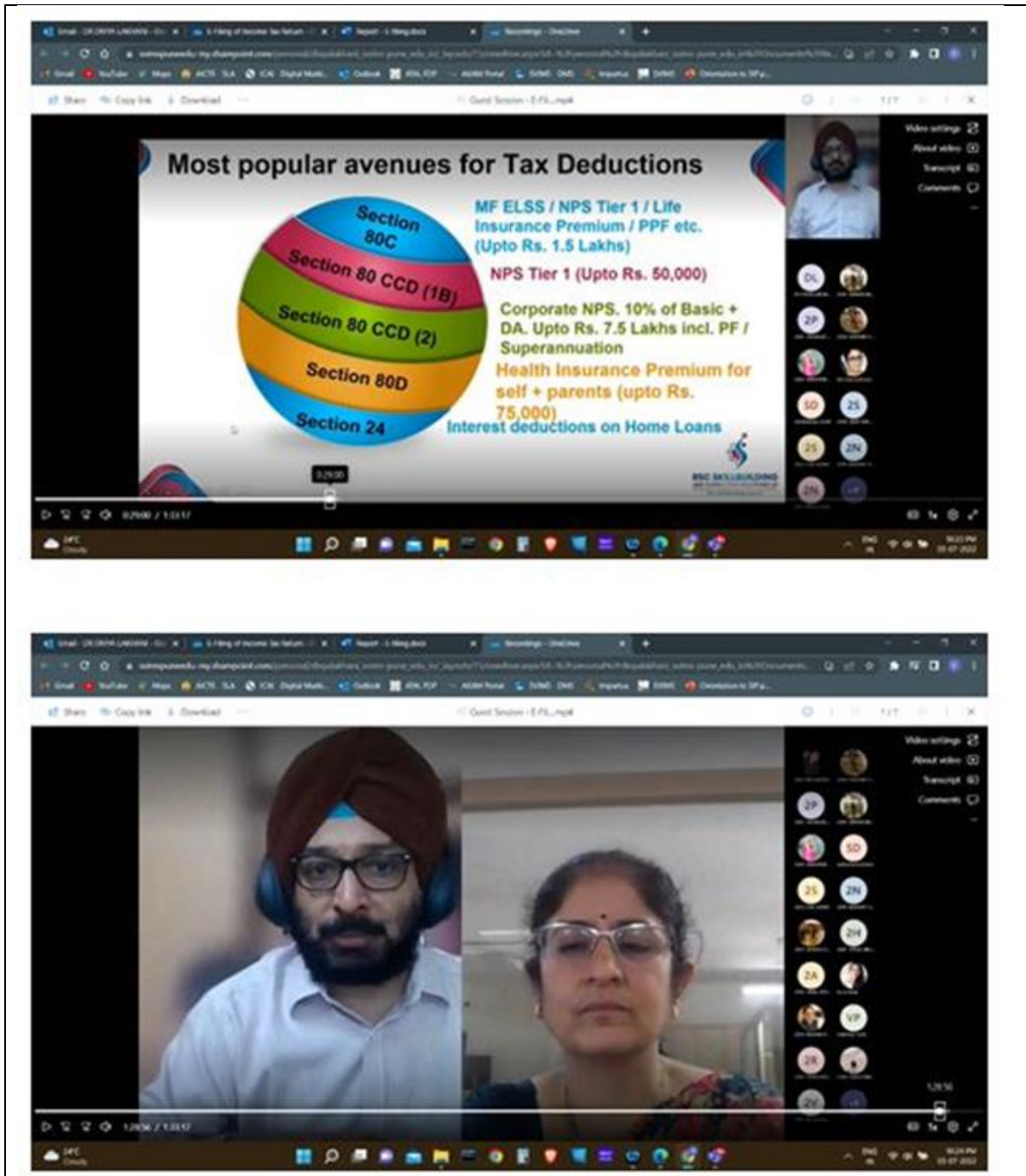
E-FILING OF INCOME TAX RETURN

2 July 2022

Participants -34

Mr. Ravinder Singh Chawla: Founder & Managing Partner, RSC Skill Building & Consulting Solutions LLP

Mr. Ravinder Singh Chawla explained the different heads of income and touched upon the avenues for tax planning like – S80C, S80D, etc. He then took a case study with income from salary, LTCG and IOS and explained the calculation of IT on EXCEL sheets as maintained by tax professionals. The session then proceeded towards E-filing of returns on income tax portal.



BEHAVIORAL FINANCE AND INVESTMENT DECISIONS

26 Aug 2022; Time 3 pm – 4.30 pm Participants 83

Resource Person: Mr. Ravindra Singh Chawla, Founder & Managing Partner, RSC Skill Building & Consulting Solutions LLP

Mr. Singh started off with a case study in which a couple who were employed by reputable companies and living comfortably believed that they should spend before saving. Mr. Chawla however averred that one should save before spending and the formula to be used is: $\text{Expense} = \text{Income} - \text{Savings}$. The money saved has to further be invested.

Additionally, he went on to explain why one shouldn't put all of their eggs in one basket, and instead explore a variety of investment opportunities. He described the characteristics of successful investors, including patience, discipline, and focus. He also discussed how financial behavior focuses on investor behavior and decision-making techniques.

Guest Session - Mr. Ravinder Singh Chawla

30:45

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shining bright

**Behavioral Finance and
Investment Decisions**

Presented By:
Ravinder Singh Chawla
Aug. 26th, 2022

RSC SKILLBUILDING
AND CONSULTING SOLUTIONS LLP
The Skillbuilding experts

Ravinder Singh Chawla (Guest)

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INVESTORS' AWARENESS PROGRAM ON CAPITAL MARKETS

16/11/2022 {Participants 57}

Resource Person: Mr. Amogh Gothoskar- Financial Consultant and Trainer, SEBI BSE

The Investor Awareness Program was organized to improve the staff members' and students' financial literacy. Students and staff members learned numerous concepts of savings and investment opportunities through the program. They were made aware of the factors to be considered and the kinds of safety measures to adopt while making investments.



AN INSIGHT INTO THE WORLD OF ENTREPRENEURSHIP

18 .11.2022 {Participants 59}

Resource Person: Mr. Advait Kurlekar [Upohan Consultants]

Mr. Advait Kurlekar began his session by asking the participants “What brings you here? Why are you pursuing MBA / MCA?” His question set the tone for the session as it led the students to introspect about their choices and their future career paths.

Taking cue from their life experiences, Mr. Kurlekar took them on the journey of evolution of entrepreneurship, how each one of us can be an entrepreneur once we recognize our skills and our motivating factors.

He shared examples of influencers and entrepreneurs who started with a minimal capital investment and today are successful companies. He urged the students to develop an entrepreneurial mindset and be risk takers as that shall reap them good returns and satisfaction.



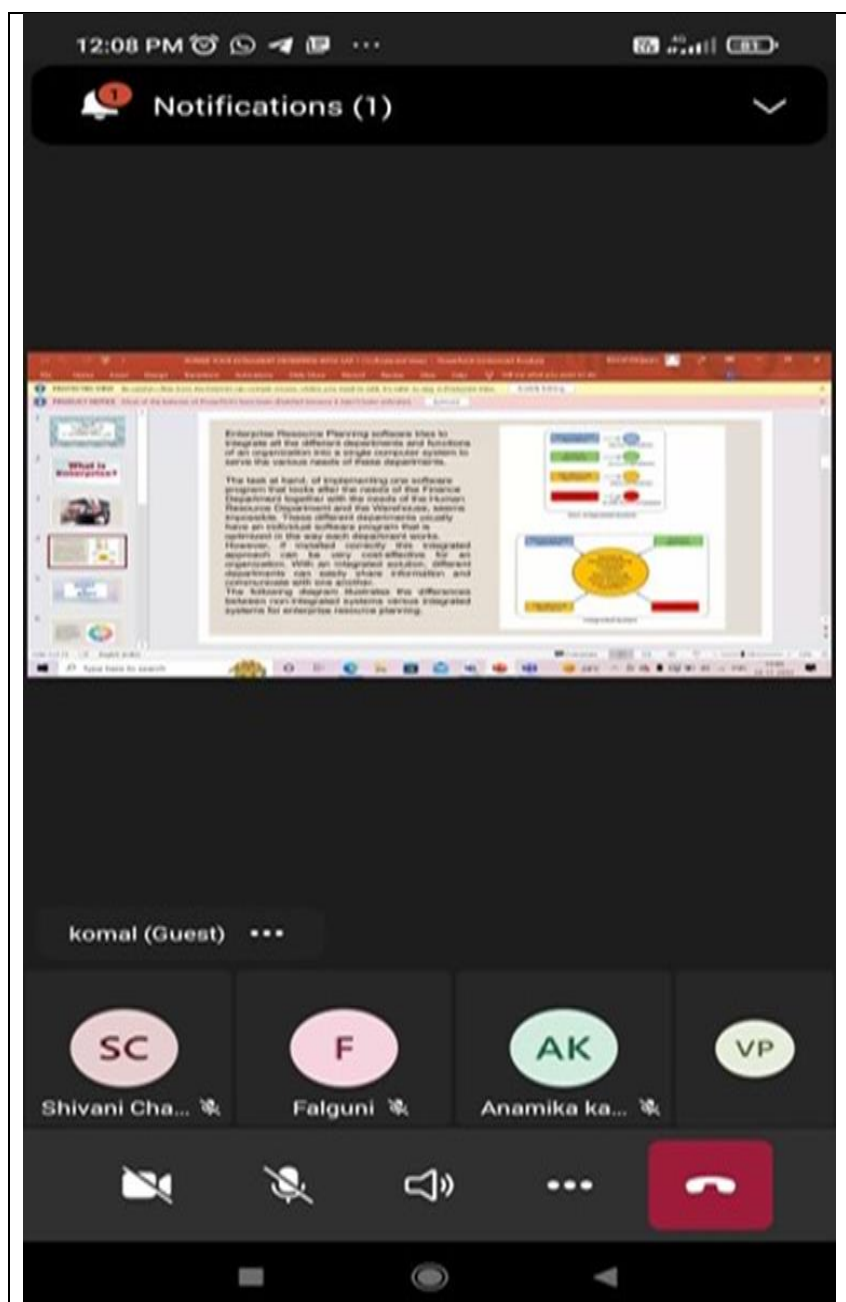
POWER YOUR INTELLIGENT ENTERPRISE WITH SAP

26.11.2022, TIME:11.30AM-01.30AM

Ms. Komal Panjwani

Designation-SAP-SD CONSULTANT-TCS Participants-37

Ms. Komal Panjwani, SAP Consultant at TCS spoke in detail about SAP and its importance for Organizations. She further told students about the SAP Courses, its fees and where it can be pursued. She mentioned that SAP software tries to integrate different departments and functions of the organizations into a single computer system. This helps in generating reports and analyzing data and other tasks of the departments. She told the students about the job profiles and requirements from candidates, who want to pursue their career in this field.



IPR

29th December 2022; 12.30 pm

Number of Participant:

Resource Person: Mrs Himanshi Kharb [Asst. Controller of Patents and Design, IPO Mumbai]

Mrs Himanshi Kharb explained the various concepts involved in IPR and gave a detailed description of Patents, Innovation, Creativity, Discovery, Copyright, trademark, design, etc. She gave examples so as to clarify the concepts. She further mentioned the importance of applying and getting a patent for a developing country like India.



CAREER OPPORTUNITIES IN FINANCE

Date: 19.01.2023 [Number of Participants-30]

Resource person: Mr.Prem Bhateja,Chartered Accountant United bank of Switzerland

CA Prem Bhateja, Analyst, UBS explained about the Career Opportunities in the field of finance. He gave us an insight of various streams that a financial student can opt for in the banking field. Besides this, he also dwelled upon the options and skills set needed for –Analyst, Core Finance amongst others.

He informed the students that if one wants to excel in finance domain the basic fundamental knowledge of accountancy is essential, as in the first interview questions related to it are asked.

This was followed by QA round



CAREER OPPORTUNITIES IN MARKETING

Date:20-Jan-23 [Participants-30]

Resource Person Mr. Yogesh Thite, Founder and CEO, Entie

Mr. Yogesh Tithe. Founder & CEO, Entie, spoke about his own MBA journey, which made the discussion incredibly illuminating and inspiring. His talk and insights offered a new direction, and a sense of ambition in the students. He detailed out multiple avenues available in the marketing industry, how he started his start up journey, the importance of forming networks and choosing the right specialisation while pursuing an MBA programme. He used a short video showcasing the teachings of Buddha which emphasises on staying focused on one's goal and reaching the final destination. Mr. Tithe advised that one should stay put in a job and be confident about skills acquired. Staying focused and consistent is guaranteed to give one success He ended his talk with a video about advertisements and an offer of internship and placements.



INTERVIEW SKILLS

21/01/23, 12:30 PM [No. of Participants: 59]

Resource Person- Ms. Rutuja Parkhi- Asst. HR and Admin Executive- SAGE Automation

Ms. Rutuja Parkhi, an MBA II student at Sage Automation Pvt Ltd, delivered a talk on 'Interview Skills', focusing on talent acquisition. She discussed HR opportunities, common interview questions, and the importance of a CV/resume. She also encouraged the audience to participate in institute-organized events and seminars to overcome fears and gain confidence in the corporate world.



FINANCIAL FRAUDS AND CORPORATE GOVERNANCE


23 January 2023 [Participants-17]

Resource Person: CMA Harshad Deshpande, Ex-Chairman – WIRC of ICAI, Insolvency Professional, Registered Valuer

Mr. Deshpande explained the concept of corporate governance and its importance to companies. The case of ICICI Bank – Videocon was discussed wherein he emphasized on misuse of position by the directors. It was also discussed that this being a Related Party Transactions [RPT] it should have been dealt with utmost care and caution. In such situations the role played by independent directors in discharging their duties with due diligence plays an important role. They can demand requisite information from the company to arrive at correct decisions and if they are not satisfied, they can record their dissent. This is crucial as in the unfortunate event of foul play in such RPTs, independent directors can be held accountable.





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MANAGING CULTURAL DIVERSITY IN PROFESSIONAL SPACE

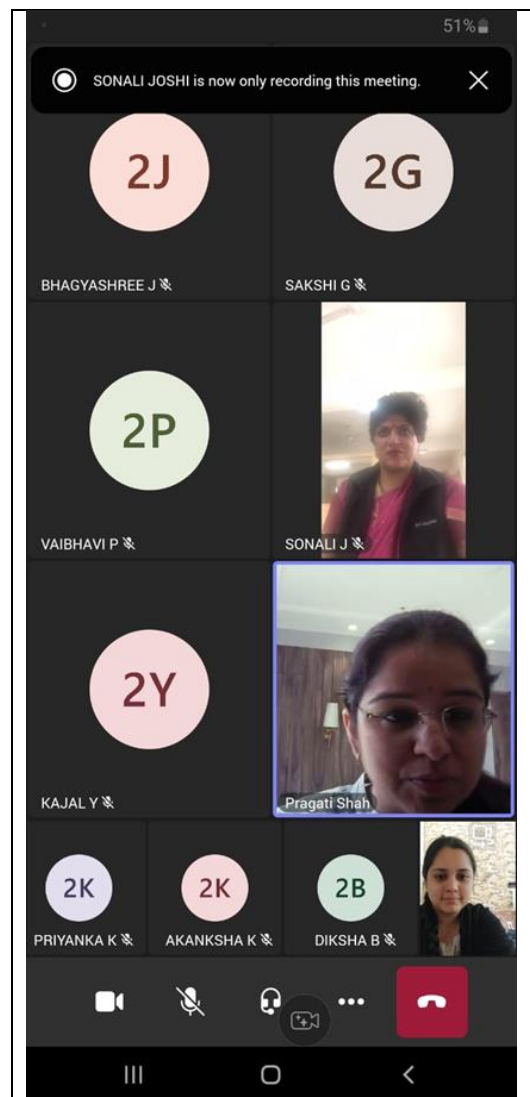
24/01/23, 03:00 pm – 04:00 pm [No. of Participants: 85]

Resource Person: Mrs. Pragati Chopra Shah, Head - HR and Admin- K Engg Products, Pune

Mrs. Pragati Chopra Shah, spoke about her experience while dealing with cultural diversity in her workplace. Race, ethnicity, age, ability, language, nationality, socioeconomic status, gender, religion, or sexual orientation are examples of workplace diversity from a business perspective.

She further discussed the various forms of diversity in the HR industry. There are a few key types of diversity characteristics that HR should consider – Age, LGBTQIA, gender, differently abled, mindfulness, neurodiversity, thought process to name a few.

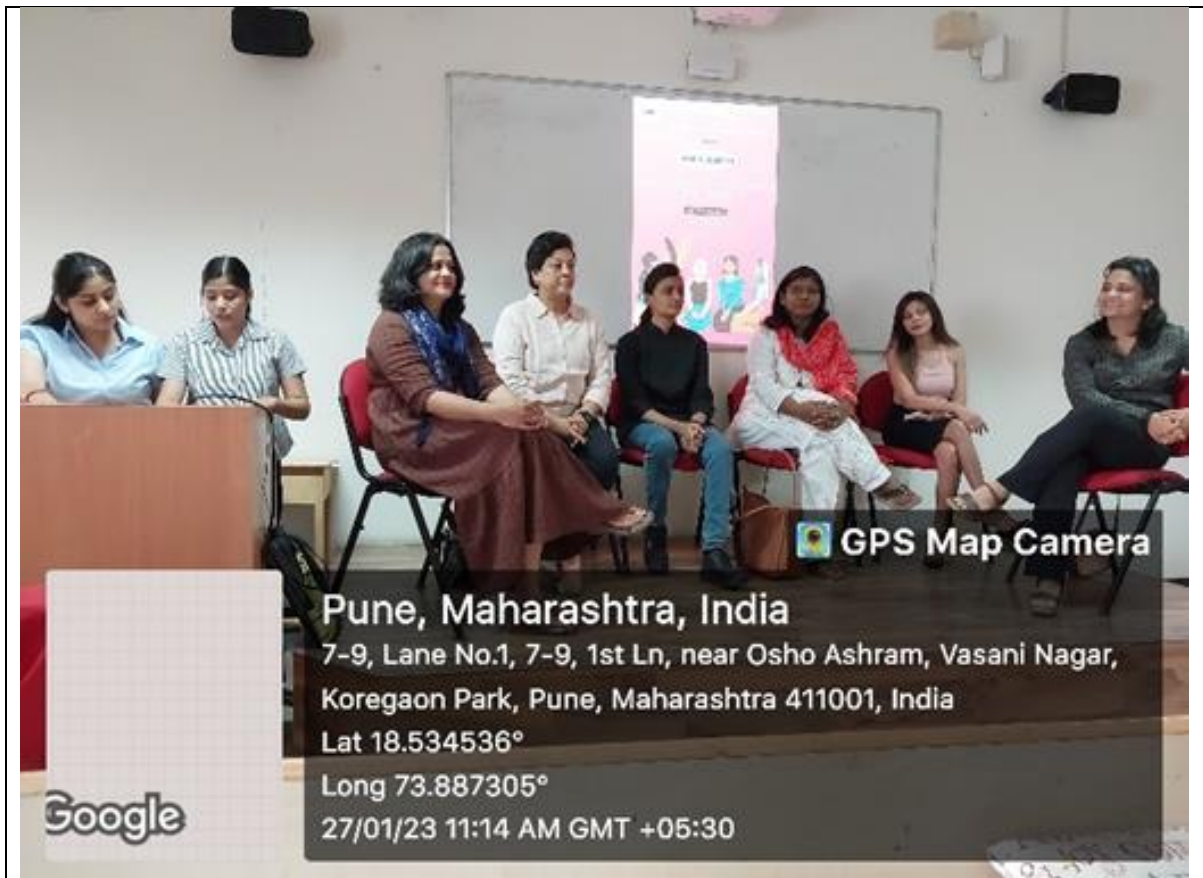
She opined that Millennials are influencing workplaces now and the definition of cultural diversity will undergo refinement. We all are moving towards more inclusivity.



TAKING A SEAT AT THE TABLE: WOMEN EQUITY IN BUSINESS

27/01/23, 11:00 am – 12:30 pm [Participants:41]

Ms. Monica Lundh, Fashion Designer, Ms. Uzema Mulla, Founder of Delectable Dishes (Online Cake Business), Mrs. Prachi Mohindra, Photographer (Maternity, Family & Portfolio), a professional Ms. Rajeshree M Kirtikar, Audiologist & Speech Therapist, Ms. Pallavi Patil, IT Recruiter for Startup and Ms. Rameshwari Wadgule, Dietician & Nutritionist were the panel for the day. The women first shared their journeys as to how they thought of starting the venture. Most of these ambitious ladies had quit a regular job to start their venture. They started their enterprise with very little or no capital investment. However, these women entrepreneurs had varied experiences in balancing their work and home after starting their venture. They also had varied experiences with regards to the challenges faced by them like marketing their products, getting clients and approaching them. Another challenge they faced was self-inflicted as all wanted to do their home chores along with their business tasks. However, all the ladies expressed that they got ample support from their families which helped them to make their dreams come true.





RECENT TRENDS IN OPERATING SYSTEMS

07/02/2023 Time: 3.30 PM to 4.30 PM [Participants: 28]

Resource Person: Mr. Sudhanshu Sharma, Cloud Head at Aiotor Labs Pvt. Ltd and Mr. Devidas Rathod, Business Development Officer at Aiotor Labs Pvt. Ltd

On February 7th, 2023, a session on Recent Trends in Operating Systems was held, featuring guest speakers from Aiotor Labs Pvt. Ltd, Jitendra Yadav, and Sudhir Kumar Panda. The session discussed the evolution of operating systems, the shift towards cloud computing, the increasing focus on security and privacy, and the integration of artificial intelligence into operating systems. The session was interactive, with students interested in learning about the future of operating systems and the impact of AI and cloud computing.

The session also discussed data structures, AI techniques, and their applications in real-world applications like self-driving cars and virtual personal assistants. The session was interactive, with students encouraged to ask questions and participate in discussions.

On February 11th, 2023, Mr. Sudhir Kumar Panda, a Software Engineer-Salesforce Development at Red Hat Pune, drew a contrast between traditional software development methods and Agile methods. He explained that Agile methods involve multiple product releases, allowing for changes to be implemented in the next release. Agile methodologies include Scrum, Crystal, and Extreme Programming, with Scrum being more suitable for programming projects and XP for any project.

The session was interactive, with the speakers answering all queries raised. The session was a valuable resource for those interested in understanding the future of operating systems and the impact of AI and cloud computing.





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ADVANCED SOFTWARE DEVELOPMENT METHODOLOGY: AGILE-SCRUM

07/02/23, 11:00 AM to 12:30 PM [Number of Participants 32]

Mr. Sudhir Kumar Panda, Software Engineer-Salesforce Development, Red Hat Pune

The guest speaker Mr. Sudhir Kumar Panda, Software Engineer-Salesforce Development, Red Hat Pune, drew a contrast between Traditional Software Development Methods and Agile methods stating that the former requires large set of documentations as against only small pieces of reusable codes under Agile Methods. No documentation is required to develop the software. Then he explained the process of Agile Method - Core software is developed initially & it is submitted to the client. The client tests it and submits feedback. Based on this feedback, new requirements are prepared.


There are multiple product releases till the client's requirements are fulfilled. Under traditional software development, time to deliver the software is large, so customer's requirements may change before product delivery and the client may cancel the order. But under Agile methodology even though requirements change, the changes are implemented in next release. On the day of software product delivery, it is possible to implement the new requirement or change the existing requirement. In this way Agile provides value to its client.

Agile umbrellas comprise methods such as Scrum, Crystal, Extreme Programming and more. Mr. Panda explained that Scrum can be applied to any project that can benefit with an iterative and incremental product development cycle. Scrum applies more to programming projects and XP can be applied to any project. However, which methodology to choose depends on the nature of the project and manpower available.

The entire session was interactive, and the speaker answered all queries raised.





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