

AY 2020-2021

Mapping Skills to Career Opportunities in Marketing



Mr. Ankit Gupta, a Marketing Consultant, in his talk mentioned that to be successful in a Marketing job/ career a person should be creative, patient, a good communicator, a solution-provider and very good at networking with people.

He urged all the students to have an account on LinkedIn and build a network of their own. In his opinion, "it is the responsibility of a student to prepare herself for a career and find an opportunity suitable to her career objective." To do this, LinkedIn proves to be a great platform. When we asked him, how does his work life as a consultant differ from his work life when he was into a job, he said that "Being a consultant requires more discipline and networking. It is important to reach out to people and tell them about your services." He was of the strong opinion that a job role in Sales should be taken up enthusiastically since a job in Sales makes one more courageous, open to new ideas and a trouble-shooter.

Facebook link of the session: <https://fb.watch/5P7j04V812/>

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Attendance: Mapping Skills to Career Opportunities in Marketing

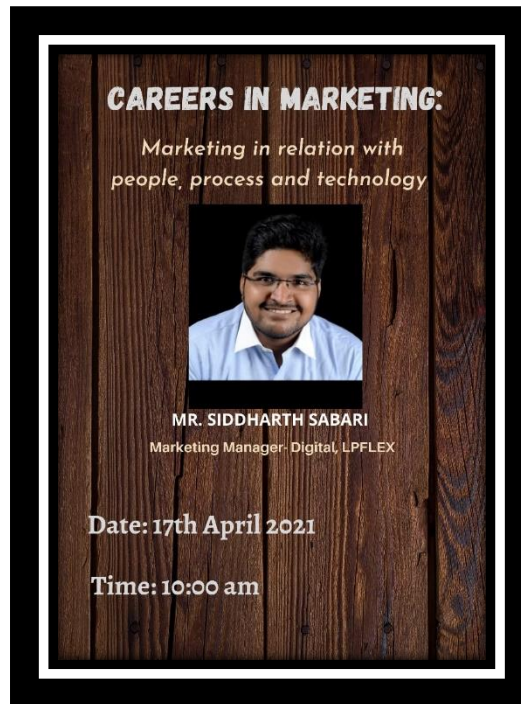
Date: 15-Apr-2024, Time:11:30 AM, Facebook Live, Participants: 27

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Mr. Siddharth Sabari started with the opportunities that technology offers in the field of marketing and one area that he hugely focused on was Digital Marketing. He categorized the career options of Digital Marketing into:

- a. Tracking information and usage of analytics to take marketing decisions.
- b. Other creative functions of writing content, creating graphics/creatives.
- c. Those that involve research and usage of technology: Search Engine Optimization, Website Development, Keywords search.
- d. Those that involve interacting and transacting on social media platforms: Social Media Marketing

He surely mentioned Marketing Analytics as an option too. But, when asked about specific certificate courses that the students could do in Marketing Analytics along with MBA, he said that, currently they can learn it through You tube videos as well. Once they enter the corporate world, they can pick up the skills along their way on the job.

Next, he moved on to processes. He pointed out that planning and execution of strategies involves many steps right from market research to analyzing the feedback of customers. All

these functions cannot be performed by a Marketing manager alone. Thus, each step in this entire process offers an opportunity. Carrying out market research, offering customer service, designing of a product/service, planning the distribution and promotion, and finally implementing the strategies planned have all these opportunities ingrained.

When it came to the aspect of People, he emphasized that interaction with customers is central to marketing. Thus, roles of Marketing Communication, Customer Service Executive, Focused Customer Group interviews and a few other aspects of marketing research come under the 'People' aspect.

Facebook link of the session: <https://fb.watch/5P7fDc1XZc/>

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Attendance: Marketing in Relation to People, Process and Technology

Date: 17-Apr-2021, Time: 10:00 AM, Facebook live, Participant: 28

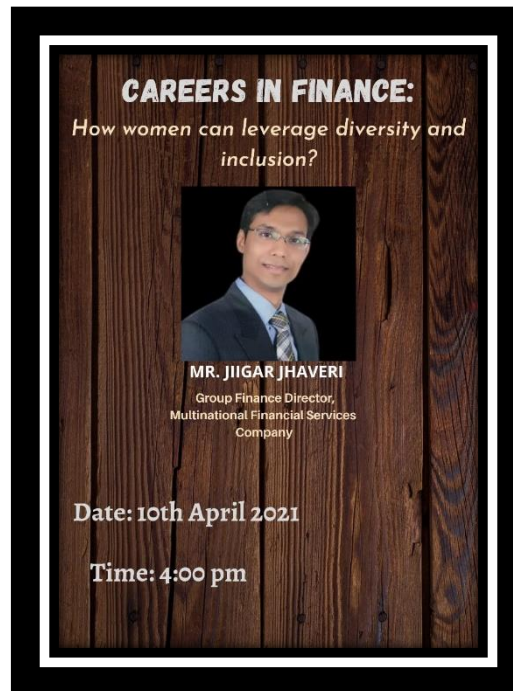
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How Women Can Leverage Diversity and Inclusion?



Mr. Jiger Jhaveri started by explaining the segment of Revenue Generation and how this segment offers various career opportunities. The 1st career option he spoke about was Investment Banking and what portfolio options are available in form of Equities, Derivatives, Futures and Options, Foreign currency, and Fixed asset options. He went on to speak about wealth management and asset management subsequently. He specifically said that "someone who wants to enter Investment Banking needs to have a hang of the market, deep study and research of the companies." At this point, he also briefly mentioned job opportunities in Technical Analysis.

While he was answering the questions from viewers, he spoke about the dignity of labour for jobs in Sales. He said that "Starting your career with a Sales profile does not mean you are not doing well, or it is not a dignified job. If job roles in Sales, Business development, Customer service are being offered by the industry then one needs to find out what excites her and take an opportunity accordingly." One piece of advice that he gave to all the students was to learn from every interview whether selected in that interview or not and skill yourself to fill up the gap identified by means of attempting that interview.

The last segment of his talk was about diversity and inclusion. In his opinion, managers must create a culture of inclusion and diversity in the organization. Diversity does not mean only

gender diversity, it also includes aspects of ethnicity, inclusion of LGBTQ, especially abled community. Since, all the managers across now have targets for diversity and inclusion, women now have more options to take up career opportunities that help her to manage responsibilities as a wife, mother, sister, or daughter. Part-time job opportunities, work-from-home opportunities, going in for a sabbatical and restarting the career is now possible with the initiatives under diversity being welcomed with open arms.

Facebook link of the session: <https://fb.watch/5P7kOx6dcL/>

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Attendance: How Women Can Leverage Diversity and Inclusion?

Date:10-Apr-2021, Time: 4:00 PM, Facebook live, Participants: 27

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Building your Image as a Leader and Establishing Your Leadership in HR



Lt Col Alok spoke about how his childhood, his college life and his life in Army added to his leadership lessons. Few examples and lessons he spoke about were:

1. How staying in a joint family taught him to coordinate with people of different kinds and stay in a coordinated manner as a huge joint family. He adapted this lesson in his work life to sort out the conflicts and accept differences in opinions.
2. He could not get through IIT, and his family could not afford to pay for donations. But that gave him the strength to achieve the basis of his own capabilities.
3. This experience also led him to think big, take baby steps towards achieving the dream of leading a team of employees and leading an entire department. It was at this point that he decided that he would not settle for anything lesser than a leadership position and achieved it in due course of time.
4. One point he emphasized was: Do not over emphasize your destination, enjoy your journey towards the destination.
5. Every interaction he had with senior/junior/colleague taught him one lesson at a time.
6. He said that "do not get scared to make certain decisions and believe in yourself to live by them." 'Unleash your potential' is the mantra he gave us.

7. He also mentioned about his Swimming lessons in Army. How he could not really swim until after 5 attempts but, took it bang on at the 6th attempt and learned it like a pro.

By sharing his early life, college life and his life in the Army, he built it up to listing down the above lessons in Leadership. In his opinion, no matter in what field you are, skills and characteristics required for you to be a leader remain the same, which in his view are:

1. Be prepared to take tough decisions.
2. Rise above the so-called failures and instead learn your lessons from them.
3. Believe in yourself and the decisions you take!
4. Enjoy the journey, the destination might change with time.
5. Adapt quickly to the changing times.
6. Pick up new skills on your way up the career ladder.

Facebook link of the session: <https://fb.watch/5P7IMc6cK1/>



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Attendance: Building your Image as a Leader and Establishing Your Leadership in HR

Date: 10-Apr-2021, Time: 11:00 AM, Facebook Live, Participants: 31

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Broad Views on Careers in HR



Mr. Pranam Kundap, HRBP at Media Mint gave our students an overview of job opportunities in the following functions of HR:

1. Talent Acquisition
2. Employee Engagement
3. Payroll and Compensation
4. Learning and Development
5. Performance Management

Some of the vital points he put down are:

- a. The new role of HR manager as HR Business Partner calls for more ownership and playing a larger role in synergistic and contributing to all the other functions.
- b. Employee Engagement does not just consist of celebrating festivals by way of activities, it has a larger scope. Employee Engagement is now seen to achieve the end result of a good Employee Branding.

c. Thus, Employee Branding is now considered a niche area and has career opportunities starting with opportunities in large MNCs and slowly trickling down to other organizations as well.

d. He strongly suggested that at least HR students complete a certificate course in Payroll and Compensation. This vertical opens a lot of doors for HR students to start their careers.

e. The function of Learning and Development, he said, requires some years of experience and expertise to build upon as a career but, the students can join as a coordinator or as an assistant in this function when starting this career.

f. Working remotely as a freelance recruiter is also an option that HR students can look at.

Mr. Kundap thus gave a bird's eye view on options available to freshers in the HR domain.

Facebook link of the session: <https://fb.watch/5P7i2A3F48/>



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Attendance: Broad Views on Careers in HR

Date: 16-Apr-2021, Time:11:00 AM, Facebook Live, Participants: 29

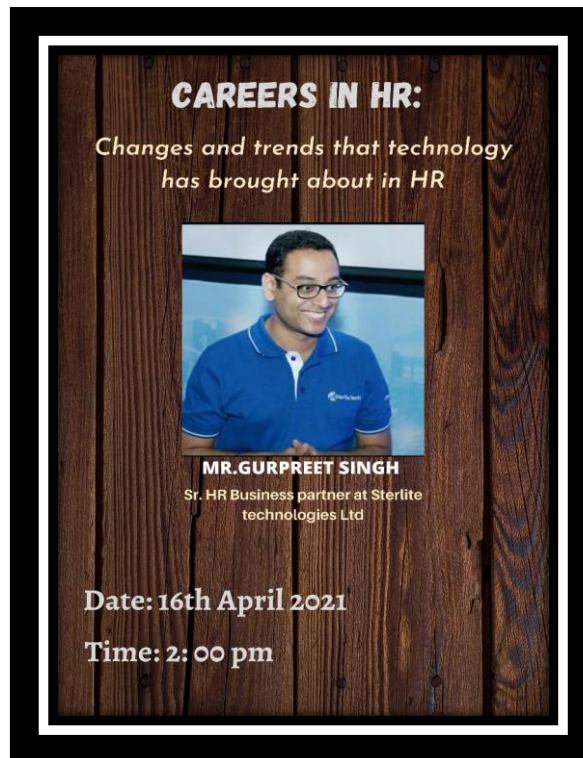
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| 2021/04/16 11:05:41 AM GMT+5:30 | Arti Dayma 20148 | daymaarti27@gmail.com |
| 2021/04/16 11:06:23 AM GMT+5:30 | Isha bharut20149 | ishabharut789@gmail.com |
| 2021/04/16 11:16:48 AM GMT+5:30 | MINAL RAMCHANDRA BALUNAVAR | minalrb1112@gmail.com |
| 2021/04/16 12:02:40 PM GMT+5:30 | Deepti Aswani 20113 | deeptiaswani4u1@gmail.com |

B. Nanwani

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Changes and Trends that Technology has brought about in HR



Mr. Gurpreet Singh, Senior HRBP at Sterlite pointed out how the level of tech-centricity and WFH due to Covid have been introducing new roles in HR and below are the career options that have come up or will already come up till the year 2025:

1. Starting with those that require a lower level of tech-centricity:
 - a. Head of Business Behavior
 - b. Gig economy manager
 - c. Human-Machine Teaming Manager

2. Those that would require more tech-centricity:
 - a. Strategic HR Business Continuity Director
 - b. Chatbot and Human Facilitator
 - c. WFH Facilitator
 - d. Climate Change Response Leader

Amongst those that he mentioned will emerge between 2025 and 2030 were:

1. Distraction Prevention Coach
2. Chief Purpose Planner
3. Director of Well-being
4. Employee Enablement Coach

While these positions he said will emerge at senior levels, simultaneously there will arise need for junior level roles in the same verticals. These roles can be picked up by the students.

Facebook link of the session : <https://fb.watch/5P7gUihUU2/>



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Attendance: Changes and Trends that Technology has brought about in HR

Date: 16-Apr-2021, Time:2:00 PM, Facebook Live, Participants: 29

| Timestamp | Name | Email |
|------------------------------------|---------------------------|---------------------------------|
| 2021/04/16 01:31:14 AM GMT+5:30 | Harshali Chandgadkar | harshalichandgadkar99@gmail.com |
| 2021/04/16 01:31:37 AM GMT+5:30 | Sayali Choudhari | syalichoudhari@yahoo.com |
| 2021/04/16 01:31:53 AM GMT+5:30 | Shraddha Yadav | shraddhasyadav@gmail.com |
| 2021/04/16 01:32:35 AM GMT+5:30 | Krutika Khubchandani | krutika.khubchandani@gmail.com |
| 2021/04/16 01:32:52 AM GMT+5:30 | Mansi Shende | mansi99shende@gmail.com |
| 2021/04/16 01:33:14 AM GMT+5:30 | Eesha Daryanani | riya.chotwani7@gmail.com |
| 2021/04/16 01:33:18 AM GMT+5:30 | Deepali chanchlani- 20103 | deepali.chanchlani@gmail.com |
| 2021/04/16 01:34:02 AM GMT+5:30 | Falak Baig 20132 | falakbaig1925@gmail.com |
| 2021/04/16 01:34:05 AM GMT+5:30 | 20151_Shubhangi Dave | shubhangidave.18@gmail.com |
| 2021/04/16 01:34:12 AM GMT+5:30 | Manisha Gaikwad 20147 | manishagaikwad169@gmail.com |
| 2021/04/16 01:34:28 AM GMT+5:30 | Muskan Ahmad and 20154 | muskanahmad989@gmail.com |
| 2021/04/16 01:34:46 AM GMT+5:30 | Shrutika Gaware(20121) | chinugaware07@gmail.com |
| 2021/04/16 01:35:04 AM GMT+5:30 | Nikita Wankhede 20136 | nikitawankhede701@gmail.com |
| 2021/04/16 01:35:37 AM GMT+5:30 | Saima Sawant_20162 | saimsawant@gmail.com |
| 2021/04/16 01:35:45 AM GMT+5:30 | 20144 rutuja thorat | rutuja.thorat120399@gmail.com |
| 2021/04/16 01:37:06 AM GMT+5:30 | 20160 , Jyotika Makhija | jyotikamakhija16@gmail.com |
| 2021/04/16 01:39:19 AM GMT+5:30 | 20133_Damini Pande | pandeminu822@gmail.com |
| 2021/04/16 01:41:06 AM GMT+5:30 | 20114- Grusha Krishnani | gunjankrishnani93@gmail.com |
| 2021/04/16 01:41:30 AM GMT+5:30 | 20101 | kanizkhan910@gmail.com |
| 2021/04/16 01:43:32 AM GMT+5:30 | Vanessa Manuel_20109 | manuelvanessa25@gmail.com |
| 2021/04/16 01:46:08 AM GMT+5:30 | 20126 | kalpanasingh2716@gmail.com |

| | | |
|------------------------------------|-------------------------------|-----------------------------|
| 2021/04/16 01:46:16 AM GMT+5:30 | Isha Bharut 20149 | ishabharut789@gmail.com |
| 2021/04/16 01:46:51 AM GMT+5:30 | 20125_Parishweta K Gulhane | parigulhane52@gmail.com |
| 2021/04/16 01:49:26 AM GMT+5:30 | 20135_Sayali Rathod | rathodsayali3@gmail.com |
| 2021/04/16 01:58:30 AM GMT+5:30 | kajal ,20156 | choudharykajal315@gmail.com |
| 2021/04/16 01:00:19 AM GMT+5:30 | Poonam Bhoutmange | b.poonam022@gmail.com |
| 2021/04/16 01:05:41 AM GMT+5:30 | Arti Dayma 20148 | daymaarti27@gmail.com |
| 2021/04/16 01:16:48 AM GMT+5:30 | MINAL RAMCHANDRA BALUNAVAR | minalrb1112@gmail.com |
| 2021/04/16 12:02:40 PM GMT+5:30 | Deepti Aswani 20113 | deeptiaswani4u1@gmail.com |

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MBTI

MBTI workshop was conducted by Ms. Bindya Rangwani. The MBTI key was also shared by the students so that they can understand their personality types. The Myers-Briggs Type Indicator (MBTI) helped our students understand their personality type and use this information to make informed career choices. Mr Nari conducted the personality test and counselled the students on their personality types. The students were shared the Key to the Personality Types.



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Attendance: MBTI

Date: 06-Jun-2021, Time:10:00 AM, Participants: 66

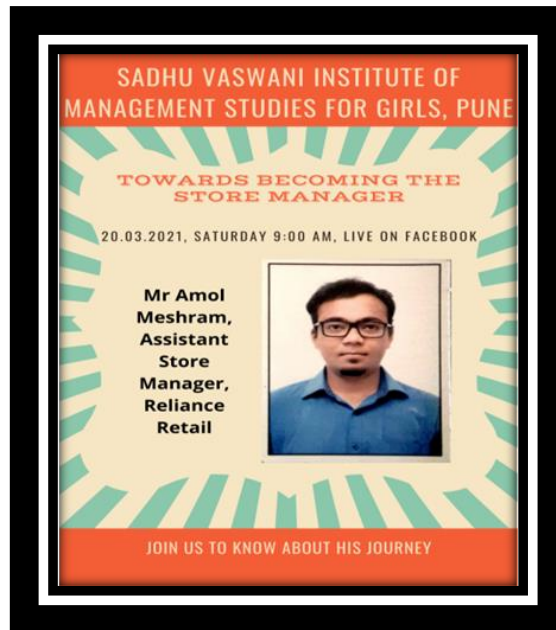
| Sr. No | Name |
|--------|------------------------------|
| 1 | Kanizfatema Khan |
| 2 | Meera Nair |
| 3 | Deepali Chanchlani |
| 4 | Krutika Khubchandani |
| 5 | Sana Nasrulla Khan |
| 6 | Gangotri Oza |
| 7 | Pooja Raskar |
| 8 | Saburi Shinde |
| 9 | Manuel Vanessa Vijay |
| 10 | Eesha Daryanani |
| 11 | Simran Adwani |
| 12 | Mansi Shende |
| 13 | Deepti Aswani |
| 14 | Grusha Krishnani |
| 15 | Lazarus Calinta Christopher |
| 16 | Arokiaswamy Jennifer Vincent |
| 17 | Vinita Chawla |
| 18 | Rutuja Shitole |
| 19 | Sakshi Jodhwani |
| 20 | Shraddha Yadav |
| 21 | Shrutika Gaware |
| 22 | Vaishnavi Shinde |
| 23 | Anuja Jagdale |
| 24 | Mrunali Patil |
| 25 | Parishweta Gulhane |
| 26 | Kalpana Singh |
| 27 | Naurina Khan |
| 28 | Rucha Dalvi |
| 29 | Jayanti Naidu |
| 30 | Siddhi Dendge |
| 31 | Shradha Shinde |
| 32 | Falak Baig |
| 33 | Damini Pande |
| 34 | Poonam Bhoutmange |
| 35 | Sayali Rathod |
| 36 | Nikita Wankhede |
| 37 | Ekta Bhorde |

| | |
|----|--------------------|
| 38 | Pradnya Bawane |
| 39 | Shivani Chaudhari |
| 40 | Preeti Bhise |
| 41 | Nishigandha Vairat |
| 42 | Mansi Asnani |
| 43 | Komal Vishwase |
| 44 | Rutuja Thorat |
| 45 | Vaishnavi Yadav |
| 46 | Manisha Gaikwad |
| 47 | Arti Dayma |
| 48 | Isha Bharut |
| 49 | Shruti Agellu |
| 50 | Shubhangi Dave |
| 51 | Laveena Dias |
| 52 | Veena Sharma |
| 53 | Muskan Ahmad |
| 54 | Rucha Lathi |
| 55 | Kajal |
| 56 | Ami Adodariya |
| 57 | Muskan Shaikh |
| 58 | Riya Chotwani |
| 59 | Jyotika Makhija |
| 60 | Minal Balunavar |
| 61 | Saima Sawant |
| 62 | Diksha Rajpal |
| 63 | Phaguni Brahma |
| 64 | Nair Aathira |
| 65 | Preeti Mehta |
| 66 | Priyanka Kumari |

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Towards becoming the Store Manager



Mr. Amol Mehsram, currently an Assistant Store Manager at a Reliance retail store was invited for a virtual interview to know the practical applications of basic terminologies under the subject of Marketing. He was asked a series of questions ranging from the start of his career to his current position. His responses enlightened us on the vital role that visual merchandising plays for inside store promotion. He further told us a key promotional strategy used by Godrej Nature's Basket of approaching institutional customers during festive periods in India and making a sale of minimum of 5 L to one customer at a time. One of the questions also asked him to differentiate between working at Nature's Basket and Reliance Retail. In reply to this question, he said that the procedures followed are different, for e.g.: At Reliance, he is required to first review the inventory available while at Godrej, a team meeting was conducted. While Godrej was also engaged into selling customized platters to institutional customers, Reliance focuses on end consumers' everyday needs. Hence, the interaction with these different types of customers also was different respectively. He also threw light on involvement of a Store Manager in decisions relating to Segmentation, Targeting and Positioning. All in all, this session gave us a perspective on range of concepts of Marketing and gave us an opportunity to connect on practical projects with Reliance Retail.

B. Nanwani

Attendance: Towards becoming the Store Manager

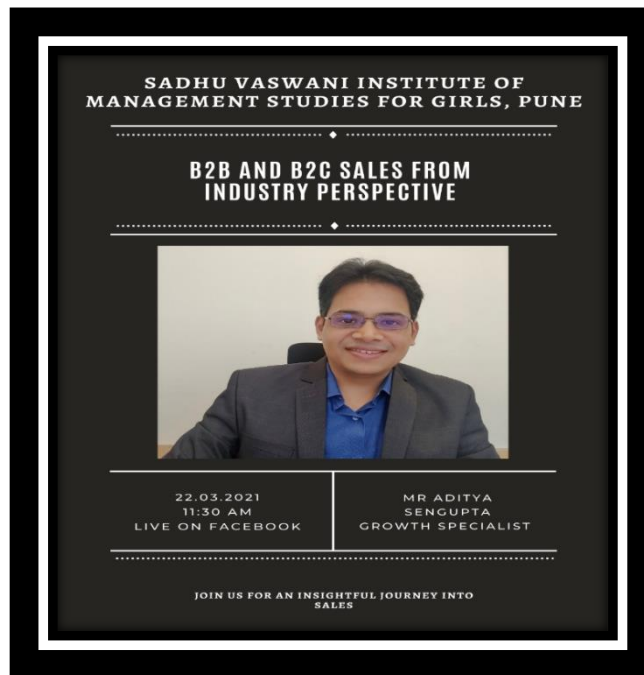
Date: 20-Mar-2021; Time: 9:00 AM, Participants: 25, Facebook Live

| Sr. No | Name | Email |
|--------|----------------------|---------------------------------|
| 1 | Harshali Chandgadkar | harshalichandgadkar99@gmail.com |
| 2 | Sayali Choudhari | sayalichoudhari@yahoo.com |
| 3 | Shraddha Yadav | shraddhasyadav@gmail.com |
| 4 | Krutika Khubchandani | krutika.khubchandani@gmail.com |
| 5 | Mansi Shende | mansi99shende@gmail.com |
| 6 | Eesha Daryanani | riya.chotwani7@gmail.com |
| 7 | Deepali Chanchlani | deepali.chanchlani@gmail.com |
| 8 | Falak Baig | falakbaig1925@gmail.com |
| 9 | Shubhangi Dave | shubhangidave.18@gmail.com |
| 10 | Manisha Gaikwad | manishagaikwad169@gmail.com |
| 11 | Muskan Ahmad | muskanahmad989@gmail.com |
| 12 | Shrutika Gaware | chinugaware07@gmail.com |
| 13 | Nikita Wankhede | nikitawankhede701@gmail.com |
| 14 | Saima Sawant | saimsawant@gmail.com |
| 15 | Rujuta Thorat | rutuja.thorat120399@gmail.com |
| 16 | Jyotika Makhija | jyotikamakhija16@gmail.com |
| 17 | Damini Pande | pandeminu822@gmail.com |
| 18 | Grusha Krishnani | gunjankrishnani93@gmail.com |
| 19 | Vanessa Manuel | manuelvanessa25@gmail.com |
| 20 | Deepti Aswani | deeptiaswani4u1@gmail.com |
| 21 | Isha Bharut | ishabharut789@gmail.com |
| 22 | Parishweta K Gulhane | parigulhane52@gmail.com |
| 23 | Sayali Rathod | rathodsayali3@gmail.com |
| 24 | Poonam Bhoutmange | b.poonam022@gmail.com |
| 25 | Arti Dayma | daymaarti27@gmail.com |

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B2B and B2C Sales from Industry Perspective



Date: 22-Mar-2022; Participants: 28

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 even because in a B2B sales scenario, 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:

- a. 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
- b. Customers do not fall for discounts, but value trustworthy relationships built over time
- c. 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.

B. Nanwani

Attendance: B2B and B2C Sales from Industry Perspective

Date: 22-Mar-2022; Time: 11:30 AM. Facebook Live, Participants: 28

| Sr. No | Name |
|--------|----------------------|
| 1 | Manisha Gaikwad |
| 2 | Muskan Ahmad |
| 3 | Shrutika Gaware |
| 4 | Nikita Wankhede |
| 5 | Saima Sawant |
| 6 | Rujuta Thorat |
| 7 | Mansi Shende |
| 8 | Jyotika Makhija |
| 9 | Damini Pande |
| 10 | Grusha Krishnani |
| 11 | Vanessa Manuel |
| 12 | Krutika Khubchandani |
| 13 | Isha Bharut |
| 14 | Parishweta K Gulhane |
| 15 | Sayali Rathod |
| 16 | Harshali Chandgadkar |
| 17 | Sayali Choudhari |
| 18 | Shraddha Yadav |
| 19 | Vaishnavi Yadav |
| 20 | Veena Sharma |
| 21 | Eesha Daryanani |
| 22 | Deepali Chanchlani |
| 23 | Falak Baig |
| 24 | Shubhangi Dave |
| 25 | Poonam Bhoutmange |
| 26 | Arti Dayma |
| 27 | Preeti Mehta |
| 28 | Deepti Aswani |

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Careers in Defence

Major Deepa Chandrasekaran addressed the MBA Students and she spoke on the topic on "Career in Defence" for Women. She discussed about the following officer like qualities required for appearing for the SSB Test

- a. Aptitude
- b. Reasoning Ability
- c. Sense of Responsibility
- d. Cooperation etc.

She also shared the SSB interview Schedule.

OFFICER LIKE QUALITIES

FACTOR - I PLANNING AND ORGANIZING

- EFFECTIVE INTELLIGENCE
- REASONING ABILITY
- ORGANIZING ABILITY
- POWER OF EXPRESSION

FACTOR - II SOCIAL ADJUSTMENT

- SOCIAL ADAPTABILITY
- COOPERATION
- SENSE OF RESPONSIBILITY

SCHEDULE AT SSB

DAY 1 (STAGE -I)

- ARR, RXN, DOCU, (PIR)
- INTELLIGENCE TEST. (VERBAL & NON- VERBAL)
- PICTURE PERCEPTION & DESC (30 SECS -4 MINS)
- DISCUSSION - 3 MINS. (50-70% OF CANDIDATES RETURNED ON 1ST DAY)

DAY 2 - PSY TEST

- THEMATIC APPERCEPTION TEST (12 PICS, 30 SECS, 4 MINS)
- WORD ASSOCIATION TEST (60 WORDS, 15 SECS)
- SITUATION REACTION TEST (60 SIT)
- SELF DESCRIPTION TEST (15 MINS, 5 PARAS)

Major Deepa Chandrasekaran delivering Lecture on Careers in Defence

B. Nanwani

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Attendance: Careers in Defence

Date: 26-08-2020, Time:11:00 AM, Participants:31, Online

| Sr. No | Name |
|--------|----------------------|
| 1 | Arti Dayma |
| 2 | Damini Pande |
| 3 | Deepali Chanchlani |
| 4 | Deepti Aswani |
| 5 | Eesha Daryanani |
| 6 | Falak Baig |
| 7 | Grusha Krishnani |
| 8 | Harshali Chandgadkar |
| 9 | Isha Bharut |
| 10 | Jyotika Makhija |
| 11 | Krutika Khubchandani |
| 12 | Veena Sharma |
| 13 | Manisha Gaikwad |
| 14 | Mansi Asnani |
| 15 | Mansi Shende |
| 16 | Muskan Ahmad |
| 17 | Nikita Wankhede |
| 18 | Parishweta K Gulhane |
| 19 | Poonam Bhoutmange |
| 20 | Preeti Bhise |
| 21 | Preeti Mehta |
| 22 | Rujuta Thorat |
| 23 | Saima Sawant |
| 24 | Sayali Choudhari |
| 25 | Sayali Rathod |
| 26 | Shraddha Yadav |
| 27 | Shruti Agellu |
| 28 | Shrutika Gaware |
| 29 | Shubhangi Dave |
| 30 | Vaishnavi Yadav |
| 31 | Vanessa Manuel |

B. Nanwani

Careers in Hospital and Healthcare

Resource Person: Dr. P.V. Bokil, Principal, Sancheti Healthcare Academy

Dr. Bokil detailed out on opportunities in hospitals under specializations of Finance, Marketing and Human Resource. He also spoke on the scope of this industry and gave out statistics on the continuous growth of the industry. He took up certain job profiles and elaborated on the responsibilities under them along with what skills are required for those job profiles. One remarkable revelation that he made was that the job profiles that have come about during these pandemic times will continue to be there in some form or the other and that too has led to an exponential growth in the healthcare sector. Besides, the general management profiles under each specialization, he also spoke about how one can become a legal consultant to hospitals/healthcare facilities if one aspires for the same.

<https://fb.watch/7AsNeXhYhM/>



Dr. Bokil delivering an Online Lecture on Careers in Hospital and Healthcare

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Attendance: Careers in Hospital and Healthcare

Date: 28-Oct-2020; Time: 11:00 AM, Participants: 18, Online

| Sr. No | Name |
|--------|----------------------|
| 1 | Muskan Ahmad |
| 2 | Shrutika Gaware |
| 3 | Nikita Wankhede |
| 4 | Saima Sawant |
| 5 | Rujuta Thorat |
| 6 | Mansi Shende |
| 7 | Jyotika Makhija |
| 8 | Damini Pande |
| 9 | Grusha Krishnani |
| 10 | Vanessa Manuel |
| 11 | Krutika Khubchandani |
| 12 | Isha Bharut |
| 13 | Parishweta K Gulhane |
| 14 | Sayali Rathod |
| 15 | Harshali Chandgadkar |
| 16 | Sayali Choudhari |
| 17 | Shraddha Yadav |
| 18 | Falak Baig |

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Careers in Insurance

Date: 19-Sep-2020; Time: 11:00 AM, Facebook Live, Participants: 26

Resource Person: Mr. Parth Sarthi, AVP, Digital Marketing & Automation, Future Generali India Life Insurance Company Limited

The greatest wealth is health, and so is insurance”. Even though this is true, taking up careers in the Insurance sector is not as favored by management students. In the current pandemic scenario, SVIMS took the opportunity to spread awareness about this booming sector amidst other business sectors that are looking sluggish and, in some cases, plummeting growth. The webinar busted the myths of insurance and it was loud and clear that this was the sector to be given importance as it contributes USD 280 billion and is expected to grow 12-15 percent annually in the next 2-3 years. He explicitly focused on the kinds and types of job opportunities and pay packages in the sector. Mr. Parth clearly pointed out that getting into Insurance can be a lucrative career. The speaker then took participants through success stories of achievers in the industry which was followed by a lively Q&A session.

Facebook link of the webinar:<https://fb.watch/7AtBnXrSfM/>


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Attendance: Careers in Insurance

Date: 19-Sep-2020; Time: 11:00 AM, Facebook Live, Participants: 26

| Sr. No | Name |
|--------|----------------------|
| 1 | Mansi Asnani |
| 2 | Veena Sharma |
| 3 | Preeti Mehta |
| 4 | Harshali Chandgadkar |
| 5 | Sayali Choudhari |
| 6 | Shraddha Yadav |
| 7 | Krutika Khubchandani |
| 8 | Mansi Shende |
| 9 | Eesha Daryanani |
| 10 | Deepali Chanchlani |
| 11 | Falak Baig |
| 12 | Manisha Gaikwad |
| 13 | Muskan Ahmad |
| 14 | Shrutika Gaware |
| 15 | Nikita Wankhede |
| 16 | Saima Sawant |
| 17 | Rujuta Thorat |
| 18 | Parishweta K Gulhane |
| 19 | Jyotika Makhija |
| 20 | Damini Pande |
| 21 | Grusha Krishnani |
| 22 | Vanessa Manuel |
| 23 | Sayali Rathod |
| 24 | Shubhangi Dave |
| 25 | Poonam Bhoutmange |
| 26 | Isha Bharut |

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Careers in Sports Management

Date: 10 October 2020; Time 11:00 AM

Ms. Anushka Hirwani, National Level Basket Ball Player MBA in Sports Management

<https://fb.watch/7Atl4vXzQB/>

Supporting all activities to support on field play and includes multitude activities besides operations, selling tickets, sponsorships etc. Sports is an ever expanding field what with different leagues like the Table Tennis, Wrestling etc coming up in India in a big way. Besides organisations like Khelo India have opened up various job opportunities in Sports. Within Sports Management are avenues for Event Management, Finance, HR, sponsorship, analytics, recreation, fitness, sports science, facility management etc. The skills required are domain knowledge, networking skills, willingness to experiment, being proactive and willing to adapt.



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Attendance: Careers in Sports Management

Date: 10 October 2020; Time 11:00 AM, Facebook Live, Participants: 19

| Sr. No | Name |
|--------|----------------------|
| 1 | Krutika Khubchandani |
| 2 | Isha Bharut |
| 3 | Parishweta K Gulhane |
| 4 | Sayali Rathod |
| 5 | Harshali Chandgadkar |
| 6 | Sayali Choudhari |
| 7 | Shraddha Yadav |
| 8 | Vinita Chawla |
| 9 | Mansi Shende |
| 10 | Eesha Daryanani |
| 11 | Deepali Chanchlani |
| 12 | Falak Baig |
| 13 | Shubhangi Dave |
| 14 | Poonam Bhoutmange |
| 15 | Arti Dayma |
| 16 | Kalpana Singh |
| 17 | Deepti Aswani |
| 18 | Vaishnavi Yadav |
| 19 | Veena Sharma |

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Go for Government Jobs

Date:22-Oct-2020, Time: 11:00 AM

Employment in Government sector is a coveted one, but it requires rigorous preparation too. To guide you on this preparation, Sadhu Vaswani Institute of Management Studies for Girls, Pune invites you for a Webinar titled: Go for that Government Job

Resource Person: Dr Niraj Bagwe)


Dr. Bagwe gave a holistic view to building a career in the Indian Government sector. He started with the assessment that one should undertake for himself/herself before deciding on a career and the preparation required to be completed at an individual level. After setting the tone right, he moved on to explaining the various positions under UPSC and MPSC, the structure of the examinations and what is expected and asked under each stage of these examinations. This webinar was concluded with a Question and Answer session where he also provided the participants with online resources that can be accessed to keep a tab on job openings.

Link: <https://fb.watch/7At1GMLd5o/>

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U.P.S.C (Introduction) Union Public Service Commission as an Opportunity

- The Union Public Service Commission, commonly abbreviated as UPSC, is India's premier central recruiting agency. It is responsible for appointments to and examinations for All India services and group A & group B of Central services.
- Website <https://www.upsc.gov.in/>
- Exams by UPSC
 - Central Armed Police Forces (ACs) Examination
 - Combined Defence Services Examination (II), 2020
 - Combined Medical Services Examination, 2020
 - Indian Forest Service Examination,
 - Combined Geo-Scientist and Geologist Examination
 - Civil Services Examination



Activate Windows
Go to Settings to activate Windows.

20:09 / 1:10:27

Dr. Niraj Bagwe delivering an Online Lecture on Go for Government Jobs

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Attendance: Go for Government Jobs

Date:22-Oct-2020, Time: 11:00 AM, Online, Participants: 18

| Sr. No | Name |
|--------|-------------------------|
| 1 | Muskan Ahmad |
| 2 | Shrutika Gaware |
| 3 | Nikita Wankhede |
| 4 | Saima Sawant |
| 5 | Rujuta Thorat |
| 6 | Mansi Shende |
| 7 | Jyotika Makhija |
| 8 | Damini Pande |
| 9 | Grusha Krishnani |
| 10 | Vanessa Manuel |
| 11 | Krutika Khubchandani |
| 12 | Isha Bharut |
| 13 | Parishweta K Gulhane |
| 14 | Sayali Rathod |
| 15 | Harshali Chandgadkar |
| 16 | Sayali Choudhari |
| 17 | Shraddha Yadav |
| 18 | Falak Baig |

B. Nanwani

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Leadership Series - Dare to Lead



Date: 23-Dec-2020, Time: 11:45 AM – 5:00 PM, Facebook Live, Participants: 32

Speaker Names: Ms. Bharati Amarnani , Mr Mudit Yadav, Mr Nitin Mali Manager, Ms Riddhi Mehta, Ms. Shikha Malik, Mr. Saubhaya Tripathi, Mr. Husein Fakhri, Ms Chhaya Sehgal

Event link : <https://www.facebook.com/svims.fb/videos/2481210918849828/>

The leadership series “Dare to Lead” comprised of lecture series focusing on developing and enhancing leadership skills and qualities among individuals. These series aimed to empower participants with the knowledge, tools, and strategies necessary to navigate challenges, inspire teams, and drive positive change within their respective roles and organizations.

Overall, "Dare to Lead" served as a guide for students aspiring for leadership positions to create positive change, build resilient teams, and navigate the complexities of leadership by embracing vulnerability, courage, and empathy. The lecture series encouraged students to step out of their comfort zones, lean into discomfort, and lead with authenticity and integrity. The lecture series helped the students to understand the concept, roles and responsibilities of leader and leadership.

B. Nanwani

Attendance: Leadership Series - Dare to Lead

Date: 23-Dec-2020, Time: 11:45 AM – 5:00 PM, Facebook Live, Participants: 32

| Sr. No | Name |
|--------|----------------------|
| 1 | Isha Bharut |
| 2 | Parishweta K Gulhane |
| 3 | Sayali Rathod |
| 4 | Harshali Chandgadkar |
| 5 | Sayali Choudhari |
| 6 | Shraddha Yadav |
| 7 | Krutika Khubchandani |
| 8 | Mansi Shende |
| 9 | Eesha Daryanani |
| 10 | Deepali Chanchlani |
| 11 | Falak Baig |
| 12 | Manisha Gaikwad |
| 13 | Muskan Ahmad |
| 14 | Shrutika Gaware |
| 15 | Nikita Wankhede |
| 16 | Saima Sawant |
| 17 | Rujuta Thorat |
| 18 | Agellu Shruti |
| 19 | Jyotika Makhija |
| 20 | Damini Pande |
| 21 | Grusha Krishnani |
| 22 | Vanessa Manuel |
| 23 | Kalpana Singh |
| 24 | Shubhangi Dave |
| 25 | Poonam Bhoutmange |
| 26 | Arti Dayma |
| 27 | Komal Vishwase |
| 28 | Deepti Aswani |
| 29 | Vaishnavi Yadav |
| 30 | Veena Sharma |
| 31 | Preeti Mehta |
| 32 | Preeti Bhise |

B. Nanwani