

**2022 -23**  
**ANNUAL**  
**REPORT**



**ANJUMAN KHAIRUL ISLAM**  
**POONA INSTITUTE**  
**OF MANAGEMENT SCIENCES**  
**AND ENTREPRENEURSHIP**

**SUBMITTED BY :** ●

**INTERNAL QUALITY ASSURANCE CELL [IQAC]**

☎ 9146459306

director.pimse@gmail.com ✉



Anjuman Khairul Islam

**POONA INSTITUTE OF MANAGEMENT SCIENCES**

**AND**

**ENTREPRENEURSHIP**

Approved by AICTE, Ministry of HRD, Govt of India.

Affiliated to Savitribai Phule Pune University Pune

**ANNUAL REPORT**

**ACADEMIC YEAR**

**2022–2023**

**Submitted by**

**INTERNAL QUALITY ASSURANCE CELL**

**[IQAC]**



# **INTERNAL QUALITY ASSURANCE CELL**

## **ACADEMIC STRATEGIC PLAN**

Our Institute involves addressing various facets of academic, administrative, and overall institutional development. It is essential to set clear goals, directions, and priorities of an institution. Below are the key points which were considered when drafting a strategic plan of our Institute:

- ✓ Curriculum Development
- ✓ Teaching and Learning
- ✓ Research and Innovation
- ✓ Globalization and Collaboration
- ✓ Infrastructure and Facilities
- ✓ Student Support and Progression
- ✓ Governance and Leadership
- ✓ Staff Development
- ✓ Community Engagement
- ✓ Sustainability and Inclusivity

## **CORE VALUES OF THE INSTITUTE**

- Quality Education
- Excellence
- Competency
- Integrity
- Innovation
- Inclusion
- Collaboration
- Accountability
- Leadership
- Socially Responsible

## ABOUT PIMSE

Y. & M. AKI's Poona Institute of Management Sciences and Entrepreneurship (PIMSE) is a linguistic & religious minority educational institution started in the year 1990 with an aim of providing quality education in the field of Management and Information Technology. PIMSE offers a variety of valuable courses (Full time PG Programme) such as MBA, MBA-IT (Formerly Known as MCM), MBA-HRD (Formerly Known as MPM).

PIMSE is **affiliated to Savitribai Phule Pune University** and the courses offered are **approved by AICTE**, New Delhi & recognized by DTE, Govt. of Maharashtra, Mumbai.

PIMSE is an ISO 9001: 2015 certified Institution. PIMSE is recipient of the **BEST MANAGEMENT INSTITUTE AWARD** by the World Management Congress on 30th December, 2009 recognizes the efforts taken by PIMSE in organizing various events in the areas of training and youth development, career advancement in management and information technology, social initiatives and entrepreneurship. PIMSE, also awarded with **NATIONAL ENVIRONMENTAL EDUCATION AND DEVELOPMENT (NEED) AWARD** in 26th World Environment Congress organized by Confederation of Indian Universities (CIU), Indian Institute of Ecology and Environment, National Institute of Cleanliness Education and Research on 7th & 8th November, 2017. The phenomenal growth of the institute has been possible due to the far-sightedness, dedication, devotion, grit, determination and hard work of the trustees of Anjuman Khairul Islam. The trust believes in giving the best and it magnanimously funds in such educational projects. In the service of the nation it also shapes better citizens, its motto being *"Shaping better Managers for future"*.

## OUR VISION

- To develop PIMSE as a Premier global management institute of excellence with a view to develop outstanding, dynamic & enterprising business professionals..

## OUR MISSION

- To strive for excellence in providing high quality, outstanding and inspirational management & leadership skills.
- To create and sustain an environment conducive to academic & professional excellence.
- To develop socially committed and responsible individuals.
- To provide world class quality management education.
- To strive to inculcate ethical values & entrepreneurship spirit among students

## OUR ACADEMIC JOURNEY 2022-23

Particulars	Details
Dates of Meetings of IQAC	19-Sep-22
	6-Dec-22
	1-Apr-23
	2-Aug-23
Number of Full Time Teachers	17
Number of Students Intake	480
Number of Programs Offered	3
Number of Sanctioned Seats	240
Number of Students Admitted	245
Number of Full Time Teachers with Ph.D.	7
Number of Students benefitted by scholarships and freeships provided by the Government	305
Number of Students benefitted by scholarships, freeships, etc. provided by the Institution/non-Government Agencies	53

Particulars	Number of Faculty /Staff	
	Teaching	Non-teaching
Attended FDP / Workshops / Training program	11	6
Number of Research Publications in UGC Care Listed Journal / Scopus	12	
Number of Books and Chapters in Edited Volumes/Books Published. and Papers Published in National and International Conference With ISBN	7	

<b>PROGRAM DETAILS</b>			
<b>Program Title</b>	<b>Program Code</b>	<b>Number of Students appeared</b>	<b>Number of Students passed</b>
<b>MBA</b>	<b>MB6199</b>	<b>71</b>	<b>60</b>
<b>MBA IT</b>	<b>MB6199</b>	<b>36</b>	<b>33</b>
<b>MBA HRD</b>	<b>MB6199</b>	<b>42</b>	<b>38</b>

<b>Pass Percentage of Final Year Students</b>	
Number of Students Appeared	149
Number of Students Passed	131
Pass Percentage	87.91

<b>ADD ON CERTIFICATION PROGRAMS (A.Y 2022-23)</b>
<ol style="list-style-type: none"> <li>1. Rubicon - Behavioral Training 6 hrs daily</li> <li>2. AWS - Cloud Foundation</li> <li>3. Investment Planning for Future Managers</li> <li>4. Celonis - Process Mining Fundamentals</li> <li>5. Data Analytics using Power BI and Tableau</li> <li>6. Cloud Fundamentals</li> <li>7. Fundamentals of Full Stack Development</li> <li>8. Chat GPT and Artificial Intelligence</li> <li>9. Corporate Strategy and Governance</li> <li>10. Elements of Management Control Systems</li> </ol>
<b>MOU (A.Y 2022-23)</b>
<ol style="list-style-type: none"> <li>1. ExcelR</li> </ol>
<p>Objective - Learn <b>Excel, R, Python, Tableau, Power BI</b>. 100% Job Readiness Program by IIT &amp; ISB Faculty. 100% Job Readiness Program and to prepare you to secure your dream job with their network of 2000+ hiring partners.</p>

### BOOKS PUBLISHED

Name of the Faculty	Title of the Book/Chapter	Publisher	ISBN No
Dr. Zarina Shaikh	Concept of data Science and Machine Learning with Data Structure	JSR Publications	978-93-5850-095-0
Dr. Sheena Abraham	Big Data Analytics Using Python	JSR Publications	
Mr. Zafar Ahmed Khan	Introduction to Research Methodology	JSR Publications	978-93-5850-097-4
Dr. Payal Samdariya	Cost and Management	JSR Publications	978-93-5850-963-2
Mr. Lionel D'mello	Research Methodology and Applied Statistics	JSR Publications	978-93-5850-365-4
Dr. Anjum Sayyad	Human Resource Management	Alpha Publications	978-93-5762-175-5

### RESEARCH PAPERS PUBLISHED IN UGC CARE LISTED JOURNAL/SCOPUS

Title of the Paper	Name of the Faculty	Publisher	ISBN (If any)
Literature Review on Capital Structure of Selected Companies on National Stock Exchange	Dr. Payal Samdariya	Anvesak	0378-4568
Analytical study of Individual Behavior in Mental Accounting with respect to Behavioral Finance - A case of Real Estate Market in Pune Region	Dr. Payal Samdariya	Shodhasamhita	2277-7067
Financial Literacy at the Matriculate Level for Inclusive Growth in Rural Areas of Haryana	Dr. Payal Samdariya	Business, Management and Economics Engineering	2669-249X
New Education Policy: Perception of HR Managers in Pune City	Dr. Anjum Sayyad, Dr. Akbar Sayyed	Journal of Fundamental and comparative research, Shodhsamhita	2277-7067

Impact of WUHAN Virus Catastrophe on the Educational System	Dr. Zarina Shaikh	Journal of Fundamental and comparative research, Shodhsamhita	2277-7068
Cognitive Resilience And Well Being During The Third Wave Of Covid19 Perspectives Of Doctors	Dr. Anjum Sayyad, Dr. Akbar Khan and Mr. Zafar Ahmed Khan	Madhya Pradesh Journal of Social Sciences	0973-855X
A study of factors influencing Employee Retention in IT sector	Mrs. Misba Kadri, Dr. Joe Lopez	Journal of Fundamental and comparative research, Shodhsamhita	2277-7068
Inter linkage between E-waste handling practices and sustainability in IT Industry: An empirical study	Mr. Talha Ahmed	Journal of Fundamental and comparative research, Shodhsamhita	2277-7069
E-waste handling practices and challenges- A sustainable Approach	Mr. Talha Ahmed	International Journal for Research in engineering Application and Management	2454-9150
The Long Term Effects Of Hotel Outsourcing On Pune's Organizational Culture	Mr. Lionel D'mello	Purana	0555-7860
Recreation Service: Customer Expectations And Sense Of Fulfillment	Dr. Anjum Sayyad & Dr. Akbar Sayyed	Purana	0555-7860
Happiness Indexation Of Non-Teaching Staff At Management Institutes Affiliated Under SPPU	Dr. Porinita Banerjee, Dr. Sheena , Dr. Vasimraja	Shodhasamhita : Journal of Fundamental & Comparative Research	2277-7067
The Use Of Digital Technologies And ICT During COVID19 Pandemic	Dr. Zarina Shaikh	Shodsamihta	2277-7067
Changing Scenario In Marketing Strategies Of Small And Medium Pharmaceutical Industries In Pune Region Of Western Maharashtra	Mr. Akbar Raza Khan	Journal of the Maharaja Sayajirao University of Baroda	0025-0422
A study on the Impact of IT Enabled Services on Organizational Culture of the Hotel Industry in Pune City	Mr. Lionel D'mello	Kanpur Philosophers	2348-8301



**FACULTIES WHO ATTENDED  
PROFESSIONAL DEVELOPMENT PROGRAMMES**

Name of the Faculty (Attendee)	Title of the Program	Date
Dr. Anjum Sayyad	Exploring Dynamics of Education Policy 2020 with reference to NAAC perspective	12th May - 18th May, 2023 (6 days)
Dr.Zarina Shaikh	Exploring Dynamics of Education Policy 2020 with reference to NAAC perspective	12th May - 18th May, 2023 (6 days)
Ms. Lubna Shaikh	Outcome Based Education	10th May to 17th May 2023 (7 days)
Ms. MisbaKadri	Exploring Dynamics of Education Policy 2020 with reference to NAAC perspective	12th May - 18th May, 2023 (6 days)
Dr. Payal Samdariya	Exploring Dynamics of Education Policy 2020 with reference to NAAC perspective	12th May - 18th May, 2023(6 days)
Mr.Lionel John D'mello	Exploring Dynamics of Education Policy 2020 with reference to NAAC perspective	12th May - 18th May, 2023(6 days)
Mr. Zafar Ahmed Khan	Workshop on Statistical Techniques for Research Methodology	13-17 December 2022. (5 days)
Mr. Akbar Khan	Exploring Dynamics of Education Policy 2020 with reference to NAAC perspective	12th May - 18th May, 2023 (6 days)
Dr. Sheena Abraham	Exploring Dynamics of Education Policy 2020 with reference to NAAC perspective	12th May - 18th May, 2023 (6 days)
Mr. Talha Ahmed	Exploring Dynamics of Education Policy 2020 with reference to NAAC perspective	12th May - 18th May, 2023 (6 days)
Mr. Shaikh Mohammad Ali	Exploring Dynamics of Education Policy 2020 with reference to NAAC perspective	12th May - 18th May, 2023 (6 days)

**NON TEACHING STAFF WHO ATTENDED  
PROFESSIONAL DEVELOPMENT PROGRAMMES**

Name of the Faculty (Attendee)	Title of the Program	Date
Mr. Abdul Amir Hamja	Practical Taxation GST, TDS, PF,	15th May , 2023 to 25th May

Shaikh	PT, IT	2023
Mr. Abdul Raheman Kalyani	Practical Taxation GST, TDS, PF, PT, IT	15th May , 2023 to 25th May 2023
Mr. Mainuddin Shaikh	Practical Taxation GST, TDS, PF, PT, IT	15th May , 2023 to 25th May 2023
Ms. Fauzia Shaikh	Practical Taxation GST, TDS, PF, PT, IT	15th May , 2023 to 25th May 2023
Mr. Shahid Shaikh	Practical Taxation GST, TDS, PF, PT, IT	15th May , 2023 to 25th May 2023
Mr. Rafique Shaikh	Practical Taxation GST, TDS, PF, PT, IT	15th May , 2023 to 25th May 2023

### **MDP PROGRAM**

The AKI Trust organized a Management Development Program (MDP) on "Personal and Institutional Branding" for PIMSE faculty on October 6, 2022. The program, featuring guest speaker Mrs. Shobha Venkatesh, covered key aspects such as understanding personal branding, institutional branding strategies, and online presence and social media. Mrs. Venkatesh, a renowned expert in the field, delivered an engaging session with real-world examples. The faculty actively participated in discussions and interactive sessions, emphasizing the practical applicability of the concepts. Post-program evaluations revealed high satisfaction, praising the program's relevance and Mrs. Venkatesh's expertise. Constructive feedback will be considered for future enhancements, highlighting the program's value in equipping PIMSE faculty with essential branding skills.



### **CONVOCATION CEREMONY**

Poona Institute of Management Sciences and Entrepreneurship organized the convocation and annual day ceremony on 02nd February, 2023 for the MBA class of 2020-22 with Chief Guest Hon.ble Hani Ahmed Farid, General Secretary Y.&M. AKI Trust, and Guest of Honour, Dr. Hanif Lakdawala, Trustee and PIMSE Chairman. The event started with the welcome address delivered by our beloved Director (Incharge) Dr. Porinita Banerjee followed with the convocation address by the Chief Guest sharing his pearls of wisdom with the students, alumni and parents present at the function. Thereafter, the prize distribution commenced with toppers being felicitated by the dignitaries with medals, certificates of achievement and cash prizes as well as certificate distribution for other students who participated in various extra-curricular activities, certification program and industrial visits. Few students shared their testimonies appreciating the efforts taken by the Institute during the pandemic. Dr. Zarina Shaikh ended the ceremony by delivering the vote of thanks. The graduation ceremony ended with the tossing of the cap which marks a joyous and everlasting moment of success in the lives of the students.



### **ORIENTATION PROGRAM**

The Poona Institute of Management Sciences and Entrepreneurship recently conducted a comprehensive six-day orientation program for the MBA batch of 2022-24. The primary objectives were to help Gen Z students acclimate to the new environment, foster bonds among students and teachers, and cultivate awareness of self, society, and nature. The first day included introductions to various cells within the institute, such as placement, entrepreneurship, cultural, sports, and social cells. Students were familiarized with the credit and grading system, as well as examination procedures. A tour of the institute highlighted essential facilities like the library and canteen. The second day featured management games to make learning interactive and practical, aligning theory with real-world applications. On the third day, a language proficiency test identified areas for improvement in English language skills, followed by a visit to the language lab to enhance effective communication. The program also included a three-day training session on employability enhancement and life skills conducted by Rubicon Skill Development Pvt. Ltd in collaboration with Barclays. Mrs. Swasti Khandale served as the master trainer, emphasizing soft skills, personality development, interview techniques, grooming, etiquette, time management, and conflict management. The orientation program concluded on a positive note, providing students with

a wealth of knowledge and experiential expertise for their future endeavors.



### **INDUCTION PROGRAM**

The 2 day induction program was organized by PIMSE for the batch 2022-24. Lectures by eminent people were organized on day to give the students exposure to people who are eminent in industry, academia, and social service or in public life. Day 1 started with The Chief Guest and Guest of Honour for the day Dr. Mahesh Kakade, Director, Board of Examinations and Evaluation, SPPU and Mr. Ramesh Varadharajan, Global Service Delivery & Support Leader respectively addressing the students on examination reforms and professional ethics. They both enlightened students on experiential learning which they will encounter during their two years' journey and highlighted the different aspects they will come across ahead which will assist them in transitioning smoothly from classroom to boardroom. Day 2 commenced with Dr. Parag Kalkar, Dean, Faculty of Commerce and Management, SPPU addressing the students about the intricacies of the MBA programme with practical examples. The students were also provided with a welcome kit at the hands of Dr. Kalkar. The students gained immense knowledge for their career that lies ahead of them which they will embark upon after the course.



## **FACULTY DEVELOPMENT PROGRAM ON OUTCOME BASED EDUCATION FOR ACADEMIC EXCELLENCE AND ACCREDITATION**

PIMSE organised an FDP on Outcome based Education for Academic Excellence and Accreditation on 14th December 2022. Dr. Shailesh Kasande, CEO and Group Director, Suryadatta Group of Institutes was the keynote speaker who is a legend in the academic world and a key player in Outcome-Based Education (OBE) which is a student-centric teaching and learning methodology in which the course delivery, assessment are planned to achieve stated objectives and outcomes. He focused on measuring student performance i.e. outcomes at different levels which sir will be touching upon today apart from various other CO-PO mapping which forms a part of the academic accreditation. Dr. Kasande also enlightened us on academic accreditation amongst other wealth of knowledge left us spellbound and in awe. Shailesh Sir spoke on All POs that need to be adequately addressed through the selection of core courses/value added courses and their Cos and Attainable targets need to be selected for each of the CO. If assessment is in alignment with COs the performance of the students indicates the CO attainment. These measurements provide the

basis for continuous improvement in the quality of learning. All attainment analysis is made to provide continuous improvement through either in course delivery, assessment and curriculum. He spoke on vision, mission being aligned with PEO's and PSO's to be mapped for FA's and SA's. Faculties were made to this in practice. The positive responses of the faculty were a reflection of the enlightening and thought provoking faculty development program with collective experience, talent and insights in this specialty area. It was extremely informative, and the staff and participation illustrated the importance of this. The FDP ended with a vote of thanks and a promise to do a more detailed CCE and CIE in the next session.



### **FACULTY DEVELOPMENT PROGRAM ON**

### **NAAC (NATIONAL ASSESSMENT AND ACCREDITATION COUNCIL) PROCESS**

Poona Institute of Management Sciences and Entrepreneurship hosted a highly informative and engaging Faculty Orientation Program on the NAAC (National Assessment and Accreditation Council) Process on 14th June, 2023. The event aimed to empower our esteemed faculty members with comprehensive knowledge about NAAC accreditation, its significance and their pivotal role in ensuring our Institution's journey towards excellence. The speaker for the session was Dr Iqbal Shaikh, Vice-Principal and IQAC Coordinator, Poona College. He emphasized the importance of NAAC accreditation in promoting quality

education and continuous improvement. He shared his expertise and shed light on various aspects of the NAAC process.

The Faculty Orientation Program witnessed enthusiastic participation from our dedicated faculty members who gave presentations on their respective criteria. They were actively engaged in the sessions and showcased their commitment to academic excellence and quality assurance. The event provided an excellent platform for faculty members to gain insights into the NAAC process, assessment criteria, and parameters along with their roles and responsibilities. The Faculty Orientation Program on NAAC Process has equipped our faculty members with the necessary knowledge, tools and motivation to actively contribute to the NAAC accreditation process. We are confident that their commitment to academic excellence and quality assurance will further strengthen our Institution's position and foster a culture of continuous improvement.



## **INDUSTRIAL VISITS**



## PAYATU

Poona Institute of Management Sciences and Entrepreneurship organized an industrial visit for the students of MBA IT to Payatu on 24th February, 2023. Payatu is a cyber-security company whose mission is to secure the future of technology. The purpose of the visit was to make the students aware about the need of minimizing the impact of an exploit on software or web service in today's digital world. Mr. MurtujaBharmal delivered a session highlighting the importance of cyber security. He enumerated on The Open Web Application Security Project (OWASP) Top 10 Web Application Security Vulnerabilities. He also enlightened the students about the bug bounty program offers which rewards the white hat hackers for finding and reporting security vulnerabilities and exploits. Overall, the industrial visit to Payatu was an enriching and insightful experience that gave the students a better understanding of the cyber security world as a whole. The visit was successfully coordinated by Dr. Sheena Abraham. Our Director (Incharge), Dr. Porinita Banerjee motivated and supported in every aspect for the successful conduction of this industrial visit.



## THERMAX

Poona Institute of Management Sciences and Entrepreneurship organised an industrial visit to Thermax on 21st February, 2023. The purpose of the visit was to make the students familiar about the real working environments along with a practical perspective of various theoretical concepts learned in the classroom. They operate globally through 29 international offices and 14 manufacturing facilities – 10 of which are in India and 4 overseas. The visit

started with a brief introduction about the history and the various projects undertaken by the company. It was great to know how the company had evolved greatly over the years and has set a benchmark in the manufacturing of boilers. The students were taken through the industrial premises and shown different types of machines involved in the production of boilers. The students saw the DT and NDT labs where the material testing for boiler production takes place with parameters such as tensile strength and impact parameter. They were also introduced to the Instrumentation and Control area which has its own unique importance in production plants. The students interacted with the plant workers who shared their practical experiences and knowledge with the students. They were made aware of the safety measures taken into consideration by the company while operating a boiler or a machine. After the highly informative tour, the students were taken to the theory room where the doubts and queries of the students were addressed by the experts. The visit was successfully coordinated by Dr. Sheena Abraham. Our Director (Incharge), Dr. Porinita Banerjee motivated and supported in every aspect for the successful conduction of this industrial visit.



## EXCELR

On February 17, 2023, a group of 20 students from PIMSE visited EXCELR as part of an industrial visit program. The purpose of the visit was to gain a better understanding of the company's operations and to learn about the latest technology and trends in the industry especially related to Big Data and Data Science. Excelr is a leading academy for providing courses on Data Analytics, Cloud Computing and marketing to name a few. During the visit, we were given a tour of the company's facility and learned about the various programs and languages namely Python which is so crucial for the future in context of Artificial

intelligence like Chat gpt and Bard that is changing the face of companies globally. The students interacted with Ms. Aishwarya Mate who delivered a demo session which was very thought provoking and Mr. Dnyanesh along with Mr. Irfan who is key players spoke with the students on the various career prospects and domains open for management students. In conclusion, the industrial visit to Excelr was an enriching and insightful experience that gave us a better understanding of the tech world as a whole. We would like to thank the management and employees of Excelr for their time and hospitality, and the students look forward to applying the knowledge and skills they gained during the visit in their future careers.



### **LABOUR COMMISSIONER OFFICE**

Poona Institute of Management Sciences and Entrepreneurship organised an industrial visit to Labour Commissioner Office on 01st February, 2023. Established in the year 1916, Labour Commissioner Office is situated at Shivaji Nagar, Pune. The main head office is located at Mumbai. Few districts such as Sangli, Satara, Solapur, Kolhapur come under the purview of Pune district itself. The organization of the Chief Labour Commissioner also known as Industrial Relations Machinery is an apex organization in the country responsible for maintaining harmonious industrial relations.

The visit started with a brief introduction of the Labour Commissioner Office given by Mr. Datta Pawar, Assistant Deputy Commissioner. He gave an overview about various acts, viz., Child Labour Act, 1986, Maternity Benefit Act, 1961, etc. He highlighted the various measures undertaken by them to eradicate child labour from the society. He explained in detail as to how Labour Commissioner Office plays a vital role in resolving the conflicts between labour unions and the management of organization owners or factory owners. The visit proved to be quite successful as the students were able to learn something new beyond the four walls of the classroom due to the valuable insights provided by the staff at Labour Commissioner Office.



### **WEIKFIELD FOODS PVT LTD**

Weikfield began by manufacturing and selling products like Cornflour, Custard Powder, Baking Powder, and Vegetarian Jelly Crystals in India. Weikfield has two operational plants in Pune, and one in Nalagarh, Himachal Pradesh. In this plant they are into manufacturing of sauces, pasta and cultivation of mushrooms. The HR Head Mr. Amol Deore briefed students about the products they manufacture in their plant along with its process. He spoke about their Eco Valley Fresh Portobello Mushrooms which are grown in highly hygienic and controlled environment under the strict supervision of qualified experts. During orientation to the students Ms. Juhi and Mr. Shailesh shared how Weikfield's uses organic waste in their farms as a fertilizer. At the same time he shared and motivated students for using organic products.

The Purpose of this industrial visit was to provide students an insight regarding internal working of the company, where they understand that theoretical knowledge is not enough for making a good professional career. Students witnessed manufacturing processes in plants and observed quality control measures used by them. They felt delighted to get an opportunity to learn practically through interaction, and working methods.



## **BHARAT FORGE**

Poona Institute of Management Sciences and Entrepreneurship organised an industrial visit to Bharat Forge on 22nd July, 2022. Being part of the Kalyani Group - A USD 3 billion conglomerate with 10,000 global work force, they have the largest repository of metallurgical know-how, design & engineering expertise, and manufacturing prowess in the region, which has established them as one the leading forging manufacturers in India. The visit started with a brief introduction of the company given by Dr. Leena Deshpande AVP HR and Head HR. She gave an overview about the leadership of Bharat Forge especially about Mr. Babasaheb Kalyani (Chairman and Managing Director) who was the pioneer in restructuring the company in a big way by investing in technology and R&D. Mr. Babasaheb Kalyani firmly believed in the competencies of our people. He said, “We want to use the ability of our people to do the same level of work as a guy sitting in Michigan or Dusseldorf.” After that, the students were taken were taken at the shop floor to get the practical exposure. They were guided by Mr. Dhananjay who lucidly explained about the entire production process in detail.

He further elaborated on the importance of the role of management trainees in the process of manufacturing. Also, the faculties had an opportunity to interact with Dr. S.V. Bhave, Director (Human Resource and Industrial Relation) The student community was undoubtedly benefitted from the knowledge shared by the staff. The visit proved to be quite successful as the students were able to learn something new beyond the four walls of the classroom due to the valuable insights provided by the staff at Bharat Forge. The visit was successfully coordinated by Dr. Sheena Abraham.



### **NATIONAL COLD CHAIN RESEARCH CENTRE (NCCRC)**

“Travelling in the younger sort is part of education, while in the elder sort it is part of experience”. – Francis Bacon.

The Poona Institute of Management Sciences and Entrepreneurship organized an industrial visit to the National Cold Chain Research Centre (NCCRC) on July 5, 2022, for MBA/MBA-IT/MBA-HRD students. NCCRC, a joint initiative of the Government of India, Government of Maharashtra, and UNICEF, focuses on the effective implementation of the Immunization program. The visit included an introduction by Mr. Yogesh Bhamare, detailing the cold chain process and vaccine flow during the Covid-19 pandemic. Mr. Vikas Patil discussed managerial tasks, equipment handling training, and spare part inventory management. The successful visit concluded with a group photograph, and students expressed satisfaction in learning about initiatives for immunization program implementation.



## GUEST LECTURES/WORKSHOPS

1. **Workshop on Capital Market Research Awareness-** Poona Institute of Management Sciences and Entrepreneurship conducted a Workshop on Capital Market Research Awareness in collaboration with BSE for the students of MBA/MBA-IT/MBA-HRD on Saturday, 07th January 2023. The speaker for the session was Mr. Pankaj Mathkar, an experienced IT Program Management Consultant. The underlying objective of the session was to create awareness about the functioning of the capital market among the GenZ students. The speaker started the session by lucidly explaining about how the capital market operates. Thereafter, he highlighted the importance of compounding and familiarized the students with the difference between savings and investments. He also elaborated the importance of financial planning right from an early age and research avenues available in the field. The students acknowledged the speaker and asked their questions which were answered by him. The session finally ended with the vote of thanks.



- 2. Corporate Session on Industrial and Entrepreneurial Expectations from Management Graduates** - Poona Institute of Management Sciences and Entrepreneurship organized a Corporate Session on “Industrial and Entrepreneurial Expectations from Management Graduates” for the students of MBA/MBA-IT/MBA-HRD on 23rd January, 2023. The main objective of the session was to enlighten the students about what the industry expects from management graduates in this VUCA world. Mr. Prakash Bimal Khedkar, Senior Director – Employee Relations, Emerson Electric Co was the speaker for the session. He highlighted the importance of behavioural competencies such as communication skills, problem solving, analytical thinking, strategic thinking, self-motivation etc. He emphasized the significance of functional competencies viz, negotiation skills, change management, network development etc. He lucidly explained the students about the traits which are required to be successful in the corporate world. The students acknowledged the speaker and asked their questions which were answered by him. The session finally ended with the vote of thanks.





- 3. Faculty Engagement Review with respect to Implementation of NEP Meeting -** We are delighted to share the successful completion of the Faculty Engagement Review Meeting at our Institute organized on 19th June, 2023 where we focused on the implementation of the National Education Policy (NEP) and the pursuit of quality education. We were honored to have distinguished guests in attendance including the Hon'ble General Secretary of our AKITrust, Mr. Hani Ahmed Farid Sir, Trustee and Chairman of PIMSE, Dr. HanifLakdawala Lakdawala, Principal of Poona College, Professor DrAftab Anwar Shaikh and IQAC Coordinator of Poona College, Dr Iqbal Shaikh. The meeting provided a platform for faculty members to engage in insightful discussions on the NEP and its impact on our educational system. We examined various aspects of NEP implementation such as curriculum reforms, innovative pedagogical approaches, teacher training and the integration of technology in education. Our esteemed guests shared their expertise and experiences offering valuable insights into effective strategies for aligning with the NEP objectives. Their presence and participation enriched the discussions and provided inspiration to all attendees. The discussions during the meeting emphasized the need for continuous collaboration and knowledge sharing to create a transformative educational environment. The exchange of ideas and experiences among faculty members fostered a spirit of innovation and

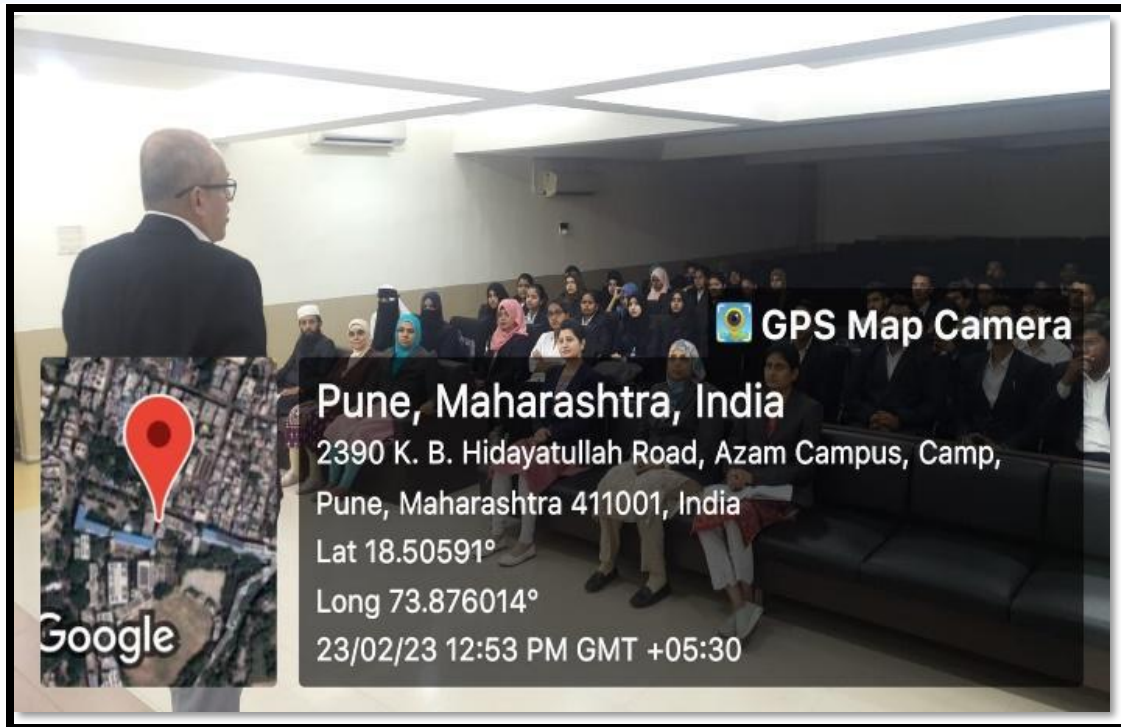
improvement ensuring that our Institute remains at the forefront of providing quality education.



4. **Session by PMA**-An online session was conducted by AnjumanKhairul Islam's Poona Institute of Management Sciences and Entrepreneurship's Training and Placement Cell, in association with Pune Management Association for the students of MBA- IT. The session was held on the 17th of April, 2023 and was conducted by Dr. PratimaSheorey, Director and founder, E-Vyaas Learning Pvt Ltd. The session aimed to provide students with a comprehensive understanding of careerpaths in the field of information technology and how to discover and choose the most suitable career path for themselves. Dr. Sheorey covered topics such as software development, data science, cybersecurity, cloudcomputing, among others. The session also provided tips on how to discover one's career path and emphasized the importance of continuous learning and pskilling to stay relevant in the rapidly evolving field of information technology. The online session was successfully conducted and provided valuable insights to the students.



5. **Effective ways of Wealth Creation**”-Poona Institute of Management Sciences and Entrepreneurship PIMSE organized a session titled “Effective ways of Wealth Creation” sponsored by Franklin Templeton Asset Management Company for the students of MBA/MBA-IT/MBA-HRD on 23rd February, 2023. Mr. Swaroop Bhatwadekar, AVP & Cluster Head at Franklin Templeton Asset Management Company, Mumbai was the speaker for the session. He started the session by highlighting the importance of investing from an early age. He familiarized the students about the various assetclasses such as commodities, equities, real estate, etc. He lucidly explained the percentage of returns the above asset classes have generated in the last two decades. He emphasized on the significance of the power of compounding. The students acknowledged the speaker and asked their questions which were answered by him. The session finally ended with the vote of thanks.



- 6. Effective use of E-Resources and E- Learning platform-**Poona Institute of Management Sciences and Entrepreneurship organized a guest lecture on “Effective Use of E-Resources & E- Learning Platform in Research” on 31st May 2023 at 11 am. In recent era of technological advancement, the faculties & students should remain updated with recent innovative library aids and tools along with the modern gadgets accessible to them. The faculties and the students should remain aware about the advancement in E-Resources for Knowledge, Digitalization and application of library tools, innovative techniques etc. The Guest Speaker Mr. Amol Marade is Librarian MES’s senior College, Pune. He gave credible information on all of the above mentioned areas with proper suitable examples.



- 7. Entrepreneurism for Economic Growth**-On 10th March 2023, a workshop on "Entrepreneurism for Economic Growth" was organized by Passion IT in collaboration with Poona Institute of Management Sciences and Entrepreneurship at our Seminar Hall. The workshop aimed to provide participants with valuable insights and guidance on entrepreneurship, fostering economic growth, and promoting innovation. The workshop witnessed a significant turnout, with participants including students, faculty members, and individuals interested in entrepreneurship and economic growth. The diverse audience ensured a vibrant and engaging environment throughout the event. The workshop featured renowned industry experts and successful entrepreneurs who shared their experiences and insights into various aspects of entrepreneurship. They discussed topics such as identifying business opportunities, building successful business models, and strategies for growth and expansion. The workshop comprised interactive sessions that encouraged participants to actively engage in discussions, ask questions, and share their own experiences. This facilitated knowledge-sharing and allowed participants to gain practical insights from both the speakers and fellow participants. The workshop incorporated case studies and real-world examples to illustrate the practical application of entrepreneurial concepts. Participants had the opportunity to analyze successful

entrepreneurial ventures and understand the factors contributing to their growth and success. The workshop provided a platform for participants to network with industry experts, successful entrepreneurs, and like-minded individuals. The networking sessions fostered meaningful connections and potential collaborations, creating a supportive ecosystem for future entrepreneurial endeavors. The workshop offered practical guidance on various aspects of entrepreneurship, including financing and funding options, marketing and branding strategies, and the importance of innovation and creativity in business. Participants gained valuable insights into the challenges and opportunities associated with starting and growing a business.



8. **“How to Formulate a Well-Conceived Business Plan”**-A workshop on “How to Formulate a Well-conceived Business Plan” was conducted at the institute. The workshop aimed to equip students with the knowledge and skills necessary to develop comprehensive and effective business plans. The workshop began with a warm welcome to the industry experts who conducted the session. Their expertise and experience in business planning and entrepreneurship added immense value to the workshop. During the workshop, the experts guided students through the step-by-step process of creating a well-conceived business plan.

The workshop received an overwhelming response from the participants, with active participation and enthusiastic engagement throughout the session. The practical exercises and case studies provided students with hands-on experience in formulating a well-



conceived business plan.

9. **Workshop on How to use DELNET** - Poona Institute of Management Sciences and Entrepreneurship organized a workshop for the students of MBA/MBA-IT/MBA-HRD titled “How to use DELNET database in Research” on 25th January, 2023. The underlying objective of the session was to make the students familiar about the use of DELNET database for #academic and research purposes. Mr. Rohidas Rathod, Network Assistant was the speaker for the session. He started by providing a brief introduction about DELNET. He stressed on the significance of DELNET and how it can benefit students, research scholars, faculty members, etc. He further said that DELNET offers a simple, single window discovery layer which encourages the users to explore the networked library/knowledge resources. He elaborated on the various services provided by DELNET. He provided a live demo explaining in detail the ways and means through which one can search for the required journal or book. The students acknowledged the speaker and asked their questions which were answered by him. The session finally ended with the vote of thanks.



**10. Workshop on Intellectual Property Rights (IPR) – Identification and Documentation-** The IPR session conducted by Mr. Neeraj Bagwe, Professional Professor at AISC on 11<sup>th</sup> May, 2023 was a highly informative and insightful event. The session aimed to create awareness about Intellectual Property Rights (IPR) and educate participants about its significance in various fields. The session began with an introduction by Mr. Neeraj, who is an expert in the field of IPR. He shared his expertise and experiences, making the session engaging and interactive. The participants included students, faculty members, and professionals from different disciplines, all eager to understand the nuances of IPR. During the session, Mr. Neeraj covered various aspects of IPR, including patents, copyrights, trademarks, and trade secrets. He explained the importance of protecting intellectual property and the potential benefits it can bring to individuals and organizations. Through real-world examples and case studies, he demonstrated how IPR can drive innovation, encourage creativity, and foster economic growth. The session also focused on the legal aspects of IPR, providing an overview of the existing laws and regulations governing intellectual property. Participants gained insights into the process of filing patent applications, copyright registrations, and trademark registrations. Mr. Neeraj highlighted the significance of conducting thorough research and due diligence to ensure the uniqueness and originality of intellectual creations.





**11. Panel Discussion Industry 4.0: opportunities and challenges for Entrepreneurs along with Inauguration of student chapter of PMA** - PMA Student chapter inauguration was held on 31 st January, 2023 at the institute. It was Inaugurated at the hands of our beloved Director (Incharge), Dr. Porinita Banerjee and the Chief Guest for the Inauguration, Mr. Pradeep Tupe- Vice President-PMA. The inauguration ceremony was also graced by the august presence of Panel Speakers, Mr. Rahul joshi Sir, Director Students Chapter PMA, Mrs. GayatriMathkar, CEO and Co- founder of Doshahen IT solutions Pvt. Ltd, Mrs. Reshu Agarwal, StudentChapter Co-ordinator for PIMSE.Pune Management Association (PMA) is a body of Knowledge, a Centre of Excellence in the domain ofManagement that empowers the individuals and Enterprises to excel in their endeavor. PMA is engaged in and focusing on following areas thru conduct of various activities like Lecture Meetings, Webinars, Seminars, Workshops, Conferences, Networking Meetings etc.The Inaugural Ceremony started by the Welcome address by our Director, Dr. Porinita Banerjee followed by the address of the Chief Guest, Mr Pradeep Tupe. MrTupe enlightened the students of the benefits ofPMA students' chapter and how the students can take the utmost gain of the same. The thought wasechoed by Mrs. Reshu Agarwal, Coordinator of student's chapter for PIMSE that students get a good platform to attend various seminar, Guest lectures and workshops conducted by

PMA. After the unveiling of the scroll for inaugurating the student's chapter, the session proceeded towards panel discussion on the topic Industry 4.0: Opportunities and Challenges.




**12. Corporate Lecture on Personal Branding for Entrepreneurs -** Poona Institute of Management Sciences and Entrepreneurship signed MoU with Hindustan Times on 24th January, 2023. Hindustan Times is the flagship newspaper of HT Media Ltd, the second most widely read English newspaper in India after The Times of India. Acclaimed for its editorial quality, innovation and journalism ethics. Hindustan Times provides daily dose of national news, global news, information, entertainment and detailed coverage of significant events. The institute has collaborated with Hindustan Times for subscription of Mint, a master product of HT Media Ltd which is specially designed and crafted for leaders of the new order. The collaboration with Hindustan Times also includes additional benefits for students being selected as interns, guest lectures, and media coverage for Institute's event and a monthly online quiz for the students. The MoU was signed by our beloved Director, Dr. Porinita Banerjee, Dr. Sheena Abraham, Mr. Pranay Khaparde, Senior Manager, Hindustan Times, Pune and Mr. Swapnil Chavare, Deputy Manager, Hindustan Times, Pune. During his interaction with the students, Mr. Pranay Khaparde highlighted the importance of Personal Branding for Entrepreneurs as a crucial part of today's business world. He also elaborated the various ways and means of developing, maintaining and promoting one's personal brand. Furthermore, he

emphasized the significance of reading newspaper on a regular basis as it will assist the students in honing their communication skills thereby becoming successful entrepreneur in their business journey




13. **BUSINESS RESEARCH PLAN COMPETITION** - A “Business Research Plan Competition” was organized by PIMSE on January 28th 2023. The event started with an





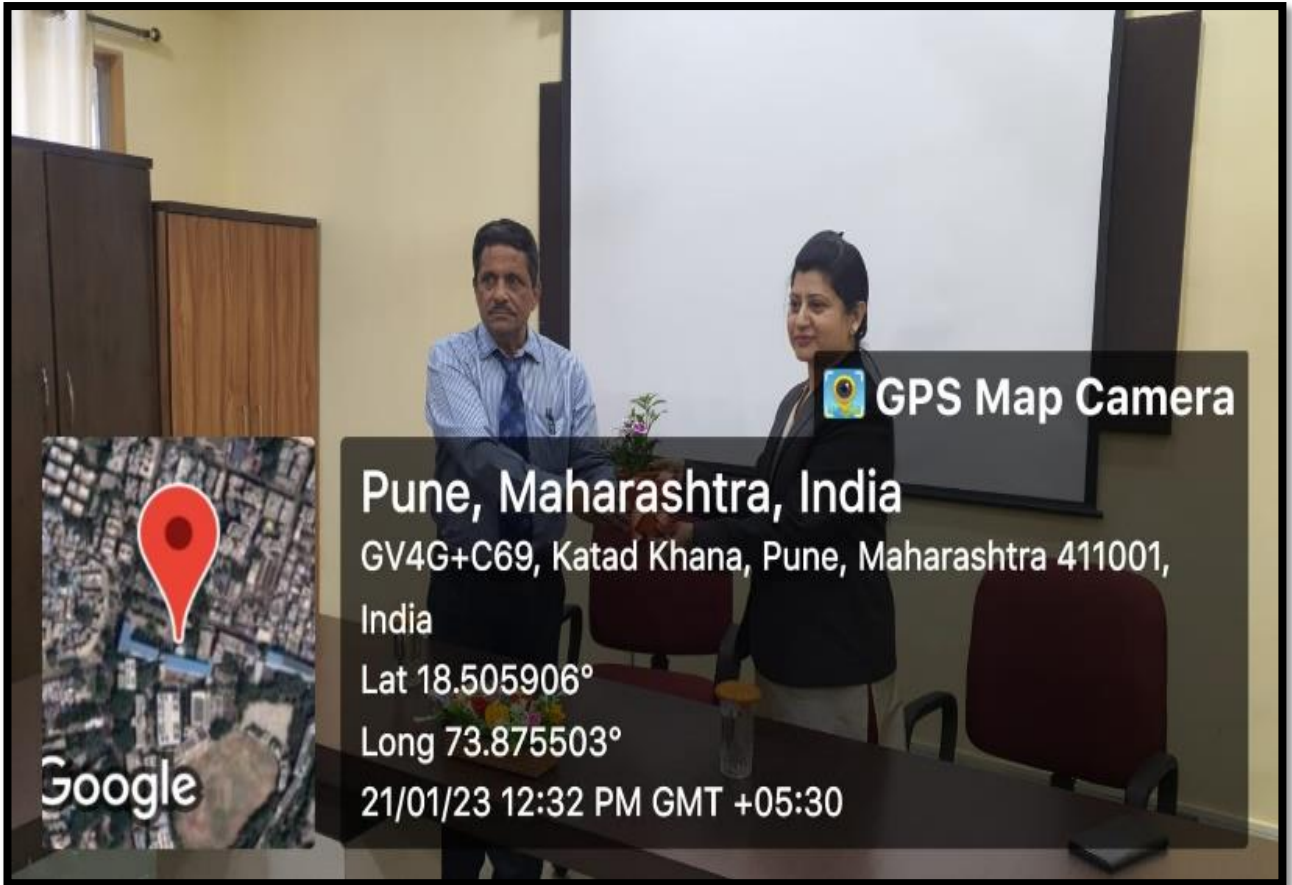
inaugural address delivered by guest judge Mr. Bharat Oswal. Our director Dr. Porinita Banerjee extended a warm welcome to the participants and Guest Judge of the program. Mr. Oswal appreciated the efforts made by students for presenting a variety of plans for the event. He emphasized that a seed of an idea will become a plant for a good business and meaningful network of professional connections. He mentored the students and gave them suggestions for improvement. The main goal of the competition was to stimulate and nourish creativity, create entrepreneurial spirit and to encourage such activities among students from any majors and examine students' business ideas for their realization capacity. The competition was quite definite. All were elated to have such massive involvement and kept the team motivated all through. Their avidity and readiness turned their presentations into the very best. Working their way to the victory were Ms. Sony Sinha who won the first prize. The second prize was won by Abrar and the third was won by Alisha. All the winners were awarded cash prizes. The session was attended by 70 participants. Students showcased their ideas in several magnitudes by creating & developing new ventures. Students learnt the ways of dealing with business uncertainties. They gained theoretical and practical knowledge from other participants & the guest judge. Students developed an overall understanding of current and future trends in business.

**14. Unlocking Your Potential: Choosing Your MBA Specialization** -Poona Institute of Management Sciences and Entrepreneurship in association with Pune Management Association organized a one-day session "Unlocking Your Potential: Choosing Your MBA Specialization" on 15th April, 2023 under the guidance of Dr. Porinita Banerjee and coordinated by Dr. Anjum Sayyad. The session aimed to provide an overview of various MBA specializations available and help students make informed decisions about their career paths. Mr. Shantilal Hajeri, the guest speaker, provided an overview of different specializations, their curriculum, required skills, and job prospects. The session focused on helping students identify their strengths and interests and guided them to choose a specialization that aligns with their goals and career aspirations. The session concluded with a brief understanding of the knowledge, skills, and values required for each specialization. Overall, the session provided valuable insights and guidance to the students.





15. **Guest Lecture on “Summer Internship Research Project Guidance”** -A Summer Internship Research Project Guidance Session was conducted on January 21, 2023. The session was held for MBA students who are currently on summer internship. Dr. Sanjay began the session by discussing the importance of selecting a good research topic for a summer internship project. He emphasized the need to choose a topic that is relevant to the students’ area of interest and that is feasible to research in the time allotted. He then went on to discuss the different research methodologies that can be used for a summer internship project. He explained the advantages and disadvantages of each methodology and helped the students to choose the methodology that was most appropriate for their project. The final part of the session was devoted to data analysis and presentation. Dr. Sanjay discussed the different methods of data analysis that can be used and helped the students to develop a plan for presenting their findings. The students found the session to be very informative and helpful. They appreciated insights and advice given by Dr. Sanjay Patankar. The session helped them to better understand the research process and to develop a plan for their summer internship projects.



**16. Team building with Effective Communications incorporates Language and communication skills** - On May 13, 2023, our institute organized a session on "Team building with Effective Communications incorporates Language and communication skills," featuring Mrs. Leonette Denis as the esteemed speaker. The session aimed to enhance the understanding of effective communication, group discussion techniques, and interpersonal skills among the participants.

The Speaker highlighted that in such a culture, employees are encouraged to work hard and continuously improve their skills and capabilities which ultimately leads to shaping the talent capability by creating a workforce that is adaptable, flexible, and responsive to changing circumstances. The session concluded by performance-oriented culture can have a positive impact on an organization's resilience and talent capability but it's important to ensure that it is balanced with other important factors to create a healthy and sustainable work environment.



17. **Nonverbal communication with the ecosystem** - February 10, 2023, our institute organized a highly informative session on "Nonverbal Communication with the Ecosystem." This session aimed to explore the significance of nonverbal communication in interacting with the ecosystem and featured Mrs. Shruti Patole Clarence as the distinguished speaker. The session on "Nonverbal Communication with the Ecosystem" with Mrs. Shruti Patole Clarence was both enlightening and thought-provoking. Participants gained a deeper



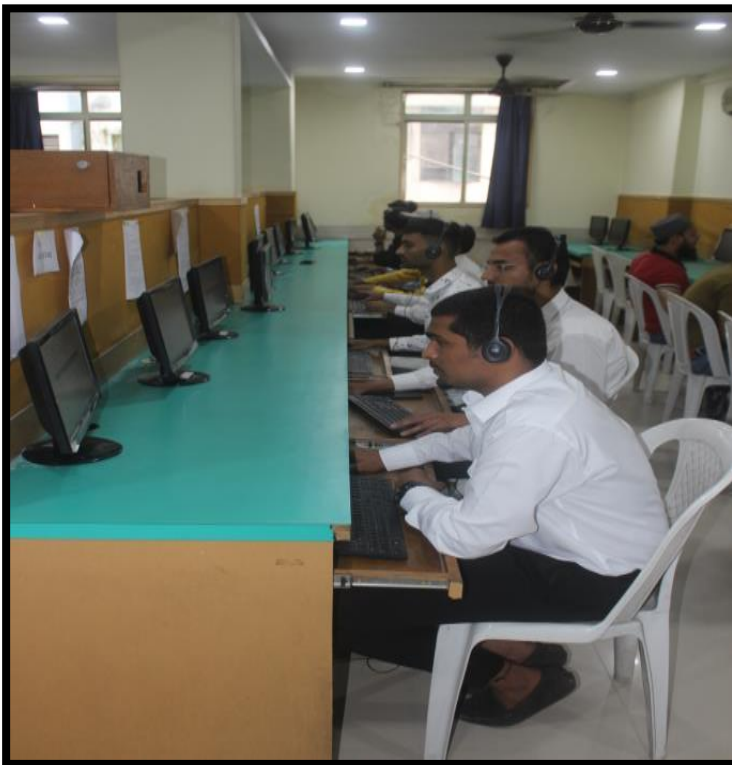
understanding of the language of nature and the importance of responsible communication with the ecosystem. We are inspired to incorporate the key takeaways and recommendations from this session into our institute's environmental education efforts as we strive for a more sustainable and harmonious relationship with the natural world.

**18. Language Lab - listening Comprehension** - A Session on Language Lab - listening comprehension that took place on 16/11/2020 at AKI's Poona institute of management sciences & entrepreneurship. The session aimed to enhance the listening skills of MBA students and was conducted by Dr. Sheena Abraham. The Language Lab session on listening comprehension conducted by Dr. Sheena Abraham proved to be highly beneficial for MBA students. It equipped them with valuable listening skills applicable to their academic and professional endeavors. The interactive nature of the session facilitated active engagement and provided practical insights into effective listening strategies.





19. **Language Lab - English Comprehension** - session on Language Lab - listening comprehension that took place on 25/01/2023 at AKI's Poona institute of management sciences & entrepreneurship. The session aimed to enhance the listening skills of MBA students and was conducted by Dr. Sheena Abraham. The Language Lab session on listening comprehension conducted by Dr. Sheena Abraham proved to be highly beneficial for MBA students. It equipped them with valuable listening skills applicable to their academic and professional endeavours. The interactive nature of the session facilitated active engagement and provided practical insights into effective listening strategies.



20. **"Inbound Activity: To Meet the Company Standard with Skills** - Poona institute of management sciences & entrepreneurship Organized a session on January 31, 2022, focusing on "Inbound Activity: To Meet the Company Standard with Skills." The session aimed to equip participants with the necessary skills to meet the standards and expectations of their respective companies. During the session, Mrs. Gayatri Mathkar, an experienced professional in the

field, provided valuable insights and guidance to the participants. The session on "Inbound Activity: To Meet the Company Standard with Skills" was a resounding success. Mrs. Gayatri Mathkar's expertise and insights left participants better equipped to understand and meet their company standards. The knowledge gained during the session will undoubtedly contribute to their professional growth.

To continue on the path of professional development, we encourage participants to apply the knowledge gained during this session in their respective workplaces and seek opportunities to enhance their skills further.



**21. Effective Verbal and Nonverbal Communication Strategies for MBA Professionals** -The session on "Effective Verbal and Nonverbal Communication Strategies for MBA Professionals" conducted by Mr. Nadeem Kazi proved to be highly informative and beneficial for the MBA students. It equipped them with valuable skills and techniques to enhance their communication abilities, both verbally and nonverbally. The knowledge gained from this session will undoubtedly contribute to their personal and professional growth, facilitating effective teamwork and success in their future careers. We extend our sincere appreciation to Mr. Nadeem Kazi for sharing his expertise and valuable insights during the session. We would also like to thank all the participants for their active involvement and enthusiasm. Such sessions play a pivotal role in shaping the holistic development of MBA students and preparing them for the challenges of the business world.



**22. Mastering Business Communication and Interpersonal Skills** - The workshop was conducted over a span of five days, with each day dedicated to specific topics. The sessions were highly interactive and involved a combination of lectures, group discussions, case studies, role-plays, and individual exercises. Participants actively participated and engaged in the activities, creating a vibrant learning environment. The workshop on "Mastering Business Communication and Interpersonal Skills" was a resounding success. It provided MBA students with a solid foundation in essential language and communication skills required for their professional growth. The workshop Concluded by the prize distribution of participants in the work shop Participants found the sessions engaging, informative, and highly relevant to their future careers.



**23. Supply Chain Focus: Expert Guidance in Career Counseling** -Poona Institute of Management Sciences and Entrepreneurship organized a specialized career counseling session titled "Supply Chain Focus: Expert Guidance in Career Counseling" on 7/5/2022. The session provided the students with expert insights and guidance on navigating diverse career paths within the field. The speaker for the session was Mrs. Reshu Agarwal. He covered various topics such as logistics optimization, inventory management and the impact of emerging technologies on supply chain operations. Mrs. Reshu Agarwal engaging presentation style facilitated an interactive dialogue allowing students to seek personalized advice and gain practical insights into the intricacies of building a successful career in supply chain management. The event aimed to empower students with the knowledge and confidence needed to make informed decisions about their future career paths.

The attendees expressed appreciation for the valuable perspectives shared by Mrs. Reshu Agarwal recognizing the session's relevance to their academic and professional pursuits in the field of supply chain management. Our Institute remains dedicated to organizing such insightful career counseling sessions, ensuring students are well-prepared for the dynamic and competitive world of supply chain management.



**24. Career Counseling for Future Business Leaders** -During the Induction Program, Poona Institute of Management Sciences and Entrepreneurship conducted a counseling session titled "Career Counseling for Future Business Leaders" on 3/12/2022. The session was designed to guide aspiring business leaders in shaping their professional trajectories. Dr. Parag Kalkar was the speaker for the session that provided insights and strategies with the eager audience of future business leaders.

The session covered a wide array of topics crucial for individuals aspiring to lead in the business world including leadership skills, strategic decision-making and industry trends. Dr. Parag Kalkar's expertise and interactive approach created an engaging atmosphere allowing students to actively participate, seek personalized advice and gain practical insights into the nuances of building successful careers in leadership roles. The event aimed to empower students with the knowledge and skills needed to navigate the competitive landscape of business leadership.

The participants expressed gratitude for the informative session recognizing Dr. Parag Kalkar's role in providing them with a roadmap for their journey towards becoming future business leaders. The Institute ensured that the students are well-prepared to assume leadership roles in the VUCA world.



**25. People Management Paths: Career Counseling for HRD Students-** Poona Institute of Management Sciences and Entrepreneurship organized a career counseling session titled "People Management Paths: Career Counseling for HRD Students" on 01/11/2022. The session was crafted to provide Human Resource Development (HRD) students with valuable insights into the diverse career avenues within the field of people management. Mr. Neeraj Borgave, a seasoned professional with extensive experience in HRD served as the esteemed speaker bringing his wealth of experience and expertise to guide the students.

The session delved into various aspects crucial for aspiring HR professionals, including talent acquisition, employee engagement, and organizational development. Mr. Neeraj Borgave practical approach and real-world examples offered students a practical understanding of the dynamic nature of HRD roles. The interactive nature of the session allowed students to actively engage with Mr. Neeraj Borgave, seek personalized advice, and gain valuable perspectives on how to carve a successful career path in HRD.

The students expressed appreciation for the session's relevance and the practical insights provided by Mr. Lionel. The event reinforced the Institute's commitment to offering specialized career counseling sessions ensuring students are well-prepared to excel in the dynamic field of Human Resource Development.



**26. Beyond Data: Career Counseling for Business Analytics Specialization-** Poona Institute of Management Sciences and Entrepreneurship organized a career counseling session titled "Beyond Data: Career Counseling for Business Analytics Specialization" on 6/3/2023. The session aimed to guide students towards lucrative and impactful career paths within the dynamic field of Business Analytics.

Mr. Mohd Ali was the speaker for the session. He covered various facets critical for aspiring business analytics professionals including data interpretation, predictive modeling and the role of analytics in driving business decisions. Mr. Lionel's engaging presentation style facilitated an interactive dialogue allowing students to seek personalized advice and gain practical insights into the intricacies of building a successful career in business analytics. The event aimed to empower students with the knowledge and confidence needed to make informed decisions about their future career paths in the data-driven business landscape.

The participants expressed gratitude for the session's relevance and the actionable insights provided by Mr. Ali. The event exemplified the Institute's dedication in organizing insightful career counseling sessions ensuring students are well-prepared for success in the rapidly evolving field of Business Analytics.



**27. Navigating Success: Expert Guidance for Banking Competitive Examinations -** Poona Institute of Management Sciences and Entrepreneurship conducted an insightful session on 28th November, 2022, titled "Navigating Success: Expert Guidance for Banking Competitive Examinations." The main objective of this session was to empower aspiring candidates with invaluable insights and proven strategies tailored for success in the competitive landscape of banking examinations.

Dr. Payal Samdariya, the speaker for the session delivered a dynamic presentation uncovering key strategies essential for excelling in banking competitive examinations. His wealth of experience and keen understanding of the evolving nature of these exams resonated well with the participants. The session encompassed a wide array of topics, providing participants with actionable advice on crafting effective strategies and gaining a comprehensive understanding of the intricacies within the banking exam.

The participants expressed their appreciation for the session acknowledging Dr. Payal's adeptness in elucidating the nuances of banking competitive exams. Poona Institute of Management Sciences and Entrepreneurship remains committed to organizing such impactful sessions ensuring that students are not only academically prepared but also equipped with the practical insights needed to navigate and excel in the competitive realm of banking examinations.



**28. Guidance for RBI Grade Competitive Examinations** -Poona Institute of Management Sciences and Entrepreneurship conducted an enlightening session on 2<sup>nd</sup> December, 2022, titled "Expert Guidance for RBI Grade Competitive Examinations." The session aimed to provide the students with strategic insights and effective approaches to succeed in the competitive examinations conducted by the Reserve Bank of India (RBI).

Mr. Ramesh Varadharajan, Global Service Delivery & Support Leader, the distinguished speaker for the session, delivered a comprehensive presentation offering key strategies for success in RBI Grade competitive examinations. His in-depth understanding of the RBI exam structure and insightful tips resonated well with the participants. The session covered a diverse range of topics, providing practical guidance on developing effective study plans mastering time management techniques and navigating the specific intricacies of the RBI Grade exam syllabus.

The students expressed their appreciation for the session acknowledging Mr. Ramesh's ability to answer all the doubts and queries associated with RBI Grade exams. The session finally concluded with a formal vote of thanks.



