

Table 2 : Career Guidance and Counseling Activities conducted during the AY 2021-22

Sr	Date	Resource Person	Topic
1	5/07/2021	Mr. Sagar Patil, Program Manager, Nirmaan	Career Opportunities in Non Profit Organization for MBA Students
2	16/07/2021	Mr. Amitesh Ranjan, Regional Sales Manager, MARS International.	Career Opportunities in Digital Marketing for MBA Students
3	21/08/2021	Mrs Rajitha Nair, Statistician & Founder, Rajitha Nair Business Analytics Solutions, Nashik	Research Orientation and Application of Research to Various Fields of Marketing, Finance and HR
4	22/03/2022	Mr. Saurabh Bhosale	How to be the best version of yourself
5	24/03/2022	Mr S R Kulkarni, SRK Consultings,Pune	Industry Expectations from MBA Students
6	24/03/2022	Mr. Ankush Puri, Director, Nuts and Bolts Consulting	Human Excellence for Career Success" conducted by
7	29- 30/03/2022	CA Akash Agarwal,Nashik	2 Days Training Program on "Basics of accounting, finance, share market, and bank"
8	27/06/2022	Rajendra Kore Director,AIMS	How to Search for Brown Diamond Jobs for 10x Career Growth



24/03/2022

The Director  
AIMBA,  
Sangamner

**Subject: Report on Industry Expectations from MBA Students**

Dear Sir,

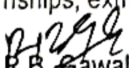
I am pleased to present a report on the industry expectations from MBA students conducted at our institute on 24/03/2022. This report aims to provide insights into the skills, knowledge, and attributes that the industry expects from MBA graduates to succeed in the professional world.

Considering the importance of aligning MBA education with the expectations of the industry, Mr S.R. Kulkarni, SRK Consultings Business Consultant, discussed the evolving business landscape and the need for MBA students to possess relevant skills and competencies to meet industry demands. He took an overview of the general expectations that industries have from MBA students and highlighted the key factors that shape these expectations, such as market trends, technological advancements, globalization, and changing consumer behavior. He stressed on developing the Core Competencies and Skills such as a. Leadership and Management Skills b. Analytical and Problem-Solving Skills c. Communication and Interpersonal Skills d. Adaptability and Agility e. Global Business Perspective and f. Ethical and Social Responsibility

He also highlighted specific industry expectations for MBA students based on their areas of specialization. For example: a. Finance: Strong financial acumen, knowledge of investment strategies, risk management, and financial modeling. b. Marketing: Proficiency in market research, consumer behavior, digital marketing, brand management and strategic marketing. c. Operations and Supply Chain Management: Expertise in process optimization, supply chain analysis, logistics, and lean management principles. d. Human Resources: Understanding of talent management, recruitment strategies, organizational behavior, and employee development. e. Consulting: Problem-solving skills, strategic thinking, data analysis, project management, and client relationship management.

He widely talked about the importance of Industry Engagement and Internships. He appealed MBA students to actively engage with industry professionals through internships, guest lectures, industry projects, and networking events. This hands-on experience helps students bridge the gap between theory and practice and gain industry-specific insights.

He encouraged MBA students for proactive development of the skills and knowledge sought by industries through internships, extracurricular activities, and continuous learning.

  
Dr. R.B. Gawali

Coordinator-Learning & Development

