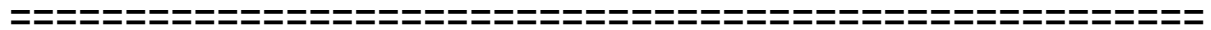


Amrutvahini Sheti & Shikshan Vikas Sanstha's

## AMRUTVAHINI

### INSTITUTE OF MANAGEMENT AND BUSINESS ADMINISTRATION

Approved by AICTE New Delhi | Permanently Affiliated to Savitribai Phule Pune University



## Unleash Your Inner Entrepreneur: 3-Day Training Program In Association with Udyogwardhini Shikshan Sanstha & Amrutvahini Institute of Management & Business Administration

Type: Training

Target Audience: MBA Students, Staff Members, Faculty Members

Dates: 11th October - 13th October 2018

Venue: AIMBA Seminar Hall

Background:

This 3-day intensive training program aims to equip aspiring entrepreneurs with the knowledge, skills, and resources necessary to transform their ideas into thriving businesses. Through interactive sessions, expert guidance, and practical exercises, participants will gain a comprehensive understanding of the entrepreneurial landscape, develop essential business skills, and explore various government initiatives and support systems available for startups.

**Objectives:**

1. **Ignite entrepreneurial spirit:** Motivate participants to overcome challenges and embrace the opportunities associated with starting their own ventures.
2. **Develop a strong foundation:** Equip participants with essential knowledge in areas like business ideation, market research, financial planning, and marketing strategies.
3. **Navigate the ecosystem:** Provide insights into government schemes, support systems, and resources available to facilitate startup success.
4. **Foster practical skills:** Guide participants through the process of goal setting, project selection, market research, and action plan development.



5. **Connect with industry experts:** Offer opportunities to learn from successful entrepreneurs and industry professionals.

### **Tentative Schedule:**

#### **Day 1:**

**Introduction to Entrepreneurship:** Understanding the concept, its benefits, and overcoming psychological barriers.

**Charms of Entrepreneurship:** Exploring the rewards and challenges of being an entrepreneur.

**Start-up vs. Self-Employment vs. Entrepreneurship:** Differentiating between various business models.

**Eco-system and Support System for Start-ups:** Identifying available resources and support structures.

**Government Schemes & Policies:** Financing, Technology, and Marketing support initiatives.

Learning about the Internet of Things (IoT) & Artificial Intelligence (AI): Understanding their potential impact on businesses.

**Assignments to Inculcate Entrepreneurship:** Practical exercises to stimulate creative thinking and problem-solving skills.

#### **Day 2:**

**Goal Setting for Start-ups:** Defining clear objectives and designing a roadmap for success.

Business Opportunities: Exploring potential ventures in different fields with insights from experts and successful entrepreneurs.

**Assignments for Project Selection:** Identifying and refining business ideas for further development.

#### **Day 3:**

**Market Survey Techniques:** Learning effective methods to gather data and understand market dynamics.

**Project Report Preparation:** Guidance on crafting a comprehensive business plan.

**Action Plan Preparations:** Developing a roadmap for implementing the chosen business idea.

**Industrial Visit:** Gaining firsthand experience through exposure to real-world businesses.

**Feedback, Valedictory & Certificate Distribution:** Concluding the program with valuable feedback, a valedictory address, and certificate distribution.

Don't miss this opportunity to unlock your entrepreneurial potential!

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Amrutvahini Institute of Management and Business Administration  
Nashik Pune Highway, Amrutnagar, Sangamner 422608, Dist: Ahmednagar  
Phone: (2425) 259015, 259255 | Website: [www.amrutimba.com](http://www.amrutimba.com) | Email: directoraimba.yahoo.in





Amrutvahini Sheti & Shikshan Vikas Sanstha's

# Amrutvahini Institute of Management & Business Administration, Sangamner

(Affiliated to Savitribai Phule Pune University of Pune and Approved by AICTE New Delhi)

DTE CODE - 5324

NAAC Accredited

ISO 9001 : 2015 Certified Institute

SPPU CODE - 0581

Ref. AIMBA / WAD / 2018

Date : 13/10/2018

## Report on "Unleash Your Inner Entrepreneur" Training Program

This report summarizes the key aspects of the "Unleash Your Inner Entrepreneur" training program, held from October 11th to 13th, 2018, at Amrutvahini Institute of Management & Business Administration (AIMBA) in collaboration with Udyogwardhini Shikshan Sanstha.

### Target Audience:

The program catered to MBA students, staff members, and faculty members, aiming to equip them with entrepreneurial skills and knowledge.

### Objectives:

**Ignite entrepreneurial spirit:** Motivate participants to embrace entrepreneurship and overcome challenges.

**Develop a strong foundation:** Provide essential knowledge in business ideation, market research, financial planning, and marketing strategies.

**Navigate the ecosystem:** Guide participants through government schemes, support systems, and resources available to startups.

**Foster practical skills:** Equip participants with skills in goal setting, project selection, market research, and action plan development.

**Connect with industry experts:** Offer opportunities to learn from successful entrepreneurs and industry professionals.

### Program Highlights:

The program offered a comprehensive three-day schedule, covering various aspects of entrepreneurship through interactive sessions, expert lectures, practical exercises, and assignments.

### Day 1:

**Introduction to Entrepreneurship:** This session laid the foundation, defining entrepreneurship, its benefits, and overcoming psychological barriers.

**Charms of Entrepreneurship:** Participants explored the rewards and challenges associated with being an entrepreneur.

**Understanding Business Models:** The session differentiated between startups, self-employment, and entrepreneurship.

**Entrepreneurial Ecosystem:** Participants gained insights into available resources and support structures for startups.

**Government Schemes & Policies:** Participants learned about government initiatives supporting startups in areas like financing, technology, and marketing.



**Amrutnagar, Post : Sangamner (S.K.) - 422608, Tal.: Sangamner, Dist.: Ahmednagar, (M.S.)**

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• website : [www.amrutimba.org](http://www.amrutimba.org)



# Certificate

Awarded to

Mr. Mrs. Prof. D.B. Wakchare

in appreciation of active participation & contribution to shared learning and growth to course in

**Entrepreneurship Awareness Camp (Under DST NIMAT PROJECT)**

Duration: 11 Oct. - 12 Oct. 20 18 at: **Amrutvahini Inst. of MBA, Sangamner**

Association with



Amrutvahini Institute of Management and Business Administration, Sangamner

Under the Guidance of



EDU, Ahmednagar

Sponsored by



Department of Science & Technology, New India

Date: 11<sup>th</sup> October 2018  
Place: Sangamner

Dr. B. H. Landale  
Director, Amrutvahini Institute of Management and Business Administration, Sangamner

Sunil Chandak  
Director, Udyogwardhini



Organised by



UDYOGWARDHINI

Creating Opportunities

SHIKSHAN SANSTHA

3rd Floor, Narman Ingate,

Karnerwad, Opp. Old CBS,

Nashik. Ph: 0253-2597449.

www.udyogwardhini.com

www.udyogconnect.com

# Certificate

Awarded to

Mr. / Mrs. Prof. N.S. Jondhale

in appreciation of active participation & contribution to shared learning and growth to course in

**Entrepreneurship Awareness Camp (Under DST NIMAT PROJECT)**

Duration: 11 Oct. - 12 Oct. 20 18 at: **Amrutvahini Inst. of MBA, Sangamner**

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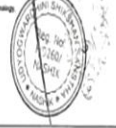


Department of Science & Technology, New India

Date: 11<sup>th</sup> October 2018  
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### ABOUT SANSTHA

A farmer, freedom fighter, senior political leader, sahakarmarashi - pioneer of Co-operative Movement and visionary Late Hon. Shri. Bhausaheb Santuji Thorat laid foundation of Amrutvahini Sheti & Shikshan Vikas Sanstha which has magnified versatile domain of altruistic venture. A strong move in this direction was establishment of various institutions which proved to be paragon of technical and managerial education, a story of unerring vision and indomitable determination. The main objective was to carry out constructive philanthropic activities which serve the educational needs of farmers, students & community as a whole. This noble venture had many helping hands right from lowest strata of the rural society to the then Chief Minister of Maharashtra State late Hon. Shri Vasant dada Patil. Hon. Shri. Balasaheb Thorat, Ex. Minister for Revenue and Khar Land (Maharashtra State), is the chief mentor, guide & philosopher behind creating & nourishing the education hubs which caters to the various strata of society

Amrutvahini Sheti & Shikshan Vikas Sanstha's  
**Amrutvahini Institute of Management & Business Administration, Sangamner**



Approved by AICTE-New Delhi, Affiliated to Savitribai Phule Pune University,  
An ISO 9001:2015 Certified Institute, NAAC Accredited & Recipient of Excellence in  
Education Award in Indo-Global Education Summit - 2017

### ABOUT THE INSTITUTE

Amrutvahini Institute of Management & Business Administration, established in June 1994, has emerged as a reputed & renowned management Institute which involved in imparting quality management education. The Institute is striving for excellence through industry- academic participation, consultancy and research. The qualified, competent and experienced faculty backed by ultra modern infrastructure located in a beautiful environment in outskirts of town is creating stimulating environment for learning. The Institute is offering Two years full time MBA course which is approved by AICTE & affiliated to Savitribai Phule Pune University.

### PATRONS

**HON. SHRI. BALASAHEB THORAT**

MLA, Government of Maharashtra  
Ex. Minister for Revenue and Khar Land Development, Government of Maharashtra & President, Amrutvahini Sheti & Shikshan Vikas Sanstha

**HON. DR. SUDHIRJI TAMBE**

MLC, Nashik Graduate Constituency, Government of Maharashtra & Trustee, Amrutvahini Sheti & Shikshan Vikas Sanstha

**HON. MRS. SHARAYUTAI DESHMUKH**

Trustee, Amrutvahini Sheti & Shikshan Vikas Sanstha

**ANIL B. SHINDE**

Chief Executive Officer, AS & SVS

### CONVENER

**Dr. B.M. LONDHE** 9822267298

### Co - CONVENER

**Dr. S.K. Nimbalkar** 9960135115

### ORGANIZING COMMITTEE MEMBERS

**Dr. R.B. Gawali**

**Prof. N.N. Dighe**

**Prof. L.D. Shah**

**Prof. N.M. Nair**

**Prof. S. G. Gunjal**

**Dr. N.S. Bhand**

**Prof. N.S. Jondhale**

**Prof. R.B. Satpute**

**Prof. D.B. Wakchaure**

**Mr. C. B. Kahandal**



Two Days Workshop / FDP

On

**"Innovative Teaching Pedagogy"**

16<sup>th</sup> & 17<sup>th</sup> February 2019

Organized by

**AIMBA, Sangamner**

Under

**Quality Improvement Program of**

Savitribai Phule Pune University



SUCCESS

TEAMWORK

PLANNING



**Amrutvahini Institute of Management and Business Administration**

Nashik - Pune Highway, Sangamner - 422 608, Dist. Ahmednagar (M.S.)

Phone: + 91 - 2425 - 259015 • Email: directoraimba@yahoo.co.in  
Website: www.amrutmba.org





**Amrutvahini Sheti and Shikshan Vikas Sanstha's**  
**Amrutvahini Institute of Management and Business Administration**  
**Two Days Workshop/Faculty Development Program On**  
**"INNOVATIVE TEACHING PEDAGOGY"**

**16<sup>th</sup> & 17<sup>th</sup> February, 2019**

**Program Schedule**

**Day-1 (Saturday-16<sup>th</sup> Feb- 2019)**

Timing	Program Schedule
9.00 am	Registration & Tea/Breakfast
9.30 am	Inauguration of Faculty Development Program
10.00 am	Session-I Introduction and Expectancy Setting- Mr.Shaji Joseph
11.30 am	Tea-Break
11.45 am	Session-II Learning Styles and Adult Learning-Dr.B.M.Londhe (Using David Kolp's Learning Style)
1.00 pm	Lunch
2.00 pm	Session-III Blooms Taxonomy-Mrs.Apporva Deshpande
3.00 pm	Tea-Break
3.10 pm	Session-IV Outcome Based Education- Dr.Dinkar Chintaman Pawar
4.15 pm	Session-V Using Games In Teaching- Dr.M.J.Chavan

**Program Schedule**

**Day-2 (Sunday -17<sup>th</sup> Feb- 2019)**

Timing	Program Schedule
9.00 am	Tea/Breakfast
9.30 am	Session-VI Case Based Learning-Mrs.Vidyawati Ramteke
10.00 am	Session-VII ICT-Tools in Teaching- Mrs.Vidyawati Ramteke
11.30 am	Tea-Break
11.45 am	Session-VIII Research Based Learning, Flipped Teaching- Dr.Balasaheb .D.Wagh
1.00 pm	Lunch
2.00 pm	Session-IX Introduction and Industry Expectations-Dr.Dinesh P.Hase
3.00 pm	Tea-Break
3.10 pm	Session-X The Ideal Faculty-Mr.Inderpal Singh Shieledar
4.15 pm	Session-XI The Pedagogy Required to create Talents-Dr.R.B.Gawali
5.15 pm	Valedictory & Feedback



Amrutvahini Sheti & Shikshan Vikas Sanstha's

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DTE CODE - 5324

NAAC Accredited

ISO 9001 : 2015 Certified Institute

SPPU CODE - 0581

Ref. AIMBA / L&D/2019

Date : 18/02/2019

## Report on Two Days Faculty Development Program: Innovative Teaching Pedagogy

Topic: Innovative Teaching Pedagogy

Type: FDP

Dates: February 16th & 17th, 2019

Venue: Seminar Hall

Target Audience: Faculty & Staff

A two-day Faculty Development Program (FDP) titled "Innovative Teaching Pedagogy" was organized on February 16th and 17th, 2019, in the Seminar Hall. The program aimed to equip faculty members with contemporary teaching methods and equip them to enhance student learning and engagement.

### Day 1:

Session I: Introduction and Expectancy Setting (Mr Shaji Joseph): This session welcomed participants and set expectations for the program, clarifying its objectives and desired outcomes.

Session II: Learning Styles and Adult Learning (Dr B M Londhe): This session explored various learning styles and their implications for effective teaching of adult learners, emphasizing catering to diverse needs.

Session III: Bloom Taxonomy (Mrs Apporva Deshpande): This session revisited the revised Bloom's Taxonomy and its application in designing learning objectives that encourage higher-order thinking skills in students.

Session IV: Outcome Based Education (Dr. Dinakr Chintaram Pawar): This session introduced the concept of Outcome-Based Education (OBE) and its frameworks, guiding participants on integrating it into their teaching practices.



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Ref. AIMBA / L&D / 2018

Date : 18/02/2018

## Day 2:

Session VI: Case Based Learning (Mrs Vidyawati Ramteke): This session delved into the benefits and implementation of case-based learning, providing practical strategies for engaging students through real-world scenarios.

Session VII: ICT Tools in Teaching (Mrs Vidyawati Ramteke): This session explored various Information and Communication Technology (ICT) tools and their integration into teaching, promoting innovative and interactive learning experiences.

Session VIII: Research-Based Learning: Flipped Classroom (Dr Balasaheb D Wagh): This session introduced the flipped classroom model, its advantages, and effective implementation strategies to encourage student research and active learning.

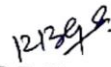
Session IX: Industry Expectations (Dr Dinesh P Hase): This session discussed the skills and knowledge sought by industries in graduates, highlighting the need for curriculum alignment with industry demands.

Session X: Ideal Faculty (Mr Inderpal Singh): This session provided insights into the qualities and characteristics of an ideal faculty member, emphasizing professionalism, dedication, and commitment to student success.

Session XI: Pedagogy Required to Create Talents (Dr R B Gawali): This session concluded the program by exploring pedagogical approaches that nurture talent and skill development, preparing students for future success.

## Valedictory and Feedback:

The program concluded with a valedictory session where participants shared their takeaways and feedback. The overall response was positive, with faculty members appreciating the diverse topics covered and the practical insights gained. Thirty Two Faculty benefited from the workshop.

  
Dr R B Gawali  
Coordinator- Learning & Development



  
Dr B M Londhe  
Director

**Amrutnagar, Post : Sangamner (S.K.) - 422608, Tal.: Sangamner, Dist.: Ahmednagar, (M.S.)**

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Amrutvahini Sheti & Shikshan Vikas Sanstha's  
**Amrutvahini Institute of Management &  
Business Administration, Sangamner**

(Approved by AICTE New Delhi, Affiliated to Savitribai Phule Pune University, An ISO 9001:2015 Certified and NAAC Accredited Institute)



## *Certificate*


This is to certify that Dr. Nitin Sopan Bhand of  
Amrutvahini Institute of MBA has participated in Two days Workshop/FDP  
as Resource/Person/Participant under the QIP of Savitribai Phule Pune University on

### **“Innovative Teaching Pedagogy”**

16th & 17th February 2019

Date: 17/02/19

  
**Dr. S. K. Nimbalkar**  
Co-Convener

  
**Dr. B. M. Londhe**  
Convener

Amrutnagar, Nashik - Pune Highway, Sangamner - 422 608, Dist.: Ahmednagar (M.S.)



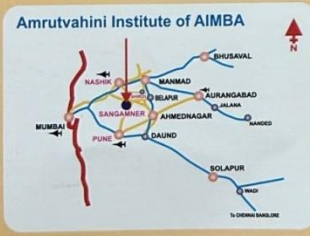
IMPORTANT DATES	
Last Date of Abstract Submission	5 <sup>th</sup> Feb. 2019
Communication of Abstract Acceptance	8 <sup>th</sup> Feb. 2019
Submission of Full Paper	14 <sup>th</sup> Feb. 2019
Last date of Registration	26 <sup>th</sup> Feb. 2019
Dates of Seminar	26 <sup>th</sup> - 27 <sup>th</sup> Feb. 2019

**VENUE OF SEMINAR**  
Amrutvahini Inst. of Management and Business Administration,  
Nashik-Pune Highway, Sangamner

REGISTRATION FEES	
Students	Rs.300
Research Scholars	Rs.500
Corporate Person	Rs.750
Academicsians	Rs.500

The registration fee covers seminar kits, proceedings of the seminar, meals and refreshments on the days of the seminar only. There is provision for accommodation and dinner. The registration fee would have to be submitted by cash against receipt.

**Accommodation :**  
Accommodation will be arranged by the organizing committee for which prior information has to be provided well in advance.



**PATRONS**

**HON. SHRI. BALASAHEB THORAT**  
MLA, Government of Maharashtra  
Ex. Minister for Revenue and Khar Land Development, Government of Maharashtra & President, Amrutvahini Sheti & Shikshan Vikas Sanstha

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Trustee, Amrutvahini Sheti & Shikshan Vikas Sanstha

**ANIL B. SHINDE**  
Chief Executive Officer, AVS & SVS

**Seminar Convener**

**Dr. B.M. Londhe** 9822267298

**Seminar Co-ordinator**

**Dr. R.B.Gawali** 8788672960

**Seminar Organizing Committee**

- Dr. N.S. Bhand** 9922424591
- Dr. S.K. Nimbalkar** 8668619060
- Prof. N.N. Dighe** 9604675051
- Prof. N.S. Jondhale** 9850220041
- Prof. L.D. Shah** 9975763476
- Prof. R.B. Satpute** 7588093481
- Prof. N.M. Nair** 9890941129
- Prof. D.B. Wakchaure** 9579540240
- Prof. S. G. Gunjal** 7798037551
- Mr. C.B. Kahandal** 9922304112



Invitation And Call for Papers  
**Two Days**  
**NATIONAL SEMINAR**  
Of  
**AIMBA**  
26<sup>th</sup> & 27<sup>th</sup> February 2019  
**Enhancing Productivity Through  
Spiritual Human Resource Practices**  
ORGANISED BY  
Amrutvahini Institute of Management and Business Administration  
Nashik - Pune Highway, Sangamner - 422 608,  
Dist - Ahmednagar (Maharashtra State)  
Phone : + 91 - 2425 - 258015  
Email : directoraimba@yahoo.co.in  
Website : www.amrutimba.org  
UNDER  
**QUALITY IMPROVEMENT PROGRAMME OF  
SAVITRIBAI PHULE PUNE UNIVERSITY**

**BACKGROUND**

Perspectives about what appropriate work-life balance should entail have been changing in the past decade. There is an increasing call for reformulation of values at work, in order to establish greater satisfaction for all stakeholders. And we all know that there is no part of the organization more involved in providing a meaningful workplace, which is increasingly perceived as the most widely accepted view of spirituality at work, than the Human Resource department. This seminar is an attempt to throw light on spirituality and spirituality in the workplace, as well as a variety of ways in which HR management can establish and maintain a spiritual work environment, thus ensuring successful organizational performance on lasting basis.

**OBJECTIVES OF SEMINAR**

- To provide forum for interaction on contemporary issues and development in various domains of Spiritual practices and their application in Human Resource Management
- To create an enabling interface among professionals, academicians, researchers, practitioners, corporate representatives, consultants and experts in the field of commerce and management.

**SUBTHEMES**

- Trends towards spirituality at workplace
- Spiritual practices in industry
- Attributes of spirituality within work contexts
- Spiritual Human Resource practices and organizational performance
- Impact of Workplace Spirituality on Organization
- Workplace Spirituality and Human Resource Development
- Cultivating spirituality in the work place through leadership
- Spiritual practices and corporate management
- Personal excellence through spiritual HR practices
- Issues and challenges in Implementing Workplace Spirituality in an Organization
- Employees performance and spiritual HR Practices
- Creativity and innovation through Spiritual practices in organization
- Spirituality and leadership in Business world
- Above subthemes are just indicative. The research papers relevant to Main themes will also be considered for publication.

**SEMINAR INCLUDES**

- Expert session
- Panel discussion
- Paper Presentation
- Poster presentation

**CALL FOR PAPERS**

Authors are cordially invited to submit original and unpublished, experimental, theoretical research work papers/articles, review articles, survey papers, refereed papers and as well as auxiliary material such as- case study, technical notes on the themes and subthemes of the seminar.  
• Selected research papers and articles we will be published in proceedings of seminar published in the book bearing ISBN number.  
• Selected quality research papers / Articles will be published in ISSN journal of our Institute.

**GUIDELINES FOR PAPER SUBMISSION**

- Authors may submit the research papers, articles, case study only to email:- [aimbans2019@gmail.com](mailto:aimbans2019@gmail.com) Authors are advised to submit the research papers, articles only with the copyright form duly signed, scanned and attached; authors may download the copyright form with our website or you can take the photo copies of the copyright forms.
- **File Type**  
Authors should submit the articles only in MS-word format, no other format is accepted. If equations were used it should be converted by using MS Office equation editor and pasted as image at proper place. All equations should be grouped or may be prepared using equation editor software.
  - **File Size**  
No research paper, article should exceed more than 15 pages unless necessary, authors will be requested to substantiate the need if it exceeds the maximum number of pages. The file size of the MS word format may not exceed 10 MB size for submission through submission form and 15 MB if it is submitted as attachment over mail.
  - **Size of Submission**  
Authors are instructed to restrict the number of pages not more than 15 pages to avoid ambiguity and reduce the editing time. The file should be attached as email attachment. In any case the size of the file should never exceed 10 MB owing to file restriction implied.
  - **Language**  
Language of the articles should be only in English, we are not processing articles in any other languages.

**Font Type**

- Articles should be typed in single line spacing with the following font pattern
- **Font type :** Times Roman
- **Size:** For main heading or title: 14 points and Bold.
- **For subtitles:** 12 points and Bold Content of Research papers/article : 12 points.
- **Submission Order**  
The following order should be strictly followed while submitting the article
- **Front page :** Title of article, authors' names, authors' institutional affiliations only and leave other spaces empty. From second page : Start with abstract of about 200-300 words exactly conveying the content of the article & Keywords ( at least 5 words ) Main content text with all tables and figures aligned in their location ( do not send tables and figures separately unless requested), list of symbols and abbreviations, acknowledgement , references ( follow standard format).

**ABOUT SANSTHA**

A farmer, freedom fighter, senior political leader, sahakarmarashi - pioneer of Co-operative Movement and visionary Late Hon. Shri. Bhausaheb Santuji Thorat laid foundation of Amrutvahini Sheti & Shikshan Vikas Sanstha which has magnified versatile domain of altruistic venture. A strong move in this direction was establishment of various institutions which proved to be paragon of technical and managerial education, a story of unerring vision and indomitable determination. The main objective was to carry out constructive philanthropic activities which serve the educational needs of farmers, students & community as a whole. This noble venture had many helping hands right from lowest strata of the rural society to the then Chief Minister of Maharashtra State late Hon. Shri Vasant dada Patil. Hon. Shri. Balasaheb Thorat, Minister for Revenue and Khar Land (Maharashtra State), is the chief mentor, guide & philosopher behind creating & nourishing the education hubs which caters to the various strata of society.

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ISO 9001 : 2015 Certified Institute

SPPU CODE - 0581

Ref. AIMBA / 167/2019

Date : 28/07/2019

## Two Days National Seminar Report

on

"Enhancing Productivity through Spiritual Human Resource Practices"

National Seminar Topic: Enhancing Productivity through Spiritual Human Resource Practices

Dates: February 26th & 27th, 2019

Venue: Seminar Hall

Target Audience: Students, Faculty, Staff, and other Participants from India

### Inaugural Function

Chief Guest: V A Puadhye, Ex Vice President, Mahindra and Mahindra

Guest of Honor: Rajesh Malpani, Director, Malpani Group

Chairman: Dr Sudhirji Tambe, Trustee, AS&SVS

The two-day national seminar, "Enhancing Productivity through Spiritual Human Resource Practices," aimed to explore the potential of integrating spiritual principles into HR practices to improve individual and organizational well-being and, ultimately, enhance productivity.

### Day 1:

Technical Session 1: Unleashing Human Potential (Kiran Kumar): This session explored how individual inner work and harnessing inner potential can lead to improved performance and engagement.

Technical Session 2: Corporate Shared Values and Spiritual HR Practices (Sunilkumar Dayama): This session discussed the implementation of shared values rooted in ethical and spiritual principles within organizations and their impact on employee behavior and organizational culture.

Technical Session 3: Organizational Performance and Spirituality (Dr Arun Gaikwad): This session focused on research and evidence demonstrating the positive correlation between spirituality in the workplace and improved organizational performance metrics.

### Day 2:

Technical Session 4: Spiritual Business Leadership (Mr Prashant Puppal): This session explored the role of spiritual leadership in fostering ethical, compassionate, and high-performing teams.

Technical Session 5: Spirituality and New Age Entrepreneurship (Mr Prashant Lelemath): This session examined the unique challenges and opportunities faced by entrepreneurs, and how spiritual approaches can guide their decision-making and create sustainable businesses.



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Amrutvahini Sheti & Shikshan Vikas Sanstha's

## Amrutvahini Institute of Management & Business Administration, Sangamner

(Approved by AICTE New Delhi, Affiliated to Savitribai Phule Pune University, An ISO 9001:2015 Certified and NAAC Accredited Institute)



### TWO DAYS NATIONAL SEMINAR

ORGANIZED UNDER QUALITY IMPROVEMENT PROGRAMME OF SAVITRIBAI PHULE PUNE UNIVERSITY

## Certificate

This is to Certify that, Ssfi/Smt Lalazade Ashwini Rajendra  
of Sangamner college College / Institute, Participated / Presented  
a Research Paper, in Two days National Seminar On "Enhancing Productivity  
Through Spiritual Human Resource Practices" on 26<sup>th</sup> - 27<sup>th</sup> February 2019.

He/She contributed research paper (s) entitled \_\_\_\_\_

Date: 27-02-2019

  
Dr. R. B. Gawali  
Seminar Coordinator

  
Dr. B. M. Londhe  
Director

Amrutnagar, Nashik - Pune Highway, Sangamner - 422 608, Dist.: Ahmednagar (M.S.)





### IMPORTANT DATES

Last Date of Abstract Submission	30 <sup>th</sup> Jan. 2020
Communication of Abstract Acceptance	1 <sup>st</sup> Feb. 2020
Submission of Full Paper	5 <sup>th</sup> Feb. 2020
Last date of Registration	7 <sup>th</sup> Feb. 2020
Dates of Seminar	7 <sup>th</sup> - 8 <sup>th</sup> Feb. 2020

### VENUE OF SEMINAR

Amrutvahini Inst. of Management and Business Administration,  
Nashik-Pune Highway, Sangamner

### REGISTRATION FEES

Students	Rs.300
Research Scholars	Rs.700
Corporate Person	Rs.750
Academicians	Rs.700

The registration fee covers seminar kits, proceedings of the seminar, meals and refreshments on the days of the seminar only. There is provision for accommodation and dinner. The registration fee would have to be submitted by cash against receipt.

**Accommodation:**  
Accommodation will be arranged by the organizing committee for which prior information has to be provided well in advance.

### Amrutvahini Institute of AIMBA



Design: Shriam 18/02/2020

### PATRONS

#### HON. SHRI. BALASAHEB THORAT

Minister for Revenue, Government of Maharashtra  
President, Amrutvahini Sheti & Shikshan Vikas Sanstha

#### HON. DR. SUDHIRJI TAMBE

MLC, Graduate Constituency, Government of Maharashtra &  
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#### HON. MRS. SHARAYUTAI DESHMUKH

Trustee, Amrutvahini Sheti & Shikshan Vikas Sanstha

#### ANIL B. SHINDE

Chief Executive Officer, AVS & SVS

### Seminar Convener

Dr. B.M. Londhe 9822267298

### Seminar Co-ordinator

Prof. R.B. Satpute 7588093481

### Seminar Organizing Committee

Dr. R.B. Gawali 8788672960

Dr. N.S. Bhand 9922424591

Dr. S.K. Nimbalkar 8668619060

Prof. N.N. Dighe 9604675051

Prof. N.S. Jondhale 9850220041

Prof. L.D. Shah 9975763476

Prof. N.M. Nair 9890941129

Prof. D.B. Wakchaure 9579540240

Prof. S. G. Gunjal 7798037551

Mr. C.B. Kahandal 9922304112



Invitation And Call for Papers  
Two Days

## NATIONAL SEMINAR

Of

## AIMBA

7<sup>th</sup> - 8<sup>th</sup> February 2020



**"Digital Marketing Beyond  
Metros-Challenges & Opportunities"**

ORGANISED BY  
Amrutvahini Sheti & Shikshan Vikas Sanstha's

**Amrutvahini Institute of Management  
and Business Administration**

Approved by AICTE (New Delhi) Member of Council for Higher Education  
An NMAC Accredited and ISO 9001:2015 Certified Institute

Nashik - Pune Highway, Sangamner - 422 608, Dist. Ahmednagar (M.S.) Phone No. 91-2225-25019  
Email: [amrutvahini@yahooin.in](mailto:amrutvahini@yahooin.in) Website: [www.amrutvahini.in](http://www.amrutvahini.in)

UNDER  
QUALITY IMPROVEMENT PROGRAMME OF  
SAVITRIBAI PHULE PUNE UNIVERSITY



## BACKGROUND

The traditional manner of marketing involved businesses to advertise their products or services on print media, radio and television commercials, business cards, bill boards, and in many other similar ways where Internet or social media websites were not employed for advertising. Traditional marketing policies had limited customer reach ability and scope of driving customers' buying behavior. Digital Marketing is the term used for the targeted, measurable, and interactive marketing of products or services using digital technologies to reach the viewers, turn them into customers, and retain them.

In the current competitive market scenario the mobile literacy rate in India is increasing at rapid growth. Most of the organizations, marketing practitioners and advertisement agencies are drawing attention to digital buzzword which mainly focuses on Metro Cities. Through this topic of National level seminar we would like to draw their attention beyond metros where most of the population resides with higher spending capacities with untapped potential.

## OBJECTIVES OF SEMINAR

- To understand paradigm shift of traditional marketing campaign towards digital campaign.
- To identify market opportunities & creating awareness about digital marketing beyond metros.
- To study role of various digital marketing strategies with respect to marketing mix.
- To Increase Brand awareness by building you're Social Media Pages.

## SUBTHEMES

- Trends in Digital Marketing
- Digital Marketing Practices in Industry
- Attributes of Digital Marketing Within Its Context.
- E-Mail Marketing • Facebook Marketing
- Whatsapp Marketing • Google Analytics
- Social Media marketing and Management
- Digital Marketing and Entrepreneurs
- Do and Don'ts of digital marketing
- Search Engine Optimization (SEO)
- Online Marketing Strategies for Business
- Traditional Marketing to Digital Marketing
- Scope for Digital Marketing in urban, semi urban & rural area.
- Financial assistance by govt. in promoting digital marketing
- Prospect and challenges for Rural Digital marketing
- Employment opportunities in Digital Marketing
- Impact of Digital Marketing on Business
- Digital Marketing & Consumer Behavior

## SEMINAR INCLUDES

- Expert session
- Panel discussion
- Paper Presentation
- Poster presentation

## CALL FOR PAPERS

Authors are cordially invited to submit original and unpublished, experimental, theoretical research work papers/articles, review articles, survey papers, refereed papers and as well as auxiliary material such as- case study, technical notes on the themes and subthemes of the seminar.

Selected research papers and articles we will be published in proceedings of seminar published in the book bearing ISSN number along with Peer Review impact factor.

## GUIDELINES FOR PAPER SUBMISSION

Authors may submit the research papers, articles, case study only to email:- [directoraimba@yahoo.in](mailto:directoraimba@yahoo.in) Authors are advised to submit the research papers, articles only with the copyright form duly signed, scanned and attached; authors may download the copyright form with our website or you can take the photo copies of the copyright forms.

### • File Type

Authors should submit the articles only in MS-word format, no other format is accepted. If equations were used it should be converted by using MS Office equation editor and pasted as image at proper place. All equations should be grouped or may be prepared using equation editor software.

### • File Size

No research paper, article should exceed more than 15 pages unless necessary, authors will be requested to substantiate the need if it exceeds the maximum number of pages. The file size of the MS word format may not exceed 10 MB size for submission through submission form and 15 MB if it is submitted as attachment over mail.

### • Size of Submission

Authors are instructed to restrict the number of pages not more than 15 pages to avoid ambiguity and reduce the editing time. The file should be attached as email attachment. In any case the size of the file should never exceed 10 MB owing to file restriction implied.

### • Language

Language of the articles should be only in English, we are not processing articles in any other languages.

### • Font Type

Articles should be typed in single line spacing with the following font pattern

### • Font type : Times Roman

Size: For main heading or title: 14 points and Bold.

### • For subtitles: 12 points and Bold Content of Research papers/article: 12 points.

### • Submission Order

The following order should be strictly followed while submitting the article

### • Front page : Title of article, authors' names, authors' institutional affiliations only and leave other spaces empty.

From second page : Start with abstract of about 200-300 words exactly conveying the content of the article & Keywords ( at least 5 words ) Main content text with all tables and figures aligned in their location ( do not send tables and figures separately unless requested), list of symbols and abbreviations, acknowledgement , references ( follow standard format).

## ABOUT SANSTHA

A former freedom fighter, senior political leader, shri. zimmerman - pioneer of Co-operative Movement and visionary Late Hon. Shri. Bhausaheb Sannuji Thorat laid foundation of Amrutvahini Sheti & Shikshan Vikas Sanstha which has magnified versatile domain of altruistic venture. A strong move in this direction was establishment of various institutions which proved to be paragon of technical and managerial education, a story of unerring vision and indomitable determination. The main objective was to carry out constructive philanthropic activities which serve the educational needs of farmers, students & community as a whole. This noble venture had many helping hands right from lowest strata of the rural society to the then Chief Minister of Maharashtra State late Hon. Shri. Vasant dadas Patil. Hon. Shri. Balasaheb Thorat, Minister for Revenue (Maharashtra State), is the chief mentor, guide & philosopher behind creating & nourishing the education hubs which cater to the various strata of society.

## ABOUT THE INSTITUTE

Amrutvahini Institute of Management & Business Administration established in June 1994, has emerged as a reputed & renowned management institute which involved in imparting quality management education. The institute is striving for excellence through industry- academic participation, consultancy and research. The qualified, competent and experienced faculty backed by ultra modern infrastructure located in a beautiful environment in outskirts of town is creating stimulating environment for learning. The Institute is offering Two years full time MBA course which is approved by AICTE & affiliated to Savitribai Phule Pune University.







Amrutvahini Sheti & Shikshan Vikas Sanstha's

# Amrutvahini Institute of Management & Business Administration, Sangamner

(Affiliated to Savitribai Phule Pune University of Pune and Approved by AICTE New Delhi)

DTE CODE - 5324

NAAC Accredited

ISO 9001 : 2015 Certified Institute

SPPU CODE - 0581

Ref. AIMBA 1/20/2020

Date : 8/02/2020

## Report on Two Days National Level Seminar on "Digital Marketing beyond Metros- Challenges & Opportunities"

Organized by: Amrutvahini Institute of Management and Business Administration (AIMBA), Sangamner

Type: National Seminar

Dates: 7th & 8th February 2020

Target Audience: Students, Research Scholars, Experts, Industry Person, Entrepreneur

Venue: AIMBA Seminar Hall

A two-day national level seminar titled "Digital Marketing beyond Metros-Challenges & Opportunities" was organized by Amrutvahini Institute of Management and Business Administration (AIMBA), Sangamner on February 7th and 8th, 2020. The seminar aimed to explore the challenges and opportunities of digital marketing beyond metropolitan cities, focusing on the specific needs and potential of smaller towns and rural areas.

The seminar featured presentations by experts from various fields of digital marketing, covering topics such as:

- Social media marketing strategies for reaching non-metropolitan audiences
- Content marketing for local businesses
- Leveraging e-commerce platforms for rural markets
- Building a strong online presence for small and medium enterprises
- The impact of digital marketing on rural development

The seminar attracted a diverse audience of participants, including faculty members, students, researchers, marketing professionals, and entrepreneurs from various regions of India. The interactive sessions facilitated active participation and knowledge sharing among attendees.

The seminar highlighted the growing importance of digital marketing in reaching geographically dispersed audiences beyond metropolitan areas.

Experts emphasized the need for localized content, targeted marketing strategies, and understanding the unique challenges and opportunities of non-metropolitan markets.

The event provided a valuable platform for participants to gain insights, network with industry professionals, and explore potential applications of digital marketing in their respective contexts.

The two-day national level seminar on "Digital Marketing beyond Metros-Challenges & Opportunities" successfully addressed the critical aspects of utilizing digital marketing tools

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Amrutvahini Sheti & Shikshan Vikas Sanstha's

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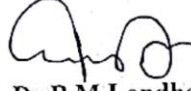
SPPU CODE - 0581

Ref. AIMBA /

Date : / / 20

and strategies in non-metropolitan regions. The event equipped participants with valuable knowledge and encouraged further exploration of digital marketing's potential for fostering growth and development beyond major cities.

  
Prof. Rahul Satpute  
Seminar Coordinator

  
Dr B M Londhe  
Director

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
## Amrutvahini Institute of Management & Business Administration, Sangamner

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### Certificate

This is to Certify that, Shri/Smt MR. NITESH M NAIR  
of AMRUTVAHINI INSTITUTE College / Institute, Participated / Presented ✓  
a Research Paper, in Two days National Seminar On "Digital Marketing Beyond  
Metros-Challenges & Opportunities" on 7<sup>th</sup> - 8<sup>th</sup> February 2020.  
He/She contributed research paper (s) entitled DIGITALIZATION IN  
EDUCATION SECTOR - AWAY AHEAD.

  
Prof. R. B. Satpute  
Seminar Coordinator

  
Dr. B. M. Londhe  
Director

Amrutnagar, Nashik - Pune Highway, Sangamner - 422 608, Dist.: Ahmednagar (M.S.)





Amrutvahini Sheti & Shikshan Vikas Sanstha's

## AMRUTVAHINI

### INSTITUTE OF MANAGEMENT AND BUSINESS ADMINISTRATION

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=====

===

### 3 Days Entrepreneurship Awareness Training Program In Association with Udyogwardhini Shikshan Sanstha & Amrutvahini Institute of Management & Business Administration

Type: Training

Target Audience: MBA Students, Staff Members, Faculty Members

Dates: 16th October - 18th October 2019

Venue: AIMBA Seminar Hall

Background:

This 3-day intensive training program aims to equip aspiring entrepreneurs with the knowledge, skills, and resources necessary to transform their ideas into thriving businesses. Through interactive sessions, expert guidance, and practical exercises, participants will gain a comprehensive understanding of the entrepreneurial landscape, develop essential business skills, and explore various government initiatives and support systems available for startups.

**Objectives:**

1. **Ignite entrepreneurial spirit:** Motivate participants to overcome challenges and embrace the opportunities associated with starting their own ventures.
2. **Develop a strong foundation:** Equip participants with essential knowledge in areas like business ideation, market research, financial planning, and marketing strategies.
3. **Navigate the ecosystem:** Provide insights into government schemes, support systems, and resources available to facilitate startup success.



4. **Foster practical skills:** Guide participants through the process of goal setting, project selection, market research, and action plan development.
5. **Connect with industry experts:** Offer opportunities to learn from successful entrepreneurs and industry professionals.

### **Tentative Schedule:**

#### **Day 1:**

**Introduction to Entrepreneurship:** Understanding the concept, its benefits, and overcoming psychological barriers.

**Charms of Entrepreneurship:** Exploring the rewards and challenges of being an entrepreneur.

**Start-up vs. Self-Employment vs. Entrepreneurship:** Differentiating between various business models.

**Eco-system and Support System for Start-ups:** Identifying available resources and support structures.

**Government Schemes & Policies:** Financing, Technology, and Marketing support initiatives.

Learning about the Internet of Things (IoT) & Artificial Intelligence (AI): Understanding their potential impact on businesses.

**Assignments to Inculcate Entrepreneurship:** Practical exercises to stimulate creative thinking and problem-solving skills.

#### **Day 2:**

**Goal Setting for Start-ups:** Defining clear objectives and designing a roadmap for success.

Business Opportunities: Exploring potential ventures in different fields with insights from experts and successful entrepreneurs.

**Assignments for Project Selection:** Identifying and refining business ideas for further development.

#### **Day 3:**

**Market Survey Techniques:** Learning effective methods to gather data and understand market dynamics.

**Project Report Preparation:** Guidance on crafting a comprehensive business plan.

**Action Plan Preparations:** Developing a roadmap for implementing the chosen business idea.

**Industrial Visit:** Gaining firsthand experience through exposure to real-world businesses.

**Feedback, Valedictory & Certificate Distribution:** Concluding the program with valuable feedback, a valedictory address, and certificate distribution.

Don't miss this opportunity to unlock your entrepreneurial potential!



Amrutvahini Sheti & Shikshan Vikas Sanstha's

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SPPU CODE - 0581

Ref. AIMBA / LAD/2019

Date : 13/10/2019

The program concluded with a valedictory address and certificate distribution, marking the culmination of a stimulating and enriching learning experience. Participants received valuable feedback throughout the program, allowing them to assess their progress and identify areas for further development.

In conclusion, the "Unleash Your Inner Entrepreneur" training program served as a catalyst for igniting the entrepreneurial spirit within its diverse audience. The program's comprehensive approach, combining theoretical knowledge with practical exercises, industry exposure, and expert guidance, empowered participants with the necessary tools and confidence to pursue their entrepreneurial aspirations. This impactful program not only fostered a supportive environment for aspiring entrepreneurs but also equipped them with the skills and knowledge needed to navigate the complexities of the entrepreneurial journey and contribute meaningfully to the ever-evolving business landscape.

*R.B.G.*  
Dr R B Gawali  
Coordinator-Learning & Development



*B.M.L.*  
Dr B M Londhe  
Director

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# Certificate

Awarded to

Mr. / Mrs. **Dr. Ravindra Bhaskar Gawali**

in appreciation of active participation & contribution to shared learning and growth to course in

**ENTREPRENEURSHIP AWARENESS CAMP (UNDER DST NIMAT PROJECT)**

Duration : **16 Oct.** - **18 Oct.** 2019 at **A.J.M.B.A. Sangamner**

Association with



Amrutvahini Institute Of M.B.A.,  
Sangamner

Under the Guidance of



EDII, Ahmedabad

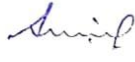
Sponsored by



Department of Science & Technology,  
New Delhi

Date: **19<sup>th</sup> Oct 2019**  
Place: **Sangamner**

  
**Dr. Babasaheb M Londhe,**  
Director,  
Amrutvahini Institute of MBA,  
Sangamner.

  
**Sunil Chandak**  
Director, Udyogwardhini

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### **ANIL B. SHINDE**

Chief Executive Officer, AVS & SVS

## CONFERENCE CONVENER / CO-ORDINATOR

**Dr. B.M. Londhe**

**9822267298**

## CONFERENCE ORGANIZING COMMITTEE

**Dr. R.B.Gawali 8788672960**

**Dr. N.S. Bhand 9922424591**

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**Mr. C.B. Kahandal 9922304112**





## ABOUT SANSTHA

A farmer, freedom fighter, senior political leader, sahakarmararshi - pioneer of Co-operative Movement and visionary Late Hon. Shri. Bhausaheb Santuji Thorat laid foundation of Amrutvahini Sheti & Shikshan Vikas Sanstha which has magnified versatile domain of altruistic venture. A strong move in this direction was establishment of various institutions which proved to be paragon of technical and managerial education, a story of unerring vision and indomitable determination. The main objective was to carry out constructive philanthropic activities which serve the educational needs of farmers, students & community as a whole. This noble venture had many helping hands right from lowest strata of the rural society to the then Chief Minister of Maharashtra State late Hon. Shri Vasant dada Patil. Hon. Shri. Balasaheb Thorat, Minister for Revenue (Maharashtra State), is the chief mentor, guide & philosopher behind creating & nourishing the education hubs which caters to the various strata of society

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## BACKGROUND

In recent years, startups have been receiving increased attention in many parts of the world. In India, the number of startups has increased fast and more support has become available in all dimensions. Startup India is a Government of India flagship initiative to build startups and nurture innovation. Through this initiative, the Government plans to empower startup ventures to boost entrepreneurship, economic growth and employment across India. India's startup eco-system has become a talking point for the entire world. With hundreds of innovative youngsters choosing to pursue the path of entrepreneurship instead of joining the multinational corporations and government ventures, the business world has witnessed an explosion of ground-breaking startups providing solutions to the real problems at a mass level in the past years.

This E-Conference is an attempt to discuss few Issues, Opportunities and challenges that an Indian startup has to face and the opportunities that the country can provide in the current eco-system.

## OBJECTIVE OF THE E-CONFERENCE

1. To examine the various issues and challenges of startups
2. To identify various government initiatives for the development of startups.
3. To analyze the growth and opportunities of startups

## IMPORTANT DATES

Last Date of Abstract Submission	1 <sup>st</sup> Oct. 2020
Communication of Abstract Acceptance	5 <sup>th</sup> Oct. 2020
Submission of Full Paper	10 <sup>th</sup> Oct. 2020
Last date of Registration	21 <sup>st</sup> Oct. 2020
Dates of Conference	21 <sup>st</sup> -22 <sup>nd</sup> Oct. 2020

**NO  
REGISTRATION  
FEES**

## CONFERENCE INCLUDES

- Expert session
- Paper Presentation
- Panel discussion
- Poster presentation

## CALL FOR PAPERS

Authors are cordially invited to submit original and unpublished, experimental, theoretical research work papers/articles, review articles, survey papers, refereed papers and as well as auxiliary material such as- case study, technical notes on the themes of the Conference.

Selected research papers and articles we will be published in proceedings of Conference published in the book bearing ISSN number along with Peer Review impact factor.





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# TWO DAYS INTERNATIONAL E-CONFERENCE



On

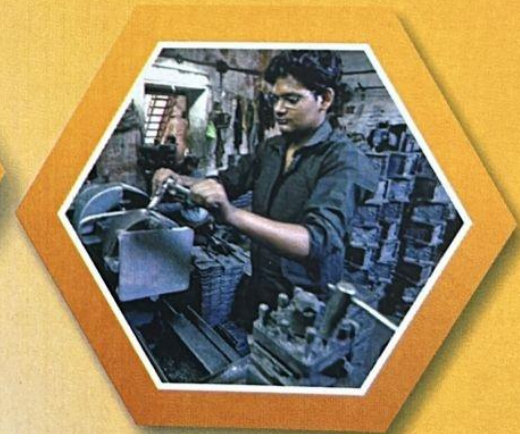
"Emerging Issues, Opportunities and  
Challenges in Startups"

21<sup>st</sup> and 22<sup>nd</sup> October 2020

Organized By

**Amrutvahini Institute of Management  
and Business Administration,  
(AIMBA), Sangamner**

UNDER THE SCHEME GRANT FOR  
ORGANIZING CONFERENCE (GOC)



Amrutvahini Sheti & Shikshan Vikas Sanstha's

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## Amrutvahini Institute of Management And Business Administration (AIMBA)

Sangamner, Maharashtra, India  
And

AICTE, New Delhi, India Sponsored International Online Conference

Organized On

### “Emerging Issues, Opportunities And Challenges in Startups”

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Trustee, Amrutvahini Sheti & Shikshan Vikas Sanstha

**ANIL B. SHINDE**  
CEO, Amrutvahini Sheti & Shikshan Vikas Sanstha

**CONVENOR**  
**Dr. B.M. Londhe**  
Director, Amrutvahini Institute of MBA



### International E-Conference on Emerging Issues, Challenges and Opportunities in Startups

Date	Timings	Agenda
21/10/2020	10.00 am to 10.30 am	<b>Inaugural Session</b>
	10.30 am to 11.30 am	<b>“Future innovations : Opportunities and Challenges in startup business”</b> <b>Md. Musharof Hossain</b> Founder President, Federation of Bangladesh Human Resource Organization, Bangladesh
	11.30 am to 12.30 am	<b>“ Digital Startup ”</b> <b>Piyush Somani</b> Founder, Managing Director & CEO at ESOS Software Solution Pvt. Ltd. Nashik - Maharashtra, India
	12.30 am to 01.30 am	<b>Lunch Break</b>
	01.30 pm to 2.30 pm	<b>“The Power of Opportunity: Four Profitable Lessons for Entrepreneurs.”</b> <b>Dr Richard Rodhman</b> Open Mind Opportunity Consultancy Mumbai-Maharashtra, India
	02.30pm to 03.30 pm	<b>“Future of Innovation, Building for Scale, and Sustainability”</b> <b>Abdul Dewale Mohammad</b> Global Strategic Management, Public Relations and Marketing Consultant, Mentor, Author, Writer, Publisher and Philanthropist United Kingdom
22/10/2020	10.00 am to 10.30 am	<b>Inaugural Session</b>
	10.30 am to 11.30 am	<b>“Emerging Digitisation, Opportunities and Challenges in the Digital Business Startups”</b> <b>Dr. Chandarhauns Chavan</b> Professor Jammalal Bajaj Institute of Management Studies, Mumbai - Maharashtra
	11.30 am to 12.30 am	<b>“ A 6 - Dimensional Holistic Framework of Startup Success”</b> <b>Dr. Ashoka Jinadasa</b> Founder of Intrinsic Leadership Author, Trainer & Speaker Sri Lanka
	12.30 am to 01.30 am	<b>Lunch Break</b>
	01.30 pm to 2.30 pm	<b>“How I Did It - Startup Success Story”</b> <b>Nandan Bhat</b> Director and Co - Founder at Aarohana Eco Social Developments Pune - Maharashtra, India
	02.30pm to 03.30 pm	<b>“Look East, Act Global - the critical potentiality of Indo - Japanese bonds”</b> <b>Mr. Tomio Isogai</b> Freelance Advisor in Indo - Japanese Relations Ex Managing Director - Sharp India Ltd. Japan
	03.30 pm to 04.00 pm	<b>Valedictory Session</b>





Amrutvahini Sheti & Shikshan Vikas Sanstha's

# Amrutvahini Institute of Management & Business Administration, Sangamner

(Affiliated to Savitribai Phule Pune University of Pune and Approved by AICTE New Delhi)

DTE CODE - 5324

NAAC Accredited

ISO 9001 : 2015 Certified Institute

SPPU CODE - 0581

Ref. AIMBA / LD / 2020

Report on International E-Conference  
on

Date : 21/10/2020

"Emerging Issues, Challenges and Opportunities in Startups"

**Topic:** "Emerging Issues, Challenges and Opportunities in Startups"

**Type:** International E Conference

**Organized by:** Amrutvahini Institute of Management and Business Administration, Sangamner

**Sponsored by:** AICTE

**Target Audience:** Students, faculty, entrepreneurs & businessmen, research scholars, Startup owners etc

**Dates:** October 21st-22nd, 2020

This report summarizes the key highlights of the two-day International E-Conference on "Emerging Issues, Challenges and Opportunities in Startups," held virtually on October 21st and 22nd, 2020. The conference, sponsored by AICTE, brought together renowned experts, entrepreneurs, and academicians to discuss critical aspects of the startup ecosystem.

## Day 1:

**Inaugural Session:** The conference commenced with an inaugural address, followed by welcome remarks from the organizers and dignitaries.

**Expert Talks:** Eminent speakers like Md. Musharraf Hossain, Piyush Somani, Richard Rothman, and Abdul Dewale Mohammad delivered insightful presentations on various topics related to startups, including future innovations, digital startups, entrepreneurial opportunities, and building sustainable businesses.

**Interactive Sessions:** Each session concluded with an interactive Q&A session, allowing participants to engage with the speakers and gain further insights.

## Day 2:

**Industry Insights:** The second day featured presentations from Dr. Chandarhauns Chavan, Dr. Ashoka Jinadasa, Nandan Bhat, and Mr. Tomio Isogai. These sessions focused on emerging trends in digital startups, holistic frameworks for startup success, inspiring success stories, and the importance of international collaborations.

**Valedictory Session:** The conference concluded with a valedictory address by Ajinkya Chopade, who emphasized the role of Indian education in fostering a vibrant startup culture.

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Amrutvahini Sheti & Shikshan Vikas Sanstha's

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Ref. AIMBA / LAD / 2020

Date : 21/10/2020

## Key Takeaways:

The conference offered a comprehensive exploration of the current landscape of startups, addressing both challenges and opportunities.

Experts highlighted the significance of innovation, digitalization, and sustainable practices for aspiring entrepreneurs.

The event provided a valuable platform for knowledge sharing, networking, and fostering collaboration among stakeholders within the startup ecosystem.

## Conclusion:

The International E-Conference on "Emerging Issues, Challenges and Opportunities in Startups" served as a successful platform for disseminating valuable knowledge and insights to a diverse audience. The conference's focus on fostering a supportive environment for startups is crucial for promoting innovation and economic growth.

  
Dr R B Gawali

Coordinator-Learning & Development



  
Dr B M Londhe  
Director, AIMBA

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*Certificate*

This is to Certify that, Shri/Smt Dr. Ravindra Gawali  
of AIMBA, Sangamner College / Institute, Participated / Presented  
a Research Paper, in Two days National Conference on "**Implementation of National  
Education Policy 2020**" Research and Development Cell on 15<sup>th</sup> - 16<sup>th</sup> February 2023.

He/She contributed research paper (s) entitled Implementation  
Review of National Educational Policy 2020

  
**Dr. N.S. Bhand**  
Seminar Coordinator

  
**Dr. B. M. Londhe**  
Director

Amrutnagar, Nashik - Pune Highway, Sangamner - 422 608, Dist.: Ahmednagar (M.S.)





## **Two Days Online Seminar on**

# **ENTREPRENEURSHIP DEVELOPMENT**

**Dated- 4<sup>th</sup> January to 5<sup>th</sup> January 2021**

**Organized by:**

**Amrutvahini Institute of Management and Business  
Administration**

Nashik Pune Highway, Ghulewadi, Amrutnagar, Sangamner.

Dist: Ahmednagar, State: Maharashtra 422608

Contact No.: +91 02425 259015,

Website: [www.amrutimba.org](http://www.amrutimba.org) | Email: [directoraimba@yahoo.co.in](mailto:directoraimba@yahoo.co.in)

## ABOUT PROGRAMME:

An Entrepreneurship Development seminar aims at familiarising the Management students in the essentials of conceiving, planning, initiating and launching an economic activity or an enterprise successfully.

## SUGGESTED SCHEDULE FOR ENTREPRENEURSHIP DEVELOPMENT

4<sup>th</sup>-5<sup>th</sup> January 2021

Day	Session – 1 10.00 am to 11.00 am	Session – 2 11.15 am to 12.30 pm	Session – 3 01.30 pm to 0 2.45	Session – 4 03.00 pm to 04.00 pm
1st	Inauguration	Who is an Entrepreneur & Charms of Being an Entrepreneur:	Schemes of Assistance for MSMEs: Financial Agencies	Opportunity Assessment and Analysis
Speaker	<b>Chief Guest :</b> <b>Mr. Kapil Srimali</b> Chief Executive Officer BRW Industries Sinnar,Nashik <b>Guest of Honor</b> <b>Mr. Nitin Hase</b> Managing Director Sahyadri Agro, Sangamner	<b>Mr. Sunil Chandak</b> Founder Udyogwardhini, Nashik	<b>Mr. Sunil Chandak</b> Founder Udyogwardhini, Nashik	<b>Richard Rothman</b> Managing Director Open Mind Opportunity Consultants Pvt. Ltd Mumbai
Day	Session – 5 10.00 am to 11.00 am	Session – 6 11.15 am to 12.30 pm	Session – 7 01.30 pm to 0 2.45	Session – 8 03.00 pm to 04.00 pm
2nd	How to conduct Market Survey: Tools, techniques and Guidelines	Preparing Pre-feasibility Report: Preliminary Project Report (PPR)	Managerial Aspects of Business ( Marketing, Finance, Operation, Human Resource etc)	Valedictory
Speaker	<b>Dr. Abhiji Mancharkar</b> Director AISSMS Institute of Management Pune	<b>CA Akash Agrawal</b> Nashik	<b>Sunilkumar Dayama</b> <b>Business Consultant</b> Nashik	Girish Malpani Director Malpani Group Sangamner

## TARGET GROUP:

Management Graduates and Post Graduate Students and those who are interested in becoming entrepreneur

## WHEN, WHERE AND HOW LONG:

This seminar is free of cost .It will be conducted through online mode.

## CONTACT DETAILS

### AMRUTVAHINI INSTITUTE OF MANAGEMENT AND BUSINESS ADMINISTRATION

Nashik Pune Highway,Ghulewadi,Amrutnagar,Sangamner.

Dist:Ahmednagar,State: Maharashtra 422608

Contact No.: +91 02425 259015,

Cell No: 9822267298/8788672960/9922424591

Website:www.amrutimba.org | Email:directoraimba@yahoo.co.in

Dated: 4<sup>th</sup>-5<sup>th</sup> January 2021 I

Time: 10.00AM to 5.00PM

Fee: Free of cost

Contact No. 9822267298/8788672960/9922424591







Amrutvahini Sheti & Shikshan Vikas Sanstha's

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SPPU CODE - 0581

Ref. AIMBA / LAD/21

Date : 5/1/2021

Report

Entrepreneurship Development

4<sup>th</sup> Jan to 5<sup>th</sup> Jan 2021

4<sup>th</sup> January 2021  
10.00 am to 11.00 am  
Inaugural Session  
Session-1

The inaugural function of the Two Days Online Seminar on Entrepreneurship Development Programme, was organized by the Amrutvahini Institute of Management and Business Administration during 4<sup>th</sup> Jan to 5<sup>th</sup> Jan 2020.

Mr. Kapil Srimali, Chief Executive Officer, BRW Industries and Mr. Nitin Hase, Entrepreneur, Sahaydri Agro were the Chief Guest and Guest of Honor. They inaugurated the EDP Seminar. They shared their entrepreneurship journey, challenges they faced. They also discussed about the importance of entrepreneurship for the development and growth of nation. They shared their experiences about their businesses. They appealed all the seminar participants to go for entrepreneurship. It is a way to learn, grow and contribute to the society. Dr. B.M. Londhe, Director shared the objectives behind conducting this two days seminar on Entrepreneurship Development. Ms. Anshula Deshmukh delivered vote of thanks.

4<sup>th</sup> January 2021  
11.15 am to 12.30 pm &  
01.30 pm to 0 2.45  
Session-2 & 3



Who is an Entrepreneur? & Charms of Being an Entrepreneur  
& Schemes of Assistance for MSMEs: Financial Agencies

Mr. Sunil Chandak, Founder, Udyogvardhini elaborated the concept of entrepreneur and entrepreneurship with the help of short stories and examples. He discussed about the traits of entrepreneur. He also explained how the qualities of entrepreneurs can be developed and nurtured. He also described the status of entrepreneurs in India with the support of statistical facts and figures. In his consecutive session, he talked about the promotional schemes of assistance provided by different funding agencies of government for MSMEs.

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Amrutvahini Sheti & Shikshan Vikas Sanstha's

# Amrutvahini Institute of Management & Business Administration, Sangamner

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Amrutvahini Sheti & Shikshan Vikas Sanstha's

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DTE CODE - 5324

NAAC Accredited

ISO 9001 : 2015 Certified Institute

SPPU CODE - 0581

Ref. AIMBA /

Date : / / 20

5<sup>th</sup> January 2021

01.30 pm to 0 2.45

Session-7

Managerial Aspects of Business

(Marketing, Finance, Operation, Human Resource etc)

Sunilkumar Dayama, Business Consultant and ex Alumni IIT, Powai gave many practical tips to start, grow and nurture the business by describing the importance of understanding the various business activities like marketing,finance,production,human resources etc. He emphasized that businessmen should continuously invest their money in updating their knowledge and skills according to the market dynamics. He stressed the need of building right team, developing the business systems and processes and delivering the right customer value through value chain. He shared a case study related to How to start a business?

5<sup>th</sup> January 2021

03.00 pm to 04.00 pm

Valedictory

Mr. Girish Malpani, Director, Malpani Group was invited as a Chief Guest for the Valedictory function. He took the review of all sessions and congratulated the Team of AIMBA for such a industry oriented initiative. They elaborated their entrepreneurship journey of their Malpani Business. He addressed the attention of the participants towards leadership excellence and importance of developing business network for successful entrepreneurship activity. Dr. R.B. Gawali gave vote of thanks.

Dr. R.B. Gawali  
Coordinator Learning and Development



Dr B M Londhe  
Director

Amruti

• Phone

• E-mail

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Amrutvahini Institute of Management and Business  
Administration, Ghulewadi, Sangamner

## Certificate

This certificate is proudly awarded to

Dr S K Nimbalkar

for actively participating and successfully completing the Two days **Entrepreneurship  
Development Workshop** conducted during 4th & 5th Jan 2021

**DR R.B. GAWALI**

COORDINATOR-LEARNING & DEVELOPMENT



**DR B.M. LONDHE**

DIRECTOR

Date :05/01/2021  
Place: Sangamner



Amrutvahini Institute of Management and Business  
Administration, Ghulewadi, Sangamner

## Certificate

This certificate is proudly awarded to

Dr N N Dighe

for actively participating and successfully completing the Two days **Entrepreneurship  
Development Workshop** conducted during 4th & 5th Jan 2021

**DR R.B. GAWALI**

COORDINATOR-LEARNING & DEVELOPMENT



**DR B.M. LONDHE**

DIRECTOR

Date :05/01/2021  
Place: Sangamner





Amrutvahini Sheti & Shikshan Vikas Sanstha's

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**INSTITUTE OF MANAGEMENT AND BUSINESS ADMINISTRATION**

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## **One Day Faculty Development Program**

on

### **NAAC/NBA COPO Mapping**

Date: 19th May 2023 | Time: 9:00 am to 6:00 pm | Venue: AIMBA Meeting Hall

#### **About the Program**

This one-day Faculty Development Program (FDP) aims to equip faculty members with a comprehensive understanding of NAAC/NBA COPO (Curriculum Outcome - Program Outcome) mapping. Participants will gain insights into effectively aligning course curriculum with program outcomes, designing assessment strategies, and fostering collaboration for continuous improvement.

#### **Who Should Attend?**

This program is designed for faculty members of our institute seeking to enhance their skills in curriculum development, assessment, and program accreditation.

**Resource Person: Dr. Ashutosh Misal, Academic Consultant & Trainer**

#### **Program Objectives**

- Understand the significance of NAAC/NBA COPO mapping in program accreditation.
- Align course curriculum effectively with program outcomes.
- Develop skills in designing assessment strategies to measure program outcomes.
- Foster collaboration among faculty for continuous program improvement.

#### **Methodology**

- Interactive lectures
- Group discussions
- Case studies and practical exercises
- Resource sharing



## **Tentative Schedule**

9:00 am - 9:30 am: Registration & Welcome Address

9:30 am - 11:00 am: Introduction to NAAC/NBA COPO Mapping (Lecture)

11:00 am - 11:30 am: Coffee Break

11:30 am - 1:00 pm: Aligning Course Curriculum with Program Outcomes (Interactive Session)

1:00 pm - 2:00 pm: Lunch Break

2:00 pm - 3:30 pm: Designing Assessment Strategies for Program Outcomes (Workshop)

3:30 pm - 4:00 pm: Tea Break

4:00 pm - 5:00 pm: Sharing Best Practices & Challenges (Group Discussion)

5:00 pm - 5:30 pm: Q&A & Feedback

5:30 pm - 6:00 pm: Closing Remarks & Certificate Distribution

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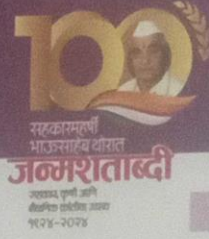
**Amrutvahini Institute of Management and Business Administration**  
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Amrutvahini Sheti and Shikshan Vikas Sanstha's

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Reg. AIMBA/ 74.

Date: 19/05/2023

## Report on Faculty Development Program: NAAC/NBA COPO Mapping

**Topic:** NAAC/NBA COPO Mapping

**Resource Person:** Dr. Ashutosh Misal, Academic Consultant and Trainer

**Date:** 19th May 2022

**Venue:** AIMBA Meeting Hall

**Target Audience:** MBA Faculty /Staff

Dr. Ashutosh Misal delved into the intricacies of NAAC/NBA COPO mapping. Faculty members, eager to understand and implement this crucial aspect of accreditation, engaged actively in the interactive session, leaving equipped with practical knowledge and confidence.

Dr. Misal began by highlighting the undeniable value of NAAC and NBA accreditation for institutions, emphasizing its impact on stakeholder perception, student recruitment, and overall quality enhancement. He then laid the foundation by clearly defining Course Outcomes (COs) and Programme Outcomes (POs), explaining their interrelationship and their integral role in achieving accreditation. Different approaches to CO-PO mapping were discussed, stressing the importance of clear, relevant, and measurable connections between course content and program-level goals.

**Mapping the Journey:** The session then traversed the intricate steps of the mapping process. Participants participated in workshops and group exercises to hone their skills in:

**CO Identification & Analysis:** Techniques for identifying and analyzing learning outcomes within each course offered.

**PO Analysis & Assessment:** Understanding the Program Outcomes and identifying appropriate assessment methods for each PO.

**Mapping Matrix Development:** Building a comprehensive CO-PO mapping matrix, visualizing how each course contributes to achieving the POs.

**Alignment & Validation:** Ensuring consistent alignment between mapped outcomes, course content, learning activities, and assessment practices.

**Documentation & Record Keeping:** Techniques for documenting the mapping process, rationale, and evidence of alignment for accreditation purposes.

Dr. Misal introduced participants to valuable online tools and resources, such as Bloom's Taxonomy, CO/PO templates, and assessment rubrics, to facilitate effective mapping. He also explored software programs and online platforms designed to streamline the process and track progress.



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Reg. AIMBA / *TV*

Date : 19/05 / 2023

Dr. Misal addressed common challenges faced during CO-PO mapping, such as aligning diverse courses, assessing complex POs, and maintaining ongoing collaboration. He offered practical solutions and best practices, empowering participants to overcome these hurdles and ensure a successful mapping process.

Participant Feedback: Faculty members expressed their appreciation for Dr. Misal's engaging delivery, clear explanations, and practical exercises. **Some key takeaways echoed through the post-session discussions:**

"This training gave me a clear understanding of CO-PO mapping and its critical role in accreditation."

"I feel confident now to identify and analyze learning outcomes for my courses."

"The provided resources and tools will be invaluable in building our CO-PO mapping matrix."

NAAC/NBA COPO Mapping Faculty Development Program proved to be a transformative experience. Dr. Misal's expertise, combined with interactive activities and relevant resources, equipped faculty members with the knowledge and skills necessary to effectively implement this crucial accreditation requirement. This training undoubtedly lays the foundation for a continuous improvement cycle, ensuring quality enhancement and institutional excellence at AIMBA.

*R.R.G.*  
**Dr. R.B. Gawali**  
Coordinator-Learning & Development



*B.M.L.*  
**Dr. B.M. Londhe**  
Director, AIMBA  
Amrutvahini Institute of Management  
& Business Administration, Sangamner





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**CERTIFICATE OF  
PARTICIPATION/ATTENDANCE**

**This is awarded to**

**DR N S BHAND**

for attending/participating in One Day  
Faculty Development Program on  
"NAAC/NBA COPO Mapping" held on  
19/05/2023 at AIMBA,Sangamner

**Dr. B.M. Londhe**

Director  
AIMBA



### ABOUT THE CONFERENCE

The last National Policy on Education was introduced in the year 1986, thus after a gap of 34 years the new education policy (NEP-2020) has been announced on July 29th 2020. The NEP-2020 targets to reduce the cash rich content to its core essentials, and make space for critical thinking, holistic, enquiry-based, discovery-based, discussion-based, and analysis-based learning. Thus, the focus of the new education policy is to develop individuals who are critical thinkers and logical in their discussions and who have choices to explore various stream and make their own informed decision about the stream they want to major in. Further focus of NEP-2020 is to prepare learners for gainful and fulfilling employment while developing them ethical, rational, compassionate, caring individuals with strong values and character.

R&D Cell which aims to nurture research culture in the Institute by promoting research in newly emerging and challenging frontier areas of Management, Technology, Social Science and Humanities. It encourages the students and faculty to undertake the research in newly emerging frontier areas including multidisciplinary fields. This enhances the general research capability of budding technocrats by way of participating in conferences, seminars, workshops, project competition, etc.

### OBJECTIVES OF CONFERENCE

- To understand NEP 2020 policy which proposes to revise and reconstruct various aspect of education sector including regulation and governance.
- To know various challenges and opportunities for higher education institutes while implementing NEP 2020.
- To create awareness and opportunities in Research and Development among the faculty and students and to create Research and Development atmosphere in institute.
- To motivate the faculty members of the group for R&D activities in the area of their specialization.

### CONFERENCE INCLUDES

- Expert session
- Panel discussion
- Paper Presentation

### IMPORTANT DATES

Abstract submission	31 <sup>st</sup> Jan. 2023
Confirmation of Abstract	3 <sup>rd</sup> Feb. 2023
Last Date for full paper Submission	5 <sup>th</sup> Feb. 2023
Last date of Registration for conference	13 <sup>th</sup> Feb. 2023
Dates of Conference	15 <sup>th</sup> & 16 <sup>th</sup> Feb. 2023

### VENUE OF CONFERENCE

Amrutvahini Inst. of Management and Business Administration, Nashik-Pune Highway, Sangamner

### REGISTRATION FEES

Students	NIL
Research Scholars	Rs. 300
Academicians	Rs. 300
Corporate Person	Rs. 500

The registration fee covers Conference kits, proceedings of the seminar, meals and refreshments on the days of the seminar only. There is provision for accommodation. The registration fee would have to be submitted by online / cash against receipt.

### ACCOMMODATION

Accommodation will be arranged by the organizing committee for which prior information has to be provided well in advance.

### REGISTRATION LINK

<https://forms.gle/7TagG5D8sYVvYezx9>



Participants can Register & Make Payment by Clicking on above QR Code / Link.

### CALL FOR PAPERS

Authors are cordially invited to submit original and unpublished, experimental, theoretical research work papers/articles, review articles, survey papers, refereed papers and as well as auxiliary material such as- case study, technical notes on the themes and subthemes of the conference.

Selected research papers and articles will be published in proceedings of conference published in the book bearing ISSN number along with Peer Review impact factor.

### WHO SHOULD ATTEND ?

Corporates, academicians, research scholars, policy makers & students.

### SUBTHEMES

- Role of NEP in exploring research and development opportunities.
- Impact of NEP on various stakeholders such as research scholars, academicians and professionals.
- Multidisciplinary approach in the research and development.
- Role of Research and Development to bridge the gap between academia and Industry.
- Exploring qualitative research approach through NEP.
- Policies, Procedures and schemes for promoting research and development activities through NEP.
- Transformation of higher education institutions as a center of excellence through Research and development.
- Policies to be adopted to create world class multidisciplinary higher education institutions across the country.
- Explore strategies, Procedure and mechanism that can be adopted to promote independent, critical, and creative thinking in teaching-learning process.
- Role of NEP in promoting research among stakeholders of Education sector.
- Recent trends in research and development-challenges and opportunities.

### GUIDELINES FOR PAPER SUBMISSION

Authors may submit the research papers, articles, case study only to email:- [aimbaconference2023@gmail.com](mailto:aimbaconference2023@gmail.com) Authors are advised to submit the research papers, articles only with the copyright form duly signed, scanned and attached; authors may download the copyright form with our website or you can take the photo copies of the copyright forms.

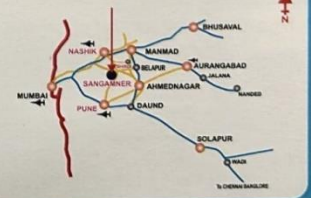
### ABOUT SANSTHA

A farmer, freedom fighter, senior political leader, sahakarmarashi - pioneer of Co-operative Movement and visionary Late Hon. Shri. Bhasaheb Santuji Thorat laid foundation of Amrutvahini Sheti & Shikshan Vikas Sanstha which has magnified versatile domain of altruistic venture. A strong move in this direction was establishment of various institutions which proved to be paragon of technical and managerial education, a story of unerring vision and indomitable determination. The main objective was to carry out constructive philanthropic activities which serve the educational needs of farmers, students & community as a whole. This noble venture had many helping hands right from lowest strata of the rural society to the then Chief Minister of Maharashtra State late Hon. Shri Vasant dada Patil. Hon. Shri. Balasaheb Thorat, Ex. Minister for Revenue (Maharashtra State), is the chief mentor, guide & philosopher behind creating & nourishing the education hubs which caters to the various strata of society

### ABOUT THE INSTITUTE

Amrutvahini Institute of Management & Business Administration, established in June 1994, has emerged as a reputed & renowned management Institute which involved in imparting quality management education. The Institute is striving for excellence through industry- academic participation, consultancy and research. The qualified, competent and experienced faculty backed by ultra modern infrastructure located in a beautiful environment in outskirts of town is creating stimulating environment for learning. The Institute is offering Two years full time MBA course which is approved by AICTE & affiliated to Savitribai Phule Pune University.

### Amrutvahini Institute of AIMBA



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**ANIL B. SHINDE**

Chief Executive Officer, AVS & SVS

**DR. B.M. LONDHE**

Director, AIMBA - Chief Convener

### SEMINAR CO-ORDINATOR

**Dr. N.S. Bhand** 9922424591

### SEMINAR ORGANIZING COMMITTEE

**Dr. R.B.Gawali** 8788672960  
**Dr. S.K. Nimbalkar** 8668619060  
**Dr. N.N. Dighe** 9604675051  
**Dr. N.S. Jondhale** 9850220041  
**Dr. L.D. Shah** 9975763476  
**Prof. R.B. Satpute** 7588093481  
**Dr. N.M. Nair** 9890941129  
**Prof. D.B. Wakchaure** 9579540240  
**Prof. S. G. Gunjal** 7798037551  
**Mr. C.B. Kahandal** 9922304112

Savitribai Phule Pune University Sponsored

**Two Days National Conference**

On  
**Implementation of National Education Policy 2020**

Research and Development Cell  
15<sup>th</sup> & 16<sup>th</sup> February 2023



ORGANISED BY

Amrutvahini Sheti & Shikshan Vikas Sanstha's

**Amrutvahini Institute of Management and Business Administration**

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Email: [directoraimba@yahoo.co.in](mailto:directoraimba@yahoo.co.in) Website: [www.amrutimba.org](http://www.amrutimba.org)

UNDER  
QUALITY IMPROVEMENT PROGRAMME OF SAVITRIBAI PHULE PUNE UNIVERSITY





**AMRUTVAHINI INSTITUTE OF MBA, SANGAMNER**  
**And**  
**SAVITRIBAI PHULE PUNE UNIVERSITY QIP 2022-23**

Organized National Seminar on "Implementation of National Educational Policy 2020"

15<sup>th</sup> & 16<sup>th</sup> February 2023

**Schedule**

Day/Date	Timings	Agenda
Day 1 Wednesday, 15/02/2023	09.30 am to 11.00 am	<b>Inaugural Session</b>  Guests <b>Dr.Parag Kalkar</b> Dean-Commerce & Management,SPPU <b>Dr.B.B.Das</b> Professor,University of Mumbai
	11.00 am to 12.30 am	<b>Technical Session: 01</b>  Topic:- <b>"Learner Centric Pedagogy: A Pradigm Shift in Teaching-Learning-Evaluation"</b>  Resouce Person: <b>Dr.Mandar Bhanushe</b> Assistant Professor,University of Mumbai
	12.30 pm to 01.30 pm	Lunch Break
	01.30 pm to 3.00 pm	<b>Paper Presentation</b>
	03.00 pm to 03.15 pm	Tea Break
	03.15 pm to 04.45 pm	<b>Technical Session: 02</b>  Topic:- <b>"Academic Bank of Credit"</b>  Resouce Person: <b>Dr. Arun Gaikwad</b> Principal - Sangamner Nagarpalika Arts, D. J. Malpani Commerce and B. N. Sarda Science College (Autonomous) Sangamner

*(Handwritten Signature)*





**AMRUTVAHINI INSTITUTE OF MBA, SANGAMNER**  
**And**  
**SAVITRIBAI PHULE PUNE UNIVERSITY QIP 2022-23**

<p align="center"><b>Day 2</b>  <b>Thursday,</b>  <b>16/02/2023</b></p>	09.30 am to 10.30 am	<p align="center"><b>Technical Session: 03</b></p> <p>Topic:-“NEP 2020 - Emphasis on Research and Innovation”</p> <p align="center">Resouce Person: <b>Dr. A.S.Sayyad</b>  Professor and Head- Civil Engineering, Sanjivani College of Engineering, Kopergaon</p>
	10.30 am to 11.30 am	<p align="center"><b>Technical Session: 04</b></p> <p>Topic:-“NEP 2020: Potential &amp; Challenges for reshaping research ecosystem in India”</p> <p align="center">Resouce Person: <b>Dr. A.V.Biju</b>  Assistant Professor &amp; Research Guide, Department of Commerce, School of Business Management &amp; Legal Studies University of Kerala</p>
	11.30 am to 12.30 pm	<p align="center"><b>Technical Session: 05</b></p> <p>Topic:-“Need and Importance of Multifaculty Education”</p> <p align="center">Resouce Person: <b>Dr. B.S.Sawant</b>  Director- Rayat Shikshan Sanstha's Karmaveer Bhaurao Patil Institute Of Management Studies And Research Satara</p>
	12.30 pm to 01.30 pm	Lunch Break
	01.30 pm to 3.00 pm	<p align="center"><b>Technical Session: 06</b></p> <p>Topic:-“ Recent Trends in Research &amp; Development- Challenges and Opportunities”</p> <p align="center">Resouce Person: <b>Dr. Rahul Bhanubhai Chauhan</b>  Parul Institute of Business Administration, Baroda</p>
	03.00 pm to 03.15 pm	Tea Break
	03.15 pm to 04.45 pm	<p align="center"><b>Valedictory Session</b>  Guests  <b>Dr. Rahul Bhanubhai Chauhan</b>  Parul Institute of Business Administration, Baroda</p>



**DIRECTOR**  
Amrutvahini Institute of Management  
& Business Administration



**AMRUTVAHINI INSTITUTE OF MANAGEMENT AND BUSINESS  
ADMINISTRATION, SANGAMNER**

**Report of the NEP Workshops conducted from the Financial  
Assistance under QIP Schemes of Savitribai Phule Pune University**

1.	<b>Title of the Workshop :-</b> Implementation of NEP 2020 Dates : From 15 <sup>th</sup> Feb 2023 to 16 <sup>th</sup> Feb 2023			Application ID No.:
2.	Name of the College :- Amrutvahini Institute of Management and Business Administration, Sangamner Pun code :-			
3.	<b>Name of the Director :-</b> Dr. B.M. Londhe		Mobile No:- 9822267298	
4.	<b>Name of the Co-ordinator :-</b> Dr. N.S. Bhand		Mobile No:-9922424591	
5.	<b>Objectives of the Workshop :-</b> 1.To understand NEP 2020 policy which proposes to revise and reconstruct various aspect of education sector including regulation and governance. 2.To know various challenges and opportunities for higher education institutes while implementing NEP 2020. 3.To create awareness and opportunities in Research and Development among the faculty and students and to create Research and Development atmosphere in institute. 4.To motivate the faculty members of the group for R&D activities in the area of their specialization.			
6.	Resource Person Name with E-Mail and Mobile No. With brief of Lecture/Workshop and Outcome of it.			
	No.	Name of the Resource Person	Mobile No	E-mail
	i)	Dr. Parag Kalkar, Dean, Faculty of Commerce and Management	9881000922	dean.cm@unipune.ac.in pckalkar@gmail.com
	ii)	Dr. B.B. Das, Professor, Univesity of Mumbai	8830245243	dr.das1963@gmail.com
	iii)	Dr. Mandar Bhanuse, Asst. Professor, Univesity of Mumbai	9422483400	mandar@idol.mu.ac.in
	iv)	Dr. Arun Gaikwad, Principal Sangamner Nagarpalika Arts, D.J. Malpani Commerce and B.N. Sarda College (Autonomous) Sangamner	9822811761	arunhgaikwad@gmail.com
	v)	Dr. A S Sayyad, Professor and Head-Civil Engineering, Sanjivani College of Engineering, Kopargaon	9763567881	hodstcoe@sanjivani.org.in
	vi)	Dr. A V Biju, Asst. Professor and Research Guide, Deptt of Commerce, School of Business and Legal Studies, University of Kerala	9846243990	bijuav@keralauniversity.ac.in
	vii)	Dr. B.S. Sawant, Director Rayat Shikshan Sansth's Karmaveer Bhaurao Patil Institute of Management Studies & Research, Satara	9422404853	drbssawant@rediffmail.com
	viii)	Dr. Rahul Bhanubhai Chauhan Asst. Professor Parul Institute of Business Administration Baroda	7016473104	rj88chauhan@gmail.com





**AMRUTVAHINI INSTITUTE OF MANAGEMENT AND BUSINESS  
ADMINISTRATION, SANGAMNER**

<p>7. Outcome of the Workshop with details</p>	<p align="center"><b>INAUGURAL SESSION</b></p> <p><b>Dr. N.S. Bhand, Conference Coordinator</b> welcomed and exposed conference participants about the objectives behind National Conference and provided a brief information about Conference speakers and the topic.</p> <p><b>Dr. B.M. Londhe, Director and Chief Convener</b> of National Conference briefed about institute and shared his thoughts on NEP 2020. He urged conference participants to discuss, debate and come along with productive insights and perspectives to make NEP implementation a feasible and practical process to attain the NEP Objectives</p> <p><b>Dr. Parag Kalkar, Guest of Honor</b> Dean-Commerce &amp; Management, SPPU</p> <p><b>Dr. Parag Kalkar</b> delivered his online key note addresses in inaugural function of 2 days National Conference and mentioned the challenge in addressing the Gross Enrollment Ratio from existing 26% to 50 % by 2035 in higher educational institutions. He emphasized the need that education should be made affordable and accessible to everyone. He welcomes the NEP 2020.</p> <p>Outcome: Seminar participants understand the various objectives of NEP 2020. The participants get an insights what needs to be done within their role to achieve the target of GER set by NEP 2020 for higher education</p> <p><b>Dr. B.B. Das, Chief Guest</b> Professor, University of Mumbai</p> <p><b>Dr. B.B. Das</b> in his Inaugural Chief Guest Address stressed the need to take the benefit of the democratic dividend by creating a conducive learning environment for the students, faculty and staff members. He revealed the need to create a culture of innovation among the institutions for the socio economic benefits of the country.</p> <p>Outcome: Conference participants understand the need to create a culture of innovation among educational institutions and noted a academic and pedagogy level challenges in building and nourishing innovative culture.</p> <hr/> <p><b>Technical Session: 01</b></p> <p><b>Dr. Mandar Bhanushie</b>, Assistant Professor, University of Mumbai delivered his expert talks on "<b>Learner Centric Pedagogy: A Paradigm Shift in Teaching-Learning-Evaluation</b>". He emphasized that faculty should understand their learner, their learning styles and follow a question based approach (5 Why) in igniting the curiosity of</p>
<p align="center"><b>Day1 Wednesday, 15/02/2023 09.30 am to 11.00 am</b></p>	
<p align="center"><b>Day1 Wednesday, 15/02/2023 11.00 am to 12.30 am</b></p>	





**AMRUTVAHINI INSTITUTE OF MANAGEMENT AND BUSINESS  
ADMINISTRATION, SANGAMNER**

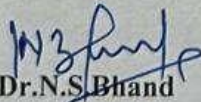
	<p>students. He put stress on experiential, field based learning with live examples.  <b>Outcome:</b> Teaching Pedagogy should match with learning styles of students. Pedagogy should be inquiry and question based to ignite the curiosity of learner.</p>
<p align="center"><b>Day1 Wednesday, 15/02/2023 01.30 pm to 3.00 pm</b></p>	<p><b>Technical Session:02</b>  <b>Paper Presentation</b>                  Selected 8 Research scholars presented their Conference papers on various themes of NEP 2020. The paper presented, stress the need to build academic-industry partnership, NEP awareness at institute level, the role of faculty and challenges in implementing the NEP 2020.  <b>Outcomes:</b> NEP Policy's different perspectives get addressed and conference participants get exposed to various dimensions of NEP 2020.</p>
<p align="center"><b>Day1 Wednesday, 15/02/2023 03.15 pm to 04.45 pm</b></p>	<p><b>Technical Session: 03</b>  <b>Dr. Arun Gaikwad</b>, Principal – Sangamner College (Autonomous) explained '<b>Academic Bank of Credit</b>' to the conference participants so that they can understand how the academic credits are accumulated, recognize, transferred and redeemed. He also elaborated how the students can pursue their interests in choice based credit system.  <b>Outcome:</b> Conference participants get acquainted to Academic Bank of Credit</p>
<p align="center"><b>Day2 Thursday, 16/02/2023 09.30 am to 10.30 am</b></p>	<p><b>Technical Session: 04</b>  <b>Dr. A.S. Sayyad</b>, Professor and Head- Civil Engineering, Sanjivani College of Engineering, Kopergaon shared his thoughts on "<b>NEP 2020 - Emphasis on Research and Innovation</b>". Through practical examples he explained how the students and faculty should go towards research and innovation. He emphasized on the quality of curious questions, persistence and patience on behalf of researcher to make India a country of Innovators.  <b>Outcome:</b> Strategies to build Institute level system of Research and Innovation</p>
<p align="center"><b>Day2 Thursday, 16/02/2023 10.30 am to 11.30 am</b></p>	<p><b>Technical Session: 05</b>  <b>Dr. A.V. Biju</b>, Assistant Professor &amp; Research Guide, Department of Commerce, School of Business Management &amp; Legal Studies University of Kerala shared his thoughts and ideas on "<b>NEP 2020: Potential &amp; Challenges for reshaping research ecosystem in India</b>". He talked about quality research publications by faculty and students. He also discussed the challenges in reshaping the research eco system by taking the case study of China and India in terms of Research.  <b>Outcome:</b> Participants understand challenges in reshaping the research eco system and opportunities thereof.</p>
<p align="center"><b>Day2 Thursday, 16/02/2023</b></p>	<p><b>Technical Session: 06</b>  <b>Dr. B.S. Sawant</b>, Director-Rayat Shikshan Sanstha's Karmaveer</p>





**AMRUTVAHINI INSTITUTE OF MANAGEMENT AND BUSINESS  
ADMINISTRATION, SANGAMNER**

11.30 am to 12.30 pm	BhauraoPatil Institute Of Management Studies And Research Satara shared his ideas behind “ <b>Importance of Multidisciplinary Education</b> ”. He shared the benefits of multidisciplinary benefits of the same to the seminar participants. <b>Outcome:</b> ‘Why’ behind Multidisciplinary Education
<p align="center"><b>Day2 Thursday, 16/02/2023 01.30 pm to 3.00 pm</b></p>	<p><b>Technical Session: 07</b></p> <p>Dr.Rahul Chauhan,Asst Professor and Research Scholar, Parul Institute of Business Administration, Baroda shared his thoughts on “ <b>Recent Trends in Research &amp; Development-Challenges and Opportunities</b>”. Simply he clarified the concepts behind Research and brainstormed the conference participants with varied emerging research topics on which research can be conducted. He laid down stress that researcher need to hone their skill in ‘Research Methodology’. <b>Outcome:</b> Importance of Skills Development in Research Methodology</p>
<p align="center"><b>Day2 Thursday, 16/02/2023 03.15 pm to 04.45 pm</b></p>	<p><b>Dr.R.B.Gawali</b> delivered valedictory speech. He summarized the learning from each session and it’s outcome with reference to conference objectives.<b>Dr. S.K. Nimbalkar</b> gave vote of thanks.</p>
8.	<p><b>Opportunities:</b></p> <ul style="list-style-type: none"> <li>▪ Revamping the education to global standards</li> <li>▪ Learner centric and choice based education</li> <li>▪ Improvement in quality of research</li> <li>▪ Community focused curriculum</li> </ul>
9.	<p><b>Problems raised during the workshop for implementation of NEP:</b></p> <ul style="list-style-type: none"> <li>▪ Learner centric pedagogy</li> <li>▪ -Funding</li> <li>▪ -Financial sustainability</li> <li>▪ -Revamping infrastructural facilities</li> <li>▪ -Assesment</li> </ul>
10.	<p><b>Challenges for implementation of NEP :</b></p> <ul style="list-style-type: none"> <li>▪ Mindset</li> <li>▪ Maintaining the standards of Quality in Multidisciplinary education</li> <li>▪ Ensuring financial sustainability in the context of multiple entry and multiple exit options</li> </ul>
11.	<p><b>Overall Suggestions :</b>NEP 2020 is the best ever document to revamp the quality of education from UG to PG. Learning attitude, change in mindset and commitment with constructive plan is important to implement the NEP 2020.During the initial years,University should mentor and guide the educational institutions in attaining the global standards in educational excellence.</p>

  
**Dr.N.S.Bhand**

Name & Sign. of Co-ordinator



  
**Dr.B.M.Londhe**  
DIRECTOR

Name, Signature & Seal of Principal/Director  
& Business Administration, Sangamner





Amrutvahini Sheti & Shikshan Vikas Sanstha's

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*Certificate*

This is to Certify that, Shri/Smt Dr. Ravindra Gawali  
of AIMBA, Sangamner College / Institute, Participated / Presented  
a Research Paper, in Two days National Conference on "**Implementation of National  
Education Policy 2020**" Research and Development Cell on 15<sup>th</sup> - 16<sup>th</sup> February 2023.

He/She contributed research paper (s) entitled Implementation  
Review of National Educational Policy 2020

  
**Dr. N.S. Bhand**  
Seminar Coordinator

  
**Dr. B. M. Londhe**  
Director

Amrutnagar, Nashik - Pune Highway, Sangamner - 422 608, Dist.: Ahmednagar (M.S.)

# Non-Teaching Staff





Amrutvahini Sheti & Shikshan Vikas Sanstha's

## AMRUTVAHINI

**INSTITUTE OF MANAGEMENT AND BUSINESS ADMINISTRATION**

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AIMBA Family  
Organises

**Half a Day Seminar**

On

**Managerial Psychology and Bhagvad Gita**

Tuesday, August 14, 2018, 10.00 am

**Topic:** Managerial Psychology and Bhagvad Gita

**Type:** Seminar

**Speaker:** Dr. Snajay Malpani, Director, Malpani Group

**Date:** Tuesday, August 14, 2018

**Time:** 10:00 am to 12.30 pm

**Venue:** AIMBA Seminar Hall

**Target Audience:** Staff, Students, and Faculty

### Seminar Objectives:

1. Explore the connection between managerial psychology and the Bhagavad Gita.
2. Discover how ancient wisdom can be applied to modern-day management practices.
3. Gain insights into effective leadership, motivation, decision-making, and conflict resolution.
4. Develop a deeper understanding of human behavior and its impact on the workplace.
5. Learn practical strategies for enhancing your managerial skills and achieving organizational success.

Participants will receive the e -certificate

Don't miss this opportunity to gain valuable insights from a renowned expert!

Amrutvahini Institute of Management and Business Administration

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# Amrutvahini Institute of Management & Business Administration, Sangamner

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DTE CODE - 5324

NAAC Accredited

ISO 9001 : 2015 Certified Institute

SPPU CODE - 0581

Ref. AIMBA / LAD / 2018

Date : 16/08/2018

## Seminar Report: Managerial Psychology and Bhagvad Gita

Topic: Managerial Psychology and Bhagvad Gita

Type: Seminar

Speaker: Dr. Sanjay Malpani, Director, Malpani Group

Date: Tuesday, August 14, 2018

Time: 10:00 AM onwards

Venue: AIMBA Seminar Hall

Target Audience: Staff, Students, and Faculty

### Objectives:

1. Explore the connection between managerial psychology and the Bhagavad Gita.
2. Discover how ancient wisdom can be applied to modern-day management practices.
3. Gain insights into effective leadership, motivation, decision-making, and conflict resolution.
4. Develop a deeper understanding of human behavior and its impact on the workplace.
5. Learn practical strategies for enhancing managerial skills and achieving organizational success.

### Summary:

The seminar, "Managerial Psychology and Bhagvad Gita," brought together insights from modern psychology and ancient wisdom to shed light on effective leadership and management practices. Dr. Sanjay Malpani, a renowned speaker and director, engaged the audience with his thought-provoking presentation.

### Key Takeaways:

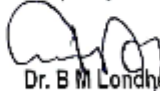
- The Bhagavad Gita offers valuable lessons on **leadership, self-awareness, and managing emotions**, all of which are crucial for effective managers.
- Principles like Karma Yoga (acting without attachment to the outcome) and Nishkama Karma (performing duty selflessly) can be applied to foster a **positive work ethic and organizational culture**.
- Understanding human behavior through the lens of psychology allows managers to **better motivate their teams, manage conflict, and make sound decisions**.
- The seminar provided practical takeaways and strategies for enhancing **communication, delegation, and building trust within teams**.

Overall, the seminar was a valuable learning experience for participants from diverse backgrounds. It offered a unique perspective on applying ancient wisdom to address contemporary challenges in the workplace.

  
Dr. R. B. Gawali

Coordinator-Learning & Development



  
Dr. B. M. Londhe  
Director

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Amrutvahini Sheti & Shikshan Vikas Sanstha's

# Amrutvahini Institute of Management & Business Administration, Sangamner

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DTE CODE - 5324

NAAC Accredited

ISO 9001 : 2015 Certified Institute

SPPU CODE - 0581

Ref. AIMBA / 167/2019

Date : 28/07/2019

## Two Days National Seminar Report

on

### "Enhancing Productivity through Spiritual Human Resource Practices"

**National Seminar Topic:** Enhancing Productivity through Spiritual Human Resource Practices

**Dates:** February 26th & 27th, 2019

**Venue:** Seminar Hall

**Target Audience:** Students, Faculty, Staff, and other Participants from India

#### Inaugural Function

Chief Guest: V A Puadhya, Ex Vice President, Mahindra and Mahindra

Guest of Honor: Rajesh Malpani, Director, Malpani Group

Chairman: Dr Sudhirji Tambe, Trustee, AS&SVS

The two-day national seminar, "Enhancing Productivity through Spiritual Human Resource Practices," aimed to explore the potential of integrating spiritual principles into HR practices to improve individual and organizational well-being and, ultimately, enhance productivity.

#### Day 1:

**Technical Session 1: Unleashing Human Potential (Kiran Kumar):** This session explored how individual inner work and harnessing inner potential can lead to improved performance and engagement.

**Technical Session 2: Corporate Shared Values and Spiritual HR Practices (Sunilkumar Dayama):** This session discussed the implementation of shared values rooted in ethical and spiritual principles within organizations and their impact on employee behavior and organizational culture.

**Technical Session 3: Organizational Performance and Spirituality (Dr Arun Gaikwad):** This session focused on research and evidence demonstrating the positive correlation between spirituality in the workplace and improved organizational performance metrics.

#### Day 2:

**Technical Session 4: Spiritual Business Leadership (Mr Prashant Puppal):** This session explored the role of spiritual leadership in fostering ethical, compassionate, and high-performing teams.

**Technical Session 5: Spirituality and New Age Entrepreneurship (Mr Prashant Lelemath):** This session examined the unique challenges and opportunities faced by entrepreneurs, and how spiritual approaches can guide their decision-making and create sustainable businesses.



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Amrutvahini Sheti & Shikshan Vikas Sanstha's

# Amrutvahini Institute of Management & Business Administration, Sangamner

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DTE CODE - 5324

NAAC Accredited

ISO 9001 : 2015 Certified Institute

SPPU CODE - 0581

Ref. AIMBA /147/2019

Date : 27/02/2019

Technical Session 6: Personal Excellence through Spiritual Excellence (Mr Krishna Dhan das): This session focused on individual practices and techniques to cultivate inner peace, mindfulness, and resilience, leading to personal and professional development.

Around 300 participants which includes students, faculty and staff of the AIMBA benefited from the seminar.

#### Valedictory Ceremony:


The valedictory ceremony featured addressed by Chief Guest Mr Inderpal Singh and Guest of Honor Dr Tulshiram Jadhav, highlighting the key takeaways and emphasizing the importance of further exploring and integrating spiritual practices in human resource management for overall individual and organizational well-being.

#### Outcomes:


The seminar fostered stimulating discussions and provided valuable insights on the potential of spiritual HR practices.

Participants gained knowledge and practical strategies for integrating spiritual principles into their workplaces.

The event encouraged further research and exploration in this emerging field.

  
Dr. R B Gawali  
Coordinator-Learning & Development



  
Dr B M Londhe  
Director

Amrutnagar, Post : Sangamner (S.K.) - 422608, Tal.: Sangamner, Dist.: Ahmednagar, (M.S.)

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Amrutvahini Sheti & Shikshan Vikas Sanstha's

## Amrutvahini Institute of Management & Business Administration, Sangamner

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### TWO DAYS NATIONAL SEMINAR

ORGANIZED UNDER QUALITY IMPROVEMENT PROGRAMME OF SAVITRIBAI PHULE PUNE UNIVERSITY

## Certificate

This is to Certify that, Sfri/Smt Walzade Ashwini Rajendra  
of Sangamner college College / Institute, Participated / Presented  
a Research Paper, in Two days National Seminar On "Enhancing Productivity  
Through Spiritual Human Resource Practices" on 26<sup>th</sup> - 27<sup>th</sup> February 2019.

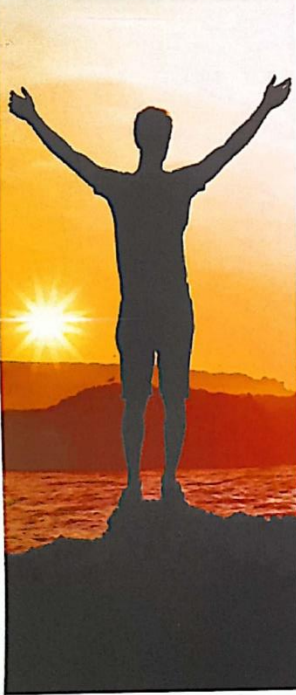
He/She contributed research paper (s) entitled \_\_\_\_\_

Date: 27-02-2019

  
Dr. R. B. Gawali  
Seminar Coordinator

  
Dr. B. M. Londhe  
Director

Amrutnagar, Nashik - Pune Highway, Sangamner - 422 608, Dist.: Ahmednagar (M.S.)







Amrutvahini Sheti & Shikshan Vikas Sanstha's

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### TWO DAYS NATIONAL SEMINAR

ORGANIZED UNDER QUALITY IMPROVEMENT PROGRAMME OF SAVITRIBAI PHULE PUNE UNIVERSITY

## Certificate

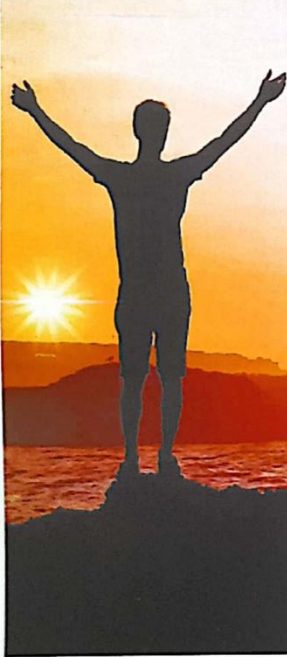
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of AVCOE OF MBA College / Institute, Participated / Presented  
a Research Paper, in Two days National Seminar On "Enhancing Productivity  
Through Spiritual Human Resource Practices" on 26<sup>th</sup> - 27<sup>th</sup> February 2019.  
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Date: 27/02/2019

  
Dr. R. B. Gawali  
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Dr. B. M. Londhe  
Director

Amrutnagar, Nashik - Pune Highway, Sangamner - 422 608, Dist.: Ahmednagar (M.S.)





Amrutvahini Sheti & Shikshan Vikas Sanstha's

**AMRUTVAHINI**  
**INSTITUTE OF MANAGEMENT AND BUSINESS ADMINISTRATION**  
Approved by AICTE New Delhi | Permanently Affiliated to Savitribai Phule Pune University

**Master the Power of Excel: Basic to Advanced Training**  
Unlock the full potential of Excel and boost your productivity!

Join us for a comprehensive two-day training program led by **Mr. Ashok Sindkar**, Founder of Ashok's Excel, Nashik.

Dates: October 15 & 16, 2019  
Time: 9.30 am to 4.30 pm  
Venue: Seminar Hall  
Target Audience: Staff, Students, and Faculty

**This intensive workshop will equip you with:**

- Solid foundation in Excel basics: Learn essential navigation, formatting, formulas, and functions.
- Advanced Excel techniques: Master data analysis tools, pivot tables, charts, and macros.
- Practical skills for real-world scenarios: Apply your newfound knowledge to solve everyday tasks and challenges.
- Time-saving shortcuts and tips: Enhance your efficiency and become an Excel pro.
- Hands-on practice and personalized guidance: Gain practical experience through interactive exercises and receive support from the expert trainer.

**This program is ideal for anyone who wants to:**

- Learn Excel from scratch or refine their existing skills.
- Automate tasks and save valuable time.
- Make informed decisions based on data analysis.
- Impress employers and enhance their career prospects.
- Become a confident and proficient Excel user.

**Don't miss this opportunity to gain valuable skills and take your Excel to Next Level**

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DTE CODE - 5324

NAAC Accredited

ISO 9001 : 2015 Certified Institute

SPPU CODE - 0581

Ref. AIMBA / L4D / 2019

Date : 16/10/2019

## Basic to Advanced Excel Training Report

Trainer: Mr. Ashok Sindkar, Founder of Ashok's Excel, Nashik

Date: October 15<sup>th</sup> & 16<sup>th</sup>, 2019

Venue: Seminar Hall

Target Audience: Staff, Students, and Faculty

### Day 1(15/10/2019)

The first day of the "Basic to Advanced Excel" training program, led by Mr. Ashok Sindkar, focused on establishing a strong foundation in essential Excel skills. Mr. Sindkar, an experienced trainer, effectively engaged the audience with his clear explanations, interactive exercises, and practical examples.

### Key Learnings:

Participants gained a comprehensive understanding of the Excel interface, including navigation, data entry, formatting options, and cell manipulation. They explored fundamental formulas and functions such as SUM, AVERAGE, COUNT, and IF, learning how to apply them to solve basic calculations and data analysis tasks. The session covered essential data formatting techniques like conditional formatting, data validation, and creating custom number formats to enhance data presentation and clarity. Participants practiced creating and editing charts of various types (bar, pie, line) to visually represent data and gain insights from trends and patterns.

### Specific Focus:

VLOOKUP Function: Mr. Sindkar introduced the VLOOKUP function, explaining its purpose and syntax. Participants practiced using VLOOKUP to retrieve data from another table based on a matching criteria, highlighting its applications in real-world scenarios like product lookups and inventory management.

PivotTables: The basics of creating and manipulating pivot tables were introduced. Participants learned how to select data source, drag and drop fields to rows, columns, and filters, and customize pivot tables for insightful data summarization and analysis.

Overall Feedback:

The first day received positive feedback from participants who appreciated:

Mr. Sindkar's engaging and interactive teaching style.

The clear explanations and step-by-step demonstrations.

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Ref. AIMBA / 640 / 19

Date : 16/10/2019

## Overall Feedback:

The second day received equally positive feedback, with participants appreciating:

- The logical progression from basic to advanced concepts.
- The practical focus on real-world applications of the learned skills.
- The opportunity to learn and practice advanced functions and techniques.
- The trainer's expertise and willingness to answer questions.

## Areas for Improvement:

- A few participants suggested providing additional resources or practice exercises for further self-learning of advanced topics.
- Some participants expressed interest in exploring data import and manipulation from external sources like databases.

## Conclusion:

The "Basic to Advanced Excel" training program successfully equipped participants with a comprehensive skillset, from foundational knowledge to advanced techniques. The interactive sessions, practical exercises, and focus on real-world applications ensured a valuable learning experience for all participants.

  
Dr R B Gawali  
Coordinator-Learning & Development



  
Dr. E M Londhe  
Director

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SPPU CODE - 0581

Ref. AIMBA / 260 / 19

Date : 16 / 10 / 2019

The opportunity to practice skills through hands-on exercises.  
The relevance of the covered topics to everyday tasks.

#### Areas for Improvement:

Some participants requested additional practice exercises, particularly for VLOOKUP and pivot tables, to solidify their understanding.  
A few participants suggested covering more advanced functions like SUMIFS and Day

#### Day 2 (16/10/2019)

Building upon the foundation established on Day 1, the second day of the training delved into advanced Excel techniques and practical applications. Mr. Sindkar continued to provide clear explanations, hands-on exercises, and valuable insights throughout the session.

#### Key Learnings:

Participants explored advanced data analysis functions such as SUMIFS, COUNTIFS, AVERAGEIFS, and LOOKUP, understanding their applications in complex data manipulation and conditional calculations.

The session covered creating and formatting macros to automate repetitive tasks, saving time and effort. Participants learned to record macro actions, assign keyboard shortcuts, and edit macros for efficient workflow.

Mr. Sindkar introduced participants to advanced chart types like scatter plots, bubble charts, and histograms, explaining their applications in specific data visualization scenarios.

Data validation techniques were further explored, including creating custom drop-down lists and data input restrictions to ensure data accuracy and consistency.

#### Specific Focus:

PivotTables - Advanced Features: Participants practiced advanced pivot table functionalities like calculated fields, filtering by date or specific criteria, and creating pivot charts for dynamic data exploration.

Data Analysis Functions: Mr. Sindkar provided practical examples of using advanced functions like SUMIFS and COUNTIFS to solve complex data analysis problems involving multiple criteria and conditions.



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5/259255





## CERTIFICATE OF PARTICIPATION



**Prof Sulbha Gunjal**

For Participating in the two days training program on “**Basic to Advance Excel**” during 15/10/2019 to 16/10/2019 organized at Amrutvahini Institute of Management and Business Administration, Sangamner in association with Ashok's Advance Excel, Nashik

**DR. B.M. LONDHE**  
Director, AIMBA

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## CERTIFICATE OF PARTICIPATION



**Prof L D Shah**

For Participating in the two days training program on “**Basic to Advance Excel**” during 15/10/2019 to 16/10/2019 organized at Amrutvahini Institute of Management and Business Administration, Sangamner in association with Ashok's Advance Excel, Nashik

**DR. B.M. LONDHE**  
Director, AIMBA

Date:16/10/2019    www.amrutimba.com    directoraimba@yahoo.co.in    Ph (02425-259015/259255)







## CERTIFICATE OF PARTICIPATION



**Pravin Andhale**

For Participating in the two days training program on “**Basic to Advance Excel**” during 15/10/2019 to 16/10/2019 organized at Amrutvahini Institute of Management and Business Administration, Sangamner in association with Ashok's Advance Excel, Nashik

**DR. B.M. LONDHE**  
Director, AIMBA

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## CERTIFICATE OF PARTICIPATION



**C B Kahandal**

For Participating in the two days training program on “**Basic to Advance Excel**” during 15/10/2019 to 16/10/2019 organized at Amrutvahini Institute of Management and Business Administration, Sangamner in association with Ashok's Advance Excel, Nashik

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Amrutvahini Sheti & Shikshan Vikas Sanstha's

# Amrutvahini Institute of Management & Business Administration, Sangamner

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DTE CODE - 5324

NAAC Accredited

ISO 9001 : 2015 Certified Institute

SPPU CODE - 0581

Ref. AIMBA / LA 0 / 20

Date : 21/01/2020

## Soft Skills and Personality Development Workshop Report

Trainer: Mr. Niyaz Quraishi, TEAM IBTC Trainer, IIT Kanpur

Date: 30-31/01/2020

Venue: Seminar Hall

Target Audience: Staff, Students, and Faculty

Day 1(January 30, 2020)

The first day of the "Soft Skills and Personality Development" workshop, led by Mr. Niyaz Quraishi, set the stage for a transformative learning experience. Mr. Quraishi, a seasoned trainer with extensive experience at IIT Kanpur, captivated the audience with his engaging presentation style, interactive exercises, and insightful guidance.

### Key Learnings:

The day commenced with exploring the power of mindset. Participants delved into the concept of growth mindset vs. fixed mindset, understanding how their beliefs and attitudes can shape their potential and approach to challenges. Through interactive exercises and discussions, they explored strategies to cultivate a growth mindset, fostering resilience, learning from mistakes, and embracing continuous improvement.

Building a foundation in essential soft skills was emphasized. Participants actively participated in exercises focusing on effective communication, active listening, teamwork, and problem-solving. They learned practical strategies to improve their communication clarity, collaborate effectively within teams, and approach challenges with creative solutions. The importance of self-awareness was highlighted as crucial for personality development. Through self-reflection exercises and group discussions, participants explored their strengths, weaknesses, and communication styles. This self-awareness is vital for navigating interpersonal interactions and maximizing personal growth.

### Specific Focus:

Inspiration and Motivation: Mr. Quraishi dedicated a session to exploring the role of inspiration and motivation in personal development. He discussed various sources of inspiration, including role models, personal goals, and overcoming challenges. Participants engaged in activities to identify their own sources of inspiration and develop strategies to maintain motivation throughout their personal and professional journeys.



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Ref. AIMBA / LAD/20

Date : 31/01/2020

## Overall Feedback:

The first day received positive feedback, with participants appreciating:

Mr. Quraishi's engaging and interactive approach.

The emphasis on developing a growth mindset.

The practical exercises and group discussions for skill development.

The focus on self-awareness and its importance in personality development.

## Areas for Improvement:

Some participants requested additional resources or exercises to further explore specific soft skills like conflict resolution or negotiation.

A few participants expressed interest in delving deeper into specific aspects of motivation and goal setting.

## Day 2 (31/01/2020)

Building upon the foundation established on Day 1, the second day of the workshop focused on refining soft skills, fostering emotional intelligence, and building confidence. Mr. Quraishi continued to provide a stimulating learning environment with practical exercises, insightful discussions, and valuable feedback.

## Key Learnings:

The session delved into emotional intelligence, exploring its components like self-awareness, self-regulation, social awareness, and relationship management. Participants practiced identifying their own emotions and those of others, managing stress effectively, and building stronger interpersonal relationships through improved emotional intelligence.

Effective communication skills were further honed through role-playing scenarios, focusing on active listening, assertive communication, and providing constructive feedback. Participants gained valuable insights into adapting their communication style to different situations and audiences.

Confidence building techniques were explored, empowering participants to overcome self-doubt, present themselves effectively, and navigate challenging situations with poise. Through interactive exercises and group discussions, they developed strategies to project confidence and enhance their personal brand.



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Ref. AIMBA /

Date : / / 20

## Specific Focus:

Mindset Reinforcement: Throughout the day, Mr. Quraishi revisited the concept of growth mindset, encouraging participants to apply the learned strategies to cultivate a positive and proactive approach in their personal and professional lives. He emphasized the importance of continuous learning, embracing challenges as opportunities for growth, and maintaining a focus on long-term goals.

## Overall Feedback:

The second day received equally positive feedback, with participants appreciating:

- The practical focus on building emotional intelligence and communication skills.
- The role-playing scenarios and group discussions for skill development.
- The emphasis on confidence building and strategies to overcome self-doubt.
- The continued emphasis on maintaining a growth mindset throughout the workshop.

## Areas for Improvement:

A few participants suggested exploring specific communication styles in greater depth, like public speaking or persuasive communication.  
Some participants expressed interest in learning additional confidence-building techniques for specific situations like job interviews or presentations.

## Conclusion:

The "Soft Skills and Personality Development" workshop offered a valuable learning experience for participants from diverse backgrounds.

  
Dr R B Gawali  
Coordinator-Learning & Development



  
Dr. B M Londhe  
Director

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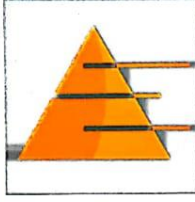
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ENTREPRENEURSHIP CELL  
**IIT KANPUR**



## Certificate of Participation

This is to certify that Mr/Ms R.B. Gauravi has participated in 2 day/s Training & Zonal Championship event held on 30-1-2020 to 31-01-2020 at 9:30am to 4:30pm.  
Amvutvahini Institute of Management & Business Administration.

The Participant has learnt the basics of Communication & Presentation Skills along with the creative art of Public Speaking and many other Powerful Personality Development Techniques. He/She has contested in several activities to understand the concepts of Confidence Building, Interpersonal Skills, Effective Teamwork, Interview Cracking Procedures etc. We wish the participant to shine bright like a Diamond in his/her career.

  
Convener, IBTC-2020



Ref. ID : AIMBA/05/2020





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=====  
**Unlock Your Potential: Soft Skills and Personality  
Development Seminar**

*Master the skills that set you apart and achieve success in all aspects of life!*

Join us for an insightful seminar led

by

**Mr. Pankaj Mittal**, Founder and CEO of Angrezi Club and Referral Interview.

Thursday, September 19, 2019 At 10.00 am

Venue: Seminar Hall

**In this interactive session, you will:**

- + Develop essential soft skills such as communication, teamwork, problem-solving, and leadership.
- + Enhance your personality through effective self-presentation, confidence building, and emotional intelligence.
- + Learn strategies to overcome communication challenges and build rapport with others.
- + Discover techniques for managing stress and maintaining a positive attitude.
- + Gain valuable insights into the importance of soft skills in today's competitive world.

**This seminar is ideal for anyone who wants to:**

- + Make a strong first impression in professional and social settings.
- + Excel in their academic or professional careers.
- + Build stronger relationships and networks.
- + Increase their confidence and self-esteem.
- + Become a more well-rounded and successful individual.

**Don't miss this opportunity to invest in yourself and unlock your full potential!**

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DTE CODE - 5324

NAAC Accredited

ISO 9001 : 2015 Certified Institute

SPPU CODE - 0581

Ref. AIMBA / L&D / 2019

Date : 19/09/2019

## Soft Skills and Personality Development Seminar Report

Trainer: Mr. Pankaj Mittal, Founder and CEO, Angrezi Club and Referral Interview

Date: Thursday, September 19, 2019

Venue: Seminar Hall

Target Audience: Staff, Students, and Faculty

### Summary:

The "Soft Skills and Personality Development" seminar, led by Mr. Pankaj Mittal, provided participants with valuable tools and strategies to enhance their interpersonal skills and personal growth. Mr. Mittal, a renowned expert in communication and soft skills development, engaged the audience with his interactive presentation and practical exercises.

### Key Learnings:

Participants explored the importance of essential soft skills such as communication, teamwork, problem-solving, and leadership in various aspects of life.

Strategies for enhancing personality through effective self-presentation, building confidence, and developing emotional intelligence were discussed.

The seminar equipped participants with techniques to overcome communication challenges, build rapport, and foster positive interactions with others.

Stress management techniques and maintaining a positive attitude were introduced to promote well-being and resilience.

Participants gained valuable insights into the increasing demand for soft skills in the competitive job market and how to effectively showcase them.

### Overall Feedback:

The seminar received positive feedback from participants, who appreciated the following aspects:

Mr. Mittal's engaging and interactive presentation style.

The practical and applicable nature of the skills and techniques learned.

The opportunity to participate in exercises and receive personalized feedback.

The diverse range of participants and the opportunity to network.

### Impact:

The "Soft Skills and Personality Development" seminar empowered participants to develop essential skills for success in both personal and professional spheres. By equipping them with effective communication, interpersonal skills, and a positive mindset, the program can contribute to their overall well-being, employability, and career advancement.

Dr R B Gawali

Coordinator-Learning & Development



Dr. B M Londhe  
Director

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# CERTIFICATE OF PARTICIPATION



This certificate is proudly presented to

**Mr Pravin Andhale**

For Participating in the training program on “**Soft Skills and Personality Development**” on 19th Sept, 2019 organized at Amrutvahini Institute of Management and Business Administration, Sangamner 422608

**DR. B.M. LONDHE**  
Director, AIMBA

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# CERTIFICATE OF PARTICIPATION



This certificate is proudly presented to

**Mr D B Sonawane**

For Participating in the training program on “**Soft Skills and Personality Development**” on 19th Sept, 2019 organized at Amrutvahini Institute of Management and Business Administration, Sangamner 422608

**DR. B.M. LONDHE**  
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## AMRUTVAHINI

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### **Unlock Your Potential: Train the Brain Seminar**

*Boost your memory, improve focus, and achieve peak performance with Train the Brain!*

Join us for an insightful seminar led by Mr. Vilas Dighe,  
Founder of Train the Brain and NLP Practitioner.

Date: Wednesday, September 4, 2019

Time: 10:00 AM onwards

Venue: Seminar Hall

Target Audience: Staff, Students, and Faculty

**In this interactive session, you will learn:**

- Powerful techniques to enhance memory and recall.
- Strategies to improve focus and concentration.
- Effective methods for overcoming mental blocks and boosting creativity.
- Practical tools for managing stress and promoting emotional well-being.
- How to unlock your full potential and achieve your goals.

**This seminar is ideal for anyone who wants to:**

- Improve their learning and academic performance.
- Enhance their productivity and achieve more in less time.
- Develop mental clarity and make better decisions.
- Reduce stress and manage anxiety.
- Live a more fulfilling and empowered life.

**Don't miss this opportunity to invest in your most valuable asset -  
your brain!**

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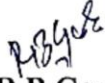
SPPU CODE - 0581

Ref. AIMBA / 140121

Date : 9/9/2024

## Impact:

The "Train the Brain" seminar equipped participants with valuable tools and techniques to improve their cognitive abilities, manage stress, and achieve their personal and professional goals. The interactive format and diverse audience fostered a learning environment that encouraged participants to apply the learned skills in their daily lives.

  
Dr R B Gawali  
Coordinator-Learning & Development



  
Dr B M Londhe  
Director

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# CERTIFICATE OF PARTICIPATION



This certificate is proudly presented to

**Prof Dipak B Wakchaure**

For Participating in the training session on “**Train the Brain**” on 4th Sept, 2019  
organized at Amrutvahini Institute of Management and Business  
Administration, Sangamner 422608

**DR. B.M. LONDHE**  
Director, AIMBA

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# CERTIFICATE OF PARTICIPATION



This certificate is proudly presented to

**Mr Rahul Rode**

For Participating in the training session on “**Train the Brain**” on 4th Sept, 2019  
organized at Amrutvahini Institute of Management and Business  
Administration, Sangamner 422608

**DR. B.M. LONDHE**  
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## AMRUTVAHINI

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---

### **Unlock Your Potential: Understanding the Brain to Unleash Human Potential**

(Explore the fascinating world of your brain and learn how to optimize its full potential!)

Join us for an insightful seminar led by **Mr. Aashish Patil, Managing Director of Mindshift Mentoring, Pune.**

Date: March 4, 2021, at 10.00 am, Venue: Seminar Hall

In this interactive session, you will:

- ✦ Gain a deeper understanding of brain function and its impact on behavior, learning, and decision-making.
- ✦ Discover how to optimize your brain for peak performance through practical strategies and techniques.
- ✦ Learn how to overcome common mental challenges such as stress, anxiety, and procrastination.
- ✦ Develop effective learning habits to enhance your memory, focus, and information processing.
- ✦ Explore techniques to foster creativity, problem-solving, and critical thinking skills.

This training session is ideal for anyone who wants to:

- ✦ Improve their academic or professional performance.
- ✦ Enhance their cognitive abilities and mental well-being.
- ✦ Develop a growth mindset and embrace lifelong learning.
- ✦ Unlock their full potential and achieve their personal and professional goals.

**Don't miss this opportunity to gain valuable insights into the workings of your brain and unlock its hidden potential!**

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Amrutvahini Institute of Management and Business Administration  
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Amrutvahini Sheti & Shikshan Vikas Sanstha's

# Amrutvahini Institute of Management & Business Administration, Sangamner

(Affiliated to Savitribai Phule Pune University of Pune and Approved by AICTE New Delhi)

DTE CODE - 5324

NAAC Accredited

ISO 9001 : 2015 Certified Institute

SPPU CODE - 0581

Ref. AIMBA / 440 / 21

Date : 4/03/2021

## Training Report on "Understanding Brain to Unleash Human Potential"

Trainer: Mr. Aashish Patil, Managing Director, Mindshift Mentoring, Pune

Date: March 4, 2021

Venue: Seminar Hall

Target Audience: Staff, Students, and Faculty

The "Understanding Brain to Unleash Human Potential" seminar, led by Mr. Aashish Patil, provided a captivating exploration of the brain's role in shaping our thoughts, behaviors, and potential. Mr. Patil, an expert in brain development and performance optimization, engaged the audience with his clear explanations, interactive exercises, and practical insights.

### Key Takeaways:

Participants gained a fundamental understanding of brain structure and function, exploring how different regions contribute to learning, memory, emotions, and decision-making.

The seminar emphasized the plasticity of the brain, highlighting its ability to adapt and change throughout life through new experiences and learning.

Mr. Patil introduced practical strategies for optimizing brain function, including techniques for managing stress, enhancing focus, and improving sleep quality.

Participants learned effective learning strategies to strengthen memory, boost information processing, and develop critical thinking skills.

The session explored the link between understanding the brain and fostering a growth mindset, encouraging participants to embrace challenges, celebrate mistakes as learning opportunities, and continuously strive for self-improvement.

### Overall Feedback:

The seminar received positive feedback, with participants appreciating:

Mr. Patil's engaging and informative presentation style.

The clear explanations of complex brain functions.

The practical and actionable strategies for brain optimization.

The emphasis on the growth mindset and its impact on potential.

### Impact:

By equipping participants with a deeper understanding of their brains and practical tools for optimization, the seminar empowered them to:

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
Ref. AIMBA / LAD / 21

Date : 4/03/20 21

Enhance their cognitive abilities and learning potential.  
Develop effective strategies for managing stress and improving well-being.  
Embrace a growth mindset and approach challenges with a positive and proactive attitude.  
Unlock their full potential and achieve their personal and professional goals.

## Conclusion:

The "Understanding Brain to Unleash Human Potential" seminar offered a valuable learning experience, highlighting the profound influence of the brain on our thoughts, behaviors, and overall potential. By fostering a deeper understanding of this complex organ and implementing practical strategies for optimization, individuals can embark on a journey of continuous learning, growth, and achieving their full potential.

  
Dr. R.B. Gawali  
Coordinator Learning and Development



  
Dr B M Londhe  
Director

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# CERTIFICATE OF PARTICIPATION



**Mr D B Sonawane**

For Participating in the One Day training program on “**Understanding Brain to Unleash Human Potential**” on 04/03/2021 organized at Amrutvahini Institute of Management and Business Administration, Sangamner in association with Mindshift Mentoring, Pune

**DR. B.M. LONDHE**  
Director, AIMBA

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# CERTIFICATE OF PARTICIPATION



**B M Shinde**

For Participating in the One Day training program on “**Understanding Brain to Unleash Human Potential**” on 04/03/2021 organized at Amrutvahini Institute of Management and Business Administration, Sangamner in association with Mindshift Mentoring, Pune

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# CERTIFICATE OF PARTICIPATION



**Aswale Omkar Mahesh**

For Participating in the One Day training program on “**Understanding Brain to Unleash Human Potential**” on 04/03/2021 organized at Amrutvahini Institute of Management and Business Administration, Sangamner in association with Mindshift Mentoring, Pune

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**Ms Abhang Apsara Satish**

For Participating in the One Day training program on “**Understanding Brain to Unleash Human Potential**” on 04/03/2021 organized at Amrutvahini Institute of Management and Business Administration, Sangamner in association with Mindshift Mentoring, Pune

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# CERTIFICATE

OF PARTICIPATION



**Dr L D Shah**

For Participating in the One Day training program on “ **Understanding Brain to Unleash Human Potential**” on 04/03/2021 organized at Amrutvahini Institute of Management and Business Administration, Sangamner in association with Mindshift Mentoring, Pune

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# CERTIFICATE

OF PARTICIPATION



**Dr N S Jondhale**

For Participating in the One Day training program on “ **Understanding Brain to Unleash Human Potential**” on 04/03/2021 organized at Amrutvahini Institute of Management and Business Administration, Sangamner in association with Mindshift Mentoring, Pune

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# CERTIFICATE OF PARTICIPATION



**Mr D B Sonawane**

For Participating in the One Day training program on “ **Understanding Brain to Unleash Human Potential**” on 04/03/2021 organized at Amrutvahini Institute of Management and Business Administration, Sangamner in association with Mindshift Mentoring, Pune

**DR. B.M. LONDHE**  
Director, AIMBA

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Amrutvahini Sheti & Shikshan Vikas Sanstha's

## **AMRUTVAHINI**

**INSTITUTE OF MANAGEMENT AND BUSINESS ADMINISTRATION**

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**Cultivate Confidence and Success: Personality Development**

**Communication Skills and Goal Setting Workshop**

**Unlock your full potential and excel in all aspects of life!**

Join us for an intensive two-day workshop led by

**Mr. Jatin Chandrana**, Founder, Trainer and Consultant, JIGGA

Consultancy, Aurangabad

27<sup>th</sup> Feb 2021, at 10.00 am

Venue: Seminar Hall

This immersive workshop will equip you with:

- ❖ Essential soft skills such as communication, teamwork, problem-solving, and leadership, honed through interactive exercises and real-world scenarios.
- ❖ Enhanced personality development through effective self-presentation, confidence building, and emotional intelligence strategies.
- ❖ Improved communication skills to build rapport, express yourself clearly, and navigate diverse interactions with confidence.
- ❖ Effective stress management techniques to maintain composure and well-being in challenging situations.
- ❖ Valuable insights into the significance of soft skills in today's competitive world and strategies to showcase them effectively.

This program is ideal for anyone who wants to:

- ✦ Make a lasting impression in professional and social settings.
- ✦ Excel in their academic or professional careers.
- ✦ Build stronger relationships and networks.
- ✦ Increase their confidence and self-esteem.
- ✦ Become a more well-rounded and successful individual.

**Don't miss this opportunity to invest in yourself and unlock your full potential!**

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SPPU CODE - 0581

Ref. AIMBA / LAD / 21

Date : 27/02/2024

Overall Feedback:

0581

The first day received positive feedback, with participants appreciating:

Mr. Chandrana's engaging and interactive approach.  
The emphasis on developing a growth mindset.  
The practical exercises and group discussions for skill development.  
The focus on self-awareness and its importance in personality development.

#### Areas for Improvement:

Some participants requested additional resources or exercises to further explore specific soft skills like conflict resolution or negotiation.  
A few participants expressed interest in delving deeper into specific aspects of motivation and goal setting.

The "Soft Skills and Personality Development" workshop offered a valuable learning experience for participants from diverse backgrounds.

  
Dr R B Gawali  
Coordinator-Learning & Development



  
Dr. B M Londhe  
Director

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# CERTIFICATE OF PARTICIPATION



**Mr B M Shinde**

For Participating in the One Day training program on “ **Personality Development and Goal Setting,Communication Skills**” on 27/02/2021 organized at Amrutvahini Institute of Management and Business Administration,Sangamner in association with JIGGA Consultancy,Aurangabad.

**DR. B.M. LONDHE**  
Director,AIMBA

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Amrutvahini Sheti & Shikshan Vikas Sanstha's

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### Navigate the Future: How to Prepare to Lead in a Digitally Disruptive World

Thrive in an ever-evolving landscape and unlock your leadership potential!

Join us for an insightful webinar led

by

**Dr. Bhimraya Metri, Director of IIM Nagpur.**

Date: July 30, 2021

Time: 10.00 am

Platform: Online Zoom Platform

**In this webinar, you will:**

- ✦ Gain insights into the dynamics of digital disruption and its impact on various industries and leadership styles.
- ✦ Develop essential skills to navigate the complexities of a rapidly changing environment.
- ✦ Learn strategies to foster innovation, embrace change, and lead effectively in a digital age.
- ✦ Discover how to adapt your leadership approach to meet the evolving needs of diverse stakeholders.
- ✦ Explore practical frameworks and tools to prepare yourself and your organization for future challenges.

**This webinar is ideal for anyone who wants to:**

- ✦ Enhance their leadership capabilities in a digital world.
- ✦ Stay ahead of the curve and anticipate future trends.
- ✦ Lead teams through periods of change and uncertainty.
- ✦ Make informed decisions and drive organizational success in a disruptive environment.
- ✦ Become a future-proof leader equipped to thrive in the digital age.

**Don't miss this opportunity to gain valuable insights and equip yourself with the skills to lead effectively in a dynamic and disruptive world!**

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SPPU CODE - 0581

Ref. AIMBA / L1D / 21

Date : 30/7/2021

### Report on "Navigating Digital Disruption: Key Factors and Skill Development"

Topic: "How to Prepare to Lead in a Digitally Disruptive World"

Type: Webinar

Date: 30/07/2021

Venue: Online Zoom Platform

Target Audience: Students, Staff & Faculty

The "How to Prepare to Lead in a Digitally Disruptive World" webinar, led by Dr. Bhimraya Metri, Director of IIM Nagpur, offered valuable insights into navigating the complexities of a rapidly changing digital landscape. This report highlights the key factors requiring an effective response in this environment and the crucial skill sets needed for faculty, staff, and students to thrive.

#### Key Factors for Effective Response:

1. **Understanding digital disruption:** Recognizing the ongoing transformation across industries, its impact on leadership styles, and the need for continuous adaptation.
2. **Fostering innovation:** Embracing new technologies, encouraging creative problem-solving, and fostering a culture of experimentation to stay ahead of the curve.
3. **Leading through change:** Effectively communicating change initiatives, managing resistance, and guiding teams through periods of uncertainty with empathy and clear vision.
4. **Adaptability and agility:** Developing the ability to learn quickly, adjust strategies based on evolving circumstances, and embrace continuous improvement.
5. **Data-driven decision making:** Leveraging data analytics to gain insights, inform strategic choices, and measure progress effectively.

#### Essential Skill Sets:

1. **Digital literacy:** Understanding fundamental digital concepts, utilizing relevant technologies proficiently, and staying informed about emerging trends.
2. **Critical thinking and problem-solving:** Analyzing complex situations, identifying innovative solutions, and making sound decisions in an uncertain environment.



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# CERTIFICATE

OF PARTICIPATION



**Ramesh More**

For Participating in the One Day Online Seminar on “**How to Prepare to Lead in a Digitally Disruptive World**” on 30/07/2021 organized by Amrutvahini Institute of Management and Business Administration,Sangamner.Guest Speaker Dr Bhimraya Metri,Director,Indian Institute of Management,Nagpur.

**DR. B.M. LONDHE**  
Director,AIMBA

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# CERTIFICATE

OF PARTICIPATION



**Sachin Aher**

For Participating in the One Day Online Seminar on “**How to Prepare to Lead in a Digitally Disruptive World**” on 30/07/2021 organized by Amrutvahini Institute of Management and Business Administration,Sangamner.Guest Speaker Dr Bhimraya Metri,Director,Indian Institute of Management,Nagpur.

**DR. B.M. LONDHE**  
Director,AIMBA

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Amrutvahini Sheti & Shikshan Vikas Sanstha's

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Ref. AIMBA / L4D / 21

Date : 18/08/2021

## One-Day Workshop Report: "Research Orientation and Application of Research"

Topic: "Research Orientation and Application of Research"

Resource Person: Rajitha Nair, Fonder, Business Analytical Solutions

Date: Wednesday, August 18th, 2021

Platform: Online Zoom Platform

Organizer: Amrutvahini MBA in Association with Rajitha Nair Business Analytical Solutions, Nashik

Target Audience: Students, Staff, and Faculty

### Workshop Objectives:

- Familiarize participants with the concept of research.
- Equip participants with skills to formulate research problems.
- Showcase the application of research in various fields through case studies.

**Registration and Inauguration:** The workshop commenced with participant registration followed by an opening address.

**Introduction to Research:** The session provided a foundational understanding of research, its purpose, and various methodologies.

**Formulating Research Problems:** Participants engaged in interactive exercises to develop skills in identifying and defining research problems, selecting appropriate research topics, and formulating research questions.


**Case Studies:** The workshop explored the practical application of research through real-world case studies in:

- Marketing: Airline pricing strategies, consumer segmentation techniques, etc.
- Finance: Fraud detection models, revenue forecasting methods, etc.
- HR: Attrition modeling, appraisal analysis, talent management strategies, etc.

**Q&A Session:** Participants actively engaged in discussions, clarifying doubts and seeking further insights from the resource person.

**Feedback:** Participants provided valuable feedback on the workshop content, delivery, and overall experience.

**Conclusion:** The workshop concluded with a summary of key takeaways and a vote of thanks to the organizers and participants.

  
Dr R B Gawali  
Coordinator-Learning & Development



  
Dr B M Londhe  
Director

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One day Workshop  
on

**“Research Orientation and Application of Research in various Fields of Marketing,  
Finance and HR”**

By

**Amrutvahini MBA in Association with Rajitha Nair Business Analytical Solutions,  
Nashik**

**Day and Date : Wednesday, 18<sup>th</sup> August 2021**

**Venue : Online Zoom Platform**

#### Workshop Objectives:

- To Familiarise the participants on Research (Quest).
- To enable the participants in formulating the Research Problem.
- To make the participants aware on applications of research in various fields of Marketing, Finance and HR by going through few case studies.

**Target Audience :** Students, Staff & Faculty

#### Tentative Workshop Flow:

- (Registration)
- (Inauguration/Introduction of workshop speech)
- Introduction to Research – Quest
- Formulating the Research Problem and selection of research topic

#### 10 min break

- **Case studies on Applications of research on**
  - Marketing(Discussion on Airline Pricing strategy, consumer segmentation etc)
  - Finance(Discussion on Fraud Detection model, Revenue forecasting with cases)
  - HR (Cases of Attrition Modelling, appraisal analysis, Talent management etc)
- **Question and Answer/ Doubt session**
- **Feedback form filled from participants**
- **Conclusion**





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PHULE PUNE UNIVERSITY DTE CODE : 5324,  
COURSE : MBA, 120-INTAKE CAPACITY**

**One day workshop on Research Orientation and Application of Research  
in various Fields of Marketing, Finance and HR**

**Certificate of Participation**

This Certificate Is Proudly Presented To

**Mr. Om Kokane**



For having participated in workshop on Research  
Orientation and Application of Research in various fields of  
Marketing, Finance and HR.

Nashik

**Rajitha Nair**

Founder of

**Business Analytical Solutions**

Senior Data Scientist





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#### Personality and Soft Skills Development Program

Unlock your full potential and excel in all aspects of life!

Join us for an intensive two-day program led  
by

**Mr. Siddarth Prabhakar, Director of Celebrity Schools, Mumbai.**

Dates: March 15 & 16, 2022

Time: 9.30 am to 4.30 pm

Venue: Seminar Hall

This immersive program will equip you with:

- Essential soft skills such as communication, teamwork, problem-solving, and leadership, honed through interactive exercises and real-world scenarios.
- Enhanced personality development through effective self-presentation, confidence building, and emotional intelligence strategies.
- Improved communication skills to build rapport, express yourself clearly, and navigate diverse interactions with confidence.
- Effective stress management techniques to maintain composure and well-being in challenging situations.
- Valuable insights into the significance of soft skills in today's competitive world and strategies to showcase them effectively.

This program is ideal for anyone who wants to:

- Make a lasting impression in professional and social settings.
- Excel in their academic or professional careers.
- Build stronger relationships and networks.
- Increase their confidence and self-esteem.
- Become a more well-rounded and successful individual.

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Delhi)

CODE - 0581

2022

Ref. AIMBA / L40/22

Date : 16/03/2022

3. Positive Communication: Effective communication, achieved through clear expression, active listening, and respectful interactions, builds trust, fosters collaboration, and creates a supportive environment conducive to success.
4. Hard Work: Dedicated effort, consistent commitment, and willingness to invest time and resources are essential for overcoming challenges and turning aspirations into reality.
5. Etiquettes and Manners

### Overall Feedback:

The program received positive feedback, with participants appreciating:

Mr. Prabhakar's engaging and interactive training style.

The practical exercises and real-world application focus.

The emphasis on developing a growth mindset and positive communication skills.

The recognition of the importance of goal setting and hard work in achieving success.

Conclusion:

By equipping participants with essential soft skills, fostering a growth mindset, and emphasizing the significance of goal setting, positive communication, and hard work, the program empowered individuals to navigate personal and professional challenges with confidence and achieve their full potential. Remember, continuous learning and consistent effort are key to sustaining growth and achieving long-term success.

*R B G*

Dr R B Gawali  
Coordinator-Learning & Development



*Dr. B M Londhe*  
Dr. B M Londhe  
Director

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# CERTIFICATE OF PARTICIPATION



**C B Kahandal**

For Participating in Two Days Training Program on “ **Personality and Soft Skills Development**” during 15th-16th March 2022 organized by Amrutvahini Institute of Management and Business Administration, Sangamner in association with Celebrity School, Mumbai

**DR. B.M. LONDHE**  
Director, AIMBA

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### **Unleash Your Confidence and Potential: Mind, Makeover, and Image Workshop**

*Transform your inner and outer self for greater success and well-being!*

Join us for an insightful workshop led by

**Mrs. Ketky Mistry, renowned Psychologist and Soft Skills Trainer from Pune.**

Date: November 24, 2022

Time: 9.30 am

Venue: Seminar Hall

**In this interactive session, you will:**

1. Explore the powerful connection between mind, makeover, and image.
2. Develop a positive self-image and boost your confidence.
3. Learn effective communication and interpersonal skills.
4. Discover strategies for personal branding and professional presence.
5. Gain valuable insights into nonverbal communication and body language.

**This workshop is ideal for anyone who wants to:**

- + Make a lasting positive impression in personal and professional settings.
- + Enhance their self-esteem and project confidence.
- + Develop effective communication skills for stronger relationships.
- + Build a strong personal brand and create a professional image.
- + Embrace self-improvement and unlock their full potential.

**Don't miss this opportunity to invest in yourself and transform your mind, makeover, and image!**

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Amrutvahini Institute of Management and Business Administration

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Amrutvahini Sheti & Shikshan Vikas Sanstha's

# Amrutvahini Institute of Management & Business Administration, Sangamner

(Affiliated to Savitribai Phule Pune University of Pune and Approved by AICTE New Delhi)

DTE CODE - 5324

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ISO 9001 : 2015 Certified Institute

SPPU CODE - 0581

Ref. AIMBA / LAD / 22

Date : 24/11/2022

## Mind, Makeover, and Image Workshop: Training Report

Trainer: Mrs. Ketky Mistry, Psychologist and Soft Skills Trainer, Pune

Date: November 24, 2022

Venue: Seminar Hall

Target Audience: Staff, Students, and Faculty

The "Mind, Makeover, and Image" workshop, led by Mrs. Ketky Mistry, provided a valuable learning experience focused on the interconnectedness of inner self, outward appearance, and overall well-being. This report highlights key takeaways and emphasizes the importance of self-awareness, confidence building, and effective communication in achieving personal and professional success.

### Key Learnings:

1. Participants explored the link between their mindset, self-image, and outward presentation. They gained insights into how their thoughts and beliefs can influence their behavior, communication, and overall confidence.
2. Interactive exercises and discussions fostered positive self-perception and confidence building. Participants learned strategies for self-appreciation, identifying personal strengths, and overcoming negative self-talk.
3. The workshop delved into effective communication and interpersonal skills, emphasizing clear expression, active listening, and building rapport. Participants practiced these skills through role-playing scenarios and received feedback for improvement.
4. Mrs. Mistry introduced strategies for personal branding and professional presence, including appropriate attire, nonverbal communication, and body language. Participants learned how to create a positive and impactful image in various settings.

### Overall Feedback:

The workshop received positive feedback, with participants appreciating:

Mrs. Mistry's engaging and insightful presentation style.

The exploration of the mind-body-image connection.

The practical exercises and opportunities for self-reflection.

The valuable insights into communication skills and personal branding.



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Date : 22/11/2022

## Conclusion:

The "Mind, Makeover, and Image" workshop empowered participants to embark on a journey of self-discovery and improvement. By fostering self-awareness, building confidence, and enhancing communication skills, participants gained valuable tools to navigate personal and professional interactions with greater confidence and effectiveness. Remember, continuous self-development and a positive mindset are crucial for achieving personal and professional goals.

**Dr. R.B. Gawali**  
Coordinator Learning and Development



**Dr B M Londhe**  
Director

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# CERTIFICATE OF PARTICIPATION



**Pravin Andhale**

For Participating in Two Days Training Program on “ **Personality and Soft Skills Development**” during 15th-16th March 2022 organized by Amrutvahini Institute of Management and Business Administration, Sangamner in association with Celebrity School, Mumbai

**DR. B.M. LONDHE**  
Director, AIMBA

Date: 16/03/2022    [www.amrutimba.com](http://www.amrutimba.com)    [directoraimba@yahoo.co.in](mailto:directoraimba@yahoo.co.in)    Ph (02425-259015/259255)





Amrutvahini Sheti & Shikshan Vikas Sanstha's

**AMRUTVAHINI**  
**INSTITUTE OF MANAGEMENT AND BUSINESS ADMINISTRATION**  
Approved by AICTE New Delhi | Permanently Affiliated to Savitribai Phule Pune  
University

**3 Days Basic to Advanced Excel Training**  
Unlock the full potential of Excel and boost your productivity!

Join us for a comprehensive 3 days training program led by **Ms. Shaila Woyal**,  
Microsoft Certified Trainer, Unic Academy  
Dates: May 9<sup>th</sup> to 11<sup>th</sup>, 2023  
Time: 9.30 am to 12.30 pm  
Venue: Seminar Hall

**This intensive workshop will equip you with:**

- Solid foundation in Excel basics: Learn essential navigation, formatting, formulas, and functions.
- Advanced Excel techniques: Master data analysis tools, pivot tables, charts, and macros.
- Practical skills for real-world scenarios: Apply your newfound knowledge to solve everyday tasks and challenges.
- Time-saving shortcuts and tips: Enhance your efficiency and become an Excel pro.
- Hands-on practice and personalized guidance: Gain practical experience through interactive exercises and receive support from the expert trainer.

**This program is ideal for anyone who wants to:**

- Learn Excel from scratch or refine their existing skills.
- Automate tasks and save valuable time.
- Make informed decisions based on data analysis.
- Impress employers and enhance their career prospects.
- Become a confident and proficient Excel user.

**Don't miss this opportunity to gain valuable skills and take your  
Excel to Next Level**

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SPPU CODE - 0581

Ref. AIMBA / 440 / 23

Date : 11/05/20 23

## Basic to Advanced Excel Training Report

Trainer: Ms. Shaila Waiyal, Microsoft Certified Trainer

Date: 9<sup>th</sup> to 11<sup>th</sup> May 2023

Venue: Seminar Hall

Target Audience: Staff, Students, and Faculty

### Day 1

The first day of the "Basic to Advanced Excel" training program, led by Ms. Shaila Waiyal, focused on establishing a strong foundation in essential Excel skills. Ms. Shaila Waiyal, an experienced trainer, effectively engaged the audience with his clear explanations, interactive exercises, and practical examples.

### Key Learnings:

Participants gained a comprehensive understanding of the Excel interface, including navigation, data entry, formatting options, and cell manipulation.

They explored fundamental formulas and functions such as SUM, AVERAGE, COUNT, and IF, learning how to apply them to solve basic calculations and data analysis tasks.

The session covered essential data formatting techniques like conditional formatting, data validation, and creating custom number formats to enhance data presentation and clarity.

Participants practiced creating and editing charts of various types (bar, pie, line) to visually represent data and gain insights from trends and patterns.

### Specific Focus:

VLOOKUP Function: Mr. Sindkar introduced the VLOOKUP function, explaining its purpose and syntax. Participants practiced using VLOOKUP to retrieve data from another table based on a matching criteria, highlighting its applications in real-world scenarios like product lookups and inventory management.

PivotTables: The basics of creating and manipulating pivot tables were introduced. Participants learned how to select data source, drag and drop fields to rows, columns, and filters, and customize pivot tables for individual data summarization and analysis.

### Overall Feedback:

The first day received positive feedback from participants who appreciated:

Ms. Shaila Waiyal engaging and interactive teaching style.

The clear explanations and step-by-step demonstrations.



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Ref. AIMBA / L&D / 23

Date : 11/05/2023

The opportunity to practice skills through hands-on exercises.  
The relevance of the covered topics to everyday tasks.

## Areas for Improvement:

Some participants requested additional practice exercises, particularly for VLOOKUP and pivot tables, to solidify their understanding.

A few participants suggested covering more advanced functions like SUMIFS and Day

## Day 2

Building upon the foundation established on Day 1, the second day of the training delved into advanced Excel techniques and practical applications. Mr. Sindkar continued to provide clear explanations, hands-on exercises, and valuable insights throughout the session.

## Key Learnings:

Participants explored advanced data analysis functions such as SUMIFS, COUNTIFS, AVERAGEIFS, and LOOKUP, understanding their applications in complex data manipulation and conditional calculations.

The session covered creating and formatting macros to automate repetitive tasks, saving time and effort. Participants learned to record macro actions, assign keyboard shortcuts, and edit macros for efficient workflow.

Ms. Shaila Waiyal introduced participants to advanced chart types like scatter plots, bubble charts, and histograms, explaining their applications in specific data visualization scenarios.

Data validation techniques were further explored, including creating custom drop-down lists and data input restrictions to ensure data accuracy and consistency.

## Specific Focus:

PivotTables - Advanced Features: Participants practiced advanced pivot table functionalities like calculated fields, filtering by date or specific criteria, and creating pivot charts for dynamic data exploration.

Data Analysis Functions: Mr. Sindkar provided practical examples of using advanced functions like SUMIFS and COUNTIFS to solve complex data analysis problems involving multiple criteria and conditions.



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## Overall Feedback:

The second day received equally positive feedback, with participants appreciating:

- The logical progression from basic to advanced concepts.
- The practical focus on real-world applications of the learned skills.
- The opportunity to learn and practice advanced functions and techniques.
- The trainer's expertise and willingness to answer questions.

## Areas for Improvement:

- A few participants suggested providing additional resources or practice exercises for further self-learning of advanced topics.
- Some participants expressed interest in exploring data import and manipulation from external sources like databases.

## Day 3

In day 3, Ms Waiyal explained how to prepare excel dashboard. She elaborated various data visualisation tools and sum up the workshop with a brief revision.

## Conclusion:

The "Basic to Advanced Excel" training program successfully equipped participants with a comprehensive skillset, from foundational knowledge to advanced techniques. The interactive sessions, practical exercises, and focus on real-world applications ensured a valuable learning experience for all participants.

  
Dr R B Gawali  
Coordinator-Learning & Development



  
Dr. B M Londhe  
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# CERTIFICATE



Advanced  
Excel *OF PARTICIPATION*



WE ARE PROUDLY PRESENT THIS  
TO

**Joshi Pratik Rahul**

*has Participated and Successfully completed 3 day workshop  
on Advance Excel Organized by  
UNIC COMPUTER INSTITUTE,  
Sangamner, Maharashtra*



Unic Computer Institute,  
Sangamner