



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

(Permanently Affiliated to Savitribal Phule Pune University and Approved by AICTE New Delhi)

DTE CODE - 5324

NAAC Accredited

ISO 9001 : 2015 Certified Institute

SPPU CODE - 0581

Ref. AIMBA / 77

Date : 13/10/2018

### Report on 3-Day Entrepreneurship Development Workshop

**Topic:** 3 Days Entrepreneurship Development Program

**Dates:** October 11-13, 2018

**Resource Persons:** Mr. Sunil Chandak (Founder & MD, Udyogwardhini), Ms. Yogita Jadhane (Motivational Speaker), Harsha Deodhar (Entrepreneur), Sourabh Kerhalkar (Corporate Trainer & MSME Consultant)

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

**Venue:** Seminar Hall

3-day intensive workshop on "Entrepreneurship Development." Guided by a diverse panel of experts – Mr. Sunil Chandak, Ms. Yogita Jadhane, Harsha Deodhar, and Sourabh Kerhalkar – participants embarked on a journey of igniting their entrepreneurial spirit and equipping themselves with the tools for success.

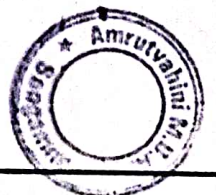
Day 1 laid the foundation, with Mr. Chandak demystifying the concept of entrepreneurship, exploring its various forms, and highlighting the essential characteristics of successful entrepreneurs. Ms. Jadhane's inspirational talk on overcoming challenges and embracing failure injected a dose of motivational fuel, propelling participants to confront their doubts and nurture their dreams.

Day 2 and Day 3 :Harsha Deodhar, a seasoned entrepreneur, shared her personal journey, offering practical insights on identifying business opportunities, conducting market research, and crafting a winning business plan. Sourabh Kerhalkar, an expert in MSME development, dived deep into financial management, legal aspects of business establishment, and strategies for securing funding. Interactive sessions and group exercises gave participants the opportunity to test their ideas, receive feedback, and refine their business blueprints.

Participants had the opportunity to pitch their business ideas to a panel of experts, receiving valuable feedback and guidance on how to turn their plans into reality.

The workshop concluded with a roadmap for continuous learning and networking, empowering participants to connect with mentors, resources, and potential collaborators.

The impact of the workshop was evident in the energized faces and brimming notebooks of participants. They left equipped with knowledge, tools, and a renewed sense of confidence to embark on their entrepreneurial journeys.



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

• Phone : (0) - (02425) 259015 / 259255

• Fax : (02425) 259015

• E-mail : directoraimba@yahoo.in

• website : www.amrutimba.org



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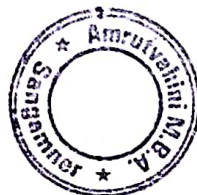
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Date : 13/10/2019

**Conclusion:** 3-Day Entrepreneurship Development Workshop proved to be a transformative experience for participants. The diverse perspectives, practical tools, and motivational environment empowered them to unlock their entrepreneurial potential, navigate the challenges of starting a business, and become the architects of their own success. This impact is sure to leave a lasting legacy, fostering a generation of innovative and empowered entrepreneurs who will contribute to the economic growth and prosperity of the region.

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



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

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Date : 4 / 8 / 20 19

### Unveiling Your Inner Power: An NLP Workshop

**Topic:** Neuro Linguistic Programming

**Speaker:** Vilas Dighe, Founder of Train the Brain Academy & Life Coach

**Date:** August 4th, 2019

**Venue:** AIMBA Seminar Hall

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

Brief overview of the workshop taken by Mr. Vilas Dighe can be summarized as mentioned below:

**The Power Within:** This report captures the essence of Mr. Dighe's NLP workshop, where participants embarked on a journey of self-discovery and skill development. Through interactive exercises and engaging explanations, they unlocked the powerful tools of Neuro-Linguistic Programming to enhance their communication, motivation, and personal growth.

**Decoding the Mind:** The workshop unveiled the fascinating connection between our thoughts, emotions, and language. Participants delved into the core concepts of NLP, understanding how internal representations and neurological levels shape our experiences. This newfound awareness empowered them to identify their own motivations and influence others with greater impact.

**Building Bridges of Rapport:** Mastering the art of communication became a tangible experience through NLP techniques like mirroring, pacing, and leading. Participants practiced building rapport with each other, fostering trust and understanding in their interactions. By aligning with others' internal states, they discovered the magic of forging deeper connections.

**Anchoring Success:** Mr. Dighe introduced the potent technique of anchoring, showing how to harness positive sensory cues to evoke desired states like confidence or calmness. Participants learned to leverage submodalities (internal sensory representations) to enhance their experiences and overcome limiting beliefs. This newfound power over their internal states paved the way for greater resilience and motivation.

**Charting the Course:** Setting and achieving goals took on a new dimension with NLP goal-setting frameworks and visualization techniques. Participants transformed their aspirations into SMART goals, aligning their internal states with clear pathways to success. This practical approach empowered them to take inspired action and witness their dreams come to life.



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**Transformational Echoes:** The workshop reverberated with positive feedback. Participants expressed enhanced awareness of their communication patterns, improved ability to connect with others, and renewed motivation to navigate their personal and professional worlds with greater effectiveness.

In conclusion, the "Unveiling Your Inner Power" NLP workshop proved to be a transformative experience for participants. By equipping them with practical tools and insights, Mr. Dighe ignited a journey of self-discovery and empowered them to unlock their full potential, leaving a lasting impact on their lives.

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Director AIMBA

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Date : 8 / 8 / 20 19

**Personality Enhancement and Placement Training Seminar Report**

Date: August 8, 2019

Speaker: Mr. Dipendra Wagh,  
Business Development Manager,  
Bulls Eye Knowledge System, Chandigarh

Target Audience: MBA Students, Faculty, and Staff

Venue: Seminar Hall, AIMBA

This report summarizes the key takeaways and impact of the "Personality Enhancement and Placement Training" seminar conducted by Mr. Dipendra Wagh. The seminar aimed to equip participants with essential skills for career success, focusing on both personal development and practical preparation for the job market.

**Key Learnings:**

**Personality Development:** Mr. Wagh explored various aspects of personality enhancement, including **communication skills, confidence building, self-awareness, and positive attitude.** He provided practical tips and exercises to help participants develop their personal brand and make a strong impression.

**Career Planning:** The seminar offered guidance on career planning, emphasizing the importance of self-assessment, identifying personal strengths and interests, and setting realistic goals. Participants learned about different career paths and explored strategies for effective job searches.

**Resume Writing and Interview Skills:** Mr. Wagh provided expert advice on crafting compelling resumes, tailoring them to specific job roles, and mastering the art of interview preparation. He covered common interview questions and techniques for presenting oneself confidently and effectively.

**Group Discussion and Presentation Skills:** The seminar also focused on honing group discussion and presentation skills, crucial for both job applications and professional settings. Participants practiced active listening, teamwork, and expressing ideas persuasively in group settings.



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**Participants Feedback:** The seminar received positive feedback from participants, who found it insightful and action-oriented.

The seminar equipped participants with valuable skills and knowledge to navigate the job market with confidence. It provided a comprehensive approach to personal development, career planning, and professional communication, leaving a lasting impact on their career readiness.

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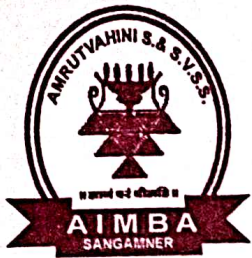
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Seminar Report: Digital Marketing

Date : 31 / 09 / 20 19

Date: August 31, 2019

Speaker: Mr. Pankaj Ghadge,  
CEO of Beefly Media

Participants: MBA students, faculty, and staff

Venue: AIMBA, Seminar Hall

Mr. Ghadge, CEO of Beefly Media, painted a clear picture of India's digital landscape. He discussed key trends, challenges, and opportunities in the exciting world of digital marketing. This helped students and faculty grasp the importance of digital skills and building platforms to establish themselves online. He then dove deeper, outlining essential elements and practical tools to master this dynamic field.

- Introduction to digital marketing tools and strategies
- Website design and search engine optimization (SEO)
- Social media platforms, content creation, and community building
- Digital analytics and data-driven decision making

**Participant Feedback:**

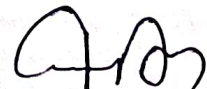
Appreciated the practical approach, real-world examples, and clear explanations  
Felt empowered to apply digital marketing skills to personal and professional projects  
Gained valuable insights into current trends and best practices

**Conclusion:**

The seminar effectively equipped participants with fundamental knowledge and practical skills in digital marketing. Mr. Ghadge's expertise and engaging delivery style contributed to a positive learning experience.

  
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Date : 21 / 9 / 2019

**Report : Lean Six Sigma Workshop**

**Topic:** Lean Six Sigma

**Speaker:** Mr. Amol Kokane, Assistant Manager, Tata Consultancy Services

**Date:** September 21, 2019

**Venue :** AIMBA Seminar Hall

Mr. Kokane's "Lean Six Sigma Workshop" was all about practical tools and real-world results. Participants, from eager MBAs to curious staff, delved into the world of process improvement, learning how to optimize their time, energy, and resources.

**Lean and Mean Machines:** Mr. Kokane kicked things off by demystifying Lean and Six Sigma, two powerful methodologies for waste reduction and efficiency enhancement. Participants discovered core principles like value stream mapping and defect elimination, equipping themselves to identify and eliminate unnecessary steps in any process.

**Data Detectives:** Numbers talk! Participants learned the importance of data collection and analysis in identifying areas for improvement. Mr. Kokane introduced key tools like statistical analysis and control charts, allowing them to transform data into actionable insights.

**The DMAIC Drill:** From Define to Measure, Analyze, Improve, and Control, Mr. Kokane walked participants through the DMAIC cycle, the roadmap for successful Lean Six Sigma projects. They learned how to apply each step in real-world scenarios, ensuring sustainable process optimization.

**Beyond the Workshop:** The positive feedback was abundant! Participants appreciated the clear explanations, engaging activities, and Mr. Kokane's in-depth industry experience. Some key takeaways:

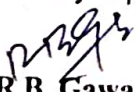
"Mr. Kokane's practical approach made complex concepts clear and inspiring."

"I can apply Lean Six Sigma principles to my studies, personal projects, and even everyday tasks!"


"The workshop equipped me with valuable tools and frameworks to streamline my work and achieve better results."

Overall, the "Lean Six Sigma Workshop" was a game-changer. By empowering participants with practical knowledge and igniting a passion for process improvement, Mr. Kokane ensured that they walk away not just with tools, but with a mindset of continuous optimization, paving the way for success in their personal and professional endeavors.

By simplifying complex concepts and offering practical strategies, Mr. Kokane's workshop equipped participants with the knowledge and confidence to become efficient masters of their own endeavors. This report captures the essence of the workshop, showcasing its impact and paving the way for participants to continuously improve and achieve their goals.

  
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Date : 16 / 10 / 20 19

**Two Days Workshop Report: Basic to Advance Excel for Data Analysis**

**Resource Person:** Mr. Ashok Sindkar, Ashok's Excel, Nashik

**Dates:** October 15th & 16th, 2019

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

**Venue :** AIMBA Seminar Hall

Mr. Sindkar's "Basic to Advanced Excel for Data Analysis" workshop wasn't just about formulas and formatting – it was a two-day journey from Excel novice to data-driven hero. Participants, from curious beginners to spreadsheet enthusiasts, unlocked the magic of Excel as a powerful tool for crunching numbers, uncovering insights, and making informed decisions.

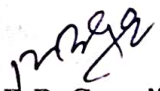
**Day One:** Excel Essentials: Mr. Sindkar laid the foundation, demystifying basic functions, shortcuts, and navigation tips. Participants mastered data entry, formatting tricks, and essential formulas, leaving behind clunky spreadsheets and embracing efficient organization.

**Day Two:** Diving Deeper: The second day was all about diving into advanced data analysis tools. Pivot tables became playground pals, charts and graphs transformed into storytellers, and data analysis tools like VLOOKUP and SUMIFS became secret weapons. Participants learned to manipulate data, generate insightful reports, and extract valuable trends, turning raw numbers into powerful narratives.

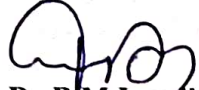
Mr. Sindkar's clear explanations, engaging hands-on exercises, and real-world examples appreciated by students

**Conclusion:**

Overall, the "Basic to Advanced Excel for Data Analysis" workshop empowered participants to unlock the full potential of Excel. Mr. Sindkar's expertise and engaging approach not only equipped them with valuable technical skills, but also ignited a passion for data exploration and insightful decision-making. This transformation will undoubtedly ripple through their academic and professional endeavors, leaving a lasting impact on their ability to navigate the world of data with confidence and clarity.

  
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Date : 18 / 10 / 2019

### Report on Two-Day Entrepreneurship Development Workshop

**Topic:** 3 Days Entrepreneurship Development Program

**Dates:** 17/10/2019 to 18/10/2019

**Resource Persons:** Mr. Sunil Chandak (Founder & MD, Udyogwardhini), Ms. Yogita Jadhane (Motivational Speaker), Harsha Deodhar (Entrepreneur), Sourabh Kerhalkar (Corporate Trainer & MSME Consultant)

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

**Venue:** Seminar Hall

3-day intensive workshop on "Entrepreneurship Development." Guided by a diverse panel of experts – Mr. Sunil Chandak, Ms. Yogita Jadhane, Harsha Deodhar, and Sourabh Kerhalkar – participants embarked on a journey of igniting their entrepreneurial spirit and equipping themselves with the tools for success.

#### Day 1: Understanding Entrepreneurship and Embracing the Challenge

Mr. Chandak cleared the fog around entrepreneurship, showing different types and key traits of successful entrepreneurs.

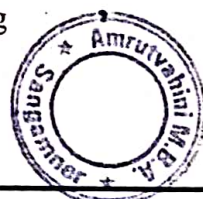
Ms. Jadhane's inspiring talk fueled participants to face their doubts and chase their dreams, even with failures along the way.

#### Day 2 : Building Your Business Blueprint

Entrepreneur Harsha Deodhar shared his journey, offering practical tips on finding opportunities, researching markets, and crafting winning plans.

MSME expert Sourabh Kerhalkar delved into finances, legal aspects, and securing funding for your business. Interactive sessions and group work helped participants test, refine, and polish their business ideas. Participants pitched their ideas to a panel of experts, receiving valuable feedback and guidance for turning their plans into reality.

The workshop concluded with a roadmap for continuous learning and networking, connecting participants with mentors, resources, and potential collaborators.



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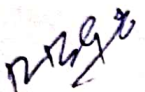
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Date : 18/10/2019

**Conclusion:** Two Days Entrepreneurship Development Workshop proved to be a transformative experience for participants. The diverse perspectives, practical tools, and motivational environment empowered them to unlock their entrepreneurial potential, navigate the challenges of starting a business, and become the architects of their own success.

  
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Reg. AIMBA / TP

Date 27/12/2020

## Financial Planning Fundamentals: Report on SEBI Certified Trainer Workshop

**Topic:** Financial Planning

**Resource Person:** Mrs. Ruchita Chandak, SEBI Certified Trainer

**Date:** February 27, 2020

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

**Venue:** AIMBA Seminar Hall

Mrs. Ruchita Chandak, a renowned financial planning expert, took the stage for a workshop titled "Financial Planning." Eager to navigate the complex world of finance and secure their financial futures, students, faculty, and staff gathered, ready to equip themselves with the knowledge and tools for financial stability and growth.

Mrs. Chandak began by dispelling common myths and misconceptions surrounding finance, making the subject approachable and less intimidating. She introduced the core principles of financial planning, emphasizing the importance of setting goals, understanding risks, and making informed decisions. Participants gained insights into various financial concepts like budgeting, asset allocation, and diversification, building a solid foundation for responsible financial management.

Mrs. Chandak discussed different investment options, including equity, debt, and alternative investments, highlighting their risks and potential returns. She explored retirement planning strategies, insurance needs, and tax planning techniques, empowering participants to make choices aligned with their individual circumstances and long-term goals.

Mrs. Chandak discussed risk management strategies. She emphasized the importance of emergency funds, debt management, and reviewing and adapting plans as life circumstances evolve. Participants learned how to mitigate risks and make confident financial decisions even in the face of unforeseen challenges.

The workshop concluded with Mrs. Chandak offering resources and tips for ongoing financial education. She encouraged participants to stay informed, seek professional guidance when needed, and celebrate their financial milestones along the way. She emphasized the importance of making financial planning a continuous process, ensuring their roadmap aligns with their evolving goals and aspirations.

Mrs. Chandak's workshop on "Financial Planning" proved to be an invaluable resource for the AIMBA community. Her expertise, practical guidance, and empowering message equipped







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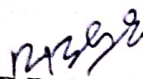
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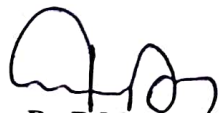
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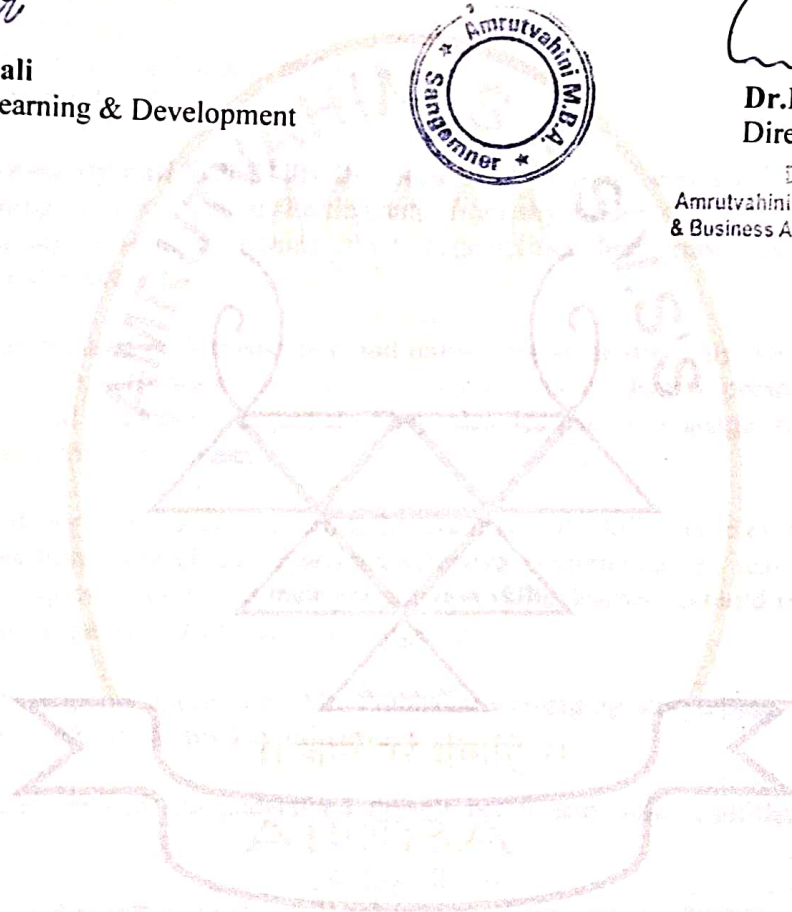
Date: 27/2/2020

students, faculty, and staff with the knowledge and confidence to make informed financial decisions, build secure futures, and achieve their financial goals.

  
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Ref. AIMBA / T7

Date : 16/03/2022

**Two days Personality and Soft Skills Development Program Report**

**Speaker:** Mr. Siddarth Prabhakar,  
Director, Serial Entrepreneur & Corporate Trainer,  
Celebrity School, Mumbai

**Dates:** 15/03/2022 to 16/03/2022

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

**Venue:** AIMBA Seminar Hall

Mr. Prabhakar's "Personality and Soft Skills Development" training was a journey of self-discovery and unleashing hidden potential. Participants, from shy students to seasoned faculty, embarked on a two-day adventure, honing their personalities and mastering skills for professional and personal success.

**Day One:** The first day focused on introspection and unleashing inner strengths. Mr. Prabhakar guided participants through self-awareness exercises, helping them identify personal values, communication styles, and leadership potential. They also learned to manage stress, build resilience, and cultivate a positive mindset.

**Day Two:** The second day focused on mastering the essential soft skills that elevate personal and professional interactions. Participants practiced effective communication, teamwork, and conflict resolution techniques. They honed their presentation skills, learned to build rapport, and discovered the power of empathy and emotional intelligence.

**Student Feedback:** Participants appreciated Mr. Prabhakar's engaging storytelling, real-world examples, and practical exercises. **Some key takeaways:**

"Mr. Prabhakar's insights helped me understand myself better and build confidence in my interactions."

"I feel equipped with valuable soft skills that will enhance my teamwork, leadership, and overall communication effectiveness."

"The training not only empowered me professionally but also helped me cultivate a more positive and resilient mindset."

**Conclusion:**

"Personality and Soft Skills Development" training proved to be a transformative experience. Mr. Prabhakar's expert guidance and interactive approach provided participants with the tools to blossom into well-rounded individuals, equipped to shine in diverse situations. This transformation will undoubtedly ripple through their academic and professional journeys, leaving



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• **Phone : (0) - (02425) 259015 / 259255**

• **Fax : (02425) 259015**

• **E-mail : directoraimba@yahoo.in**

• **website : www.amrutimba.org**





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Date : 16 / 07 / 2022

them better equipped to build meaningful connections, lead with confidence, and navigate the world with grace and effectiveness.

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



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

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Ref. AIMBA / TP

Date: 29/03/2022

Workshop Report: Basics of Accounting, Share Market, Banks, Income Tax, and Finance

Resource Person: CA Akash Agrwal

Dates: 28/03/2022 to 29/03/2022

Target Audience: MBA Students, Faculty, and Staff

Venue: AIMBA Seminar Hall

A two-day workshop on the "Basics of Accounting, Share Market, Banks, Income Tax, and Finance" was conducted from March 28 to March 29, 2022. The workshop aimed to provide valuable insights into crucial financial aspects and was tailored for MBA students, faculty, and staff.

The primary objective of the workshop was to enhance the financial literacy of the participants, enabling them to grasp fundamental concepts related to accounting, share market dynamics, banking operations, income tax procedures, and overall financial management.

The workshop was led by the distinguished Chartered Accountant, CA Akash Agrwal. With extensive experience in the field, CA Agrwal brought a wealth of practical knowledge and expertise to the sessions. His interactive teaching style and real-world examples engaged the participants throughout the workshop.

The workshop covered a comprehensive topics including:

**1. Basics of Accounting:**

- Fundamental accounting principles
- Financial statements and their interpretation
- Share Market:

**2. Introduction to stock exchanges**

- Understanding stock markets and investment strategies

**3. Banks:**

- Banking operations and services
- Role of banks in the economy



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• Fax : (02425) 259015

• E-mail : directoraimba@yahoo.in

• website : www.amrutimba.org





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Date : 29/03/2022

4. Income Tax:

- Overview of income tax regulations
- Tax planning and compliance

5. Finance:

- Financial management principles
- Budgeting and financial decision-making

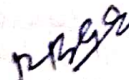
The workshop catered to a diverse audience, primarily consisting of MBA students, faculty, and staff members. This diverse mix ensured a broad spectrum of perspectives and created an interactive learning environment. The workshop employed a combination of lectures, case studies, and group discussions to foster a participative learning experience. CA Agrwal encouraged questions and discussions, making the sessions dynamic and engaging for the participants.

**Participant Feedback:**

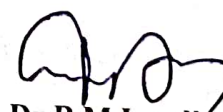
Participants provided overwhelmingly positive feedback, highlighting the clarity of content, relevance to real-world scenarios, and the expertise of the resource person. Many expressed gratitude for the practical insights gained during the workshop.

**Conclusion:**

The workshop on the Basics of Accounting, Share Market, Banks, Income Tax, and Finance proved to be a valuable learning experience for MBA students, faculty, and staff. It not only enhanced financial literacy but also equipped participants with practical knowledge applicable in their academic and professional pursuits.

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



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

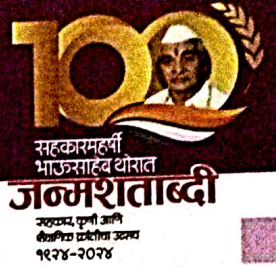
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Date : 2 / 6 / 2022

Reg. AIMBA / TP-RDP

## Report on the Two-Day Entrepreneurship Development Program

**Topic:** Two days EDP Program

### Resource Persons:

Mr. Suni Chandakm, Founder and Managing Director, Udyogwardhini, Nashik  
Mr. Yogesh Baheti, Career and Parenting Coach  
Mr. Mukund Patwardhan, Founder and CEO, Socialum Digital Media  
Mr. Swapnil Lande, Entrepreneur

**Dates:** June 1-2, 2022

**Venue:** AIMBA Seminar Hall

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

The AIMBA Seminar Hall buzzed with excitement and a spark of possibility as an ambitious group of MBA students, faculty, and staff embarked on a two-day journey into the world of entrepreneurship. Renowned figures from diverse business spheres and an established entrepreneur shared their unique insights, igniting the entrepreneurial spirit within the participants.

### Day 1:

Mr. Suni Chandakm set the stage by demystifying the entrepreneurial journey. He shared his inspiring story, highlighting the challenges and rewards of venture building, and offered a practical roadmap for converting ideas into viable businesses. He explained the participants about preparation of business plan.

Mr. Mukund Patwardhan navigated the digital landscape, showcasing the immense opportunities that online platforms offer entrepreneurs. He provided expert tips and strategies for utilizing digital marketing to launch and scale businesses effectively.

**Interactive Workshops:** Participants collaborated in brainstorming sessions, learning to generate, refine, and validate business ideas with a critical eye. The air crackled with creativity as diverse concepts took shape under the guidance of experienced facilitators.

### Day 2:

**From Idea to Execution:** Participants dived deeper into the practicalities of business planning. They learned to conduct market research, develop financial projections, and create actionable plans for launching their ventures.







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Date : 2 / 6 / 2022

**Industry Insights:** Real-world entrepreneur, Mr. Swapnil Lande, shared his journey, offering valuable firsthand insights into the specific challenges and opportunities within his industry. This session provided participants with a grounded perspective and actionable tips for navigating their chosen fields.

Mr. Yogesh Baheti shifted the focus inwards, addressing the crucial aspect of personal well-being in the entrepreneurial journey. He delivered insightful sessions on stress management, resilience building, and maintaining a healthy work-life balance, crucial for navigating the inevitable ups and downs of entrepreneurship.

**Beyond the Program:** The program concluded with a networking session, fostering connections between aspiring entrepreneurs and industry experts. Each participant also received personalized feedback and actionable steps to progress their business ideas.

### Student's Feedback:

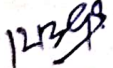
Enthusiasm and a newfound sense of possibility filled the air as participants expressed their appreciation. Some key takeaways resonated strongly:

"This program opened my eyes to the potential of entrepreneurship and gave me the tools to turn my ideas into reality."

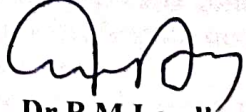
"The practical sessions on business planning and pitching were incredibly helpful, equipping me with the confidence to approach investors."

"The emphasis on personal well-being was an eye-opener; I now understand the importance of mental and physical resilience in this journey."

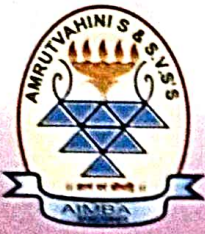
Two-day Entrepreneurship Development Program proved to be a transformative experience for the AIMBA community. The diverse expertise of the resource persons, coupled with insightful workshops, practical guidance, and real-world perspectives, ignited the entrepreneurial spirit within the participants and empowered them to take the first steps towards launching their own ventures. This impactful program undoubtedly serves as a catalyst for fostering a culture of innovation and entrepreneurship within AIMBA.

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



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





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संगमनेर शाखा  
१९२४-२०२४

Reg. AIMBA / 77.

Date: 28/04/2023

**Report on the Two-Day Placement-Focused Training: Group Discussion & Personal Interview**

Date: 27th - 28th April 2023

Venue: AIMBA Seminar Hall

Resource Person: Mr. Siddharth Prabhakar, Founder, Entrepreneur & Corporate Trainer, Celebrity School, Mumbai

Target Audience: MBA Students

The Challenge: Cracking the placement code – navigating group discussions and personal interviews with confidence and success. This aim formed the core of the intensive two-day training conducted by Mr. Siddharth Prabhakar, renowned entrepreneur and corporate trainer. He transformed the AIMBA Seminar Hall into a dynamic arena where MBA students honed their skills and prepped for their dream careers.

**Day 1: Corporate Selection process and GD**

Mr. Prabhakar started by demystifying the selection process, dissecting group discussions and personal interviews, highlighting employer expectations, and offering practical tips for preparation.

**Group Dynamics:** The focus shifted to group discussions, with insightful sessions on initiating, contributing, and leading effectively. Students participated in simulated GDs, receiving personalized feedback and learning to navigate diverse opinions, manage time, and project a confident presence.

**Case studies** became the battleground for critical thinking and problem-solving skills. Through interactive exercises, students honed their analytical abilities, learned to present solutions with clarity, and demonstrated their strategic thinking prowess.

**Day 2: Personal Interview:**

**Unmasking the Interviewer:** Students gained insights into interviewer mindsets and common interview questions. Mr. Prabhakar emphasized self-awareness and authenticity, helping students craft compelling narratives about their skills, experiences, and career aspirations.

**Mock & Roll:** The second day culminated in a series of mock interviews. Students faced simulated real-world scenarios, receiving constructive feedback on body language, communication style, and answer strategies. They learned to overcome common interview pitfalls and project a confident, professional image.







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कीर्तिपरा संशोधन केंद्र  
१९२४-२०२४

Reg. AIMBA / 78

Date : 28/04/2023

**Salary Savvy:** Mr. Prabhakar demystified salary negotiation, equipping students with the knowledge and confidence to advocate for their worth and achieve their desired compensation packages.

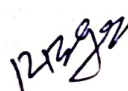
**Student Feedback:** Mr. Prabhakar's engaging delivery, practical insights, and personalized feedback. Some key takeaways included:

"I now understand the dynamics of group discussions and feel confident to contribute effectively."

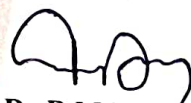
"The mock interviews were incredibly helpful; I feel better prepared to handle real-world scenarios."

"Negotiating salary was always daunting, but the tips provided gave me the confidence to ask for what I deserve."

**Conclusion:** Two-days placement focused GDPI training proved to be a game-changer for AIMBA's MBA students. Mr. Prabhakar's expertise, combined with interactive exercises and simulated scenarios, empowered students to approach the placement process with confidence and clarity. This impactful training undoubtedly strengthens AIMBA's reputation for preparing industry-ready graduates who can crack the placement code and land their dream careers.

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



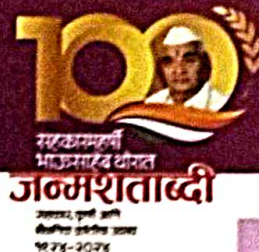
  
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Director, AIMBA  
Amrutvahini Institute of Management  
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Reg. AIMBA / TY

Date : 11 / 5 / 2023

## Report on the Three-Day "Basic to Advanced Excel Workshop"

**Resource Person:** Ms. Shaila Wayal, Microsoft Certified Trainer, Unic Academy

**Dates:** May 9-11, 2023

**Venue:** AIMBA Seminar Hall

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

Ms. Shaila Wayal, a seasoned Microsoft Certified Trainer, transformed participants from Excel novices to confident spreadsheet ninjas over the course of three intensive days.

### Day 1: Mastering the Basics:

**Demystifying the Interface:** Ms. Wayal started by familiarizing participants with the Excel interface, navigating menus, toolbars, and essential functionalities. Interactive exercises reinforced foundational skills like cell formatting, data entry, and basic formulas.

**Formula Frenzy:** Participants delved into the wondrous world of formulas, learning to perform calculations, manipulate data, and automate tasks with functions like SUM, AVERAGE, and IF statements. Laughter and triumphant cheers erupted as participants mastered their first complex formulas.

**Formatting Finesse:** From colorful cells to eye-catching charts, Ms. Wayal unveiled the secrets of data visualization. Students learned to format cells, manipulate fonts and borders, and create compelling charts and graphs to present their data effectively.

### Day 2: Going Deeper:

**Data Doodling & Pivot Power:** Data analysis took center stage with PivotTables and PivotCharts. Ms. Wayal guided participants through the magic of summarizing and analyzing large datasets, revealing hidden trends and insights with ease.

**Lookup Logic:** VLOOKUP, INDEX & MATCH, and other advanced lookup functions became their new weapons of choice. Participants conquered data complexities, learning to retrieve and manipulate data across spreadsheets with laser precision.

**Conditional Formatting :** The power of conditional formatting was unleashed, transforming spreadsheets into vibrant landscapes of color and information. Students learned to highlight important data, identify trends, and make informed decisions at a glance.







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Date : 11 / 05 / 2023

### Day 3: Conquering Advanced Frontiers:

**Macros:** The final day explored the realm of macros, automating repetitive tasks and streamlining workflows. Participants coded their own macros, experiencing the exhilaration of commanding Excel to do their bidding.

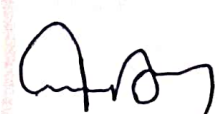
**Dashboard Design:** The workshop culminated in the creation of interactive dashboards, combining data analysis, visualization, and user-friendliness. Participants showcased their newfound skills, presenting polished dashboards that transformed complex data into intuitive insights.

#### Conclusion:

Ms. Wayal's expertise and engaging teaching style made learning fun and practical. "The three-day "Basic to Advanced Excel Workshop" proved to be a transformative experience for MBA students, faculty, and staff at AIMBA. Ms. Shaila Wayal's insightful guidance and interactive approach enabled participants to unlock the full potential of Excel, equipping them with valuable skills for academic success, professional advancement, and personal productivity.

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



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





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Date : 19/06/2023

Reg. AIMBA / TP / ED P .

## Report on the Three-Day Entrepreneurship Development Program

**Topic:** Entrepreneurship Development Program

**Resource Persons:**

Mr. Suni Chandak, Founder and Managing Director, Udyogwardhini, Nashik

Mr. Dipak Maniyar, Founder and Managing Director, Dipak Industries

Mr. Yogesh Baheti, Career and Parenting Coach

Mr. Mukund Patwardhan, Founder and CEO, Socialum Digital Media

**Target audience:** MBA Students, Faculty & Staff

**Dates:** June 19-21, 2023

**Venue:** AIMBA Seminar Hall

The AIMBA Seminar Hall transformed into a vibrant incubator for entrepreneurial dreams during the three-day Entrepreneurship Development Program. Renowned figures in the business world, each with their unique expertise, ignited the spark of innovation in MBA students, faculty, and staff, guiding them from ideation to the very cusp of launching their own venture.

### Day 1: Planting the Seed of Innovation:

Mr. Suni Chandak laid the foundation by demystifying the entrepreneurial journey. He shared his inspiring success story, highlighting the challenges and rewards of venture building, and offered a practical roadmap for converting ideas into viable businesses.

Mr. Mukund Patwardhan delved into the digital age, showcasing the immense opportunities that online platforms offer entrepreneurs. He provided insights into launching and scaling businesses through effective digital marketing strategies.

Group Ideation Workshops participants collaborated in brainstorming sessions, learning to generate, refine, and validate business ideas with a critical eye. The air crackled with creativity as diverse ideas took shape on whiteboards and pitch decks.

### Day 2: Building the Fortress of Knowledge:

Mr. Dipak Maniyar shared the nitty-gritty of financial management, guiding participants through financial planning, budgeting, and accessing essential financial resources for their nascent businesses.

Mr. Yogesh Baheti focused on the often-overlooked aspect of personal well-being in the entrepreneurial journey. He delivered insightful sessions on stress management, resilience







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1923-2023

Reg. AIMBA / TPI RDP.

Date : 19/06/2023

building, and maintaining a healthy work-life balance, crucial for navigating the rollercoaster of entrepreneurship.

Expert Panels addressed specific challenges within different industries, providing students with targeted advice and insights from experienced entrepreneurs who had already walked the path.

### Day 3: Taking Flight to Action:

**Pitching for Perfection:** Participants honed their presentation skills, pitching their polished business plans to a panel of investors in simulated scenarios. They learned to navigate tough questions, articulate value proposition, and secure financial backing with confidence.

**Post-Program Support:** Each participant received personalized feedback and actionable steps to progress their business ideas. The program concluded with a networking session, fostering connections between aspiring entrepreneurs and industry experts.

### Participant Feedback and takeaways:

Some key takeaways that resonated were:

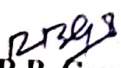
"This program opened my eyes to the possibilities of entrepreneurship and gave me the tools to turn my ideas into reality."

"The sessions on financial management and pitching were incredibly valuable, providing me with the confidence to tackle the business world."


"The program's emphasis on well-being helped me understand the importance of mental and physical resilience in this journey."

### Conclusion:

The three-day Entrepreneurship Development Program provided a comprehensive and empowering experience for MBA students, faculty, and staff at AIMBA. The diverse perspectives of accomplished entrepreneurs combined with practical knowledge and actionable steps ignited the entrepreneurial spirit within the participants. This impactful program undoubtedly serves as a valuable launchpad for future generations of ambitious business leaders who aspire to carve their own path in the dynamic world of entrepreneurship.

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



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





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Reg. AIMBA / 77

Date 23 / 11 / 2023

## Report on the Employability Enhancement Training Program

**Resource Person:** Vahida Pathan,  
Founder and Corporate Trainer,  
Neo Care Services, Pune

**Date:** 23/11/2023

**Target Audience:** MBA Students and Faculty

**Venue:** AIMBA Seminar Hall

Ms. Pathan's "Employability Enhancement Development Program" was an electrifying journey of self-discovery and career optimization. From dawn to dusk, MBA students and faculty alike buzzed with excitement as they unlocked their potential and charted their paths to professional success.

### Morning Session

Ms. Pathan kicked off the day by painting a vivid picture of the current job market, highlighting its trends, booming industries, and sought-after skills. Students then embarked on a journey of self-reflection, identifying their strengths, weaknesses, and aspirations. Armed with this newfound awareness, they crafted compelling personal brands and captivating elevator pitches, ready to shine in any professional setting.

**Technical Tooling Up:** Technical prowess is key, and Ms. Pathan ensured students were equipped with the tools of the trade. Whether it was data analysis, financial modeling, project management, or communication technologies, interactive sessions provided hands-on practice with essential tools, transforming students into tech-savvy professionals.

**Soft Skills Sharpening:** Ms. Pathan emphasized the power of soft skills, guiding students through interactive exercises to hone their teamwork, leadership, problem-solving, and conflict resolution abilities. They learned to connect, collaborate, and navigate challenges with ease, becoming well-rounded individuals ready to excel in any team environment.

**Resume & Cover Letter Craft:** From blank page to attention-grabbing masterpiece, Ms. Pathan guided students through the art of crafting impactful resumes and cover letters tailored to specific jobs. With practical tips and personalized feedback, students left equipped to showcase their skills and land dream interviews.

### Afternoon Ascension:

The afternoon session saw students soar to new heights as Ms. Pathan focused on practical career strategies. Mock interviews simulated real-world scenarios, providing valuable feedback on body language, communication style, and effective answering techniques. Students learned to network







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Reg. AIMBA / 77

Date 23/11/2023

like pros, mastering valuable platforms like LinkedIn and exploring impactful job search strategies.

Students and faculty appreciated Ms. Pathan's dynamic delivery, relatable examples, and practical exercises.

### Some key takeaways:

"Ms. Pathan's insights helped me understand my strengths and build a personal brand that resonates with my career goals."

"I feel confident tackling interviews now, thanks to the mock sessions and valuable feedback."

"The program not only equipped me with technical skills but also instilled a mindset of continuous learning and adaptability."

**Conclusion:** Ms. Pathan's Employability Enhancement Development Program proved to be an empowering and transformative experience. By offering actionable insights, practical tools, and a supportive environment, she ignited a passion for career development in students and faculty alike.

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



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





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Date : 24 / 11 / 2023

## A Report on the Mind, Makeover & Image Training

**Resorce person:** Ketky Mistry,  
Psychologist & Soft Skill Trainer  
Pune

**Date:** November 24, 2023

**Venue:** AIMBA Seminar Hall

**Target Audience:** MBA Students and Faculty

Ms. Mistry's "Mind, Makeover & Image" training was a journey of profound personal transformation. The day buzzed with an electrifying energy as MBA students and faculty embarked on a journey to reprogram their minds, refine their presentation, and project an impactful image, both online and offline.

**Mental Metamorphosis:** The morning session focused on inner strength. Ms. Mistry guided participants through exercises to identify and overcome limiting beliefs, replacing them with a growth mindset. She equipped them with tools for self-awareness, building resilience, and nurturing positive self-talk. Strategies for stress management, including mindfulness and time management, were explored to promote optimal mental well-being. Additionally, critical thinking and problem-solving skills were sharpened through case studies and business-relevant simulations. Participants learned to make informed decisions, leveraging both logic and emotional intelligence, ensuring sound judgment in every situation.

**Makeover Magic:** The afternoon saw a shift towards external presentation. Ms. Mistry helped participants craft compelling personal brands aligned with their professional aspirations. Through interactive sessions, they honed their communication skills, networking techniques, and leadership abilities, learning to project confidence and influence with every interaction. Body language and non-verbal cues were decoded, empowering participants to use them strategically and make a lasting positive impression. Additionally, Ms. Mistry offered valuable guidance on professional attire, emphasizing how clothing choices can contribute to career success.

**Image Elevation:** In the digital age, online presence is key. Ms. Mistry provided insightful tips on managing digital footprints and optimizing social media profiles and LinkedIn, building a strong personal brand online. Participants learned to craft impactful presentations and conquer stage fright, delivering content with confidence and captivating audiences. Negotiation skills were honed, ensuring participants could achieve win-win outcomes in any professional encounter. Finally, Ms. Mistry emphasized the importance of work-life balance for overall well-



Amrutnagar, P.O. Sangamner (SK), Sangamner 422608, Dist. Ahmednagar, (MS), India

☎ (02425) 259015 / 259255 ✉ directoraimba@yahoo.in 🌐 www.amrutimba.com





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being and productivity, offering strategies for managing stress, setting boundaries, and prioritizing self-care.

**Participant's Feedback:** Participants lauded Ms. Mistry's engaging delivery, actionable insights, and practical exercises. **Some key takeaways:**

"Ms. Mistry's tools for overcoming limiting beliefs have opened doors to new possibilities in my career."

"I feel more confident and empowered to project a positive and impactful image, both online and offline."

"The training provided valuable strategies for managing stress and maintaining a healthy work-life balance."

Ms. Mistry's "Mind, Makeover & Image" training proved to be an empowering and transformative experience. By offering a holistic approach that addressed both inner and outer strengths, she equipped participants with the tools and confidence to navigate the professional world with finesse and flourish. This impactful training will undoubtedly leave a lasting legacy, enabling students and faculty to blossom into well-rounded, successful individuals, ready to face any challenge with a positive mindset and a powerful personal brand.

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



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