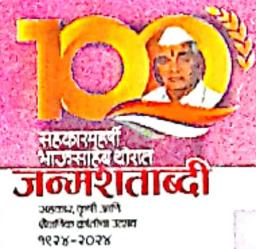




Amrutvahini Sheti and Shikshan Vikas Sanstha's

# AMRUTVAHINI INSTITUTE OF MANAGEMENT & BUSINESS ADMINISTRATION, SANGAMNER



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

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Date: 28/11/2022

Reg. AIMBA/ 1

## Student's Development Program Report on "Campus to Corporate and Beyond"

**Resource Person:** Rohan Kelkar, Strategic Consultant, Corporate Trainer, NLP Coach

**Date:** November 28, 2022

**Target Audience:** MBA Students and Faculty

**Venue:** AIMBA Seminar Hall

Mr. Kelkar's "Campus to Corporate and Beyond" training program transformed the room. MBA students and faculty alike buzzed with newfound insights and practical tools as they embarked on a journey to bridge the gap between academic theory and corporate reality.

### Morning Session:

Mr. Kelkar started by demystifying the corporate world, addressing the differences in expectations, skills required, and cultural nuances. He shed light on the challenges and opportunities awaiting students as they transition from the familiar confines of campus to the dynamic landscape of professional life.

**Essential Skillset Arsenal:** Equipped with this new framework, participants delved into essential skills sought-after in the corporate world:

**Communication & Presentation Prowess:** They honed written and verbal communication, learned captivating storytelling techniques, and built confidence in public speaking through interactive exercises.

**Leadership & Teamwork Symphony:** Collaboration, project management, conflict resolution, and building positive relationships formed the leitmotif of leadership and teamwork sessions, empowering participants to orchestrate success in any team environment.

**Analytical & Problem-solving Acumen:** Data analysis, critical thinking, and problem-solving skills were sharpened through case studies and real-world scenarios, preparing participants to tackle complex situations with confidence.

**Business Savvy & Market Magnetism:** Fundamental business concepts, financial literacy, market trends, and industry knowledge were infused, giving participants the compass they need to navigate the ever-evolving business landscape.

**Technical & Digital Toolbelt:** From financial modeling to data visualization tools, project management software to digital marketing expertise, relevant technical skills were explored based on individual career aspirations, ensuring participants are equipped for their ideal paths.



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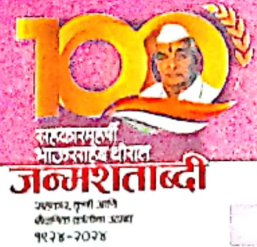
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## Afternoon Session

Armed with their newly acquired skillset, participants embarked on the afternoon session, ready to conquer the corporate world:

**Job Search Strategies & Networking Web:** Mr. Kelkar unveiled the secrets of effective job search strategies, utilizing online platforms, cold emailing, attending industry events, and leveraging professional networks. LinkedIn and other platforms became tools for building powerful connections and landing dream jobs.

**Interview Mastery & Confidence Boost:** Through mock interviews, participants faced their fears and polished their interview skills, mastering body language, communication style, and effective answer strategies. They learned to overcome common interview pitfalls and emerged, ready to impress any recruiter.

**Salary Negotiation & Compensation Compass:** The complex world of compensation packages was demystified. Participants learned to research market rates, understand package components, and confidently negotiate for their worth, ensuring they are valued and adequately compensated.

**Real-World Insights & Industry Gems:** Case studies showcased successful career transitions and challenges faced by professionals, offering valuable lessons and a glimpse into different career paths. Industry professionals shared their firsthand experiences, inspiring participants and providing practical advice.

**Personal Branding & Professional Radiance:** Participants crafted strong personal brands aligned with their professional goals. They learned to manage their online presence, control their digital footprint, and project a confident and professional image, leaving a lasting impact in every interaction.

**The student's Feedback** poured in, praising Mr. Kelkar's engaging delivery, actionable insights, and practical exercises. His story telling approach, shayri and anecdotes from Indian epics engaged students. **Some key takeaways:**

"Mr. Kelkar opened my eyes to the real world of work and equipped me with the skills to succeed."

"I feel confident about my job search strategy and ready to negotiate my first salary with ease."

"The training empowered me to project a strong professional image and build my personal brand."





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### Conclusion:

Training program conducted by Mr. Kelkar's on "Campus to Corporate and Beyond" proved to be an invaluable and empowering experience. By providing knowledge, practical skills, and real-world insights, he equipped MBA students and faculty with the confidence and tools they need to navigate the transition from campus to corporate and beyond.

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