



6.5.1 - Describe two best practices successfully implemented by the Institution as per NAAC format provided in the Manual.

DMI BEST PRACTICES

Practice No.2

Title of the Practice: Industry Samvaad Series

Objectives:

1. To enable cross-fertilization of ideas, and develop strategic research collaborations between Students & Industry Experts.
2. To develop students for their academic as well as personal, professional and even social.
3. To provide experiential learning.
4. To enrich the young minds with real-life knowledge and out of the textbook information.

The Context:

Industry Samvaad, as an initiative, was started in Academic Year (2021-22) to provide a platform and enable a dialogue among the Students & Industry experts. In which prominent and successful industrialist share their wisdom with our students and the students get an opportunity to interact with the industry leaders.

Beneficiary to: All the students of MBA and MCA and all the staff members.



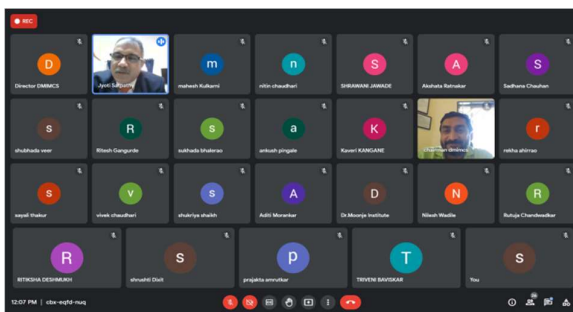
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Impacts /Outcomes of Activity:

- ✓ Industry Samvaad was initiated to flourish college-industry connect which is the best form of the experiential learning module for students.
- ✓ It provides a gateway ensuring the future success of students.
- ✓ This helps to enrich the young minds with real-life knowledge and out of the textbook information.
- ✓ Career prosperity is thereby ensured when students are provided with a relevant industry connection at the college level itself.
- ✓ This activity helps establish a deeper understanding of the corporate world, prepares the learners for coping with real-time challenges could be operational, environmental, or employee-related.
- ✓ It enables the students to upskill and upscale themselves.

The Practice:

TOTAL SESSIONS: 16 (EVERY SATURDAY)



18/09/2021 "Neuro Decision Making" Col. Prof. Dr.J.Satpathy, Ex-Servicemen, Army Staff. The session threw light on the neuroscience of

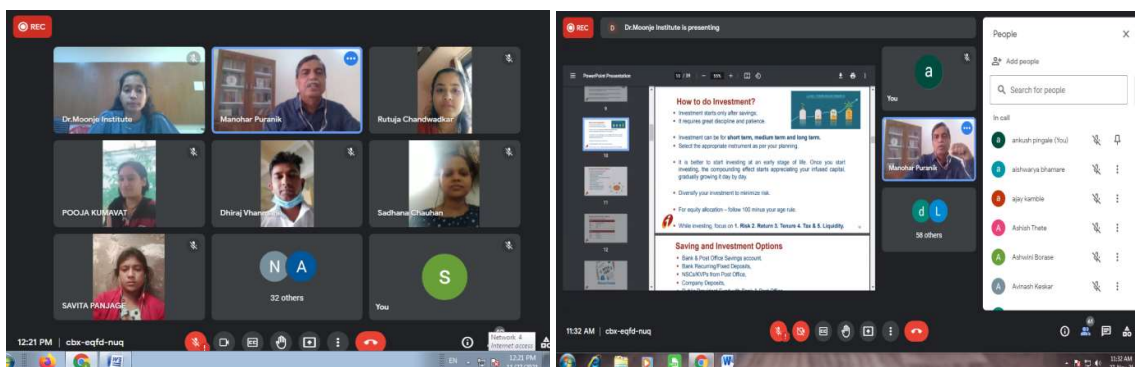


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decision making is a very broad enterprise and many traditional boundaries between research disciplines, species, and brain regions. Research on how brains make decisions driven by two major traditions: psychological/cognitive and neurotheological/behavioral. The role play session conducted by Sir was really useful and informative.



20/11/2021 “Current Business Scenario, Scope & Challenges” Mr. Hemant Rathi, Chairman, Empire Spices & Foods Limited, Nashik. Sir in his session spoke about current trends in business with some live examples of Amazon and Flipkart. Some new business modles were introduced to students with special reference to Dunzo Business Model.



27/11/2021 "Financial Literacy - Understanding Personal Finance”, Mr. Manohar Puranik, Financial Education Counselor, ICICI Foundation for Inclusive Growth,Vadodara. The session speaker explained important aspects to consider while making an investment.

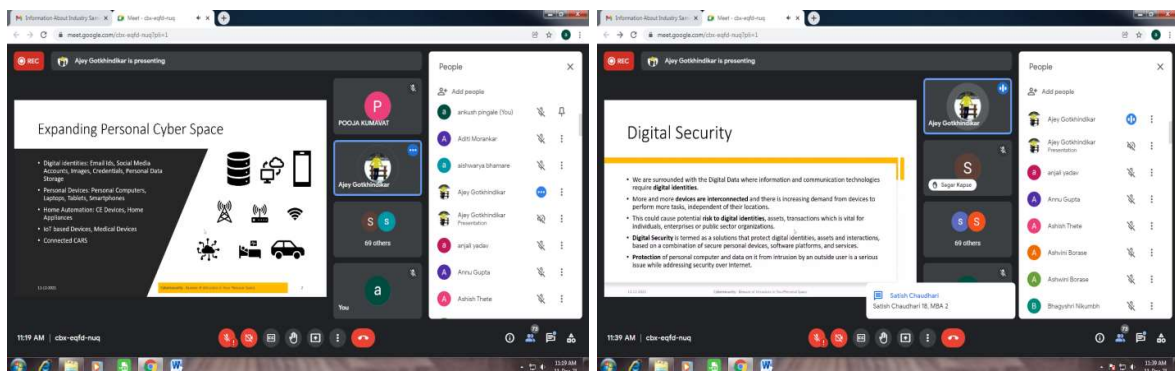


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Points such as savings, loan, CIBIL, Mutual Funds, Stocks, Pension were explained.



04-12-2021, “Employee Engagement is Half-Way to the Organizational Success”, Ms.Prajakta Saraf Founder and Proprietor, Unique Eduservices Pvt. Ltd. Nashik. The session was all about employee engagement, types of employees and virtual engagement.



11-12-2021 “Current Trends in Cyber Security”, Mr. Ajey Gotkhindikar, Researcher and Embedded Automotive Security Specialist. The session covered topics such as Cyber Security Focus Areas, Personal Cyber Space, Digital Security, etc.



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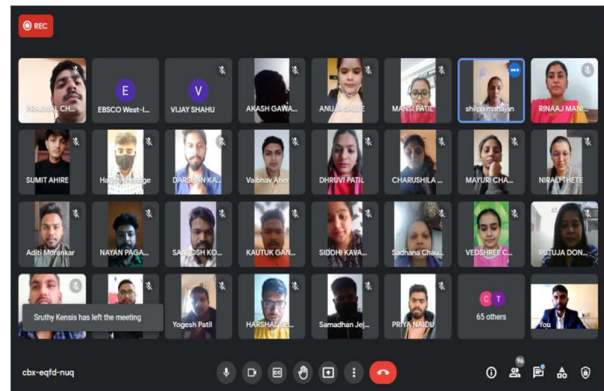
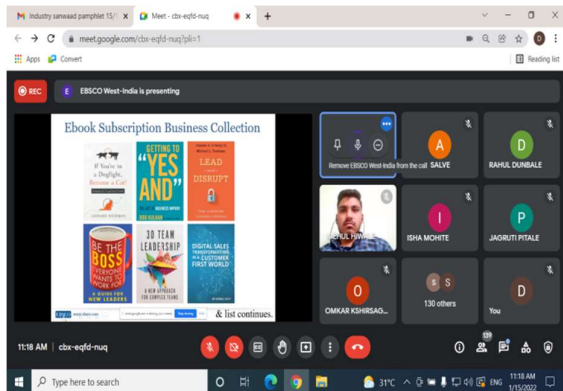
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18/12/2021 "Campus to Corporate", Mrs.Rajul Kastiya ,Trainer & Career Counselor, Momentum Training & HR Consultancy, Nashik-422009. The session was about Goal setting, SWOT Ananlysis, Mindset, Aptitude test; Resume writing, Communication skills and Body Language.

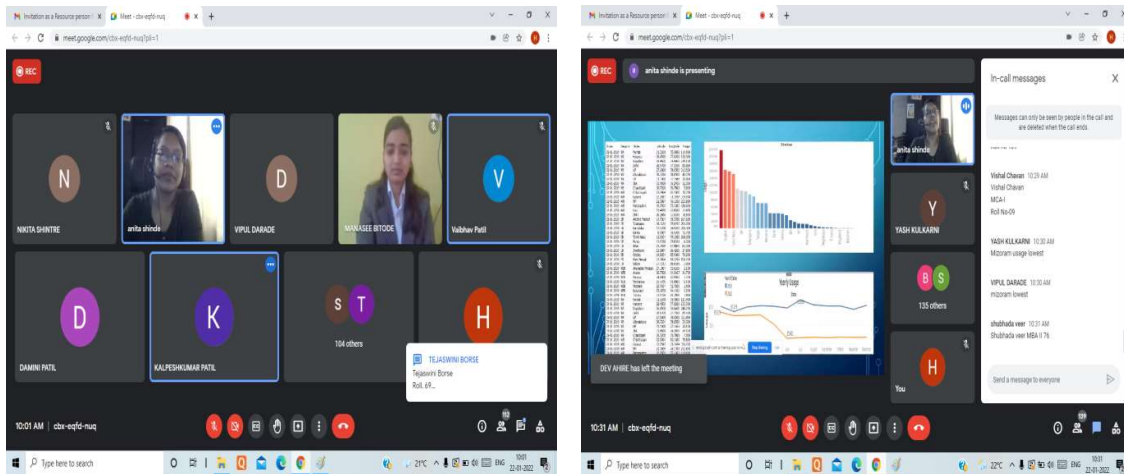


15/01/2022 "Digital Library Resources - EBSCO Database & EBSCO Mobile App.", Mr. Gaurav V. Date, Training Manager, EBSCO Information Services Maharashtra (West India)

17/01/2022 "Management here, there, everywhere", Mr.Vaibhav Dange, Advisor, NHA India Ministry of Road Transport & Highways. With some simple live examples sir explained students that how we are knowingly or unknowing using and applying rules, principles and theories of management.



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22/01/2022 "Business Intelligence (BI)", Mrs. Anita Shinde, Sr. BI Developer, Imenso Software, Gurugaon. In the session the speaker guided students on how to become Data Analyst / BI expert, Role of SQL, Data visualization, Power Bi / Power Service and career opportunities.



27/01/2022 "Entrepreneurship & Leadership", Mr. Shriram S. Dandekar, Vice Chairman and Executive Director, Kokuyo Camlin Ltd. The session covered the topic of Entrepreneur with some live examples and case studies.



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12-03-2022 “Business Development Strategies”, Mr.Vikram Ugale, Founder, Curry Leaves Groups, Nashik. Sir shared his life experiences to make students aware about the idea of startup. Real life challenges that he faced and how employee relationship is important.



11/6/2022“Meet First & Second Generation Entrepreneur”
1. Mr. Anil S. Dhumal, Managing Director, Dhumal Industries India Pvt. Ltd. Nashik. **2. Mr. Akshay Anil Dhumal,** Executive Director, Dhumal Industries India Pvt. Ltd. Nashik During the talk, the speakers discussed the steps they followed to become successful businessman. he emphasized on the blend of academics and practical knowledge in the real world of business.



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18/6/2022 “Career Guidance & Opportunities in Civil Services”, Mr. Harshad Sadashiv Aaradhi– IRS (Joint Commissioner of Income Tax, Nasik.). During the talk, he advised students to make it a habit to stay up-to-date on their subjects. The speaker advised the students to maintain sincerity, to analyze them, to evaluate themselves, etc.



9/7/2022 “Global Business Opportunities and Challenges”, Mr. Sumit Tiwari, CEO of Timus Concepts Pvt. Ltd., Nashik. Sir said that the students should cultivate their ideas and document them at their end. Start-ups provide much better learning opportunities than cubicles in large corporations.



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30/8/2022 “Introduction to Stock Market”, Mrs. Sharmila Parundekar Founder, Tradehint, Nashik. Brief information about stock market, short-term and long-term investment options in India, Rule 72, Dividend payout, etc., was given to students,



2/7/2022 “Business Experiences and Learnings”, Mr. Prakash Damodar Bhide, Owner of Precision Electroplast Pvt. Ltd, Ambad MIDC, Nashik. Sir shared sales & marketing tips such as product must look good, product must perform its function, product must be affordable, product should be delivered on time, and many more. He said that the digital presence of businesses is also important for growth of any business.



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Obstacles faced if any and strategies adopted to overcome them:

- ✓ The institute did face some technical issues connecting with the industry people and matching their busy schedule with the institute.
- ✓ We are consistently working on further broadening and strengthening our connection with the industry and are hopeful of bringing in even better opportunities for our pupils in the times to come.

INDUSTRY SAMVAAD A.Y.2021-22