



**SHRI KHANDERAI PRATISHTHAN'S  
DNYANSAGAR INSTITUTE OF MANAGEMENT & RESEARCH**

(Approved by AICTE, New Delhi, Recognized By Govt. of Maharashtra, Affiliated to S. P. Pune University)  
(AISHE Code : C - 41293, PUN Code - IMMP014030)



**2022-2023**



  
**Director**  
Dnyansagar Institute of Management and  
Research  
Balewadi, Pune-411045

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### Criterion III – Research, Innovations and Extension

#### 3.2 Innovation Ecosystem

**3.2.2 Number of Workshops/seminars/conferences including programs conducted on Research Methodology, Intellectual Property Rights (IPR) and entrepreneurship year wise during the last five years.**

#### Index for supporting documents for the year 2022-23

Year	Name of the workshop/ seminar/ conference	Number of Participants	Date From – To
2022-23	Workshop On 'How To Convert Sip Into Placement (PPO)'	80	27-07-2023
2022-23	Seminar On 'Leadership Skills'	100	04-07-2023
2022-23	Seminar On Career Opportunity In Applied Data Science	170	24-06-2023
2022-23	Workshop on Marketing Masterclass- Unleashing The Power Of Business Mindset And Strategic Launch Techniques	80	21-06-2023
2022-23	Seminar On 'BSE IPF Capital Market'	67	17-06-2023
2022-23	Entrepreneurship Fair/Bazaar	53	06/03/2023
2022-23	Workshop On-Unlock The Power Of Case Study Analysis	100	16-06-2023





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2022-23	Workshop On Start Up Entrepreneur Development Skill	72	13-05-2023
2022-23	Entrepreneurial opportunities in Agribusiness	36	28/03/2023
2022-23	Workshop on Importance of Patent	62	16-03-2023
2022-23	Seminar on 'Entrepreneurship'	85	24-02-2023
2022-23	Seminar on 'Understanding Risk to Succeed'	115	18-02-2023
2022-23	Seminar On "Career Opportunities in Banking & Finance"	69	04-02-2023
2022-23	Seminar on 'Digital Marketing Scope, Opportunities & Future'	92	21-01-2023
2022-23	Workshop on Startup Education BootCamp	64	16-01-2023
2022-23	Seminar on 'Preparing for Career Success'	49	14-01-2023
2022-23	Seminar on 'Understanding Business Requirements'	57	07-01-2023
2022-23	Seminar on "Impotance of Marketing"	73	02-01-2023
2022-23	Seminar on 'Insurance & Risk Management'	62	17-12-2022
2022-23	Faculty Development Program on Intellectual Property Rights	24	19/12/2022 to 23/12/2022
2022-23	Seminar on 'Non Price Factors in Marketing'	76	8-7-2022
2022-23	Seminar on Entrepreneurship	70	19-07-2022

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**Invitation Letter**

Date: 24/07/2023

To  
Mr Anurag Sharma  
Subject: Invitation to Workshop on How to Convert SIP into Placement (PPO)

Dear Mr. Anurag Sharma,

We hope this message finds you well. On behalf of DIMR, we are pleased to extend our invitation to you for our upcoming **Workshop on How to Convert SIP into Placement (PPO)**.

**Event Details:**

- **Date:** 27/07/2023
- **Time:** 09:30 am
- **Venue:** DIMR Seminar Hall

The Workshop on How to Convert SIP into Placement (PPO) aims to fostering innovation, educating aspiring entrepreneurs, etc.

We believe that your expertise and insights would greatly benefit our participants. Therefore, we would be honored if you could join us as a speaker for this event.

Please let us know at your earliest convenience if you would be available to speak at the coming event.

Thank you for considering our invitation. We look forward to your positive response.

**Dr. Sajid Alvi,  
Director**



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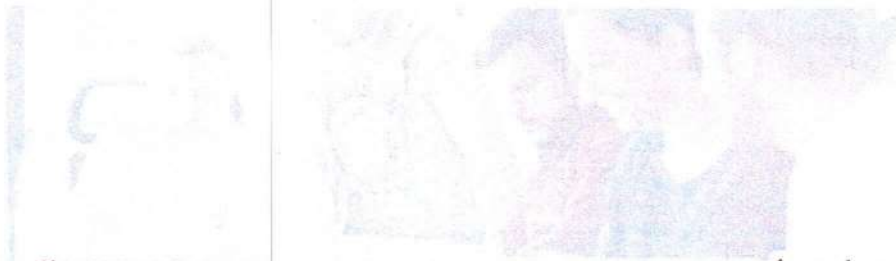


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**DNYANSAGAR INSTITUTE OF  
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Balewadi, Pune



**"HOW TO CONVERT A SUMMER INTERNSHIP (SIP)  
INTO PLACEMENT (PPO)?"**



Workshop for the students of  
F.Y.M.B.A. (All Specialisation)



Speaker

**Mr. Anurag Sharma**

Founder  
LEARNING FROM ANT

**27 July 09.30**  
2023 - AM

SEMINAR HALL

DIMR, SKP Campus, Balewadi



*[Signature]*  
**Director**

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**WORKSHOP  
ON**

**"HOW TO CONVERT SIP INTO PLACEMENT (PPO)"**

- Event Type:** Workshop
- Event Name:** How to convert SIP into Placement (PPO)
- Day & Date:** Thursday, 27<sup>th</sup> July 2023
- Time:** 9:30 AM
- Venue:** Seminar Hall, DIMR
- Speaker:** Mr. Anurag Sharma, Renowned Entrepreneur and Corporate Coach and also founder of 'Learning From Ant'.



**Dr. Sajid Alvi, Director Felicitating Guest Speaker Mr. Anurag Sharma**



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**Objectives of the Event:**

- To learn the vital role for every management student.
- To study the technique how to convert SIP into placement.

**Event Description:**

On 27th of July 2023, Dnyansagar Institute of Management and Research has conducted a highly informative and interactive workshop. It was organized on one interesting topic "How to Convert Summer Internship into Placement". For this meticulous purpose resource person Mr. Anurag Sharma was invited, who is a renowned Entrepreneur and Corporate Coach and also founder of 'Learning From Ant'.

The workshop aimed to provide valuable insights and guidance to students who are kick-starting their career through summer internship. Students got excellent inputs to gear up for their Preplacement Opportunity followed by their summer internship.

**Learning Outcome:**

- Students learnt the importance of SIP and how it is helpful to pursue their career in management.
- Student got excellent inputs to gear up their placement opportunities.



  
Director

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**Mr. Anurag Sharma Addressing DIMR Students**



**DIMR Students and Faculty Members with Guest Speaker**

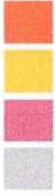


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**Appreciation Letter**

Date: 27/07/2023

To,  
Mr Anurag Sharma

Dear Anurag Sharma,

On behalf of DIMR, we would like to extend our sincere gratitude for your outstanding contribution as a speaker at our recent event.

Your presentation on How to Convert SIP into Placement (PPO) on 27/07/2023 was incredibly informative and engaging. Your expertise and insights provided invaluable knowledge to our students and faculty members present at the event. The depth of your knowledge and the clarity with which you presented made a significant impact on everyone who attended.

We have received overwhelming positive feedback about your presentation, and it is clear that your contribution helped to make the event a great success. Your willingness to share your expertise and engage with our audience exemplifies your dedication to your respective field.

Once again, thank you for taking the time to speak at our event and for sharing your expertise with us. We hope to have the opportunity to collaborate with you again in the future.

  
**Dr. Sajid Alvi,**  
Director



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**Topic:- Workshop on How to Convert SIP Into Placement**

**Guest Name: Anurag Sharma**

**Date: 27/07/2023**

**Attendance Sheet MBA (II Year) AY- 2022-23**

Sr. No.	Name
1	SALVE ABHAYSINH YUGANAND
2	KADAM DNYANESH MADHUKAR
3	SURYAWANSHI JOSPIN SUDHAKAR
4	MORE MEGHRAJ ANANTRAO
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**Topic:- Workshop on How to Convert SIP Into Placement**

**Guest Name: Anurag Sharma**

**Date: 27/07/2023**

**Attendance Sheet MBA (I Year) AY- 2022-23**

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21	BHADKUMBE AKASH VINOD
22	DIPAK PRAKASH PATIL
23	JADHAV BHOOMIKA PURUSHOTTAM
24	ASHISH SHASHANK KADAM



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**Invitation Letter**

Date: 01/04/2023

To  
Ms Swati Narwal  
Subject: Invitation to Seminar on Leadership Skills

Dear Swati Narwal

We hope this message finds you well. On behalf of DIMR, we are pleased to extend our invitation to you for our upcoming **Leadership Skills** session.

**Event Details:**

- **Date:** 04/07/2023
- **Time:** 11:30 am
- **Venue:** DIMR Seminar Hall

We believe that your expertise and insights would greatly benefit our participants. Therefore, we would be honored if you could join us as a speaker for this event.

Please let us know at your earliest convenience if you would be available to speak at the Bootcamp.

Thank you for considering our invitation. We look forward to your positive response.

**Dr. Sajid Alvi,  
Director**



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**Notice**

**Guest Lecture on Leadership Skills - Motivating and Encouraging Employees**  
Date: 1<sup>st</sup> July 2023

Dear Students,

We are excited to announce a guest lecture on "Leadership Skills - Motivating and Encouraging Employees" organized by DIMR. This is an excellent opportunity for you to learn about essential leadership skills and strategies to effectively motivate and encourage employees.

Date: 4th July 2023

Time: 11:30 AM

Venue: DIMR Seminar Hall

The lecture will be delivered by an esteemed expert Ms. Swati Narwal, who will share valuable insights and practical strategies to enhance your leadership abilities

**Dr. Sajid Alvi**  
Director



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**Guest Lecture on Leadership Skills - Motivating and Encouraging Employees**

Date: 4th July 2023

Time: 11:30 AM

Venue: DIMR Seminar Hall



Ms. Swati Narwal giving during session

Ms. Swati Narwal, IKEA Chief Organization Leadership, highlighted ten key skills for students: recognizing passion and purpose, continuous learning, networking, curiosity, journaling, time management, solutions-oriented thinking, cultural integration, embracing humility, and constant kill up gradation. Her insightful talk urged students to view these skills not as an endpoint but as the beginning of a journey towards a successful and fulfilling career, encouraging them to stay curious, adaptable, and committed to personal growth.



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*S. S. Narwal*  
Director

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**Objectives of the Event:**

- To enhance students' understanding of leadership skills.
- To provide insights on how to motivate and encourage employees effectively.
- To prepare students for future leadership roles in their careers.

**Event Description:**

On 4th July 2023, DIMR organized an enlightening guest lecture on "Leadership Skills - Motivating and Encouraging Employees" for all MBA students. The session commenced at 11:30 AM and featured Ms. Swati Narwal, Chief of IKEA, as the esteemed speaker. Ms. Narwal focused on imparting essential leadership skills that are critical for motivating and encouraging team members in any organizational setting.

Ms. Swati Narwal shared valuable insights and practical strategies on effective leadership. She highlighted the importance of understanding employee needs, setting clear goals, and fostering a positive work environment. Emphasis was placed on the role of communication, recognition, and support in driving employee motivation and engagement.

The session was graced by the presence of Secretary Dr. Saagar Balawadkar, who felicitated Ms. Swati Narwal for her valuable contribution to the event.

Students were engaged through interactive discussions and real-world examples that illustrated the impact of good leadership on team performance and organizational success. The lecture provided them with a deeper appreciation of the challenges and rewards of leadership and equipped them with tools and techniques to apply in their future managerial roles.

**Learning Outcome:**

- Improved understanding of key leadership skills required to motivate and encourage employees.
- Enhanced knowledge of strategies for effective communication and employee engagement.
- Practical insights into creating a supportive and positive work environment.
- Preparation for handling leadership roles and responsibilities in their future careers.



  
Director

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Secretary Dr. Saagar Balwadkar felicitating Ms. Swati Narwal



  
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Ms. Swati Narwal giving during session



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Ms. Swati Narwal after session with team DIMR



  
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**Appreciation Letter**

04/07/2023

To,  
Ms Swati Narwal,

Dear Ms Swati Narwal,

On behalf of DIMR, we would like to extend our sincere gratitude for your outstanding contribution as a speaker at our recent event.

Your presentation on Seminar on Leadership skills on 04/07/2023 was incredibly informative and engaging. Your expertise and insights provided invaluable knowledge to our students and faculty members present at the event. The depth of your knowledge and the clarity with which you presented made a significant impact on everyone who attended.

We have received overwhelming positive feedback about your presentation, and it is clear that your contribution helped to make the event a great success. Your willingness to share your expertise and engage with our audience exemplifies your dedication to your respective field.

Once again, thank you for taking the time to speak at our event and for sharing your expertise with us. We hope to have the opportunity to collaborate with you again in the future.

**Dr. Sajid Alvi**  
**Director**



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**Topic: - Seminar in Leadership Skills**

**Guest Name: Swati Narwal**

**Date: 04/07/2023**

**Attendance Sheet MBA (II Year) AY- 2022-23**

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1	SALVE ABHAYSINH YUGANAND
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19	MOHINI HANUMANT SONAWANE
20	ADSUL ANIKET NARESH
21	ANDE VINAYAK RAJARAM



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**Topic:- Seminar in Leadership Skills**

**Guest Name: Swati Narwal**

**Date: 04/07/2023**

**Attendance Sheet MBA (I Year) AY- 2022-23**

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20	PRIYANKA RAMCHANDRA DEOKULE



  
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22	DIPAK PRAKASH PATIL



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**Invitation Letter**

Date: 22/06/2023

To  
Mr. Nitin Thakoor  
Subject: Invitation to Seminar on Career Opportunity in AI & ML

Dear Nitin Thakoor

We hope this message finds you well. On behalf of DIMR, we are pleased to extend our invitation to you for our upcoming **Career Opportunity in AI & ML** session.

**Event Details:**

- **Date:** 24/06/2023
- **Time:** 11:30 am
- **Venue:** DIMR Seminar Hall

We believe that your expertise and insights would greatly benefit our participants. Therefore, we would be honored if you could join us as a speaker for this event.

Please let us know at your earliest convenience if you would be available to speak at the Bootcamp.

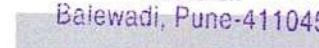
Thank you for considering our invitation. We look forward to your positive response.

**Dr. Sajid Alvi,  
Director**



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**Invitation Letter**

Date: 22/06/2023

To  
Mr. Nitish Jain  
Subject: Invitation to Seminar on Career Opportunity in AI & ML

Dear Nitish Jain

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**Invitation Letter**

Date: 22/06/2023

To  
Mr. Rohit Anurag  
Subject: Invitation to Seminar on Career Opportunity in AI & ML

Dear Rohit Anurag

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**Invitation Letter**

Date: 22/06/2023

To  
Mr. Aman Ahluwalia  
Subject: Invitation to Seminar on Career Opportunity in AI & ML

Dear Aman Ahluwalia

We hope this message finds you well. On behalf of DIMR, we are pleased to extend our invitation to you for our upcoming **Career Opportunity in AI & ML** session.

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**Invitation Letter**

Date: 22/06/2023

To  
Mr. Anand Muglikar  
Subject: Invitation to Seminar on Career Opportunity in AI & ML

Dear Anand Muglikar

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**Event Details:**

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**Notice**

**Career Opportunity in Applied Data Science**

We are excited to invite you to Career Opportunity in Applied Data Science. We have organized a lineup of inspiring speakers who will share their insights and experiences.

**Event Name:** Career Opportunity in Applied Data Science.

**Day & Date:** 24-06-2023

**Venue:** DIMR Seminar Hall

Our distinguished speaker Mr. Nitin Thakoor, Mr. Nitish Jain, Mr. Rohit Anurag, Mr. Aman Ahluwalia, Mr. Anand Muglikar, who is expert and leader in their respective fields.

This event is a fantastic opportunity for you to gain valuable knowledge and connect with industry professionals. We encourage all students to attend and be a part of this event.



  
**Dr. Sajid Alvi**  
Director

  
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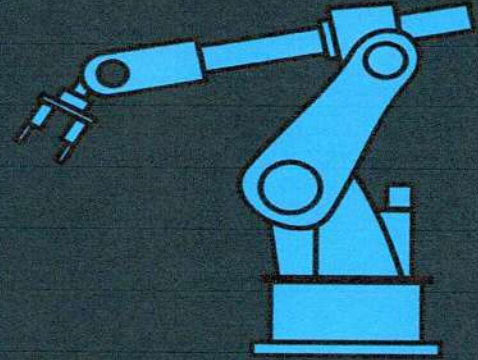






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**Seminar on Career  
opportunity in applied  
Data science.**

**Speaker- Mr. Nitin  
Thakoor, Mr. Nitish Jain,  
Mr. Rohit Anurag, Mr.  
Aman Ahluwalia, Mr.  
Anand Muglikar**

**Date: 24/06/2023**



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**Seminar**

**On**

**"Career opportunities in applied Data Science in AI-ML"**

Day & date: Saturday 24<sup>th</sup> June 2023

Time: 10:30 am

Venue: Seminar hall

Speaker: Mr. Nitin Thakoor, Mr. Nitish Jain, Mr. Rohit Anurag, Mr. Aman Ahluwalia, Mr. Anand Muglikar.



Dr. Sajid Alvi & Imminent speakers present on the event.



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**Objectives of the event:**

- To create awareness about applied data science in AI.
- To articulate the various career opportunities available in the field of applied data science in AI-ML.
- To study the various real world applications of data science.

**Event description:**

Dnyansagar Institute of Management & Research had organized seminar “Career Opportunities in Applied Data Science in AI-ML” in collaboration with UpKnowledge and Perptual Block AG Pvt Ltd. On 24th June 2023.

Data science field has gained significant attention and popularity in recent years due to increasing availability of data and the need for extracting meaningful insights from it.

During the seminar speakers shared their knowledge, experiences, and insights with participants, covering a wide range of topics such as machine learning, artificial intelligence, business analytics, and more.

During the seminar, several real-world applications of data science were discussed, highlighting the diverse range of industries benefiting from data-driven decision making.

**Learning outcome:**

- Students learned about the new technological concepts such as AI, BA & ML.
- Students received an insightful knowledge about Data science & its practical knowledge.
- Students got to know about the various job opportunities available in the field of Data science.



  
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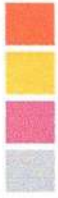
DIMR Students during event



  
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**Appreciation Letter**

24/06/2023

To,  
Mr. Nitin Thakoor,

Dear Mr. Nitin Thakoor,

On behalf of DIMR, we would like to extend our sincere gratitude for your outstanding contribution as a speaker at our recent event.

Your presentation on Seminar on Career Opportunity in AI & ML on 24/06/2023 was incredibly informative and engaging. Your expertise and insights provided invaluable knowledge to our students and faculty members present at the event. The depth of your knowledge and the clarity with which you presented made a significant impact on everyone who attended.

We have received overwhelming positive feedback about your presentation, and it is clear that your contribution helped to make the event a great success. Your willingness to share your expertise and engage with our audience exemplifies your dedication to your respective field.

Once again, thank you for taking the time to speak at our event and for sharing your expertise with us. We hope to have the opportunity to collaborate with you again in the future.

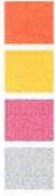
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**Appreciation Letter**

24/06/2023

To,  
Mr. Nitish Jain,

Dear Nitish Jain,

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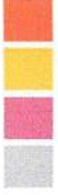
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**Appreciation Letter**

24/06/2023

To,  
Mr. Rohit Anurag,

Dear Rohit Anurag,

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24/06/2023

To,  
Mr. Aman Ahluwalia,

Dear Aman Ahluwalia,

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**Appreciation Letter**

24/06/2023

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Mr. Anand Muglikar,

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**Topic:- Seminar On Career Opportunity In Applied Data Science**

**Guest Name: Mr. Nitin Thakoor, Mr. Nitish Jain, Mr. Rohit Anurag,  
Mr. Anand Muglikar, Mr. Aman Ahluwalia**

**Date: 24-06-2023**

**List of Participants (II Year) AY- 2022-2023**

Sr. No.	Name
1	SALVE ABHAYSINH YUGANAND
2	KADAM DNYANESH MADHUKAR
3	SURYAWANSHI JOSPIN SUDHAKAR
4	MORE MEGHRAJ ANANTRAO
5	NANDINI BHAGWAT JAGDHANE
6	VIJAY KUMAR
7	BHANDARI RUNJUN ALOK
8	VANAM KALYANI RAMESH
9	SAURABH PRAMOD TAWALE
10	DHUMAL VARSHA VIKRAM
11	SURABHI AVINASH PRASAD
12	BHUSHAN SURYAKANT GANGAWANE
13	SWAPNIL ANIL CHORMALE
14	AMOL DATTATRAYA DHAYGUDE
15	VIBHUTE APURVA SANJAY
16	PALLEWAD SHIDHESHWAR NARAYAN
17	KASABE RUPESH BHIMRAO
18	KAMBLE ROHAN VASANTRAO
19	MOHINI HANUMANT SONAWANE



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20	ADSUL ANIKET NARESH
21	ANDE VINAYAK RAJARAM
22	KOTHIMBIRE KIRAN RAMESH
23	GIRI AKASH RAVINDRA
24	RUTUPARNA HEMANT KAMBLE
25	PATIL SWARANJLI RAVINDRA
26	IVARE APARNA ANKUSH
27	DAHARE SHIVLAL BANJARI
28	DHUMALE VIJAY BHOJAJI
29	JAGTAP SUJIT BABANRAO
30	KSHIRSAGAR VISHAL SANJAY
31	PRASHANT ANNASAHEB WAKCHAURE
32	MAHAPURE MAYURI BHANUDAS
33	WATTAMWAR VIJAYALAXMI RAMESHRAO
34	SHEIKH ABDULNAJIL ABDULRAUF
35	KASABE SANDIP SAMBHAJI
36	QURESHI JAVED ABDUL RAHMAN
37	DONGARE PARMESHWAR KAMALAKAR
38	PRIYANKA POPAT SHELAR
39	AKSHATA SITARAM INGAWALE
40	GAIKWAD AAKANSHA DATTAJIRAO
41	JADHAV SNEHA GULAB
42	BHOSALE VIJAY SURAYKANT
43	THORAT ASHWINI DNYANESHWAR
44	MANE PRANIT RAJARAM
45	VILAS BHAGWAN MORE



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46	BENDRE DHANANJAY MAHESH
47	SHEREKAR SAPNA GAJANAN
48	ADITYA BHASKAR PATIL
49	MAHANOR ASMITA RAJENDRA
50	BAMBERE MANALI BABAN
51	VISHWAKARMA DEEPAK MACHINDRA
52	MANGADE VAISHNAVI VISHNU
53	AWASARE AYUSH UMESH
54	KHUSHBU THORAT
55	ABHISHEK VINAYAK KAJALE
56	RATHOD RANI KASHINATH
57	THORAT PALLAVI VIJAY
58	SALVE PALLAVI SURESH
59	DIKSHA NANASAHEB KADAM
60	KAMBLE ROHIT PRABHAKAR
61	KHETMAR MANSURI MAHESH
62	AUCHARE URMILA SADANAND
63	SACHIN KAILAS PATIL
64	KEDARI HEMANT SUDAM
65	ITKAR SHANTANU UMESH
66	NIWATE KUNAL MANOHAR
67	RUPANWAR ANIL SUKHDEV
68	KALBURGE DEEPAK SATYAWAN
69	SHREYASHREE SANJAY DAPSE
70	CHAVAN RUSHIKANT UTTAM
71	DHAWADE NILESH NAMDEV



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72	ROHIT BAPPASAHEB NARWADE
73	BHUMAKR OMKAR DATTARAY
74	ARATI ANIL FUNDE
75	SHUBHAM BALAJI BARSE
76	SHENDE NILESH CHARANDAS
77	GAIKWAD MANOJ KONDIBA
78	MANE SHWETA OMPRAKASH
79	INGLE RATNADIP GAJANAN
80	SIRESHA RAMANAYYA GOGUL
81	SABLE SHANKAR TRIMBAKRAO
82	SURYAWANSHI MAYUR KAILAS
83	BADE SHUBHANGI SANJAY
84	AGLAVE DINESH YUVRAJ
85	KAMBLE ANIKET GAUTAM
86	PALLE DINESH SIDRAM
87	AISHWARYA VIJAY KOSHTI
88	YOGIRAJ BALASAHEB MUNDE
89	DAKHALE AKSHAY BHASKAR
90	NARWADE VAIBHAV VITTHALRAO
91	NAWLEKAR SAINATH DEVRAO
92	PRASHANT ASHOK FARGADE
93	VAISHNAVI GORAKH JADHAV
94	GOFANE AKSHAY VITTHAL
95	CHAVAN PRIYANKA VIJAY
96	KAWALE SAYALI ANIL
97	UMAP RUSHIKESH VIJAYPANT



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Balewadi, Pune-411045



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DNYANSAGAR INSTITUTE OF MANAGEMENT & RESEARCH**

(Approved by AICTE, New Delhi, Recognized By Govt. of Maharashtra, Affiliated to S. P. Pune University)

(AISHE Code : C - 41293, PUN Code - IMMP014030)



98	PRAJWAL BHASKAR WAGH
99	DHARMIK AJAY ASHOK
100	MORE PRANALI PRAKASH
101	GHULE ANURADHA MARUTI
102	YADAV VISHAL DAYARAM



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**Topic:- Seminar On Career Opportunity In Applied Data Science**

**Guest Name: Mr. Nitin Thakoor, Mr. Nitish Jain, Mr. Rohit Anurag,  
Mr. Anand Muglikar, Mr. Aman Ahluwalia**

**Date: 24-06-2023**

**List of Participants (I Year) AY- 2022-2023**

Sr. No.	Name
1	GADHE PRATIKSHA SAHEBRAO
2	SOHEL ASHPAK PATHAN
3	MANISH MAHESH PARAB
4	AKSHAY MAHESH SATARDEKAR
5	PAYAL VISHNU GORE
6	RAJAT SINGH TANWAR
7	MAHESHWARI ANIL PATIL
8	SAHIL DINKARRAO POLE
9	MANISH MANIKRAO SHINDE
10	SULBHA RAVINDRA SALVE
11	AKASH SUBHASHRAO DESHMUKH
12	RAHUL RAMESH SASANE
13	VISHNU YAMAJI LAGAD
14	KAVITA SAMBHAJI SONAVANE
15	ANKUSH UDHAV GUTTE
16	VASUDEV SHIVAJI MURTDKAR
17	LAXMI KALAPPA BAMNE
18	ASHISH BALASAHEB SHINDE
19	SHRUTI SUNIL ROKADE



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20	SURAJ SUBHASH EKARE
21	SUSHMITA SANJAY TARU
22	PRAVIN ASHOK SALVE
23	KUDALE KIRAN DNYANESHWAR
24	NIKHIL DILIP NARWADE
25	PRAVIN NIVRUTTIRAO JADHAV
26	KASBE VINOD ASHRUBA
27	ANIKET BUVASO SHINDE
28	JANHAVI RAJKUMAR AMBULAGE
29	PRATHMESH KAILAS JETHE
30	SYED SHAKIR SYED NASIR
31	RHUTUJA CHAITALI GOSAVI
32	DIPAK SAHEBRAO TIDAKE
33	OM NARSING GORE
34	NITESH SHANKAR GAWALI
35	AKSHAY PRADEEP RAHATE
36	PRATIKSHA RAMESH MORE
37	SUYASH SATISH NALAWADE
38	YOGESH VILAS JEJURKAR
39	MOHINI POPAT GADHAVE
40	MAHESH HANUMANT GODASE
41	DURGE PRATIK KAMALAKAR
42	DHOKE AMISHA RAJU
43	SATHE PRATIK DADABHAU
44	SIDDHI ATUL JOSHI
45	OMKAR DNYANDEO GORAVE



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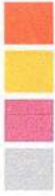
46	PATLE YAMINI PRATAP
47	PUTTAWAR RAHUL RAM
48	RAHUL NIMBAJI AHIRE
49	DAMODAR ASHWINI RAMESH
50	BEMBARE PAYAL HEMANTRAO
51	MAYURI PRASANN INGALE
52	SABALE NITESH NIJAGUN
53	BANSODE GANESH SHRAVAN
54	VISHWAKARMA ASHISH BANWARILAL
55	THAKARE HARSHALI DILIP
56	MANE ARCHANA BAJRANG
57	NAVLEKAR AVINASH DEVRAO
58	HARSHVARDHAN RAHUL SORATE
59	CHAVAN SHWETA SUNIL
60	SHUBHAM ARUNRAO KAFRE
61	BAND SANKET VASANT
62	SHIRSATH SAYALI ARUN
63	MAGHADE ROHAN ANANTA
64	JAGDHANE RAHUL RAJENDRA
65	BAJAD SAURABH VINOD
66	ASHWIN BALAJI GOTWALE
67	DUBEY SHRUTI GAJANANRAO
68	SANTOSH RAMESH WAGH



  
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**Invitation Letter**

Date: 18/06/2023

To  
Dr. Mohammad Bawaji  
Subject: Invitation to Workshop on Marketing Masterclass

Dear Dr. Mohammad Bawaji,

We hope this message finds you well. On behalf of DIMR, we are pleased to extend our invitation to you for our upcoming **Workshop on Marketing Masterclass**.

**Event Details:**

- **Date:** 21/06/2023
- **Time:** 4 pm
- **Venue:** DIMR Seminar Hall

The Workshop on Marketing Masterclass aims to fostering innovation, educating aspiring entrepreneurs, etc.

We believe that your expertise and insights would greatly benefit our participants. Therefore, we would be honored if you could join us as a speaker for this event.

Please let us know at your earliest convenience if you would be available to speak at the coming event.

Thank you for considering our invitation. We look forward to your positive response.

  
**Dr. Sajid Alvi,**  
Director



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**Notice**

**Workshop on Marketing Masterclass: Unleashing The Power Of Business  
Mindset And Strategic Launch Techniques**

Date: 19<sup>th</sup> June 2023

Dear MBA Students,

We are excited to announce a special workshop on "Marketing Masterclass: Unleashing the Power of Business Mindset and Strategic Launch Techniques" led by Dr. Mohammed Bawaji, an esteemed HR Strategist, Speaker, and Author.

Date: 21st June 2023

Time: 4 PM

Venue: Seminar Hall

**Guest Speaker:** Dr. Mohammed Bawaji, HR Strategist, Speaker, and Author

Don't miss this opportunity to enhance your marketing acumen and prepare for a successful career.

  
**Dr. Sajid Alvi**  
Director



  
**Director**  
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**Workshop on Marketing Masterclass: Unleashing The Power Of Business  
Mindset And Strategic Launch Techniques**

Date: 21st June 2023

Time: 4 PM

Venue: Seminar Hall

**Guest Speaker:** Dr. Mohammed Bawaji, HR Strategist, Speaker, and Author



Director Dr. Sajid Alvi felicitating Dr. Mohammed Bawaji



  
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**Objectives:**

- To equip students with a business mindset and strategic marketing skills.
- To provide insights into effective management strategies and essential marketing tools.
- To foster collaboration, problem-solving, and communication skills through interactive activities.

**Event Description:**

The Marketing Masterclass Workshop at DIMR was a highly engaging and informative event led by Dr. Mohammed Bawaji, a distinguished HR strategist and author. The workshop aimed to provide students with an immersive learning experience, equipping them with the necessary knowledge and skills to excel in the marketing industry.

Throughout the session, Dr. Bawaji highlighted the importance of a business mindset and introduced students to effective management strategies and essential marketing tools. The workshop included various interactive group activities that encouraged students to collaborate, solve problems, and improve their communication skills.

**Key Learning Outcomes:**

**Business Mindset:**

Students gained insights into developing a business mindset crucial for strategic decision-making and long-term success.

**Management Strategies:**

The workshop provided effective management strategies that students can implement in real-world scenarios.

**Marketing Tools:**

Participants learned about essential marketing tools and techniques to enhance their marketing efforts.

**Interactive Learning:**

Group activities fostered collaboration, problem-solving, and communication, which are vital skills in the marketing industry.

**Industry Insights:**

Dr. Bawaji shared the latest trends and strategies in the marketing field, giving students practical insights and actionable strategies.

**Networking Opportunities:**

The workshop provided a platform for students to network with peers and the industry expert, enhancing their professional connections.



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DIMR students and staff attending session



DIMR Students working on given tasks



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Dr. Bawaji and students during session



Dr. Mohammed Bawaji with DIMR Staff & Students

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**Appreciation Letter**

Date: 21/06/2023

To,  
Dr, Mohammad Bawaji

Dear Dr, Mohammad Bawaji,

On behalf of DIMR, we would like to extend our sincere gratitude for your outstanding contribution as a speaker at our recent event.

Your presentation on Marketing Masterclass on 21/06/2023 was incredibly informative and engaging. Your expertise and insights provided invaluable knowledge to our students and faculty members present at the event. The depth of your knowledge and the clarity with which you presented made a significant impact on everyone who attended.

We have received overwhelming positive feedback about your presentation, and it is clear that your contribution helped to make the event a great success. Your willingness to share your expertise and engage with our audience exemplifies your dedication to your respective field.

Once again, thank you for taking the time to speak at our event and for sharing your expertise with us. We hope to have the opportunity to collaborate with you again in the future.

  
**Dr. Sajid Alvi,**  
**Director**



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**Topic: - Workshop on Marketing Masterclass**

**Guest Name: Dr. Mohammed Bawaji**

**Date: 21-06-2023**

**List of Participants (II Year) AY- 2022-2023**

Sr. No.	Name
1	SALVE ABHAYSINH YUGANAND
2	KADAM DNYANESH MADHUKAR
3	SURYAWANSHI JOSPIN SUDHAKAR
4	MORE MEGHRAJ ANANTRAO
5	NANDINI BHAGWAT JAGDHANE
6	VIJAY KUMAR
7	BHANDARI RUNJUN ALOK
8	VANAM KALYANI RAMESH
9	SAURABH PRAMOD TAWALE
10	DHUMAL VARSHA VIKRAM
11	SURABHI AVINASH PRASAD
12	BHUSHAN SURYAKANT GANGAWANE
13	SWAPNIL ANIL CHORMALE
14	AMOL DATTATRAYA DHAYGUDE
15	VIBHUTE APURVA SANJAY
16	PALLEWAD SHIDHESHWAR NARAYAN
17	KASABE RUPESH BHIMRAO
18	KAMBLE ROHAN VASANTRAO
19	MOHINI HANUMANT SONAWANE
20	ADSUL ANIKET NARESH



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21	ANDE VINAYAK RAJARAM
22	KOTHIMBIRE KIRAN RAMESH
23	GIRI AKASH RAVINDRA
24	RUTUPARNA HEMANT KAMBLE
25	PATIL SWARANJLI RAVINDRA



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**Topic: - Workshop on Marketing Masterclass**

**Guest Name: Dr. Mohammed Bawaji**

**Date: 21-06-2023**

**List of Participants (I Year) AY- 2022-2023**

Sr. No.	Name
1	GADHE PRATIKSHA SAHEBRAO
2	SOHEL ASHPAK PATHAN
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9	MANISH MANIKRAO SHINDE
10	SULBHA RAVINDRA SALVE
11	AKASH SUBHASHRAO DESHMUKH
12	RAHUL RAMESH SASANE
13	VISHNU YAMAJI LAGAD
14	KAVITA SAMBHAJI SONAVANE
15	ANKUSH UDHAV GUTTE
16	VASUDEV SHIVAJI MURTDKAR
17	LAXMI KALAPPA BAMNE
18	ASHISH BALASAHEB SHINDE
19	SHRUTI SUNIL ROKADE
20	SURAJ SUBHASH EKARE



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21	SUSHMITA SANJAY TARU
22	PRAVIN ASHOK SALVE
23	KUDALE KIRAN DNYANESHWAR



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**Invitation Letter**

Date: 12/06/2023

To  
Mr, Pankaj Mathkar  
Subject: Invitation to BSE IPF Capital Market

Dear Pankaj Mathkar,

We hope this message finds you well. On behalf of DIMR, we are pleased to extend our invitation to you for our upcoming **BSE IPF Capital Market**.

**Event Details:**

- **Date:** 17/06/2023
- **Time:** 11 am
- **Venue:** DIMR Seminar Hall

The seminar on BSE IPF Capital Market aims to fostering innovation, educating aspiring entrepreneurs, etc.

We believe that your expertise and insights would greatly benefit our participants. Therefore, we would be honored if you could join us as a speaker for this event.

Please let us know at your earliest convenience if you would be available to speak at the coming event.

Thank you for considering our invitation. We look forward to your positive response.

  
**Dr. Sajid Alvi,**  
**Director**



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**Notice  
Guest Session on BSE IPF Capital Market**

Date: 14th June 2023

Dear Students,

We are pleased to announce an enlightening guest session on 'BSE IPF Capital Market' conducted by Mr. Pankaj Mathkar, a finance industry expert. This session will provide a comprehensive understanding of the capital market, various investment products, the power of compounding, and asset classes.

Date: 17th June 2023

Time: 11:00 AM

Venue: DIMR Seminar Hall

**Guest Speaker:** Mr. Pankaj Mathkar, Finance Industry Expert


About the Session:

Mr. Mathkar will cover various financial products available at BSE and discuss the DO's & DON'TS for investors. The session will include engaging activities such as general knowledge questions and financial quizzes, concluding with a discussion on the equity derivatives segment. Join us for this informative and educative session to enhance your knowledge and become industry-ready.



  
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**Guest Session on BSE IPF Capital Market**

Date: 17th June 2023

Time: 11:00 AM

Venue: DIMR Seminar Hall

**Guest Speaker:** Mr. Pankaj Mathkar, Finance Industry Expert



Director Dr. Sajid Alvi felicitating Mr. Pankaj Mathkar



  
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**Objectives:**

- To provide students with a foundational understanding of the capital market and various investment products.
- To educate students on the power of compounding and different asset classes.
- To familiarize students with the financial products available at BSE and important investment guidelines.

**Event Description:**

DIMR organized an enlightening guest session on 'BSE IPF Capital Market' conducted by Mr. Pankaj Mathkar, a renowned finance industry expert. The session aimed to provide MBA students with a comprehensive understanding of the capital market, various investment products, and the power of compounding. Mr. Mathkar also discussed various financial products available at BSE and emphasized the DO's & DON'TS for investors.

Throughout the seminar, Mr. Mathkar engaged students with general knowledge questions and financial quizzes, making the session interactive and informative. The session concluded with a brief discussion on the equity derivatives segment, providing students with valuable insights into advanced financial instruments.

**Key Learning Outcomes:**

**Foundational Knowledge:**

Students gained a solid understanding of the capital market, different investment products, and the power of compounding.

**Investment Products:**

The session provided detailed information on various financial products available at BSE, helping students to identify suitable investment opportunities.

**Investor Guidelines:**

Students learned about the important DO's & DON'TS for investors, enhancing their investment decision-making skills.

**Interactive Learning:**

The inclusion of general knowledge questions and financial quizzes made the session engaging and reinforced learning through practical examples.

**Advanced Financial Instruments:**

The discussion on the equity derivatives segment provided students with insights into more complex financial instruments, broadening their understanding of the financial market.



  
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Mr. Pankaj Mathkar during session



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Mr. Pankaj Mathkar with DIMR Staff & Students



*[Signature]*  
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**Appreciation Letter**

Date: 17/06/2023

To,  
Mr, Pankaj Mathkar

Dear Pankaj Mathkar,

On behalf of DIMR, we would like to extend our sincere gratitude for your outstanding contribution as a speaker at our recent event.

Your presentation on BSE IPF Capital Market on 17/06/2023 was incredibly informative and engaging. Your expertise and insights provided invaluable knowledge to our students and faculty members present at the event. The depth of your knowledge and the clarity with which you presented made a significant impact on everyone who attended.

We have received overwhelming positive feedback about your presentation, and it is clear that your contribution helped to make the event a great success. Your willingness to share your expertise and engage with our audience exemplifies your dedication to your respective field.

Once again, thank you for taking the time to speak at our event and for sharing your expertise with us. We hope to have the opportunity to collaborate with you again in the future.

**Dr. Sajid Alvi,  
Director**



SKP Campus, Baner, Balewadi, Pune - 411 045 INDIA  
7767800401 - 10 ✉ director@dimr.edu.in 🌐 www.dimr.edu.in

Director  
Dnyansagar Institute of Management and  
Research  
Balewadi, Pune-411045



**SHRI KHANDERAI PRATISHTHAN'S  
DNYANSAGAR INSTITUTE OF MANAGEMENT & RESEARCH**

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(AISHE Code : C - 41293, PUN Code - IMMP014030)



**Topic: - Seminar on 'BSE IPF Capital Market'**

**Guest Name: Mr. Pankaj Mathkar**

**Date: 17-06-2023**

**List of Participants (II Year) AY- 2022-2023**

Sr. No.	Name
1	SALVE ABHAYSINH YUGANAND
2	KADAM DNYANESH MADHUKAR
3	SURYAWANSHI JOSPIN SUDHAKAR
4	MORE MEGHRAJ ANANTRAO
5	NANDINI BHAGWAT JAGDHANE
6	VIJAY KUMAR
7	BHANDARI RUNJUN ALOK
8	VANAM KALYANI RAMESH
9	SAURABH PRAMOD TAWALE
10	DHUMAL VARSHA VIKRAM
11	SURABHI AVINASH PRASAD
12	BHUSHAN SURYAKANT GANGAWANE
13	SWAPNIL ANIL CHORMALE
14	AMOL DATTATRAYA DHAYGUDE
15	VIBHUTE APURVA SANJAY
16	PALLEWAD SHIDHESHWAR NARAYAN
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Seminar on 'BSE IPF Capital Market'

Guest Name: Mr. Pankaj Mathkar

Date: 17-06-2023

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16	BORSE ABHIJEET DASHARATH
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19	PRITAM VIKAS SAPKE
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**Notice**

**'Entrepreneurial bazar'**

We are excited to invite you to **Entrepreneurial bazar**. We have organized a lineup of inspiring speaker who will share their insights and experiences.

**Event Name: Entrepreneurial bazar.**

**Day & Date: 03/06/2023**

**Venue: DIMR DIMR Campus, Balewadi**



  
**Dr. Sajid Alvi**  
**Director**

  
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**Workshop  
On  
"ENTREPRENEURIAL BAZAR"**

Event name: Entrepreneurial bazar

Event type: Workshop

Day & Date: Saturday, 3<sup>rd</sup> June 2023

Venue: DIMR Campus, Balewadi



DIMR students in Entrepreneurial bazar



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**Objectives of the Event:**

- To imbibe the entrepreneurial skills in management students.
- To give hands on experience of handling business.

**Event Description:**

Entrepreneurial Bazaar was organized to imbibe and boost up skills sets in management students at DIMR campus.

The event was organized on 3<sup>rd</sup> June at DIMR campus. Where management students participated and conducted activities related to entrepreneurship.

This event was helpful for management students for learning managerial skills as well as entrepreneurial skills. The budding entrepreneurs and managers got a good platform to show case their skills through this event.

**Learning Outcome:**

- Students acquired a knowledge about entrepreneurial skills, leadership skills etc.
- Students got practical knowledge.



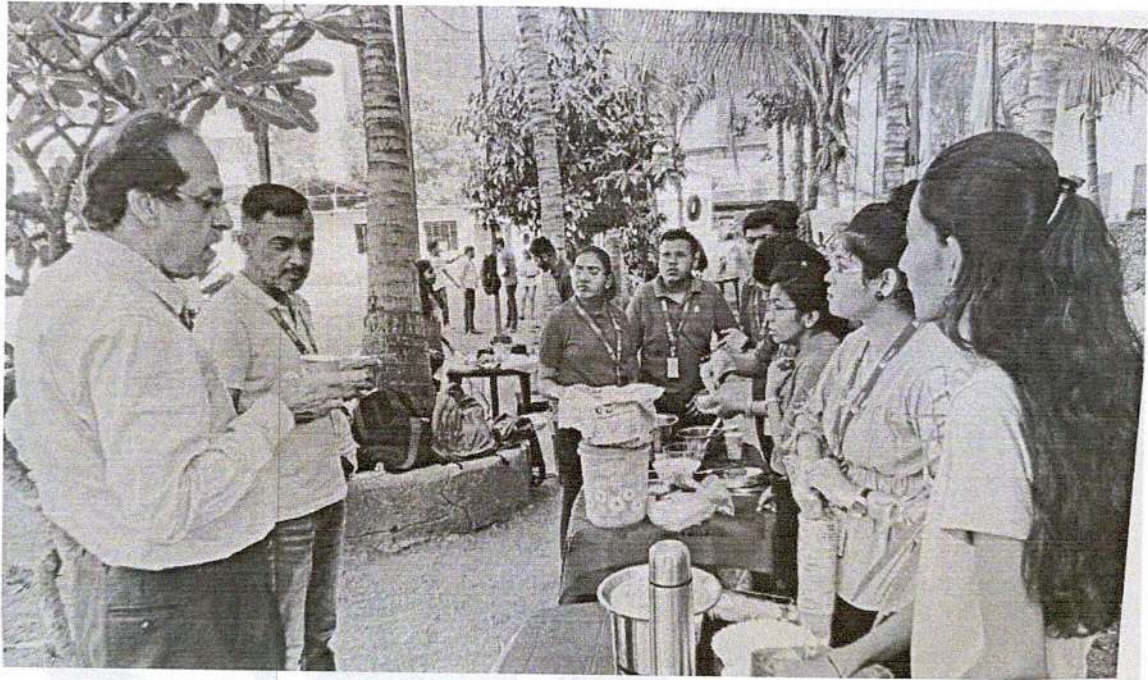
  
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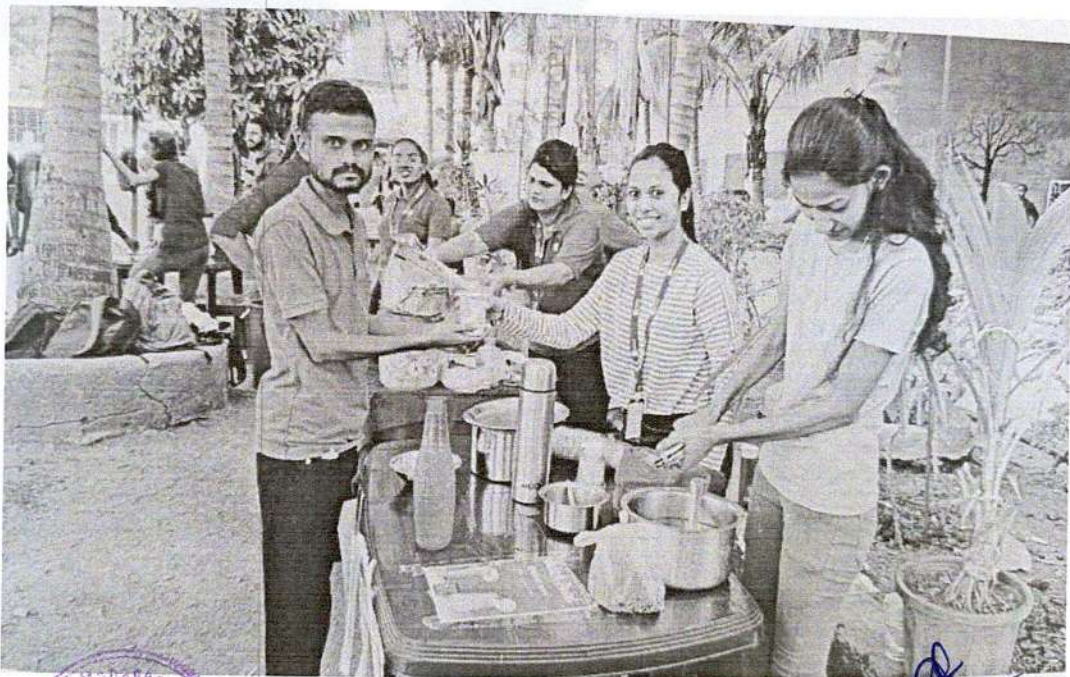


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Moments in Entrepreneurial bazar



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**Topic: - Entrepreneurship Bazaar**

**Date: 03/6/2023**

**List of Participants (II Year) AY- 2022-2023**

Sr. No.	Name
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2	KADAM DNYANESH MADHUKAR
3	SURYAWANSHI JOSPIN SUDHAKAR
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18	KAMBLE ROHAN VASANTRAO
19	MOHINI HANUMANT SONAWANE
20	ADSUL ANIKET NARESH
21	ANDE VINAYAK RAJARAM
22	KOTHIMBIRE KIRAN RAMESH



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**Topic: - Entrepreneurship Bazaar**

**Date: 03/6/2023**

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**Invitation Letter**

Date: 05/06/2023

To  
Mr. Amod Markale  
Subject: Invitation to Workshop on Unlock the Power of Case study Analysis

Dear Amod Markale

We hope this message finds you well. On behalf of DIMR, we are pleased to extend our invitation to you for our upcoming **Unlock the Power of Case study Analysis** session.

**Event Details:**

- **Date:** 16/06/2023
- **Time:** 11:30 am
- **Venue:** DIMR Seminar Hall

We believe that your expertise and insights would greatly benefit our participants. Therefore, we would be honored if you could join us as a speaker for this event.

Please let us know at your earliest convenience if you would be available to speak at the Bootcamp.

Thank you for considering our invitation. We look forward to your positive response.



  
**Dr. Sajid Alvi,**  
**Director**

  
**Director**  
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**Notice**

**Unlock the Power of Case Study Analysis**

We are excited to invite you to Workshop. We have organized a lineup of inspiring speaker who will share their insights and experiences.

**Event Name: Unlock The Power Of Case Study Analysis.**

**Day & Date: 16-06-2023**

**Venue: DIMR Seminar Hall**

Our distinguished speaker Dr. Amod Markale, who is expert and leader in their respective fields. This event is a fantastic opportunity for you to gain valuable knowledge and connect with industry professionals. We encourage all students to attend and be a part of this event.

**Dr. Sajid Alvi**

**Director**



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Balewadi, Pune

WORKSHOP ON  
**UNLOCK THE POWER OF CASE STUDY ANALYSIS**

**Resource Person**



**Dr. Amod Markale** (Professor)

**DAY & DATE : Friday 16th June | TIME : 10 am onwards**

**Venue: DIMR Seminar Hall**

Don't miss this opportunity to sharpen your analytical skills and broaden your understanding of business scenarios.



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**Workshop on "Unlock the power of case study"**

**Event name:** Unlock the power of case study

**Event type:** Workshop

**Day & Date:** Friday, 16<sup>th</sup> June 2023

**Venue:** Seminar Hall, DIMR

**Speaker:** Dr. Amod Markale



**Director Dr. Sajid Alvi Felicitating Dr. Amod Markale**



*Sajid Alvi*  
Director  
Dnyansagar Institute of Management and  
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**Objectives of the Event:**

- To learn the techniques of solving case study.
- To know the real world business challenges through case study.

**Event Description:**

DIMR conducted case study workshop 'Unlock the Power of Case Study' on 16th June 2023. Dr. Amod Markale, Resource person gave the insights to students how to approach the case solving. The workshop offered the comprehensions to the students engage in real world business challenges, honed their critical thinking and decision making skills and crafted innovative solutions.

**Learning Outcome:**

- Students learnt the fundamentals of solving case study.
- Students also learn the relevance of real world scenario with the help of case study.



*[Signature]*  
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**DIMR Students engrossed in session**



  
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**Dr. Amod Markale with Faculty Members of DIMR**



*Director*  
Dnyansagar Institute of Management and  
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**Appreciation Letter**

16/06/2023

To,  
Mr. Amod Markale,

Dear Amod Markale,

On behalf of DIMR, we would like to extend our sincere gratitude for your outstanding contribution as a speaker at our recent event.

Your presentation on Workshop on Unlock the Power of Case study Analysis on 16/06/2023 was incredibly informative and engaging. Your expertise and insights provided invaluable knowledge to our students and faculty members present at the event. The depth of your knowledge and the clarity with which you presented made a significant impact on everyone who attended.

We have received overwhelming positive feedback about your presentation, and it is clear that your contribution helped to make the event a great success. Your willingness to share your expertise and engage with our audience exemplifies your dedication to your respective field.

Once again, thank you for taking the time to speak at our event and for sharing your expertise with us. We hope to have the opportunity to collaborate with you again in the future.



**Dr. Sajid Alvi**  
**Director**

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**Topic: - Workshop On-Unlock the Power of Case Study Analysis**

**Guest Speaker- Dr. Amod Markale**

**Date: 16-06-2023**

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21	ANDE VINAYAK RAJARAM
22	KOTHIMBIRE KIRAN RAMESH
23	GIRI AKASH RAVINDRA
24	RUTUPARNA HEMANT KAMBLE
25	PATIL SWARANJLI RAVINDRA
26	IVARE APARNA ANKUSH
27	DAHARE SHIVLAL BANJARI
28	DHUMALE VIJAY BHOJAJI
29	JAGTAP SUJIT BABANRAO
30	KSHIRSAGAR VISHAL SANJAY
31	PRASHANT ANNASAHEB WAKCHAURE
32	MAHAPURE MAYURI BHANUDAS
33	WATTAMWAR VIJAYALAXMI RAMESHRAO
34	SHEIKH ABDULNAJIL ABDULRAUF
35	KASABE SANDIP SAMBHAJI
36	QURESHI JAVED ABDUL RAHMAN
37	DONGARE PARMESHWAR KAMALAKAR
38	PRIYANKA POPAT SHELAR
39	AKSHATA SITARAM INGAWALE
40	GAIKWAD AAKANSHA DATTAJIRAO
41	JADHAV SNEHA GULAB
42	BHOSALE VIJAY SURAYKANT
43	THORAT ASHWINI DNYANESHWAR
44	MANE PRANIT RAJARAM
45	VILAS BHAGWAN MORE
46	BENDRE DHANANJAY MAHESH



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47	SHEREKAR SAPNA GAJANAN
48	ADITYA BHASKAR PATIL
49	MAHANOR ASMITA RAJENDRA
50	BAMBERE MANALI BABAN
51	VISHWAKARMA DEEPAK MACHINDRA
52	MANGADE VAISHNAVI VISHNU
53	AWASARE AYUSH UMESH
54	KHUSHBU THORAT
55	ABHISHEK VINAYAK KAJALE
56	RATHOD RANI KASHINATH
57	THORAT PALLAVI VIJAY
58	SALVE PALLAVI SURESH



  
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**Topic: - Workshop On-Unlock the Power of Case Study Analysis**

**Guest Speaker- Dr. Amod Markale**

**Date: 16-06-2023**

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30	DHOBALE PRAKASH ROHIDAS
31	JADHAO VANITA ANANDA
32	PANTAWANE ASHWINI BABULAL
33	GUJAR PRATHAMESH PARAG
34	GHATE RAHUL ARUN
35	GAVHANE LAKHAN VITTHAL
36	SAINDANE SACHIN ROHIDAS
37	MESHARAM AACHAL PARMANAND
38	KHARAD RITESH SANTOSH
39	MAHIMA RAMDAS UGALE
40	DURGE PRATIK KAMALAKAR
41	DHOKE AMISHA RAJU
42	KADAM SHITAL RAMCHANDRA



  
**Director**  
Dnyansagar Institute of Management and  
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Balewadi, Pune-411045

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(AISHE Code : C - 41293, PUN Code - IMMP014030)



**Invitation Letter**

Date: 05/05/2023

To  
Mr. Raghavan Iyengar  
Subject: Invitation to Workshop on Start-Up Entrepreneur Development Skill

Dear Raghavan Iyengar

We hope this message finds you well. On behalf of DIMR, we are pleased to extend our invitation to you for our upcoming **Start-Up Entrepreneur Development Skill** session.

**Event Details:**

- **Date:** 13/05/2023
- **Time:** 11:30 am
- **Venue:** DIMR Seminar Hall

We believe that your expertise and insights would greatly benefit our participants. Therefore, we would be honored if you could join us as a speaker for this event.

Please let us know at your earliest convenience if you would be available to speak at the Bootcamp.

Thank you for considering our invitation. We look forward to your positive response.

  
**Dr. Sajid Alvi,**  
**Director**



  
**Director**  
Dnyansagar Institute of Management and  
Research  
Balewadi, Pune-411045

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## Notice

### Startup Entrepreneur Development Skill

We are excited to invite you to Workshop. We have organized a lineup of inspiring speaker who will share their insights and experiences.

**Event Name: Startup Entrepreneur Development Skill**

**Day & Date: 13-05-2023**

**Venue: DIMR Seminar Hall**

Our distinguished speaker Mr. Raghavan Iyengar, who is expert and leader in their respective fields.

This event is a fantastic opportunity for you to gain valuable knowledge and connect with industry professionals. We encourage all students to attend and be a part of this event.



  
**Dr. Sajid Alvi**

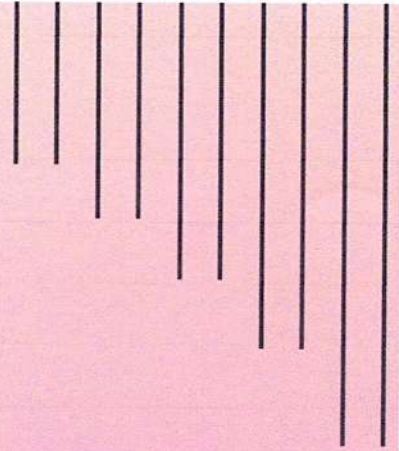
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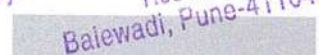


**Workshop on  
Start-up  
entrepreneur  
development  
skills  
Speaker-  
Raghavan  
Iyengar  
Date: 15/05/2023**



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**Workshop  
On  
Start-up entrepreneur development skills**

**Event name:** Start-up entrepreneur development skills

**Event type:** Workshop

**Day & Date:** 13<sup>th</sup> May 2023

**Venue:** Seminar hall

**Speaker:** Raghavan Iyengar



DIMR Staff and student during event



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**Objectives of the event:**

- Equip participants to identify and evaluate potential business opportunities.
- Develop a strong understanding of essential business concepts like market research, financial planning & legal structures.
- Foster critical thinking skills to analyze market trends, competition and potential risks.

**Event description:**

Dr. Raghavan Iyengar has worked in corporate for around 20 years in the banking industry. He is a corporate trainer and motivator from last 15 years, he is conducting workshops pan INDIA. He conducted a workshop at DIMR on the topic "Start-up Entrepreneur development skills".

**Learning outcome:**

- Effectively lead and motivate a start-up team to achieve common goals.
- Manage uncertainty and make sound decisions in a dynamic and fast-paced startup environment.



*[Signature]*  
Director  
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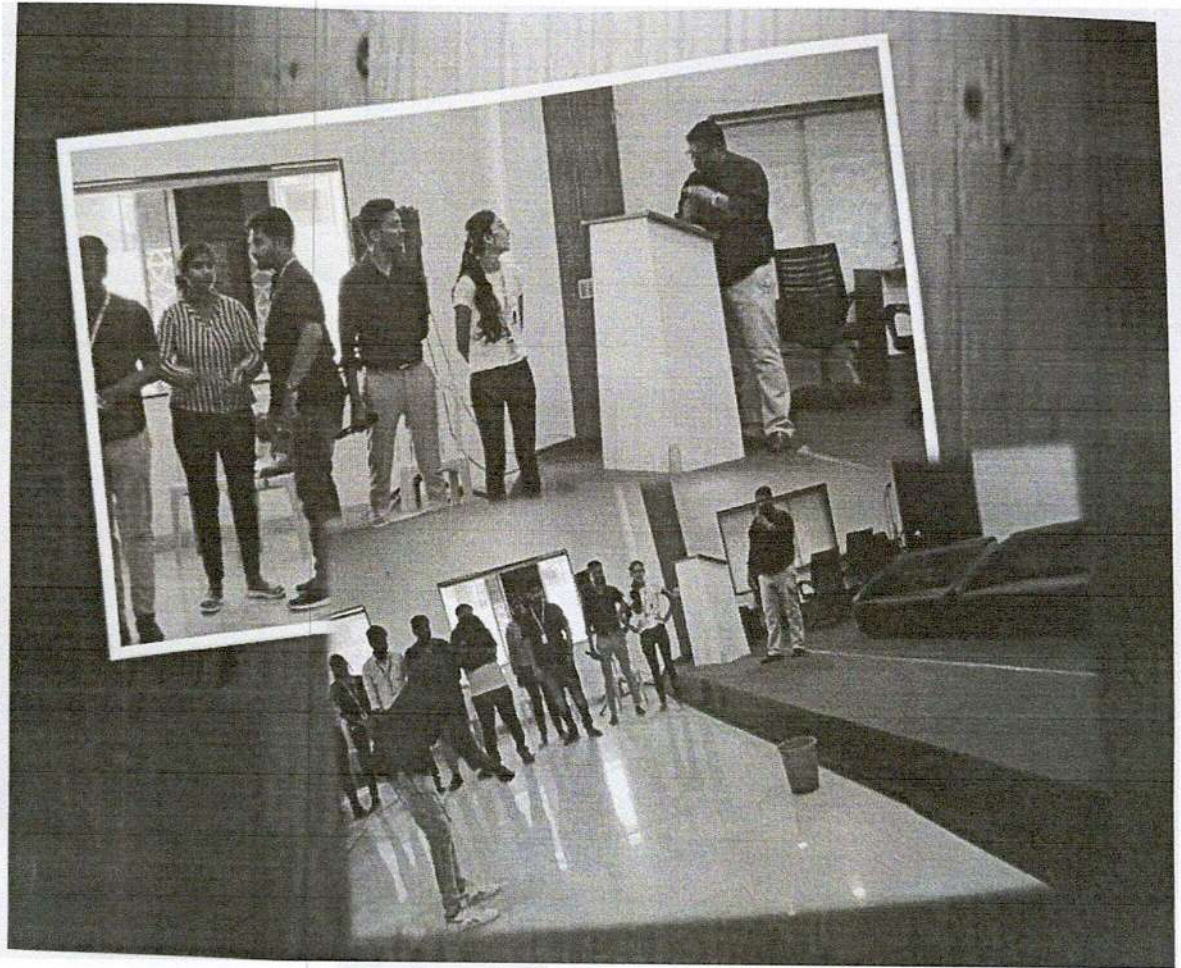






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Moments during event



*[Signature]*  
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**Appreciation Letter**

13/05/2023

To,  
Mr. Raghavan Iyengar,

Dear Raghavan Iyengar,

On behalf of DIMR, we would like to extend our sincere gratitude for your outstanding contribution as a speaker at our recent event.

Your presentation on Workshop on Start-Up Entrepreneur Development Skill on 13/05/2023 was incredibly informative and engaging. Your expertise and insights provided invaluable knowledge to our students and faculty members present at the event. The depth of your knowledge and the clarity with which you presented made a significant impact on everyone who attended.

We have received overwhelming positive feedback about your presentation, and it is clear that your contribution helped to make the event a great success. Your willingness to share your expertise and engage with our audience exemplifies your dedication to your respective field.

Once again, thank you for taking the time to speak at our event and for sharing your expertise with us. We hope to have the opportunity to collaborate with you again in the future.



  
**Dr. Sajid Alvi**  
**Director**

  
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**Topic: - Workshop on Start Up Entrepreneur Development Skill**

**Guest Speaker- Raghavan Iyengar**

**Date: 13-05-2023**

**List of Participants (II Year) AY- 2022-2023**

Sr. No.	Name
1	SALVE ABHAYSINH YUGANAND
2	KADAM DNYANESH MADHUKAR
3	SURYAWANSHI JOSPIN SUDHAKAR
4	MORE MEGHRAJ ANANTRAO
5	NANDINI BHAGWAT JAGDHANE
6	VIJAY KUMAR
7	BHANDARI RUNJUN ALOK
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10	DHUMAL VARSHA VIKRAM
11	SURABHI AVINASH PRASAD
12	BHUSHAN SURYAKANT GANGAWANE
13	SWAPNIL ANIL CHORMALE
14	AMOL DATTATRAYA DHAYGUDE
15	VIBHUTE APURVA SANJAY
16	PALLEWAD SHIDHESHWAR NARAYAN
17	KASABE RUPESH BHIMRAO
18	KAMBLE ROHAN VASANTRAO
19	MOHINI HANUMANT SONAWANE
20	ADSUL ANIKET NARESH
21	ANDE VINAYAK RAJARAM



*[Signature]*  
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22	KOTHIMBIRE KIRAN RAMESH
23	GIRI AKASH RAVINDRA
24	RUTUPARNA HEMANT KAMBLE
25	PATIL SWARANJLI RAVINDRA
26	IVARE APARNA ANKUSH
27	DAHARE SHIVLAL BANJARI
28	DHUMALE VIJAY BHOJAJI
29	JAGTAP SUJIT BABANRAO
30	KSHIRSAGAR VISHAL SANJAY
31	PRASHANT ANNASAHEB WAKCHAURE
32	MAHAPURE MAYURI BHANUDAS
33	WATTAMWAR VIJAYALAXMI RAMESHRAO



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**Topic: - Workshop on Start Up Entrepreneur Development Skill**

**Guest Speaker- Raghavan Iyengar**

**Date: 13-05-2023**

**List of Participants (I Year) AY- 2022-2023**

Sr. No.	Name
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3	ARANE AMIT RAMESH
4	PATIL PRACHI CHANDRAKANT
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21	BHADKUMBE AKASH VINOD
22	DIPAK PRAKASH PATIL
23	JADHAV BHOOMIKA PURUSHOTTAM
24	THORAT SWAPNIL VASANT
25	SHRADHA RAMESH DHUMAL
26	ASHISH SHASHANK KADAM
27	GAIKWAD KHUSHI KISHOR
28	MOTE VAIBHAV NARAYAN
29	BHALERAO ABHIJEET ASHOK



  
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**Invitation Letter**

Date: 22/03/2023

To  
Mr. Narendra Pisal  
Subject: Invitation to Entrepreneurial Opportunities in Agri Business

Dear Narendra Pisal

We hope this message finds you well. On behalf of DIMR, we are pleased to extend our invitation to you for our upcoming **Entrepreneurial Opportunities in Agri Business** session.

**Event Details:**

- **Date:** 28/03/2023
- **Time:** 11:30 am
- **Venue:** DIMR Seminar Hall

We believe that your expertise and insights would greatly benefit our participants. Therefore, we would be honored if you could join us as a speaker for this event.

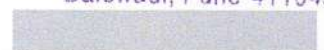
Please let us know at your earliest convenience if you would be available to speak at the Bootcamp.

Thank you for considering our invitation. We look forward to your positive response.



  
**Dr. Sajid Alvi,**  
**Director**

  
**Director**  
Dnyansagar Institute of Management and  
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**Notice**

**Entrepreneur opportunities in agriculture**

We are excited to invite you to Entrepreneur opportunities in agriculture. We have organized a lineup of inspiring speaker who will share their insights and experiences.

**Event Name: Entrepreneur opportunities in agriculture**

**Day & Date: 28/03/2022**

**Venue: DIMR Seminar Hall**

Our distinguished speaker Mr. Narendra Pisal, who is expert and leader in their respective fields. He will cover a range of topics, providing valuable perspectives on PPO.

This event is a fantastic opportunity for you to gain valuable knowledge and connect with industry professionals. We encourage all students to attend and be a part of this event.



  
**Dr. Sajid Alvi**  
**Director**

  
Dnyansagar Institute of Management and  
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## Seminar on "Entrepreneur Opportunities in Agriculture."

**Speaker- Mr. Narendra Pisal**  
**Date: 28th March, 2023**

**In association  
with:**



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**Seminar on "Entrepreneur Opportunities in Agriculture"**

**Event name:** Entrepreneur opportunities in agriculture

**Event type:** Seminar.

**Day & date:** Tuesday, 28<sup>th</sup> March, 2023

**Venue:** Seminar hall

**Speaker:** Mr. Narendra Pisal.

**Collaboration:** Kshetrik Agro Business Pvt. Ltd.



**Mr. Narendra in the session with DIMR students**



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### Objectives of the event:

To study the possibilities & potential of agriculture business and to promote ideas of entrepreneurship in agriculture sector.

### Event description:

Mr. Narendra shared his ideas and vision on agriculture, as India is an agricultural nation. As the leading sector in terms of employment and contributing over **16 percent** to the country's GDP, agriculture in India is responsible for the livelihoods of millions. Love the land and have a head for business? Be the future of agriculture! Turn your passion into profit by starting your own venture. Ag entrepreneurship combines fresh ideas with age-old practices, feeding a growing world and building a rewarding career. It's your chance to innovate, grow, and be your own boss!

i) Subsistence farming:

The majority of farmers in India practice subsistence farming- farming for their consumption. The entire production is largely consumed by the farmers and their families and they do not have any surplus to sell in the market.

ii) Intensive and Extensive farming

The basic difference between these two types of farming is the amount of production per unit of land. In comparison with temperate areas of the USA, Canada, India do not practice extensive cultivation.

iii) Commercial farming

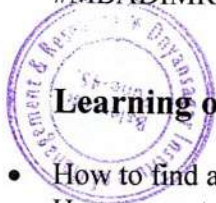
It is just the opposite of subsistence farming as most of the produce is sold in the market for earning money. In this system, farmers use inputs like irrigation, chemical fertilizers, insecticides, pesticides, High Yielding Varieties of seeds, etc.

iv) Plantation Farming:

In this type, a single cash crop is grown for sale in national and international markets. This type of agriculture involves the growing and processing of a single cash crop purely meant for sale.

All these points were shared by our passionate speaker.

#MBADIMR #Agriculture #Agripreneur



### Learning outcome:

- How to find a competitive in this growing market.
- How to create value for agriculture based products.

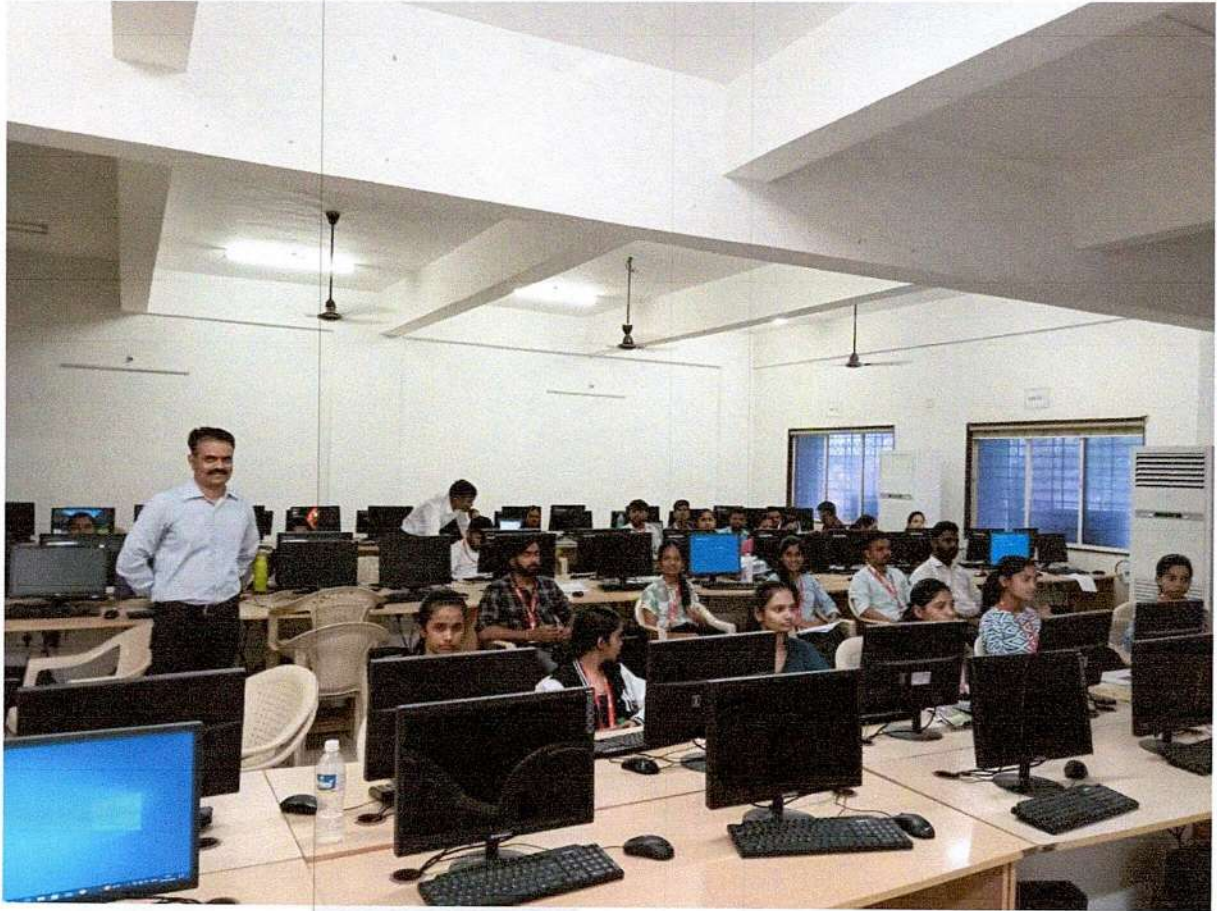
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Moments during session



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**Appreciation Letter**

28/03/2023

To,  
Mr. Narendra Pisal,

Dear Narendra Pisal,

On behalf of DIMR, we would like to extend our sincere gratitude for your outstanding contribution as a speaker at our recent event.


Your presentation on Entrepreneurial Opportunities in Agri Business on 28/03/2023 was incredibly informative and engaging. Your expertise and insights provided invaluable knowledge to our students and faculty members present at the event. The depth of your knowledge and the clarity with which you presented made a significant impact on everyone who attended.

We have received overwhelming positive feedback about your presentation, and it is clear that your contribution helped to make the event a great success. Your willingness to share your expertise and engage with our audience exemplifies your dedication to your respective field.

Once again, thank you for taking the time to speak at our event and for sharing your expertise with us. We hope to have the opportunity to collaborate with you again in the future.



  
**Dr. Sajid Alvi**  
**Director**

  
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**Topic: - Entrepreneurs opportunities in Agribusiness**

**Guest Speaker- Narendra Pisal**

**Date: 28-03-2023**

**List of Participants (II Year) AY- 2022-2023**

Sr. No.	Name
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2	KADAM DNYANESH MADHUKAR
3	SURYAWANSHI JOSPIN SUDHAKAR
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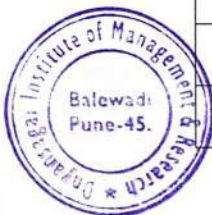
**Topic: - Entrepreneurs opportunities in Agribusiness**

**Guest Speaker- Narendra Pisal**

**Date: 28-03-2023**

**List of Participants (I Year) AY- 2022-2023**

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**Invitation Letter**

Date: 18/02/2023

To  
Ms. Harshita Dadhich  
Subject: Invitation to seminar on Entrepreneurship

Dear Ms, Harshita Dadhich,

We hope this message finds you well. On behalf of DIMR, we are pleased to extend our invitation to you for our upcoming **seminar on Entrepreneurship**.

**Event Details:**

- **Date:** 24/02/2023
- **Time:** 3 pm
- **Venue:** DIMR Seminar Hall

The seminar on Entrepreneurship aims to fostering innovation, educating aspiring entrepreneurs, etc.

We believe that your expertise and insights would greatly benefit our participants. Therefore, we would be honored if you could join us as a speaker for this event.

Please let us know at your earliest convenience if you would be available to speak at the coming event.

Thank you for considering our invitation. We look forward to your positive response.

  
**Dr. Sajid Alvi,**  
**Director**



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**Director**  
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Balewadi, Pune-411045







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(AISHE Code : C - 41293, PUN Code - IMMP014030)



**Notice  
Empowering Women Entrepreneurs**

Date: 21<sup>st</sup> February 2023

Dear Students,

Join us for an inspiring guest session with Ms. Harshita Dadhich, a young and successful entrepreneur, who has carved a niche for herself in the world of fashion and design with her line of designer diaries. Ms. Dadhich's journey from idea to execution is a testament to the power of vision, passion, and entrepreneurial spirit.

**Date:** 24th February 2023

**Time:** 3:00 PM

**Venue:** DIMR Library

**Guest Speaker:** Ms. Harshita Dadhich, Entrepreneur

**About the Session:**

Ms. Dadhich will share her entrepreneurial journey, insights, and valuable advice on starting and growing a successful business. Learn about the importance of vision, passion, market research, and customer feedback in entrepreneurship, and discover how to identify and seize market opportunities.

Don't miss this opportunity to gain inspiration and guidance from a successful woman entrepreneur. Join us at the guest session and unlock the secrets to entrepreneurial success.



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**Dr. Sajid Alvi**

**Director**  
Dnyansagar Institute of Management and  
Research  
Balewadi, Pune-411045



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**Empowering Women Entrepreneurs**

**Date:** 24th February 2023

**Time:** 3:00 PM

**Venue:** DIMR Library

**Guest Speaker:** Ms. Harshita Dadhich, Entrepreneur



Ms. Harshita Dadhich conducting session



*[Signature]*  
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Research  
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**Objectives:**

- To inspire and empower MBA students, especially women, to pursue entrepreneurship.
- To provide insights into the entrepreneurial journey and the importance of vision, passion, and market research.
- To offer practical guidance and advice for aspiring entrepreneurs in the industry.

**Event Description:**

DIMR organized a guest session titled "Empowering Women Entrepreneurs," featuring Ms. Harshita Dadhich, a successful entrepreneur known for her line of designer diaries. Ms. Dadhich shared her entrepreneurial journey, emphasizing the importance of vision, passion, market research, and customer feedback in starting and growing a business. She highlighted the challenges and opportunities she encountered along the way and provided valuable insights and advice for aspiring entrepreneurs, particularly MBA students.

**Key Learning Outcomes:**

**Vision and Passion:**

Students learned about the significance of having a clear vision and passion for entrepreneurship, as demonstrated by Ms. Dadhich's journey.

**Market Research and Customer Feedback:**

The session underscored the importance of market research and customer feedback in developing products and services that meet customer needs and preferences.

**Entrepreneurial Skills:**

Students gained insights into the entrepreneurial skills and mindset required to identify and seize market opportunities, take calculated risks, and navigate challenges in the business world.

**Inspiration and Empowerment:**

Ms. Dadhich's success story inspired and empowered students, especially women, to pursue their entrepreneurial dreams with confidence and determination.



  
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DIMR students going through designer diaries of Ms. Dadhich



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**Appreciation Letter**

Date: 24/02/2023

To,  
Ms, Harshita Dadhich

Dear Harshita Dadhich,

On behalf of DIMR, we would like to extend our sincere gratitude for your outstanding contribution as a speaker at our recent event.

Your presentation on Entrepreneurship on 24/02/2023 was incredibly informative and engaging. Your expertise and insights provided invaluable knowledge to our students and faculty members present at the event. The depth of your knowledge and the clarity with which you presented made a significant impact on everyone who attended.

We have received overwhelming positive feedback about your presentation, and it is clear that your contribution helped to make the event a great success. Your willingness to share your expertise and engage with our audience exemplifies your dedication to your respective field.

Once again, thank you for taking the time to speak at our event and for sharing your expertise with us. We hope to have the opportunity to collaborate with you again in the future.

**Dr. Sajid Alvi,  
Director**



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**Topic: - Seminar on ' Entrepreneurship'**

**Guest Speaker- Ms. Harshita Dadhich**

**Date: 24-02-2023**

**List of Participants (II Year) AY- 2022-2023**

Sr. No.	Name
1	SALVE ABHAYSINH YUGANAND
2	KADAM DNYANESH MADHUKAR
3	SURYAWANSHI JOSPIN SUDHAKAR
4	MORE MEGHRAJ ANANTRAO
5	NANDINI BHAGWAT JAGDHANE
6	VIJAY KUMAR
7	BHANDARI RUNJUN ALOK
8	VANAM KALYANI RAMESH
9	SAURABH PRAMOD TAWALE
10	DHUMAL VARSHA VIKRAM
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17	KASABE RUPESH BHIMRAO
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22	KOTHIMBIRE KIRAN RAMESH
23	GIRI AKASH RAVINDRA
24	RUTUPARNA HEMANT KAMBLE
25	PATIL SWARANJLI RAVINDRA



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**Topic: - Seminar on ' Entrepreneurship'**

**Guest Speaker- Ms. Harshita Dadhich**

**Date: 24-02-2023**

**List of Participants (I Year) AY- 2022-2023**

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3	ARANE AMIT RAMESH
4	PATIL PRACHI CHANDRAKANT
5	SIDDHIVINAYAK DNYANESHWAR SHINDE
6	DINESH EKNATH SHINKAR
7	PATIL AKSHATA RAMESH
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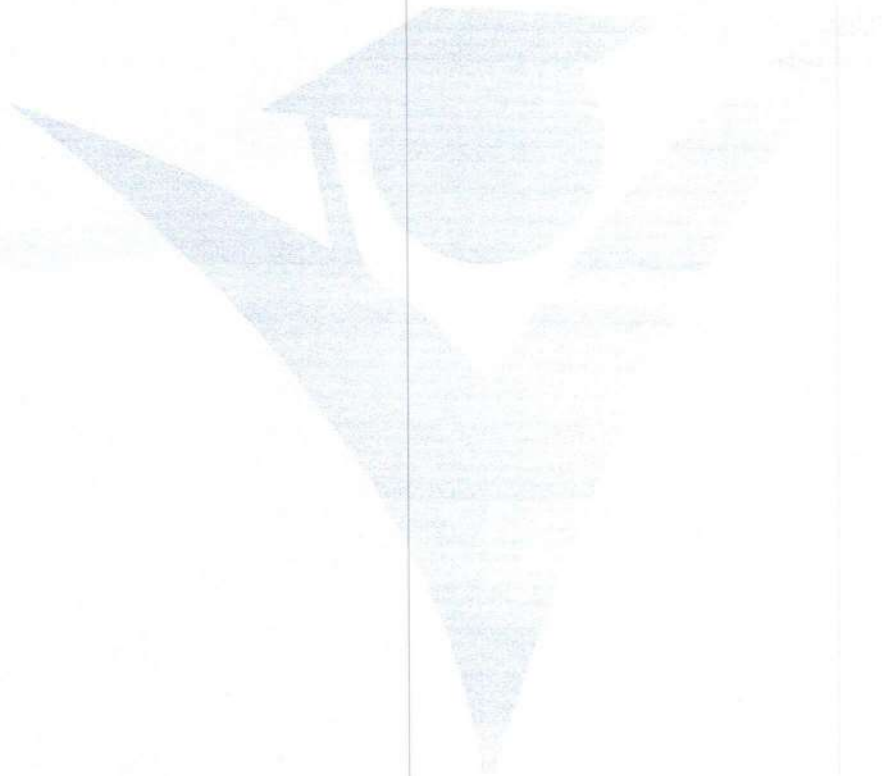


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*[Signature]*  
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**Invitation Letter**

Date: 14/02/2023

To  
Ms. Sambrita Das Banerjee  
Subject: Invitation to Understanding Risk to Succeed

Dear Ms, Sambrita Das Banerjee,

We hope this message finds you well. On behalf of DIMR, we are pleased to extend our invitation to you for our upcoming **Understanding Risk to Succeed**.

**Event Details:**

- **Date:** 18/02/2023
- **Time:** 3 pm
- **Venue:** DIMR Seminar Hall

The Understanding Risk to succeed aims to fostering innovation, educating aspiring entrepreneurs, etc.

We believe that your expertise and insights would greatly benefit our participants. Therefore, we would be honored if you could join us as a speaker for this event.

Please let us know at your earliest convenience if you would be available to speak at the coming event.

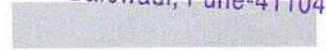
Thank you for considering our invitation. We look forward to your positive response.

**Dr. Sajid Alvi,  
Director**



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**Notice**

**Guest Session: Understanding Risk to Succeed**

Date: 12th February 2023

Dear Students,

We are pleased to inform you about a guest session titled "Understanding Risk to Succeed," organized by DIMR. The session will be conducted by Ms. Sambrita Das Banerjee, Project Manager at Philips India Limited. Ms. Banerjee will share valuable insights on navigating risks and achieving success in your professional journey.

**Date:** 18th February 2023

**Time:** 3 PM

**Venue:** Seminar Hall

**Guest Speaker:** Ms. Sambrita Das Banerjee, Project Manager, Philips India Limited

**About the Session:**

The guest session will focus on understanding the role of risk-taking in achieving success, particularly in the context of post-MBA career paths. Ms. Banerjee will discuss strategies for becoming a leader of your own story and leveraging intuition to make informed decisions. Additionally, she will emphasize the importance of identifying and addressing skill gaps to enhance professional growth.

Don't miss this opportunity to gain valuable insights from an industry expert. Join us at the guest session and unlock the keys to success in your career journey.



  
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**Dr. Sajid Alvi**  
**Director**



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**Guest Session: Understanding Risk to Succeed**

**Date:** 18th February 2023

**Time:** 3 PM

**Venue:** Seminar Hall

**Guest Speaker:** Ms. Sambrita Das Banerjee, Project Manager, Philips India Limited



Director Dr. Sajid Alvi felicitating Ms. Sambrita Das Banerjee



  
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**Objectives:**

- To provide students with insights into the role of risk-taking in achieving success.
- To empower students to become leaders of their own professional journey.
- To encourage students to listen to their intuition and identify skill gaps for personal development.

**Event Description:**

DIMR organized a guest session titled "Understanding Risk to Succeed," featuring Ms. Sambrita Das Banerjee, Project Manager at Philips India Limited, as the guest speaker. Ms. Banerjee shared her expertise and experiences, focusing on the importance of risk management in career advancement. During the session, she addressed various topics, including post-MBA career paths, leadership development, and intuition-based decision-making. Ms. Banerjee encouraged students to embrace risk-taking as a catalyst for personal and professional growth and emphasized the need to proactively identify and address skill gaps for success.

**Key Learning Outcomes:**

**Understanding of Risk Management:**

Students gained insights into the role of risk-taking in achieving success and the importance of managing risks effectively.

**Leadership Development:**

Ms. Banerjee's discussion on becoming a leader of one's own story inspired students to take ownership of their professional journey and strive for excellence.

**Intuition-Based Decision Making:**

Students learned the value of listening to their intuition and leveraging it to make informed decisions in their careers.

**Skill Gap Identification:**

The session prompted students to reflect on their skill sets and identify areas for improvement, fostering a proactive approach to personal development.

**Motivation and Inspiration:**

Ms. Banerjee's motivational address inspired students to embrace challenges, take calculated risks, and pursue their career aspirations with confidence and determination.



  
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Ms Sambrita Das Banerjee on Understanding Risk to Succeed



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**Appreciation Letter**

Date: 18/02/2023

To,  
Ms, Sambrita Das Banerjee

Dear Sambrita Das Banerjee,

On behalf of DIMR, we would like to extend our sincere gratitude for your outstanding contribution as a speaker at our recent event.

Your presentation on Understanding Risk to Succeed on 18/02/2023 was incredibly informative and engaging. Your expertise and insights provided invaluable knowledge to our students and faculty members present at the event. The depth of your knowledge and the clarity with which you presented made a significant impact on everyone who attended.

We have received overwhelming positive feedback about your presentation, and it is clear that your contribution helped to make the event a great success. Your willingness to share your expertise and engage with our audience exemplifies your dedication to your respective field.

Once again, thank you for taking the time to speak at our event and for sharing your expertise with us. We hope to have the opportunity to collaborate with you again in the future.

**Dr. Sajid Alvi,  
Director**



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**Topic: Seminar on 'Understanding Risk to Succeed'**

**Guest Speaker- Sambrita Das Banerjee**

**Date: 18-02-2023**

**List of Participants (II Year) AY- 2022-2023**

Sr. No.	Name
1	SALVE ABHAYSINH YUGANAND
2	KADAM DNYANESH MADHUKAR
3	SURYAWANSHI JOSPIN SUDHAKAR
4	MORE MEGHRAJ ANANTRAO
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22	KOTHIMBIRE KIRAN RAMESH
23	GIRI AKASH RAVINDRA
24	RUTUPARNA HEMANT KAMBLE



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**Topic: Seminar on 'Understanding Risk to Succeed'**

**Guest Speaker- Sambrita Das Banerjee**

**Date: 18-02-2023**

**List of Participants (I Year) AY- 2022-2023**

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22	DIPAK PRAKASH PATIL
23	JADHAV BHOOMIKA PURUSHOTTAM
24	THORAT SWAPNIL VASANT
25	SHRADHA RAMESH DHUMAL



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**Invitation Letter**

Date: 01/02/2023

To  
Mr. Santosh Rajan  
Subject: Invitation to Seminar on Career Opportunities in Banking & Finance

Dear Santosh Rajan

We hope this message finds you well. On behalf of DIMR, we are pleased to extend our invitation to you for our upcoming **Career Opportunities in Banking & Finance** session.

**Event Details:**

- **Date:** 04/02/2023
- **Time:** 11:30 am
- **Venue:** DIMR Seminar Hall

We believe that your expertise and insights would greatly benefit our participants. Therefore, we would be honored if you could join us as a speaker for this event.

Please let us know at your earliest convenience if you would be available to speak at the Bootcamp.

Thank you for considering our invitation. We look forward to your positive response.



  
**Dr. Sajid Alvi,**  
**Director**

  
Dnyansagar Institute of Management and  
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**Notice**

**Career Opportunities in Banking & Finance**

We are excited to invite you to Seminar. We have organized a lineup of inspiring speaker who will share their insights and experiences.

**Event Name: Career Opportunities in Banking & Finance**

**Day & Date: 04-02-2023**

**Venue: DIMR Seminar Hall**

Our distinguished speaker Mr. Santosh Rajan, Founder & Director, Bankers Den, who is expert and leader in their respective fields.

This event is a fantastic opportunity for you to gain valuable knowledge and connect with industry professionals. We encourage all students to attend and be a part of this event.



  
**Dr. Sajid Alvi**

**Director**  
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**Seminar on Career  
Opportunities in Banking  
& Finance.**

**Speaker- Mr. Santosh  
Rajan**

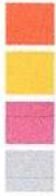
**Date: Saturday, 4th Feb  
2023**



  
**Director**  
Dnyansagar Institute of Management and  
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Balowadi, Pune-411045

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**Seminar**

**On**

**“CAREER OPPORTUNITIES IN BANKING & FINANCE”**

**Event name:** Career Opportunities in Banking & Finance.

**Event type:** Seminar.

**Day & date:** Saturday, 4<sup>th</sup> Feb 2023

**Venue:** Seminar hall

**Speaker:** Mr. Santosh Rajan, Founder & Director, Bankers Den.



**Mr. Santosh Rajan Addressing DIMR Students**



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**Objectives of the event:**

To know the importance of discipline to achieve the success.  
To know the required skills and qualities employer look for right candidate.

**Event description:**

Aspiration and guts lead you to success,” said our esteemed guest speaker Mr. Santosh Rajan. Mr. Santosh Rajan, Founder & Director, Bankers Den conducted a Guest Session on ‘Career Opportunities in Banking & Finance’ on 4th February 2023.

Mr. Rajan has served in the banking sector for over 22 years. He shared his experiences from his vast experience in the banking sector and guided students on the career opportunities in banking and finance.

During his talk Mr. Rajan covered following points:

- Stay updated with the current affairs
- Know your basic concepts well.
- Market yourself well in the interview
- Read case studies
- Learn to innovate
- He Suggested students not to be afraid of making mistake but to learn from the mistake.
- He also shed light on the qualities employer looks for in a candidate.
- Rejection is not the end of the world.
- Your dress code and your attitude is the gateway to success.
- He also guided students on the qualities students should look for in the employer.

**Learning outcome:**

Students acquired a knowledge about self-presentation in an interview.  
Students learnt about essential skills required for grabbing carrier opportunity.



*[Signature]*  
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**Mr. Santosh Rajan with DIMR Students and Faculty Members**



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**Appreciation Letter**

04/02/2023

To,  
Mr. Santosh Rajan,

Dear Santosh Rajan,

On behalf of DIMR, we would like to extend our sincere gratitude for your outstanding contribution as a speaker at our recent event.

Your presentation on Seminar on Career Opportunities in Banking & Finance on 04/02/2023 was incredibly informative and engaging. Your expertise and insights provided invaluable knowledge to our students and faculty members present at the event. The depth of your knowledge and the clarity with which you presented made a significant impact on everyone who attended.

We have received overwhelming positive feedback about your presentation, and it is clear that your contribution helped to make the event a great success. Your willingness to share your expertise and engage with our audience exemplifies your dedication to your respective field.

Once again, thank you for taking the time to speak at our event and for sharing your expertise with us. We hope to have the opportunity to collaborate with you again in the future.

**Dr. Sajid Alvi**  
Director



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Dnyansagar Institute of Management and  
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**Topic: Seminar on “Career Opportunities in Banking & Finance”**

**Guest Speaker- Mr. Santosh Rajan**

**Date: 04-02-2023**

**List of Participants (II Year) AY- 2022-2023**

Sr. No.	Name
1	SALVE ABHAYSINH YUGANAND
2	KADAM DNYANESH MADHUKAR
3	SURYAWANSHI JOSPIN SUDHAKAR
4	MORE MEGHRAJ ANANTRAO
5	NANDINI BHAGWAT JAGDHANE
6	VIJAY KUMAR
7	BHANDARI RUNJUN ALOK
8	VANAM KALYANI RAMESH
9	SAURABH PRAMOD TAWALE
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22	DIPAK PRAKASH PATIL
23	JADHAV BHOOMIKA PURUSHOTTAM
24	THORAT SWAPNIL VASANT
25	SHRADHA RAMESH DHUMAL
26	ASHISH SHASHANK KADAM
27	GAIKWAD KHUSHI KISHOR
28	MOTE VAIBHAV NARAYAN
29	BHALERAO ABHIJEET ASHOK
30	SINGH SHUBHAM SHAMBHU
31	DHOBALE PRAKASH ROHIDAS
32	JADHAO VANITA ANANDA
33	PANTAWANE ASHWINI BABULAL
34	GUJAR PRATHAMESH PARAG
35	GHATE RAHUL ARUN
36	GAVHANE LAKHAN VITTHAL



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**Topic: Seminar on "Career Opportunities in Banking & Finance"**

**Guest Speaker- Mr. Santosh Rajan**

**Date: 04-02-2023**

**List of Participants (I Year) AY- 2022-2023**

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2	SHINDE LALIT ARUN
3	ARANE AMIT RAMESH
4	PATIL PRACHI CHANDRAKANT
5	SIDDHIVINAYAK DNYANESHWAR SHINDE
6	DINESH EKNATH SHINKAR
7	PATIL AKSHATA RAMESH
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18	GAWALI VAIBHAV POPAT
19	PRITAM VIKAS SAPKE
20	PRIYANKA RAMCHANDRA DEOKULE
21	BHADKUMBE AKASH VINOD



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22	KOTHIMBIRE KIRAN RAMESH
23	GIRI AKASH RAVINDRA
24	RUTUPARNA HEMANT KAMBLE
25	PATIL SWARANJLI RAVINDRA
26	IVARE APARNA ANKUSH
27	DAHARE SHIVLAL BANJARI
28	DHUMALE VIJAY BHOJAJI
29	JAGTAP SUJIT BABANRAO
30	KSHIRSAGAR VISHAL SANJAY
31	PRASHANT ANNASAHEB WAKCHAURE
32	MAHAPURE MAYURI BHANUDAS
33	WATTAMWAR VIJAYALAXMI RAMESHRAO



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**Invitation Letter**

Date: 18/01/2023

To  
Mr Prashant Kadukar  
Subject: Seminar on Digital Marketing Scope, Opportunities & Future

Dear Prashant Kadukar

We hope this message finds you well. On behalf of DIMR, we are pleased to extend our invitation to you for our upcoming event on **Digital Marketing Scope, Opportunities & Future**.

**Event Details:**

- **Date:** 21/01/2023
- **Time:** 3 pm
- **Venue:** Seminar hall

The Digital Marketing Scope, Opportunities & Future aims to fostering innovation, educating aspiring entrepreneurs, etc.

We believe that your expertise and insights would greatly benefit our participants. Therefore, we would be honored if you could join us as a speaker for this event.

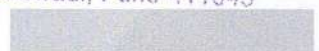
Please let us know at your earliest convenience if you would be available to speak at the coming event.

Thank you for considering our invitation. We look forward to your positive response.



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**Dr. Sajid Alvi,**  
Director  
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**Notice**

**Upcoming Guest Session on 'Digital Marketing Scope, Opportunities & Future'**

Date: 16<sup>th</sup> January 2023

Dear Students,

We are excited to announce an insightful guest session on 'Digital Marketing Scope, Opportunities & Future' as part of our ongoing efforts to provide you with the latest industry knowledge and career guidance.

Here are the details of the event:

Event: Digital Marketing Scope, Opportunities & Future

Speaker: Mr. Prashant Kadukar, Founder & CEO, Digitizebrand Hub

Date: 21st January 2023

Time: 3 PM

Venue: DIMR Seminar Hall

This session will provide valuable insights into the rapidly evolving field of digital marketing, highlighting the numerous opportunities and potential career paths.

**Dr. Sajid Alvi  
Director**



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**Upcoming Guest Session on 'Digital Marketing Scope, Opportunities & Future'**

Speaker: Mr. Prashant Kadukar, Founder & CEO, Digitizebrand Hub

Date: 21st January 2023

Venue: DIMR Seminar Hall



Prof. Shamali Joshi felicitating Mr. Prashant Kadukar



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### Objectives

- To educate students on the fundamentals and scope of digital marketing.
- To explore the differences between digital and traditional marketing, and inbound versus outbound marketing.
- To inform students about various types of digital marketing and the career opportunities available in this field.

### Event Description

On 21st January 2023, at 3 PM, Mr. Prashant Kadukar, Founder & CEO of Digitizebrand Hub, conducted a guest session at the DIMR Seminar Hall. The session, titled 'Digital Marketing Scope, Opportunities & Future,' aimed to provide students with a comprehensive understanding of digital marketing and its career prospects.

Mr. Kadukar began by explaining the basic concepts of marketing and digital marketing. He distinguished between inbound and outbound marketing, as well as digital versus traditional marketing. He then delved into the various types of digital marketing, highlighting the unique features and advantages of each type.

The session also focused on career opportunities in digital marketing, discussing the various jobs available and the skills required for these roles. Mr. Kadukar provided an overview of the salary ranges for different positions in the digital marketing industry, giving students a realistic expectation of what they can achieve in this field.

### Learning Outcomes

- Students gained a clear understanding of the fundamentals of marketing and digital marketing.
- The session highlighted the key differences between inbound and outbound marketing, as well as digital and traditional marketing.
- Students were introduced to the different types of digital marketing and their respective benefits.
- The discussion on career opportunities provided students with valuable insights into the job market and potential salary ranges in digital marketing.
- Overall, the session equipped students with the knowledge needed to pursue a career in digital marketing and understand its growing significance in the business world.



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Mr. Prashant Kadukar during session



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Snap showing interactive discussion of Mr. Prashant Kadukar with students



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Students interacting with Mr. Prashant Kadukar



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**Appreciation Letter**

Date: 21/01/2023

To,  
Mr Prashant Kadukar

Dear Prashant Kadukar,

On behalf of DIMR, we would like to extend our sincere gratitude for your outstanding contribution as a speaker at our recent event.

Your presentation on Digital Marketing Scope, Opportunities & Future on 21/01/2023 was incredibly informative and engaging. Your expertise and insights provided invaluable knowledge to our students and faculty members present at the event. The depth of your knowledge and the clarity with which you presented made a significant impact on everyone who attended.

We have received overwhelming positive feedback about your presentation, and it is clear that your contribution helped to make the event a great success. Your willingness to share your expertise and engage with our audience exemplifies your dedication to your respective field.

Once again, thank you for taking the time to speak at our event and for sharing your expertise with us. We hope to have the opportunity to collaborate with you again in the future.

  
**Dr. Sajid Alvi,  
Director**



  
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**Topic: Seminar on 'Digital Marketing Scope, Opportunities & Future'**

**Guest Speaker- Mr. Prashant Kadukar**

**Date: 21-01-2023**

**List of Participants (II Year) AY- 2022-2023**

Sr. No.	Name
1	SALVE ABHAYSINH YUGANAND
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**Topic: Seminar on 'Digital Marketing Scope, Opportunities & Future'**

**Guest Speaker- Mr. Prashant Kadukar**

**Date: 21-01-2023**

**List of Participants (I Year) AY- 2022-2023**

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**Invitation Letter**

Date: 14/01/2023

To  
Mr Nitin Jadhav  
Subject: Invitation to Start-up Education Boot camp

Dear Mr Nitin Jadhav,

We hope this message finds you well. On behalf of DIMR, we are pleased to extend our invitation to you for our upcoming **Start-up Education Boot camp**.

**Event Details:**

- **Date:** 16/01/2023
- **Time:** 11 am
- **Venue:** DIMR Seminar Hall

The Start-up Education Bootcamp aims to fostering innovation, educating aspiring entrepreneurs, etc.

We believe that your expertise and insights would greatly benefit our participants. Therefore, we would be honored if you could join us as a speaker for this event.

Please let us know at your earliest convenience if you would be available to speak at the Bootcamp.

Thank you for considering our invitation. We look forward to your positive response.

**Dr. Sajid Alvi,  
Director**



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**Notice**

**Startup Education Boot Camp: Launching Your Entrepreneurial Journey**

Date: 12th January 2023

Dear Students,

We are thrilled to announce a special event, the "Startup Education Boot Camp: Launching Your Entrepreneurial Journey," featuring Mr. Nitin Jadhav, Founder and CEO of Life Education Universe. This boot camp aims to provide you with invaluable insights and guidance to kickstart your entrepreneurial journey.

Date: 16th January 2023

Time: 10:00 AM

Venue: Seminar Hall

**Guest Speaker:** Mr. Nitin Jadhav, Founder and CEO of Life Education Universe

About the Activity:

The boot camp will focus on equipping you with the necessary knowledge and skills to embark on your entrepreneurial journey. Mr. Nitin Jadhav, an experienced entrepreneur, will share his expertise and insights, covering various aspects of startup education, ideation, and execution. Don't miss this opportunity to gain practical insights and inspiration from a successful entrepreneur. Join us at the Startup Education Boot Camp and take the first step towards realizing your entrepreneurial dreams.



Director,  
Dr. Sajid Alvi

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**Startup Education Boot Camp: Launching Your Entrepreneurial Journey**

Date: 16th January 2023

Time: 10:00 AM

Venue: Seminar Hall

**Guest Speaker:** Mr. Nitin Jadhav, Founder and CEO of Life Education Universe



Mr. Nitin Jadhav conducting session



**Director**  
Dnyansagar Institute of Management and  
Research  
Balewadi, Pune-411045

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(AISHE Code : C - 41293, PUN Code - IMMP014030)



**Objectives:**

To provide students with insights into the entrepreneurial journey and startup education.  
To equip students with practical knowledge and skills required to launch their own startups.  
To inspire and motivate students to pursue entrepreneurship as a career path.

**Event Description:**

DIMR organized a Startup Education Boot Camp titled "Launching Your Entrepreneurial Journey," featuring Mr. Nitin Jadhav, Founder and CEO of Life Education Universe, as the guest speaker. The boot camp aimed to provide students with valuable insights and guidance to kickstart their entrepreneurial journey. Mr. Jadhav shared his entrepreneurial experiences and expertise, covering various topics such as startup education, ideation, business planning, and execution strategies. The session included interactive discussions, case studies, and practical exercises to help students understand the intricacies of entrepreneurship and develop essential skills for success.

**Key Learning Outcomes:**

**Understanding of Startup Education:**

Students gained insights into the fundamentals of startup education, including ideation, validation, and execution.

**Practical Skills:**

The boot camp equipped students with practical knowledge and skills required to launch and manage a startup effectively.

**Inspiration and Motivation:**

Mr. Jadhav's success stories and motivational anecdotes inspired and motivated students to pursue entrepreneurship with confidence and determination.

**Networking Opportunity:**

The boot camp provided students with an opportunity to network with a successful entrepreneur and like-minded peers, fostering collaboration and partnership opportunities.

**Empowerment:**

Students left the boot camp feeling empowered and ready to take the first step towards realizing their entrepreneurial dreams, armed with valuable insights and practical guidance.



*[Signature]*  
**Director**  
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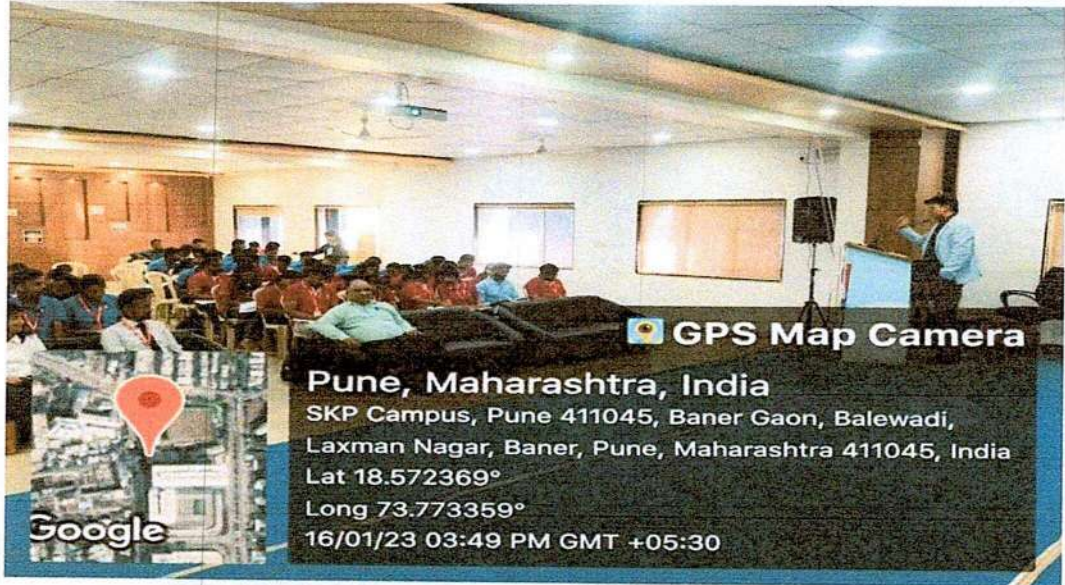






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Mr. Nitin Jadhav interacting with DIMR students during session

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**Appreciation Letter**

Date: 16/01/2023

To,  
Nitin Jadhav

Dear Nitin Jadhav,

On behalf of DIMR, we would like to extend our sincere gratitude for your outstanding contribution as a speaker at our recent event

Your presentation on Start-up Education Boot-Camp on 16/01/2023 was incredibly informative and engaging. Your expertise and insights provided invaluable knowledge to our students and faculty members present at the event. The depth of your knowledge and the clarity with which you presented made a significant impact on everyone who attended.

We have received overwhelming positive feedback about your presentation, and it is clear that your contribution helped to make the event a great success. Your willingness to share your expertise and engage with our audience exemplifies your dedication to your respective field.

Once again, thank you for taking the time to speak at our event and for sharing your expertise with us. We hope to have the opportunity to collaborate with you again in the future.

  
**Dr. Sajid Alvi,**  
Director



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Program: Workshop on Startup Education BootCamp

Agency/ Expert Involved: Mr. Nitin Jadhav, Founder and CEO of Life Education Universe

Date: 16/01/2023

**List of Participants (2<sup>nd</sup> Year) A.Y. 2022-2023**

Sr. No.	Name
1	MANGADE VAISHNAVI VISHNU
2	AWASARE AYUSH UMESH
3	KHUSHBU THORAT
4	ABHISHEK VINAYAK KAJALE
5	RATHOD RANI KASHINATH
6	NITIN VISHWAKARMA
7	SANCHITA VIJAY CHIKANE
8	GANESH NAGNATH PITALE
9	NITIN ASHOK THAKARE
10	AISHWARYA VISHNU DAMDAME
11	GAIKWAD PREETI PRALHAD
12	SAKLEN POPAT SHAIKH
13	KALE AKSHAY LAXMAN
14	GAIKWAD SIDDHARTH VIJAY
15	SHETTY AKSHAY JAYARAM
16	SAKAT URMILA SHARAD
17	SONALI NETAJI BHISE
18	GAIKWAD SAMEER SANJEEV
19	THOSAR SHYAM SANTOSH
20	UDAN APPA SURESH



  
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Program: Workshop on Startup Education BootCamp

Agency/ Expert Involved: Mr. Nitin Jadhav, Founder and CEO of Life Education Universe

Date: 16/01/2023

**List of Participants (1<sup>st</sup> Year) A.Y. 2022-2023**

Sr. No.	Name
1	SHIVSHANKAR SANTOSH SONTAKKE
2	KOKANE SHREEYASH SURYAKANT
3	SHRADDHA RAVINDRA DEVKARE
4	DESHMUKH KRISHNA SAMBHAJI
5	DESHMUKH MONALI AJAY
6	RUTIK SUNIL JAGTAP
7	BOCHARE AKSHAY DILIP
8	KACHARE SAKSHI BALAJI
9	MADKE PARTH SHIVNATH
10	SHAIKH JALIL HAKANI
11	GHADGE PARMESHWAR MAHADEV
12	SALVE SAMRAT ASHOK
13	DHOLE ROSHNI YUVRAJ
14	RUCHA RAGHUNATH WARGADE
15	WAGHMARE SWARANJALI BHAGWANRAO
16	DHOBAL PRAKASH ROHIDAS
17	VISHWAKARMA ASHISH BANWARILAL
18	BAND SANKET VASANT
19	CHAVHAN SAPANA MAHENDRA
20	NISHANT KHADKE
21	BAJAD SAURABH VINOD
22	MUNDLIK MANGESHKUMAR SANTOSH
23	RANDIVE ANIRUDDHA ARVIND
24	DHANWALE SANGEEVAN AUBA



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**Invitation Letter**

Date: 05/01/2023

To  
Mr. Clifford Nicholas  
Subject: Invitation to Seminar on Preparing on Career Success

Dear Mr. Clifford Nicholas

We hope this message finds you well. On behalf of DIMR, we are pleased to extend our invitation to you for our upcoming **Preparing on Career Success** session.

**Event Details:**

- **Date:** 14/01/2023
- **Time:** 11:30 am
- **Venue:** DIMR Seminar Hall

We believe that your expertise and insights would greatly benefit our participants. Therefore, we would be honored if you could join us as a speaker for this event.

Please let us know at your earliest convenience if you would be available to speak at the Bootcamp.

Thank you for considering our invitation. We look forward to your positive response.



  
**Dr. Sajid Alvi,**  
**Director**

  
**Director**  
Dnyansagar Institute of Management and  
Research  
Balewadi, Pune-411045





## **Seminar on PREPARING FOR CAREER SUCCESS.**

**Speaker- Mr. Clifford Nicholas**

**Date: Saturday, 14th Jan 2023**



  
Director  
Dnyansagar Institute of Management and  
Research  
Balewadi, Pune-411045





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**Seminar on "PREPARING FOR CAREER SUCCESS"**

**Event name:** PREPARING FOR CAREER SUCCESS

**Event type:** Seminar.

**Day & date:** Saturday, 14<sup>th</sup> Jan 2023

**Venue:** Seminar hall

**Speaker:** Mr. Clifford Nicholas



**Dr. Sajid Alvi, Director - SKP Campus Felicitating Mr. Clifford Nicholas.**



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**Objectives of the event:**

- To learn the essential skills for aspiring leaders and budding managers.
- Working on strategies to gain career opportunities and success in managerial field.

**Event description:**

Mr. Clifford Nicholas interacted with DIMR students and shared his views on skills required for success in career. Sir also talked about the important steps required to create career path for success.

He emphasized on the different attributes of personality such as recognizing passion and purpose, continuous learning, networking, curiosity, journaling, time management, solutions-oriented thinking etc.

**Learning outcome:**

- Students acquired a knowledge about skills required for career opportunities.
- Students also learnt the required steps to be taken for the same.



  
Director  
Dnyansagar Institute of Management and  
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Moments during session





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**Notice**

**Preparing for Career Success**

We are excited to invite you to Seminar. We have organized a lineup of inspiring speaker who will share their insights and experiences.

**Event Name: Preparing for Career Success**

**Day & Date: 14/01/2023**

**Venue: DIMR Seminar Hall**

Our distinguished speaker Mr. Clifford Nicholas, who is expert and leader in their respective fields. This event is a fantastic opportunity for you to gain valuable knowledge and connect with industry professionals. We encourage all students to attend and be a part of this event.

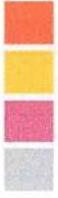


  
**Dr. Sajid Alvi**  
Director

Dnyansagar Institute of Management and  
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**Appreciation Letter**

14/01/2023

To,  
Mr. Clifford Nicholas,

Dear Clifford Nicholas,

On behalf of DIMR, we would like to extend our sincere gratitude for your outstanding contribution as a speaker at our recent event.

Your presentation on Seminar on Preparing on Career Success on 14/01/2023 was incredibly informative and engaging. Your expertise and insights provided invaluable knowledge to our students and faculty members present at the event. The depth of your knowledge and the clarity with which you presented made a significant impact on everyone who attended.

We have received overwhelming positive feedback about your presentation, and it is clear that your contribution helped to make the event a great success. Your willingness to share your expertise and engage with our audience exemplifies your dedication to your respective field.

Once again, thank you for taking the time to speak at our event and for sharing your expertise with us. We hope to have the opportunity to collaborate with you again in the future.

**Dr. Sajid Alvi**  
Director



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**Topic: Seminar on 'Preparing for Career Success'**

**Guest Speaker- Mr. Clifford Nicholas**

**Date: 14-01-2023**

**List of Participants (II Year) AY- 2022-2023**

Sr. No.	Name
1	SALVE ABHAYSINH YUGANAND
2	KADAM DNYANESH MADHUKAR
3	SURYAWANSHI JOSPIN SUDHAKAR
4	MORE MEGHRAJ ANANTRAO
5	NANDINI BHAGWAT JAGDHANE
6	VIJAY KUMAR
7	BHANDARI RUNJUN ALOK
8	VANAM KALYANI RAMESH
9	SAURABH PRAMOD TAWALE
10	DHUMAL VARSHA VIKRAM
11	SURABHI AVINASH PRASAD
12	BHUSHAN SURYAKANT GANGAWANE
13	SWAPNIL ANIL CHORMALE
14	AMOL DATTATRAYA DHAYGUDE
15	VIBHUTE APURVA SANJAY
16	PALLEWAD SHIDHESHWAR NARAYAN
17	KASABE RUPESH BHIMRAO
18	KAMBLE ROHAN VASANTRAO
19	MOHINI HANUMANT SONAWANE
20	ADSUL ANIKET NARESH



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22	KOTHIMBIRE KIRAN RAMESH
23	GIRI AKASH RAVINDRA
24	RUTUPARNA HEMANT KAMBLE
25	PATIL SWARANJLI RAVINDRA
26	IVARE APARNA ANKUSH
27	DAHARE SHIVLAL BANJARI
28	DHUMALE VIJAY BHOJAJI
29	JAGTAP SUJIT BABANRAO



  
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**Topic: Seminar on 'Preparing for Career Success'**

**Guest Speaker- Mr. Clifford Nicholas**

**Date: 14-01-2023**

**List of Participants (I Year) AY- 2022-2023**

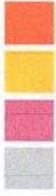
Sr. No.	Name
1	KADAM SHITAL RAMCHANDRA
2	SHINDE LALIT ARUN
3	ARANE AMIT RAMESH
4	PATIL PRACHI CHANDRAKANT
5	SIDDHIVINAYAK DNYANESHWAR SHINDE
6	DINESH EKNATH SHINKAR
7	PATIL AKSHATA RAMESH
8	SALVE SAMRAT ASHOK
9	DHOLE ROSHNI YUVRAJ
10	ATIK ABDULALIM BIJAPURE
11	CHOUGULE SANCHITA RAMDAS
12	ABHIANJALI TANAJI RACHKAR
13	RAJMANE PRAJAKTA GOPAL
14	KAJALE PRATIKSHA VINAYAK
15	PAWAR PRANAV EKANATH
16	BORSE ABHIJEET DASHARATH
17	LAD ARPITA KHANDERAO
18	GAWALI VAIBHAV POPAT
19	PRITAM VIKAS SAPKE
20	PRIYANKA RAMCHANDRA DEOKULE



**Director**

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**Invitation Letter**

Date: 01/01/2023

To  
Mr. Pravin Dhayfule  
Subject: Invitation to Seminar on Understanding Business Requirements

Dear Mr. Pravin Dhayfule

We hope this message finds you well. On behalf of DIMR, we are pleased to extend our invitation to you for our upcoming **Understanding Business Requirements** session.

**Event Details:**

- **Date:** 07/01/2023
- **Time:** 11:30 am
- **Venue:** DIMR Seminar Hall

We believe that your expertise and insights would greatly benefit our participants. Therefore, we would be honored if you could join us as a speaker for this event.

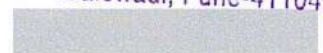
Please let us know at your earliest convenience if you would be available to speak at the Bootcamp.

Thank you for considering our invitation. We look forward to your positive response.



  
**Dr. Sajid Alvi,**  
**Director**

  
**Director**  
Dnyansagar Institute of Management and  
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**Notice**

**Understanding Business Requirements**

We are excited to invite you to Seminar. We have organized a lineup of inspiring speaker who will share their insights and experiences.

**Event Name: Understanding Business Requirements**

**Day & Date: 07/01/2023**

**Venue: DIMR Seminar Hall**

Our distinguished speaker Mr. Pravin Dhayfule, Author, Story Teller and Novelist, who is expert and leader in their respective fields.

This event is a fantastic opportunity for you to gain valuable knowledge and connect with industry professionals. We encourage all students to attend and be a part of this event.



**Dr. Sajid Alvi**

**Director**

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**Seminar on Understanding  
Business Requirements.  
Speaker- Mr Pravin Dhayfule  
Date: Saturday: 7th Jan 2023**



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Director

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**Seminar on "UNDERSTANDING BUSINESS REQUIREMENT"**

**Event name:** Understanding Business Requirements

**Event type:** Seminar.

**Day & date:** Saturday, 7<sup>th</sup> Jan 2023

**Venue:** Seminar hall

**Speaker:** Mr Pravin Dhayfule, Author, Story Teller and Novelist.



**Dr. Sajid Alvi Felicitating Mr Pravin Dhayfule**



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**Objectives of the event:**

- To learn the analysis skills of Business Problems and Solutions.
- To learn concept of Business requirement V/s User Requirement.

**Event description:**

Mr Pravin Dhayfule, Author, Story Teller and Novelist, conducted a Guest Session on 'Understanding Business Requirements'.

Mr Dhayfule covered following points in his address:

1. Analyzing Business Problems and Solutions
2. Business requirement V/s User Requirement
3. Difference Between customer and user

**Learning outcome:**

- Students learnt the analysis skills of Business Problems and Solutions.
- Students learnt concept of Business requirement V/s User Requirement

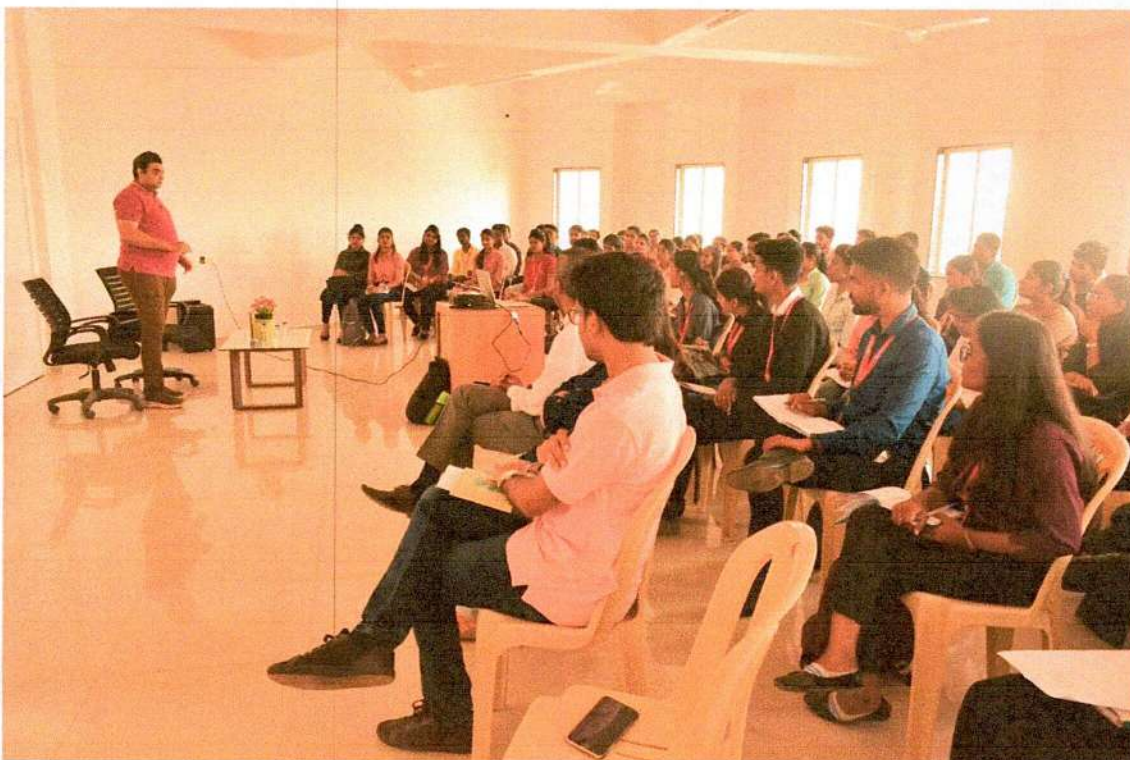


  
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**Mr Pravin Dhayfule Conducting Session**



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**Mr Pravin Dhayfule addressing the students**



  
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**Appreciation Letter**

07/01/2023

To,  
Mr. Pravin Dhayfule,

Dear Pravin Dhayfule,

On behalf of DIMR, we would like to extend our sincere gratitude for your outstanding contribution as a speaker at our recent event.

Your presentation on Seminar on Understanding Business Requirements on 07/01/2023 was incredibly informative and engaging. Your expertise and insights provided invaluable knowledge to our students and faculty members present at the event. The depth of your knowledge and the clarity with which you presented made a significant impact on everyone who attended.

We have received overwhelming positive feedback about your presentation, and it is clear that your contribution helped to make the event a great success. Your willingness to share your expertise and engage with our audience exemplifies your dedication to your respective field.

Once again, thank you for taking the time to speak at our event and for sharing your expertise with us. We hope to have the opportunity to collaborate with you again in the future.

**Dr. Sajid Alvi**  
**Director**



**Director**  
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21	BHADKUMBE AKASH VINOD
22	DIPAK PRAKASH PATIL
23	JADHAV BHOOMIKA PURUSHOTTAM
24	THORAT SWAPNIL VASANT
25	SHRADHA RAMESH DHUMAL
26	ASHISH SHASHANK KADAM
27	GAIKWAD KHUSHI KISHOR
28	MOTE VAIBHAV NARAYAN
29	BHALERAO ABHIJEET ASHOK

  
Director  
Dnyansagar Institute of Management and  
Research  
Balewadi, Pune-411045







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**Invitation Letter**

Date: 24/12/2022

To  
Mr. Prashant Yadav  
Subject: Invitation to Seminar on Importance of Marketing

Dear Prashant Yadav

We hope this message finds you well. On behalf of DIMR, we are pleased to extend our invitation to you for our upcoming **Importance of Marketing** session.

**Event Details:**

- **Date:** 02/01/2023
- **Time:** 11:30 am
- **Venue:** DIMR Seminar Hall

We believe that your expertise and insights would greatly benefit our participants. Therefore, we would be honored if you could join us as a speaker for this event.

Please let us know at your earliest convenience if you would be available to speak at the Bootcamp.

Thank you for considering our invitation. We look forward to your positive response.



  
**Dr. Sajid Alvi,**  
Director

  
Director  
Dnyansagar Institute of Management and  
Research  
Balewadi, Pune-411045

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**Notice**

**Importance of Marketing**


We are excited to invite you to Seminar. We have organized a lineup of inspiring speaker who will share their insights and experiences.

**Event Name: Importance of marketing**

**Day & Date: 2<sup>nd</sup> January, 2023**

**Venue: DIMR Seminar Hall**

Our distinguished speaker Mr. Prashant yadav, who is expert and leader in their respective fields. This event is a fantastic opportunity for you to gain valuable knowledge and connect with industry professionals. We encourage all students to attend and be a part of this event.

  
**Dr. Sajid Alvi**  
**Director**



  
**Director**  
Dnyansagar Institute of Management and  
Research  
Balewadi, Pune-411045



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**Seminar on Importance of  
Marketing.  
Speaker- Mr. Prashant  
Yadav  
Date: 02/01/2023**



  
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**Seminar  
On  
"IMPORTANCE OF MARKETING"**

**Event name:** Importance of marketing

**Event type:** Seminar.

**Day & date:** Monday, 2<sup>nd</sup> Jan 2023

**Venue:** Seminar hall

**Speaker:** Mr. Prashant Yadav.



**Dr. Sajid Alvi, Director felicitating Mr. Prashant Yadav**



  
Director  
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**Objectives of the event:**

- To learn the customer relation and customer handling
- To learn the skills required for aggressive customers.
- To know the importance of business and market.

**Event description:**

Mr. Prashant Yadav conducted a session on 'Importance of Marketing' for MBA-I and MBA-II Students.

Key Points Mr. Prashant Yadav covered during his address were:

- Work of Retailers
- How to Handle Aggressive Customers
- Business Importance

**Learning outcome:**

- Students acquired a knowledge about communication skills required for customer handling.
- Students learnt about essential skills required for business and market research.



  
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Moments during session



*[Signature]*  
Director  
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**Mr. Prashant Yadav addressing DIMR students.**



  
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**Appreciation Letter**

02/01/2023

To,  
Mr. Prashant Yadav,

Dear Prashant Yadav,

On behalf of DIMR, we would like to extend our sincere gratitude for your outstanding contribution as a speaker at our recent event.

Your presentation on Seminar on Importance of Marketing on 02/01/2023 was incredibly informative and engaging. Your expertise and insights provided invaluable knowledge to our students and faculty members present at the event. The depth of your knowledge and the clarity with which you presented made a significant impact on everyone who attended.

We have received overwhelming positive feedback about your presentation, and it is clear that your contribution helped to make the event a great success. Your willingness to share your expertise and engage with our audience exemplifies your dedication to your respective field.

Once again, thank you for taking the time to speak at our event and for sharing your expertise with us. We hope to have the opportunity to collaborate with you again in the future.

  
**Dr. Sajid Alvi**  
Director



  
Director  
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**;Topic: Workshop on "Importance of Marketing"**

**Guest Speaker- Mr. Prashant Yadav**

**Date: 02-01-2023**

**List of Participants (II Year) AY- 2022-2023**

Sr. No.	Name
1	SALVE ABHAYSINH YUGANAND
2	KADAM DNYANESH MADHUKAR
3	SURYAWANSHI JOSPIN SUDHAKAR
4	MORE MEGHRAJ ANANTRAO
5	NANDINI BHAGWAT JAGDHANE
6	VIJAY KUMAR
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27	DAHARE SHIVLAL BANJARI
28	DHUMALE VIJAY BHOJAJI
29	JAGTAP SUJIT BABANRAO
30	KSHIRSAGAR VISHAL SANJAY
31	PRASHANT ANNASAHEB WAKCHAURE
32	MAHAPURE MAYURI BHANUDAS
33	WATTAMWAR VIJAYALAXMI RAMESHRAO
34	SHEIKH ABDULNAJIL ABDULRAUF



*S. J. D.*  
Director  
Dnyansagar Institute of Management and  
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**Topic: Workshop on "Importance of Marketing"**

**Guest Speaker- Mr. Prashant Yadav**

**Date: 02-01-2023**

**List of Participants (I Year) AY- 2022-2023**

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4	PATIL PRACHI CHANDRAKANT
5	SIDDHIVINAYAK DNYANESHWAR SHINDE
6	DINESH EKNATH SHINKAR
7	PATIL AKSHATA RAMESH
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*S. Prashant*  
Director  
Dnyansagar Institute of Management and  
Research  
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20	PRIYANKA RAMCHANDRA DEOKULE
21	BHADKUMBE AKASH VINOD
22	DIPAK PRAKASH PATIL
23	JADHAV BHOOMIKA PURUSHOTTAM
24	THORAT SWAPNIL VASANT
25	SHRADHA RAMESH DHUMAL
26	ASHISH SHASHANK KADAM
27	GAIKWAD KHUSHI KISHOR
28	MOTE VAIBHAV NARAYAN
29	BHALERAO ABHIJEET ASHOK
30	SINGH SHUBHAM SHAMBHU
31	DHOBAL PRAKASH ROHIDAS
32	JADHAO VANITA ANANDA
33	PANTAWANE ASHWINI BABULAL
34	GUJAR PRATHAMESH PARAG
35	GHATE RAHUL ARUN
36	GAVHANE LAKHAN VITTHAL
37	SAINDANE SACHIN ROHIDAS
38	MESHARAM AACHAL PARMANAND
39	KHARAD RITESH SANTOSH



*S. J. D.*  
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**Invitation Letter**

Date: 04/12/2022

To  
Mr. R.R. Joshi  
Subject: Invitation to Seminar on Insurance & Risk Management

Dear R.R. Joshi

We hope this message finds you well. On behalf of DIMR, we are pleased to extend our invitation to you for our upcoming **Insurance & Risk Management** session.

**Event Details:**

- **Date:** 17/12/2022
- **Time:** 11:30 am
- **Venue:** DIMR Seminar Hall

We believe that your expertise and insights would greatly benefit our participants. Therefore, we would be honored if you could join us as a speaker for this event.

Please let us know at your earliest convenience if you would be available to speak at the Bootcamp.

Thank you for considering our invitation. We look forward to your positive response.



  
**Dr. Sajid Alvi,**  
Director

  
Dnyansagar Institute of Management and  
Research  
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**Notice**

**Understanding Protection: Insurance & Risk Management**

Date: 14th December 2022

Dear MBA Students,

We are excited to announce an insightful session on "Understanding Protection: Insurance & Risk Management" featuring Mr. Joshi R.R., a retired insurance professional. Mr. Joshi will share his expertise and insights on insurance products and risk management to enhance your understanding of this crucial aspect of business.

**Date:** 17th December 2022

**Time:** 4:00 PM

**Venue:** Classroom 205

**Guest Speaker:** Mr. Joshi R.R., Retired Insurance Professional

**About the Activity:**

The session aims to increase awareness about insurance products and their role in risk management. Mr. Joshi will provide valuable insights into various types of insurance and their significance in protecting individuals and businesses against financial losses.

**Dr. Sajid Alvi  
Director**



**Director**  
Dnyansagar Institute of Management and  
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**Understanding Protection: Insurance & Risk Management**

**Date:** 17th December 2022

**Time:** 4:00 PM

**Venue:** Classroom 205



**Mr R. R. Joshi addressing students on Increased Awareness about Insurance products**



  
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**Objectives:**

- To increase awareness about insurance products and their role in risk management.
- To provide students with insights into various types of insurance and their significance in protecting individuals and businesses.

**Event Description:**

DIMR organized a session on "Understanding Protection: Insurance & Risk Management" featuring Mr. Joshi R.R., a retired insurance professional, as the guest speaker. Mr. Joshi shared his extensive knowledge and experience in the insurance industry, highlighting the importance of insurance products in managing risks effectively. During the session, Mr. Joshi discussed various types of insurance, including life insurance, health insurance, and property insurance, and explained their relevance in different contexts. He also emphasized the need for increased awareness about insurance products to make informed decisions regarding risk management.

**Key Learning Outcomes:**

- **Enhanced Awareness:**  
Students gained a better understanding of the role of insurance in protecting against financial losses.
- **Insight into Insurance Products:**  
Mr. Joshi provided insights into various insurance products available in the market and their features.
- **Risk Management Strategies:**  
Students learned about risk management strategies and the importance of having adequate insurance coverage.



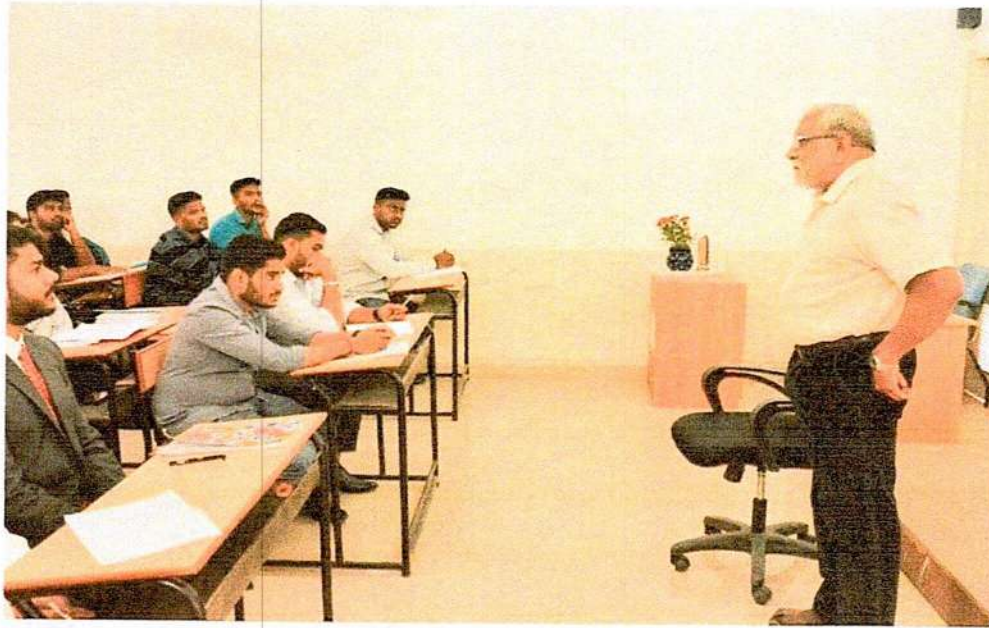
  
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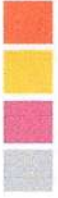


**Mr R. R. Joshi on Increased Awareness about Insurance products**



  
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**Appreciation Letter**

17/12/2022

To,  
Mr. R.R. Joshi,

Dear R.R. Joshi,

On behalf of DIMR, we would like to extend our sincere gratitude for your outstanding contribution as a speaker at our recent event.

Your presentation on Seminar on Insurance & Risk Management on 17/12/2022 was incredibly informative and engaging. Your expertise and insights provided invaluable knowledge to our students and faculty members present at the event. The depth of your knowledge and the clarity with which you presented made a significant impact on everyone who attended.

We have received overwhelming positive feedback about your presentation, and it is clear that your contribution helped to make the event a great success. Your willingness to share your expertise and engage with our audience exemplifies your dedication to your respective field.

Once again, thank you for taking the time to speak at our event and for sharing your expertise with us. We hope to have the opportunity to collaborate with you again in the future.

**Dr. Sajid Alvi**  
**Director**



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**Appreciation Letter**

**Date: 17/12/2022**

To,  
R.R. Joshi

Dear Sir,

I hope this message finds you well. I am writing to express my heartfelt appreciation for the exceptional effort and dedication.

The event was nothing short of spectacular, and it was evident that meticulous planning, tireless effort, and a passion for excellence went into every detail. From the seamless coordination of logistics to the flawless execution of the program, every aspect of the event was handled with professionalism and precision.

Not only did you meet our expectations, but you exceeded them in every way possible. The positive feedback we have received from attendees, participants, and stakeholders alike is a testament to your team's hard work and commitment to excellence.

I want to personally thank you for your leadership throughout this process. Your ability to navigate challenges and find solutions ensured that the event ran smoothly from start to finish. It was truly a pleasure to collaborate with you and witness your team's dedication firsthand.

Please extend my gratitude to everyone involved in making this event a resounding success. I look forward to future opportunities to work together and create more memorable experiences.

Once again, thank you for your outstanding contribution. Your efforts have not gone unnoticed and are sincerely appreciated.



  
**Dr. Sajid Alvi**  
**Director**

  
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**Topic: Seminar on 'Insurance & Risk Management'**

**Guest Speaker- Mr. Joshi R. R**

**Date: 17-12-2022**

**List of Participants (II Year) AY- 2022-2023**

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1	SALVE ABHAYSINH YUGANAND
2	KADAM DNYANESH MADHUKAR
3	SURYAWANSHI JOSPIN SUDHAKAR
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20	ADSUL ANIKET NARESH



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*[Signature]*  
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**Topic: Seminar on 'Insurance & Risk Management'**

**Guest Speaker- Mr. Joshi R. R**

**Date: 17-12-2022**

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25	SHRADHA RAMESH DHUMAL
26	ASHISH SHASHANK KADAM
27	GAIKWAD KHUSHI KISHOR



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Dnyansagar Institute of Management and  
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(AISHE Code : C - 41293, PUN Code - IMMP014030)



**Invitation Letter**

Date: 01/07/2022

To  
Mr. Vinayak Patil  
Subject: Invitation to Seminar on Non Price Factors in Marketing.

Dear Mr. Vinayak Patil

We hope this message finds you well. On behalf of DIMR, we are pleased to extend our invitation to you for our upcoming **Non Price Factors in marketing** session.

**Event Details:**

- **Date:** 08/07/2022
- **Time:** 11:30 am
- **Venue:** DIMR Seminar Hall

We believe that your expertise and insights would greatly benefit our participants. Therefore, we would be honored if you could join us as a speaker for this event.

Please let us know at your earliest convenience if you would be available to speak at the Bootcamp.

Thank you for considering our invitation. We look forward to your positive response.

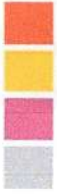


  
**Dr. Sajid Alvi,**  
**Director**

  
**Director**  
Dnyansagar Institute of Management and  
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**Notice**

**Non Price Factors in Marketing**

We are excited to invite you to Seminar. We have organized a lineup of inspiring speaker who will share their insights and experiences.

**Event Name: Non Price Factors in Marketing**

**Day & Date: 08/07/2022**

**Venue: DIMR Seminar Hall**

Our distinguished speaker Mr. Vinayak Patil, who is expert and leader in their respective fields. This event is a fantastic opportunity for you to gain valuable knowledge and connect with industry professionals. We encourage all students to attend and be a part of this event.



**Dr. Sajid Alvi**

**Director**

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# SEMINAR ON NON- PRICE FACTORS IN MARKETING

SPEAKER- MR.  
VINAYAK PATIL

DATE: 8 JULY 2022



  
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Dnyansagar Institute of Management and  
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Balewadi, Pune-411045

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**Seminar**

**On**

**"NON PRICE FACTOR IN MARKETING"**

**Event name:** Non price factor in marketing

**Event type:** Seminar

**Day & Date:** Friday, 8<sup>th</sup> July 2022

**Venue:** Seminar hall

**Speaker:** Mr. Vinayak Patil, Head – India Sales, Carling Technologies



**Felicitation of Mr. Vinayak Patil, Head – India Sales, Carling Technologies**



  
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**Objectives of the event:**

- To know the price sensitivity of the market.
- Importance of acquiring contemporary skill sets and learning new things like a foreign language etc.
- To learn the abilities to be successful in the corporate world.

**Event description:**

The speaker Mr. Vinayak Patil, Head – India Sales, Carling Technologies took the students through the corporate world, its functionalities and the ways to make your mark distinctively. He highlighted the price sensitivity of the market and the frequent price fluctuations of the brands of different companies. He iterated how futile it would be if a salesperson himself is not convinced with what he is selling. This non-conviction about your own offering is the result of lack of awareness and in-depth knowledge about your product, its specifications, distinctiveness and competitive advantages.

He added that a constant thirst for acquiring contemporary skill sets and learning new things like a foreign language if you are working with or wish to make a career in a Multinational company. He ingeminated the importance of being vigilant, robust and not limiting your potential by restricting yourself to the tick of the clock. He emphasized that it is very important to push the envelope and exploit the best of your abilities to be successful in the corporate world.

**Learning outcome:**

- Students learnt about functionalities of corporate world.
- Students gained a knowledge of price sensitivity, its effect on the market etc.



  
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*[Signature]*  
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Dnyansagar Institute of Management and  
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**Mr. Vinayak Patil addressing DIMR students.**



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**Appreciation Letter**

08/07/2022

To,  
Mr. Vinayak Patil,

Dear Vinayak Patil,

On behalf of DIMR, we would like to extend our sincere gratitude for your outstanding contribution as a speaker at our recent event.

Your presentation on Seminar on Non Price Factors in Marketing on 08/07/2022 was incredibly informative and engaging. Your expertise and insights provided invaluable knowledge to our students and faculty members present at the event. The depth of your knowledge and the clarity with which you presented made a significant impact on everyone who attended.

We have received overwhelming positive feedback about your presentation, and it is clear that your contribution helped to make the event a great success. Your willingness to share your expertise and engage with our audience exemplifies your dedication to your respective field.

Once again, thank you for taking the time to speak at our event and for sharing your expertise with us. We hope to have the opportunity to collaborate with you again in the future.

**Dr. Sajid Alvi**  
Director



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**Topic: Seminar on 'Non Price Factors in Marketing'**

**Guest Speaker- Mr. Vinayak Patil**

**Date: 08-07-2022**

**List of Participants (II Year) AY- 2022-2023**

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1	SALVE ABHAYSINH YUGANAND
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3	SURYAWANSHI JOSPIN SUDHAKAR
4	MORE MEGHRAJ ANANTRAO
5	NANDINI BHAGWAT JAGDHANE
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31	PRASHANT ANNASAHEB WAKCHAURE
32	MAHAPURE MAYURI BHANUDAS
33	WATTAMWAR VIJAYALAXMI RAMESHRAO
34	SHEIKH ABDULNAJIL ABDULRAUF
35	KASABE SANDIP SAMBHAJI
36	QURESHI JAVED ABDUL RAHMAN
37	DONGARE PARMESHWAR KAMALAKAR
38	PRIYANKA POPAT SHELAR
39	AKSHATA SITARAM INGAWALE
40	GAIKWAD AAKANSHA DATTAJIRAO
41	JADHAV SNEHA GULAB
42	BHOSALE VIJAY SURAYKANT

  
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**Topic: Seminar on 'Non Price Factors in Marketing'**

**Guest Speaker- Mr. Vinayak Patil**

**Date: 08-07-2022**

**List of Participants (I Year) AY- 2022-2023**

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4	PATIL PRACHI CHANDRAKANT
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32	JADHAO VANITA ANANDA
33	PANTAWANE ASHWINI BABULAL
34	GUJAR PRATHAMESH PARAG



  
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**Invitation Letter**

Date: 05/07/2022

To  
Mr. Nandan Kale  
Subject: Invitation to Seminar on Entrepreneurship.

Dear Mr. Nandan Kale

We hope this message finds you well. On behalf of DIMR, we are pleased to extend our invitation to you for our upcoming **Seminar on Entrepreneurship** session.

**Event Details:**

- **Date:** 19/07/2022
- **Time:** 11:30 am
- **Venue:** DIMR Seminar Hall

We believe that your expertise and insights would greatly benefit our participants. Therefore, we would be honored if you could join us as a speaker for this event.

Please let us know at your earliest convenience if you would be available to speak at the Bootcamp.

Thank you for considering our invitation. We look forward to your positive response.

  
**Dr. Sajid Alvi,**  
**Director**



  
**Director**  
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**Notice  
Entrepreneurship**

We are excited to invite you to Seminar.

**Event Name: Entrepreneurship**

**Day & Date: 08/07/2022**

**Venue: DIMR Seminar Hall**

Our distinguished speaker Mr. Vinayak Patil, who is expert and leader in their respective fields. This event is a fantastic opportunity for you to gain valuable knowledge and connect with industry professionals. We encourage all students to attend and be a part of this event.



**Dr. Sajid Alvi**

**Director**

**Director**  
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## DNYANSAGAR INSTITUTE OF MANAGEMENT & RESEARCH

Balewadi, Pune

"If Opportunity doesn't knock, build a door"



**'LEARN ENTREPRENEURSHIP FROM  
AN ENTREPRENEUR'**



Speaker:

**Mr. Nandan Kale**

Entrepreneur

Day & Date: Tuesday, 19th July 2022

Time: 11:00 AM

Venue: DIMR Auditorium

Don't miss this opportunity to learn what it takes to be an entrepreneur and what entrepreneurship makes you as a person

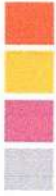


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**Seminar  
On  
"ENTREPRENEURSHIP"**

**Event name:** Entrepreneurship  
**Event type:** Seminar  
**Day & Date:** Tuesday, 19<sup>th</sup> July 2022  
**Venue:** Seminar hall  
**Speaker:** Mr. Nandan Kale



**DIMR Students and Faculty Members with Mr. Nandan Kale at Session**



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**Objectives of the event:**

- To learn the skills required for entrepreneurship.
- To know the various challenges to master the entrepreneurship skills.
- To know how to develop entrepreneurial approach

**Event description:**

On 19<sup>th</sup> July 2022, DIMR organized seminar on Entrepreneurship.

Mr. Nandan Kale shared his journey on entrepreneurship and shared his experiences and challenges faced during his journey.

Sir also motivated students about the overcoming of all challenges in entrepreneurship. The session was helpful as he shared his story and views on entrepreneurship.

**Learning outcome:**

- Students acquired a knowledge about entrepreneurial skills.
- Students also learnt various skills required to overcome challenges as a successful entrepreneurship.
- Students acquired a knowledge about how to develop an approach for becoming a successful entrepreneur



  
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**Appreciation Letter**

19/07/2022

To,  
Nandan Kale,

Dear Nandan Kale,

On behalf of DIMR, we would like to extend our sincere gratitude for your outstanding contribution as a speaker at our recent event.

Your presentation on Seminar on Entrepreneurship on 19/07/2022 was incredibly informative and engaging. Your expertise and insights provided invaluable knowledge to our students and faculty members present at the event. The depth of your knowledge and the clarity with which you presented made a significant impact on everyone who attended.

We have received overwhelming positive feedback about your presentation, and it is clear that your contribution helped to make the event a great success. Your willingness to share your expertise and engage with our audience exemplifies your dedication to your respective field.

Once again, thank you for taking the time to speak at our event and for sharing your expertise with us. We hope to have the opportunity to collaborate with you again in the future.

**Dr. Sajid Alvi**  
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**Topic: Seminar on Entrepreneurship**

**Guest Speaker- Mr. Nandan Kale**

**Date: 19-07-2022**

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**Topic: Seminar on Entrepreneurship**

**Guest Speaker- Mr. Nandan Kale**

**Date: 19-07-2022**

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31	DHOBALE PRAKASH ROHIDAS
32	JADHAO VANITA ANANDA
33	PANTAWANE ASHWINI BABULAL
34	GUJAR PRATHAMESH PARAG
35	GHATE RAHUL ARUN
36	GAVHANE LAKHAN VITTHAL
37	SAINDANE SACHIN ROHIDAS
38	MESHRAM AACHAL PARMANAND
39	KHARAD RITESH SANTOSH



  
Director  
Dnyansagar Institute of Management and  
Research  
Balewadi, Pune-411045