

**INDIAN INSTITUTE OF COST AND MANAGEMENT STUDIES & RESEARCH
(INDSEARCH)**

Post Graduate Programmes & Ph.D

**Report for the period July 2016 – 15th March 2017
(2016-2017)**

ACADEMIC HIGHLIGHTS

1. AUTONOMY

IndSearch has successfully completed 10 years of autonomous status.

New Programmes introduced under autonomy: 3

- a. **BMS:** From this academic year IndSearch has started the Bachelor of Management Studies (BMS) Undergraduate Programme at the Institute's law College Road premises. The first batch has an enrollment of 38 students including one international student)
- b. **PGDCM :** This year IndSearch has also started the PGDCM (Digital Marketing) course with 4 students
- c. **PGDIEM:** IndSearch has also introduced the Post Graduate Diploma in Import Export Management from the academic year 2016-17 with 7 students.

2. INTERNATIONAL EDUCATION CO-OPERATION-

Visit of Professor Dirk Baldwin, Dean University of Wisconsin, Parkside, USA to IndSearch

Under the Memorandum of Understanding between University of Wisconsin Parkside, USA and IndSearch, Professor Dirk Baldwin, Dean University of Wisconsin, Parkside, USA visited IndSearch from 11th to 13th of January 2017. He was accompanied by his family and Professor Parag Dhumal, Faculty at University of Wisconsin, Parkside, USA. During his visit, Professor Baldwin interacted with the faculty and students of IndSearch. He also had a meeting with Director General IndSearch, Dr. Ashok Joshi regarding further strengthening the MoU.

A draft for the extension to the 2012 MBA MoU was discussed for inclusion of MBA Finance in the MoU. The agreed draft is enclosed herewith. The MoU will be signed during the visit of Dr. Ashok Joshi and Dr. Sunita Joshi to the University of Wisconsin, Parkside, USA on the 12th of May 2017.

Dean Baldwin also planted a tree at the bio-diversity campus at IndSearch.

Dean- EC & IRC and Undergraduate Programmes, IndSearch, Dr. Sunita Joshi coordinated the entire visit.

3. TEACHING

New FACULTY APPOINTMENT –

The following faculty members have been appointed in the year 2016-17.

1. Ms. Ankita Namewar – Academic Associate
2. Mr. Amitkumar Khandare – Academic Associate
3. Prof. Sunetra Gaitonde – Faculty HR
4. Dr. Vasudha Garde - Faculty Finance
5. Ms. Ekta Salunkhe – Academic Associate
6. Mr. Shirang Chitale – Faculty Innovation, Incubation & Enterprise center
7. Dr. Biswa Chatterjee – Faculty Finance

4. ADMISSIONS

In the Academic Year 2016-17, admission process for 80% of the seats of MBA was under the Directorate of Technical Education, Government of Maharashtra. That is for 80% seats students were allocated by the Directorate of Technical Education, Government of Maharashtra and the Institute could conduct the admission process for 20% seats only.

Course	Cap Round	Against Cap	ILS	Total
M.B .A. First Year (2016-17)	45	-	26	71

Course	No of students admitted
PGDBM I	27
PGDBM II	20
MMS	90
PGDHRM	10
PGDEM	16
PGDFS	6
PGDIEM	7
PGDCM	4
MIB II	0
MHRD II	0
MHRD III	4
MFM II	0
MFM III	7

Note: As per the Savitribai Phule Pune University Circular, the MHRD and MIB programmes are being phased out as they have been discontinued by the University.

5. Orientation Programme-

Orientation Programme for the fresh MBA batch 2016-17

The Orientation programme for the 1st year MBA students at IndSearch was held from 10th to 12th august 2016.

The first day commenced with a welcome address by officiating Director Dr. N M Vechalekar. Dr.Vechalekar gave an overview of all the academic activities on the campus and urged students to make the most of their two years at IndSearch.

Director General Dr. Ashok Joshi , gave a mantra of "Simplicity, humility and hard work" to the students. He cited his international experience and prodded the students to become global professionals and excel. Dr. Joshi also urged the students to participate in several activities outside the classroom for developing a holistic personality.

The students were also informed about house rules and campus conduct, placement activity at IndSearch and the credit and grading system.

6. Research

Ph.D. Awarded in 2016-17: 9 students have been awarded Ph.D in the academic year 2016-17by the Savitribai Phule Pune University. Details are given below:

S.No	Name of the Student	Subject	Name of the Guide	Title of the Dissertation	Date of Declaration of Result
1	Ms. Tembulkar Aparna Anand (Mother : Kala)	Marketing Managemen t	Dr. Ashok Joshi	A Study of the Brand Equity Concept with Special Reference to its Measurement & Valuation Dimensions Vis-à-Vis its Marketing Implications.	30.7.2016
2	Mr. Peshave Vikas Digambar (Mother : Surekha)	Financial Managemen t	Dr. Ashok Joshi	A Study of Cost Management as a Vital Enabler for Successful Entrepreneurial Ventures.	20.8.2016
3	Mr. Sundrani Deepak Murlidhar (Mother : Kaushalya)	Marketing Managemen t	Dr. Anand Karandika r	A Study of Consumer Behaviour in Real Estate with Specific Reference to P.M.C. Area.	8.10.2016
4	Mr. Owhal Shrawan Bhikaji (Mother : Shantabai)	Marketing Managemen t	Dr. Milind Phadtare	A Comparative Study of the Effectiveness of Celebrity Endorsements and Non- Celebrity Advertisement	8.10.2016
5	Ms. Randhir Jayashree Nemichand (Mrs. Vispute Jayashree Nitin) (Mother : Shobha)	Marketing Managemen t	Dr. Shailesh Kasande	A Profiling and Segmentation Study of Screenagers Based on Their Attitude Towards Various Media, Media Consumption Motives and Media Preferences	10.10.2016
6	Ms. Godbole Giribala Bhalchandra (Mrs. Dewasthale Giribala Sameer) (Mother : Nirmala)	Marketing Managemen t	Dr. Shailesh Kasande	An Investigation Into the Influence Service Industry Characteristics and Employee Performance in Service Quality	25.10.2016
7	Ms. Kakade Shubhangi Sudhir (Mother : Vrushali)	Organizatio nal Managemen t	Dr. R.M. Kharche	To study the programs and practices of corporate social responsibility by B-Schools in Pune region	18.11.2016
8	Mr. Wakhare Gorakh Laxman (Mother : Anjana)	Computer Managemen t	Dr. Ajay Kumar	Study of Multi-scale Applications Management in Wireless WAN Using Milti-Protocol Performance by End-to-end Bandwidth Estimation for Cost- Effectiveness	24.11.2016
9	Koshti Machhindranath Raghunath (Mother : Saloobai)	Marketing Managemen t	Dr. Shailesh Kasande	An analytical syudy of impact of consumer characteistics, website characteristics & product category on consumer information search	26.12.2016

				behaviour and intention to transact on-line	
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b. New Registrations during 2016-17 – The admission process for new registrations for Ph.D was not conducted by the Savitribai Phule Pune University for the year 2016-17, hence no new registrations for Ph.D for the year 2016-17

7. Management Development Programmes during 2015-16

Sr. No	Title of Program	For whom	No. of participants	Date of the program	Faculty Members
01	Financial Literacy and Investment Planning	Thane Police	150	26 th July 2016	Prof. Sham Wagh Prof. Sudhakar Kulkarni

Guest Sessions conducted by Faculty: 7

Dr. Ashok Joshi: 2016-17

Sr. No	Date	Topic	Organizing Institution
01	25 th to 28 th August 2016	Innovative approaches in Management for a knowledge society in India	28 th AIMS Annual Management Education Convention 2016 at Ranchi
02	25 th -26 th July 2016	Inaugural address and session chair	AMDISA regional Management Conference 2016Colombo, Sri Lanka
03	15 th February 2017	Chief Guest and key note speaker for the prize distribution ceremony	Naralkar Institute of Career Development & Research, Pune
04	27 th Jan 2017	Chief guest at the convocation ceremony of Marathwada Mitramandal's College of commerce	Marathwada Mitramandal's College of commerce, Pune
05	20 th February 2017	Make in India and entrepreneurial Society –Role of Higher education, National Conference Udyamita 2017 At Vaishanv Vishwavidyalay Vidyapeeth , Indore	Vaishanv Vishwavidyalay Vidyapeeth , Indore & Council for small Business and entrepreneurship Mumbai

06	3 rd March 2017	Inaugural Session – Journey of quality assurance	AMDISA conference at Bengaluru
07	3 rd March 2017	Panel Discussion – Journey of quality assurance	AMDISA conference at Bengaluru

8. SEMINAR, Workshops and Guest lectures - 4

a. Seminar – GST- A paradigm shift in indirect taxes

IndSearch's Prof. Pramod Parkhi Centre for Banking, Finance & Insurance conducted an Inter Collegiate Research Paper Competition on the theme "GST-A paradigm shift in indirect taxes " on Saturday 11th March 2017 in the auditorium of IndSearch's Bavdhan Campus.

The Chief Guest for the inaugural session was Dr. Waman Parkhi ,Partner KPMG. Prof. Sham Wagh, Chairman of the organizing committee of the competition gave a brief introduction about the competition. Dr. Ashok Joshi, Director General, IndSearch spoke on relevance of the theme of the Seminar to the present scenario. Dr. Waman Parkhi in a very lucid manner gave insights into GST comparing it with the current tax structure and also explained the impact of GST busting some myths in the process

The Inter Collegiate Research Paper competition had enthusiastic participation from colleges all over Maharashtra. The competition was judged by eminent guests from the field.Dr. Sanjay Bhargave – renowned practitioner in Indirect taxes in the country, Ms. Tanuja Mantrawadi – young and dynamic tax consultant, Mr.Atul Deodikar- Manager Indirect Taxes Endurance Ltd., Mr. Narhar Nimkar – Eminent Practitioner, Mr. Charuchandra Bhide – Well known practitioner and Dr. Biswa Chatterjee- Former CFO Eaton Corporation Ltd.

4 teams from IndSearch participated in the competition.3 teams were from MBA and 1 from BMS

The prizes for the competition were given away in the valedictory session. All the participants were given certificates at the hands of Dr. Ashok Joshi.

The vote of thanks for the inaugural session was proposed by Dr.Aparna Tembulkar – Director IndSearch and Prof. Devaki Jain proposed the vote of thanks for the valedictory session.

□

b. Career Planning in Corporates

Guest Speaker: Mr. Sandesh Kirkire

Mr. Kirkire, an eminent personality with a 25 years of experience in financial services and currently holding a Director's position in a couple of companies addressed MBA students on Career planning in Corporates at IndSearch's Bavdhan Campus on 17th February 2017. He guided students to select the correct career to work in the core business of the company.

He told the audience that when the company is paying, you are a cost to the company and when you work you have to generate more revenue for the company to survive. He advised

to work in the top line of the company. What is a top line? In an IT company IT department is a top line which generates income whereas in a FMCG, IT department is a cost item to the company. So either you should facilitate the top line or work for the line. This way you survive in the company for a longer time.

He explained with examples that due to digitization of technology there is a lesser need for people to work, as machines have artificial intelligence and can work as a substitute for humans which will lead to Job Reduction. Therefore it is necessary to plan career path wisely. Being clear at what you are good at is the key. It all boils down to looking at a job you take and analysing its job stability. Be intelligent enough to analyse the salary and the work in return.

It was a very informative seminar which cleared doubts of many students regarding the selection of the company and job profile.

Dr.Vechalekar welcomed the guests while Prof.Sunetra Gaitonde co-ordinated the Programme.

c. Innovation, Incubation & Enterprise

Guest Speaker:Mr. Shirang Chitale

Prof. Chitale, who is heading IndSearch's Centre for Innovation, Incubation & Enterprise having National & International industrial experience in the field interacted on 5th January 2017 with IndSearch MBA students for inviting them to join the Centre for becoming Entrepreneurs.

He firstly engaged the students with a few questions where he concluded his question answer session by proving that many students want to start their own business and become entrepreneurs in some point in their life. Then he explained the new ventures one can pursue after MBA i.e. Job, a startup, business or become a professional.

Prof Chitale shared many examples of how startups like PayTm and MobiQuick have become successful enterprises in short span of time. He then explained the vital components of entrepreneurship. A wonderful example he gave was that during World war time a man started his business in making caskets. Similarly he gave examples of famous personalities like Thomas Edison, and many such people who saw the gap in a function saw it as an opportunity and filled that gap with an idea by starting it as a company.

He shared his personal experience while explaining the problems he faced while working and how he and his team mates along with the boss found solutions to the problems. He explained the importance of customer in a business as they are the one yielding revenue to the company.

While sharing his experiences he also mentioned about his contribution to Trishul missile. While working on that he developed a new product and once the mission was successful he asked his friend is there any new order? If yes, then shall I quit the job? From this he explained the psychology of many people with regards to business while working and then thinking about quitting the job and doing full time business.

Another example he gave was of Mr. Gogate who was the biggest manganese supplier and how doubted his insights regarding digging the soil for manganese and the moment he was going to give up he decided, one last time and that changed his life entirely.

With many such examples he opened the thoughts of students and made them think as to how to find gaps and turn it into opportunities. This seminar encouraged a lot of students to give their thoughts an opportunity to come to reality.

This Centre will provide IndSearch's students an opportunity and support to develop their entrepreneurial ability.

Dr.Aparna Tembulkar & Prof.Sunetra Gaitonde arranged and co-ordinated the Programme.

d. Working Overseas and key skills required

Guest speaker: Ms. Uma Pillai

Ms. Uma Pillai, alumna IndSearch (MCM-1995) and Head Testing for Europe , Capgemini visited IndSearch to conducted a Guest session on "Working Overseas and the key skill sets to be acquired" on the 31st of August 2016

Uma Pillai in her session discussed the importance of communication, of having the right attitude and confidence. She emphasized that passion for work was one of the most important aspects of the work-life.

She urged the students to learn at least one foreign language as well as to gain insights into the cities and places that they wished to work in. Through real life examples she conveyed the need to make an effort to understand the culture of the other country and learn. The Session was very well received by the students.

e. Value added programs for Students:

Name of the Value-added Programme	Date	Students Applied for the Value-added course	Number of students completed the Value- added course
Personality Development for MBA by Dr. Madhuvanti Sathe	6 th September 2016 onwards	106	106
Personality Development for BMS by Dr. Madhuvanti Sathe	20 th July 2016 onwards	37	35
MS Excel & MS Powerpoint for BMS by Prof. Manjari Lal	27 th July 2016 onwards	38	38

9. IndFest 2016-17

The annual cultural festival of IndSearch, IndFest was celebrated with great fervor on 24th and 25th February 2017. There was an air of fun and excitement throughout the week. IndFest Sports Competitions were held.

On the 25th of February the cultural performances and the alumni meet were held. Students exhibited their talents through dances, and singing. Alumni members interacted with their faculty, classmates, batch mates and enjoyed the evening.

The meritorious students of the batches of 2015-16 were given prizes on the occasion by the Chief Guest Dr. Capt.C M Chitale, Director General Dr. Ashok Joshi, and Dr.Aparna Tembulkar. The event was followed by dinner.

10. Community Services

a. Women Entrepreneurship Development Programme - Empowering women is the need of the society and it is one of the thrust areas of IndSearch. On September 22 & 23, 2016, a Training program was organised for 'Empowering women through Enterprise'. This workshop, which is one of the activities of IndSearch, helps in training of Women of the under-privileged group of the society. The women attending the workshop had a strong will to start / sustain their own tiny businesses. JagrutiSevaSanstha (an NGO) and Rotary Club of Pune Metro supported this project.

The workshop was inaugurated by Rtn. Shardul Gandhi, President, Rotary Club of Pune Metro. Our Director General Dr. Ashok Joshi was in the chair. In his speech, **Dr. Joshi** said, "The management training will enhance the capabilities of the women participants to become economically viable and will give them self-confidence and increase their decision-making abilities." He also gave the participants guidelines, which would help them in running their businesses efficiently. Dr. Vechalekar Dean, IndSearch & Officiating Director and few members of Rotary also attended the inauguration session.

The workshop sessions included the subjects like Basic Management and Entrepreneurship Concepts, Quality & Time management, Finance & Accounts writing, Marketing Concepts, Stress Management, Bank Facilities for women. The classroom training was followed by an interactive session where three successful women entrepreneurs shared their experiences in building their own businesses.

The workshop concluded by distributing Participation Certificates to all participants at the hands of Dr. R.S.Mali, Former Vice Chancellor, North Maharashtra University, Jalgoan and Dr. Ashok Joshi, Director General, IndSearch.

This is the consecutive **sixteenth** year of IndSearch to conduct such workshop. This workshop has been very successful & satisfying to the participants. There were 22 participants from Janawadi and nearby areas, belonging to lower income group, and they expressed that they were very happy to attend such a program and the training will help them in starting and carrying out their day-to-day business more effectively and profitably. They also expressed that IndSearch should conduct the advanced workshop, which will further enhance their capabilities.

Prof. Ashwini Joshi, visiting faculty member and In charge of Women Entrepreneurship Development Cell at IndSearch, coordinated the workshop.

b. Blood Donation Camp : IndSearch conducts Blood Donation Camp on 20th September 2016, in association with The Deenanath Mangeshkar Hospital, Pune

On the 20th September 2016, as a part of the community services activity, IndSearch in association with the Deenanath Mangeshkar Hospital, conducted a blood donation camp at the IndSearch Bavdhan campus. Faculty and students participated in the camp. A total of 40 bottles of blood were collected.

C. Lab to Land Programme – This year IndSearch is undertaking the Lab to Land Programme at the Zilla Parishad Schools of village Sambhave, taluka Mulshi. So far 20 students from IndSearch and 6 faculty members have visited the school

12. Awards and prizes

a.The Institute encourages meritorious students by giving prizes to the first two rank holders in the final examination of various courses. These prizes are given in the Annual cultural event “IndFest”

Our Meritorious Students: Rank Holders –

Course	Name of the student	Rank
M.B.A. [HRM]	Shloka Shetty	1
	Gayatri Patil	2
M.B.A.[IT]	Garima Lala	1
	Priti Daithankar	2
M.B.A. [Marketing]	Lithin John	1
	Sudhanshu Bedekar	2
M.M.S.	Sudhir Laturkar	1
P.G.D.B.M.	Prachi Joshi	1
P.G.D.E.M	Anurag Kshirsagar	1
P.G.D.H.R.M	Sushmarani Snakpal	1
P.G.D.F.S	Jitendra Paithankar	1
MHRD	Kunal Chavan	1
MFM	Mayur Erjekar	1

b. Annual Prize Sponsored by Dr.(Capt.) C.M.Chitale for five years from the year April 2014 to April 2018 (both years inclusive) – Late Mrs. Sushama Chandrashekhar Chitale Award (Rs.2,000/- per year) – For a girl student of M.B.A. (H.R.M.) (Final Year) of the Institute who stands First amongst all the successful girls’ students, awarded this year to Shloka Shetty

13. Library

Total Books in Library- 26930

E-Books - 12800

Books Added during the Academic Year 2016-2017 – 380

Cost of books added during the Academic Year 2016-2017 – Rs. 88739

Total Journals in Library- 48

National Journals – 42

International Journals – 6

Cost spend for subscription/ renewal of journal in academic Year 2016- 2017

(Including E-database)- Rs.1,32,138 /-

Total Amount Spend on library during year 2015-2016 = 2,20,877/-

14. PLACEMENT as on 10th March 2016

Total registered – 48 Total placed – 22

COURSE	NO STUDENTS OF IN PLACEMENT GROUP	NO STUDENTS OF PLACED
MBA (IT)	5	1
MBA (HR)	10	8
MBA (Marketing)	14	7
MBA (Finance)	19	6

Some major companies who participated in Campus Placements were

Thyssenkrupp Industries India Pvt.
Ltd.

Thermax Ltd.
Tata Class Edge

Symantec Corporation
KPIT

Bharat Forge Ltd.
Suzlon Energy Ltd.

Tech Mahindra Ltd.
Deskera

EPPS Infotech Pvt. Ltd.
Zensar Technologies Ltd.

PubMatic India Pvt. Ltd.
Quantazone Software Pvt. Ltd.

Futurism Technology
Vyom Labs Pvt. Ltd.

Paradiso Software Pvt Ltd.
SBI Mutual Funds

Indusind Bank
Wealth Managers

GD Apte Consultants
Arronics Infosoft

Talent Corner
AIWMI

Saint Gobain
Value Notes

Mata Securities India Private Limited

The average package is Rs. 3,50,000/-

15. Sports 2016-17

a. In - house Sports events :The sports activities for the academic year 2016-17 commenced in the form of Bio-Diversity Fest effective December 2016 and Indfest in February 2016

The events included the following:

Sports Events	
Team Events	
Cricket (M)	Junior's (MBA Part I)- Biofest Senior's (MBA Part II) IndFest
Football (M)	Junior's (MBA Part I)- Biofest Senior's (MBA Part II) IndFest
Cricket (W)	Senior's (MBA Part II)- Biofest Senior's (MBA Part II) IndFest
Volleyball (M)	Junior's (MBA Part I)- Biofest Junior's (MBA Part I)- IndFest
Individual events	
Table Tennis Doubles (M)	Vishal Dhar & Rohan Panse- Biofest Pratik Joshi & Rohan Panse _ IndFest
Table Tennis (Single's)	Vishal Dhar- Biofest Pranav Lawate - IndFest
Table Tennis (W)	Neha Roygupta - Biofest Shivani Gosavi - IndFest

Table Tennis Doubles (W)	Neha Roygupta & Manisha Nishad-Biofest
Table Tennis Mixed Doubles	Pratik Joshi & Manisha Nishad –Biofest Vishal Dhar & Ketaki Kulkarni –IndFest
Badminton	Rohan Panse – Biofest Shantanu Pendharkar – IndFest
Carrom Doubles	Ajinkya & Joel - Biofest Ajinkya & Nishith - Indfest
Carrom Singles	Nandkishore Panghate- Biofest Mayuresh barve - Indfest
Chess	Ritam Tiwari – Biofest Mukul Labde - IndFest

b. Intercollegiate Sports Events - The MBA I team participated in the Intercollegiate Volleyball championship organized by the Savitribai Phule Pune University

16. Scholarships 2016-17

In the academic year 2016-17, following scholarships were awarded

No	Type of scholarships	Total Number of students	Total Amount
1	Government Scholarships(including Freeships/EBC)	37	35,26,754/-
2	Merit –cum-means by the Institute	20	3,96,843.1/-

17. Other initiatives at IndSearch

a. Faculty Development Programme on “Use of Audio-Visual Aids in teaching”

On Friday 9th December 2016, a faculty development programme was conducted at IndSearch. The theme of the programme was Use of audio-visual aids in teaching. Dr. Balkrishna Damle from the EMRC , Savitribai Phule Pune University , conducted the programme.

The introduction to the faculty development programme was given by Dean Post Graduate Programmes and Research, Dr. N M Vechalekar. Dr.Suwarna Shidore gave a brief introduction of Dr. Damle. Dean EC, IRC and Undergraduate Programmes, Dr.Sunita Joshi welcomed Dr. Damle.

During the Faculty Development Programme, Dr. Damle spoke about the need for going beyond the lecturing method of teaching. He emphasized that to increase the involvement of the students, it was necessary to get them to participate and make sessions more interactive. For this he suggested the use of Audio visual aids, wherein a concept could be effectively explained through a dramatized clip and later students could be involved in brainstorming and discussion based on the clip.

Dr. Aparna Tembulkar proposed the vote of thanks.

b. Movie Review - On 6th March 2017, the students of IndSearch MBA Marketing organized a Movie review activity. The activity was aimed to help them learn all aspects of Integrated Marketing Communication through a practical orientation. The students partook in all aspects right from selling the movie tickets to creating posters and teaser ads to actually screening the movie.

c. Teacher's Day celebrations at IndSearch

On the 3rd September 2016, the students of IndSearch celebrated the teacher's day. The event comprised of games for the teachers and the staff members and several performances by the students.

All the faculty members staff and students participated in the same. The event was very well organized.

d. Essay Writing Competition

On Friday the 23rd September 2016, an Essay competition was conducted at IndSearch. The objective of the competition is to encourage students to build their vocabulary, articulation skills and analytical skills. The topics of the essay were

Teamwork is "we" and not "I" ,

"Work-Life balance-is it an issue only for women?",

Water Crisis- What Next?

Startup Vs MNC – With whom would you like to begin your career?.

There was an enthusiastic response from the students. 50 students participated in the competition.

The best three essays will be published in the IndSearch Student Magazine "Shabd" The 1st, 2nd and 3rd prizes went to Akshay Bhavsar, Vineet Modak and Kumudini Jadhav respectively. Akshay and Vineet wrote on the topic " Team work is WE and not I", and Kumudini wrote on "Work Life balance- Is it an issue only for women?"

e. Marketing Activity and Sales Fest – On 7th February 2017, the students of the MBA Marketing organized a marketing competition, where the MBA I students competed with the MBA II Students. The MBA I students presented on the theme of celebrity endorsements and the MBA II students presented on Patanjali. The award was won by MBA II. The event was followed by the sales fest where students from all streams participated and set up stalls. Here they had to come up with an innovative selling idea and try and make maximum profits

f. Industrial visit to EMERSON INNOVATION CENTRE On 17th January 2017.

On the 17th of January 2017 IndSearch arranged a one day Industrial Visit to Emerson Innovation Center, Hinjewadi, Pune. Total 32 students comprising of both first and second year MBA partook in the visit. Faculties accompanied were Prof. Dr. Aparna Tembulkar and Prof. Sunetra Gaitonde.

The students and faculty of IndSearch was welcomed by Emerson Staff. The Director - HR, Miss Rinita Laskar, Emerson Innovation Center, introduced the activities of the company. She then shared whole day's schedule. The first thing on the schedule was to know what the company is all about. Two videos were shown giving a clear picture of what the company's main vision, mission, ethics and values are. She explained about the transparency of communication which existed between the employees and the top management and how the CEO, Mr. David Farr visited each and every unit of Emerson across the globe and the employees got to see him roaming around their cubicles at least

once a year. She also informed how the CEO took part in the Project named Vibrant India taking place in Gujarat.

After the introduction part there was a small activity arranged for the students regarding employee life cycle. The 32 students were divided into various groups namely interviewer, wage calculation, compensation, different cultural clubs, learning and development and exit interview. The activity was led by Miss Rinita and each group was assigned one employee to guide through the activity. The activity started with the question to the interviewer team, 'How will you come to know there is requirement in the company?' Many such questions and incidences were brought forward to all groups and along with the help of the assigned employee the questions were solved. Every question gave light to tackle the different kind of problems and situations that could occur in the journey as an employee. Through this activity students came to know the importance of law in the life of an employee that they had to adhere to the rules and regulations laid down by the organization. The activity was mainly focused on the working of the HR department of a company but it helped every person in the room how his path as an employee would happen and what all actually happens in the working environment. It was altogether a learning experience.

After a short tea break, Senior manager of the finance department addressed the students. He spoke about the finance structure in the company. He explained how the employees' salaries are calculated on hourly bases and what all allowances are given to them and how the tax structure of the company is. He gave insight about the internal transactions and the revenue generation for Hinjewadi unit and internal trade between the sister units of the company takes place. The person was very knowledgeable as he answered every single question shot by the students and it appeared that the person was very clear about the working of the company.

This industrial visit was a very good initiative taken by the college to give students knowledge about the actual working of a company. They were brought one step closer to the working experience. They entered the premise of Emerson with a lot of doubts, questions and lacked some knowledge. But, they exited the Emerson premise with knowledge filled minds, a practical approach towards work life and a lesson for life that what they learn in college and applying that in real life is different yet interesting and every step they take in life is a learning experience in itself.

g. Srujananubhav: An alliance with creativity

Srujananubhav is an IndSearch cultural event which was held on 22nd October 2016 in the Institute's Auditorium at the Bavdhan Campus. It is one of the most awaited events at IndSearch. It is a platform for students to showcase their talent. The Theme of this year's Srujananubhav was "Folk". Students performed dances and sang different songs from the 90's.

Parents and alumni were also invited for the event. There was an interaction between parents and faculty regarding the overall growth and development of students. The program was highly praised by all those present. 35 students exhibited their talent through the programme.

Vinnoduttam Karandak – The IndSearch team participated in the vinoduttam karandak with the play " Chukila maafi nahi". The play was well received by the audience. Mr.Atharva Bhat of the BMS programme, received the prize for best actor.

18. Feedback Report:

i. Students' Feedback – Feedback on curriculum was obtained from a total of 275 Students. The average rating for various parameters on a scale of 1 to 5 is given below

Rate the curriculum of the programme for learning values imparted (in terms of Knowledge, Analytical Ability and concept)	4.52
Rate the curriculum of the programme for applicability to real life situations	4.5
Rate the curriculum of the programme for extent of coverage of the course (Subject)	4.6
Rate the curriculum of the programme for the procedure for concurrent evaluation	4.6
Rate the curriculum of the programme for depth of the curriculum	4.31
Rate the quality and relevance of courses taught	4.61
Rate overall quality of the curriculum	4.53

Average rating is 4.52. It is quite a good rating

ii. Faculty Feedback on Curriculum – Faculty Feedback on curriculum was taken on a scale of 1 to 5 Feedback was obtained from 18 faculty members

Sr. No	Question Asked	
1	Structure of Syllabus	4.15
2	Faculty feedback taken into consideration when restructuring	3.94
3	Overall Quality of the Syllabus	4.15
4	Evaluation System at the Institute	4.10
5	Feedback on ICT, Computer Lab and Library from curriculum point of View	4.07
6	Faculty Development Programme	4.26
7	Enhancement of skills & research activities	4.05
8	Design and Review of syllabus	4.05
9	Curriculum helps enhance students employability	5
10	Overall Feedback	4.19

Average Feedback Rating is 4.19

Rating given by both the faculty and students is good.

**INDIAN INSTITUTE OF COST AND MANAGEMENT STUDIES & RESEARCH
(INDSEARCH)**

Under Graduate Programme

**Report for the period 1st July 2016 – 27th April 2017
(2016-2017)**

Bachelor of Management Studies (BMS 2016-17) Report

1. Admissions & Commencement:

Number of Prospectus sold : 72
 Number of Application forms received : 66
 Number of Admissions : 38
 Admission tests conducted on : 8th May 2016, 11th June 2016, every
 Wednesday
 and Saturday post 11th June 2016
 Number of students appeared for test : 64
 Date of commencement of lectures : 1st July 2016

2. Category-wise break up of students:

Sr. No.	Category	Number of students
1	Open	33
2	OBC /SC /NT	05
3	Male	24
4	Female	14
5	Within Maharashtra	36
6	Outside Maharashtra	01
7	International Student	01

3. Achievements:

Student's Name	Achievement	Event	Date	Organised by
Atharva Bhat	Special prize for acting	'Vinodottam': Inter-Collegiate Drama Competition	28 th September 2016	One Kid Foundation
Yashraj Bhalerao, Ritika Patwardhan, Atharva Bhat	Second prize	5 th Inter-Collegiate Research Paper Competition on 'GST-A Paradigm Shift in Indirect Taxes'	11 th March 2017	IndSearch's Prof. Pramod Parkhi Center for Banking, Finance & Insurance

4. List of Activities conducted:

No	Activity	Number
1	Guest Lectures	14
2	Add-Ons	03
3	Visits (industrial & study)	02
4	Presentation Competitions	03
5	Debate	05
6	Sports Competitions	06

A] Guest Lectures

Sr. No.	Date of conduction	Topic	Resource Person
1	1 st July 2016	Health & Career	Dr. Parag Thuse, Director, Swasthya Yog Kendra
2	1 st July 2016	Exploring the Horizons	Dr. Madhuvanti Sathe, Consultant & Trainer
3	2 nd July 2016	Presentation skills & effective communication	Dr. Aparna Tembulkar, Asst. Dean, IndSearch
4	2 nd July 2016	BMS Course & Industrial Requirement	Prof. Vivek Keskar, Placement Head, IndSearch
5	22 nd July 2016	[Lecture Series] Career opportunities while doing BMS – for CA	Ms. Moushami Shah, practicing Chartered Accountant
6	29 th July 2016	Fundamentals of Business Law	Dr. Deepti Lele, Freelancer
7	13 th Aug 2016	[Lecture Series] Career opportunities while doing BMS – for CS	Mr. Ramesh Birajdar, Regional Financial controller, Lear Corporation
8	15 th Oct 2016	“Preparing for the Corporate World”	Mr. Shirang Chitale, Technical consultant to the engineering component manufacturing and process industry
9	28 th Dec 2016	‘Environmental Management’	Dr. Praveen Saptarshi, Adjunct Faculty, IndSearch
10	14 th Jan 2017	‘Enterpreneurship’	Mr. Rohan Ursal, Owner, D.B.Ursal & Sons
11	14 th Jan 2017	‘Campus to Corporate’	Ms. Shraddha Pradhan, HR Business Partner, Continental Automotive Components
12	22 nd Feb 2017	GST – An Introduction	Prof. Sham Wagh, Faculty, IndSearch
13	23 rd Feb 2017	Innovation Incubation Enterprise Centre	Mr. Shirang Chitale, Technical Consultant, engineering component manufacturing and process industry
14	16 th Mar 2017	Environmental Impact of Wars	Ms. Zarna Barday, Consultant Engineer in California, US

B] Add-Ons

Sr. No.	Date of conduction	Topic	Resource Person
1	Sem I & Sem II	Personality Development	Dr. Madhuvanti Sathe
2	Sem I & Sem II	MS Excel & PowerPoint	Prof. Manjari Lal
3	17 th Aug 2016	Motivational Film: 'The Final Victory' on Dr. Felix Zandman	Prof. Manjari Lal

C] Visits (industrial & study)

Sr. No.	Activity	Date of conduction	Destination	Resource Person
1	Industrial visit	24 th Sept 2016	Lear Corporation	Prof. Manjari Lal
2	Study Tour	26 th Feb to 4 th Mar 2017	Kodaikanal	Prof. Manjari Lal & Mr. Amit Kumar

D] Presentation Competitions

Sr. No.	Activity	Date of conduction	Topic	Resource Person
1	Presentation Competition	24 th Aug 2016	'Brexit'	Dr. Sunita Joshi & Prof. Manjari Lal
2	Presentation & Poster Competition	17 th Dec 2016	SAARC Charter Day Celebrations	Prof. Manjari Lal & Ms. Ekta Salunkhe
3	PowerPoint Presentations	13 th Jan 2017	E-Commerce application in various sectors	Prof. Manjari Lal

E] Debate

Sr. No.	Date of conduction	Topic	Resource Person
1	31 st Dec 2016	'Demonetization'	Yashraj Bhalerao, Pushkaraj Agashe, Atharva Bhat, Neehar Ahire
2	6 th Jan 2017	'Women are under-paid, under-utilized & under-valued'	Ritika Patwardhan, Atharv Shinde, Maitreyie Mangulkar, Siddhant Osani
3	16 th Jan 2017	'MNCs are better than Indian Companies'	Atharva Deshpande, Apurv Ajgaonkar, Vaishnavi Chaudhary, Siddhi Deshpande
4	18 th Mar 2017	'E-Commerce is a threat to brick and mortar companies'	Prajwal Dhumal, Tanaya Karkhanis, Sahil Mohamed, Nikita Bodhe
5	24 th Mar 2017	'Who is responsible for pollution- people or Government policies'	Shivani Kulkarni, Harsh Prajapati, Siddhant Osani, Prathamesh Dhumal

F] Sports Competitions

Sr. No.	Activity	Date of conduction
1	Chess	From 8 th Aug 2016
2	Carrom	From 10 th Aug 2016
3	Table Tennis	From 23 rd Aug 2016
4	Cricket (Bavdhan Bio-diversity)	24 th Dec 2016
5	Basketball, Football (Bavdhan Bio-diversity)	7 th Jan 2017

G] Other activities

Sr. No.	Activity	Date of conduction	Topic	Resource Person
1	Nature Trail	11 th Aug 2016	Bavdhan Bio-diversity & beyond	Prof. Ramrao Ranadive & Prof. Manjari Lal
2	Inter-Collegiate Drama Competition	28 th Sept 2016	'Vinodottam' by One Kid Foundation, Pune	Atharv Shinde, Atharva Bhat, Pushkaraj Konduskar, Sagar Pathak, Shivani Kulkarni, Ritika Patwardhan, Neehar Ahire, Pushkaraj Agashe, Tanaya Karkhanis
3	IndFiesta 2017	29 th Jan 2017	Annual Cultural Programme, prize distribution of the sports competitions & lunch for the guests, parents	Dr. Sunita Joshi & Prof. Manjari Lal
4	Inter-Collegiate Research Paper Competition on 'GST-A Paradigm Shift in Indirect Taxes'	11 th Mar 2017	Two teams participated	Ritika Patwardhan, Atharva Bhat, Yashraj Bhalerao, Maitreyie Mangulkar, Sahil Mohamed, Prajwal Dhumal (Faculty Coordinator-Prof. Manjari Lal)

IndFiesta 2017:

Day & Date : Sunday 29th Jan 2017
Time : 11 am to 2 pm
Venue : Auditorium Bavdhan Campus
Programme : Cultural Programme by BMS students, sports prize distribution, followed by lunch
Attendees : Parents, Director General, Deans, regular & visiting faculty, staff of IndSearch
Chief Guest : Prof. Dr. B.V.Sangvikar, Dean, Faculty of Management, Savitribai Phule Pune University & President, AIMS
Learning : Event Management

Industrial visit:

Day & Date : Saturday, 24th Sept 2016
Company Name : Lear Corporation, Chakan
Contact Person : Mr. Ramesh Birajdar, CFO
Learning : Manufacturing process, the hierarchical structure of management, its training programs, motivational tactics, and the outstanding social objectives of the company

Study tour:

Day & Date : Sunday 26th Feb 2017 to Saturday 4th Mar 2017
Place : Kodaikanal
Place of stay : Dalethorpe Homestay
No of persons : 19 (10 boys, 7 girls, 2 faculty members)
Mode of Transport : Train & bus
Places visited : Mannavanoor, Vattakanal falls, Dolphin's nose, Echo point, Palani view, jungle trek through the eucalyptus, vattal and pine forests
Learning : Management of resources, environment & wildlife, culture, local market