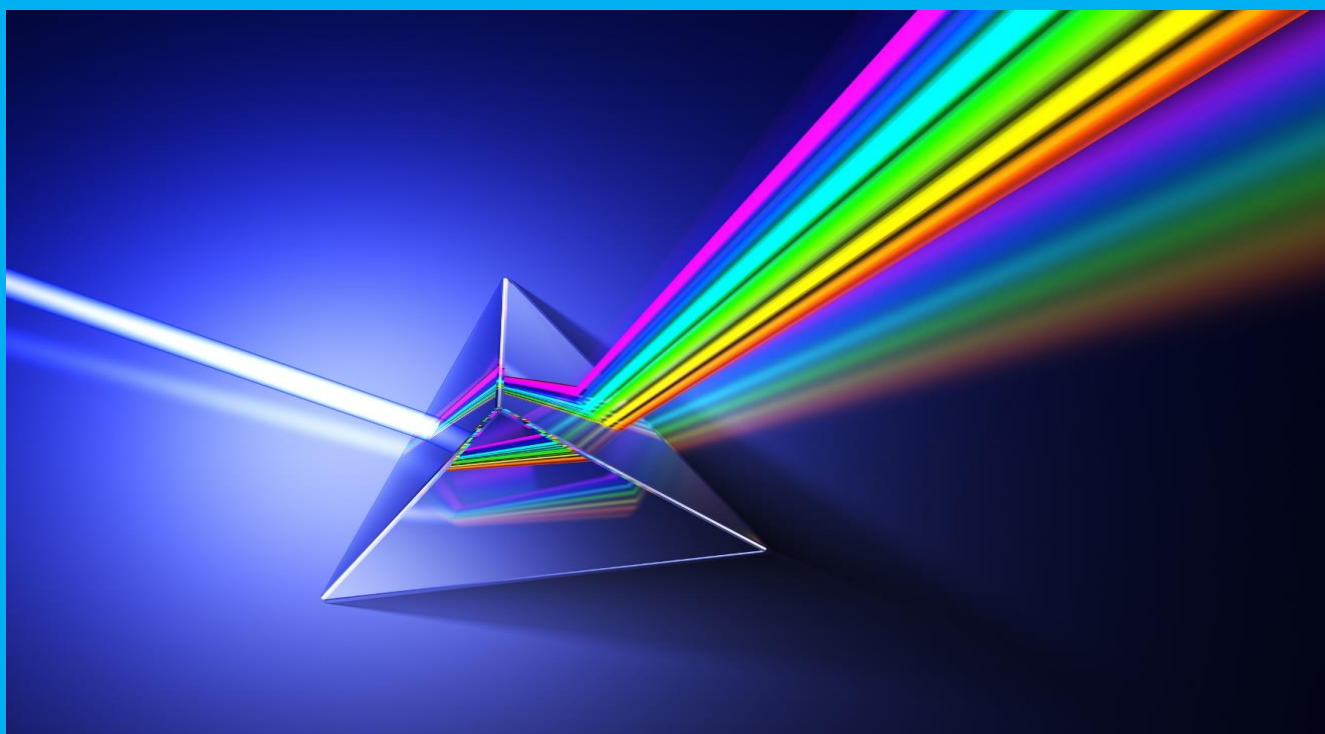


PIONEER



Diligence & Excellence
Since 1996

THE PRISM (ANNUAL REPORT 2013)



Dr. CA P. K. Jain
Dr. CA Prashant Jain
Dr. Mona Tawar
Radheshyam Acholiya

PIONEER INSTITUTE OF PROFESSIONAL STUDIES™

(An Autonomous Institution Established in 1996)

NAAC Accreditation NBA Accreditation ISI 9001:2008 Certification

Website: www.pioneerinstitute.net | www.pioneerjournal.in

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The Institute

Pioneer Institute of Professional Studies, Indore was founded in the year 1996 with visualization of endowing eminence and education in the field of IT and Management. Within the short span of its naissance, the institute has carved a niche for itself amongst the top reputed business schools in India. Its reputation is fast growing in not only the Under Graduate and Post Graduate programmes but also for Academic Research, National Level Students Convention, National Level Workshops, Seminars and Projects, Teaching Developmental Activities and National and International Conferences. **The Institute is conferred with permanent affiliation from Devi Ahilya Vishwa Vidhyalaya, Indore and is recognized as a reputed Research centre in Management.**

We at PIPS believe in the all round development of the apprentice, which includes the fortitudes of prodigy like Vivekananda and Bill Gates. We want to create an environment where our ethnicity and traditions go hand in hand with the material world. In broader aspects, we intend to bring out the best of both the material and spiritual sides of a student.

At Pioneer, we are tenacious in bringing out the best in all students by acceding them to explore their full potential, resulting in a confident, committed and a successful individual.

Pioneer Proffers

1. Autonomous Institute
2. Highest Certifications
3. Updated & Spirited Syllabus
4. Distinct Web Presence
5. Idiosyncratic Co-Curricular Activities
6. Experienced & Assertive Faculty
7. 360 degree Growth of Students
8. Significant Placements
9. Timely Examination & Award of Degree
10. Constructive, Vigorous & Participative Management
11. Strong Institute Industry Interface
12. Remarkable Methodology of Summer Internship Program
13. Frequent Industrial Visits
14. Experts Lectures from Business Magnets & Prominent Academicians
15. Substantial Entrepreneurship Development cell

Special Achievements/Recognitions

- Autonomous Status
- NAAC Accreditation
- NBA Accreditation
- ISO 9001-2008 Certification
- AICTE Approval
- AICTE Approved PGDM
- Permanent Affiliation with DAVV, Indore
- Research Centre for Ph. D. in Management
- Recognition Under Section 2(f) by UGC, New Delhi
- Recognition under Section 12(B) by UGC, New Delhi
- Ranked amongst Top 40 B- Schools of Country (Grading of the best B-schools in India, by Just Careers)
- Placement in Top fortune 500 Companies.
- Institutional Membership of CSI
- Institutional Membership of IMA
- Institutional Membership of ISTE
- Institutional Membership of AIMS
- CSI Student Branch
- Institute is largest Examination Centre of DAVV, Indore
- Won best Library Award
- Chapter of ISTE
- Examination Centre of Institute of Chartered Accountants of India
- Examination Centre of AIEEE, CBSE, New Delhi
- Examination Centre of VYAPAM, Bhopal for MET
- Examination Centre of Annamalai University
- Examination Centre of UGAT (AIMA, New Delhi)
- Recognition of Faculty members at National and International Level. as faculty are on Review Panel of International Journal, Ph. D. Guide for DAVV, Indore and BITS, Mesrax, Ranchi and Bharthiyar university, Coimbatore

Vision

“To establish ourselves as one of the biggest learning solution organizations of the country by offering educational services of the highest quality matched by none. The focus is not just on academics but also on personality enrichment to enable future leaders to take shape.”

Mission

“To professionalize Indian management through teaching, research, training and Institution building to achieve dynamic and challenging positions.”

Departments

- Department of Management, Established in 1996
- Department of Computer Application, Established in 2001
- Department of Commerce, Established in 2006

CONFERENCES

15th National IT Conference on Emerging Trends in IT, Sponsored by UGC

Pioneer Institute of Professional Studies believes that research brings innovation and new ideas. Looking upon such need to explore newer areas of innovative practices in IT with value creation, Pioneer Institute has taken an initiative to invite the academicians and industry people at one platform in the shape of Conference.

Pioneer Institute organized *15th National Conference* on “**Emerging Trends in IT**”, **Sponsored by UGC on February 16, 2013**. The conference was inaugurated by **Chief Guest Dr. P.N. Mishra [Professor-IMS DAVV, Indore]** and **Guest of Honour Dr. K. P. Maheshwari [Principal Investigator DST Project, University of Kota]**, **Keynote speaker Dr. Sanjay Tanwani [Professor and Head, School of Computer Science and IT DAVV Indore]**, the **Special Invitees Mr. Krishna Nair [Head IT at Impetus Technologies Indore]** and **Dr. Rajeev Choudhary (in absentia) [Rajas Eye Clinic Indore]**, **CA Prashant Jain, Executive Director, Dr Pawan Patni, Director (MBA), Pioneer Institute, Dr. Mona Tawar, Director (MCA)**, by lamp lighting ceremony. The program proceeded by the Institute Presentation by **Prof. Rashmi Badjatya**.

Dr. Pawan Patni, Director (MBA) gave a welcome address to all the dignitaries and delegates and officially declared the conference open. In his speech he stressed the point that the technological changes have become the order of the day and to keep pace with these developments such conferences are helpful.

Dr. P.N. Mishra, threw a light on the purpose and objective of organizing the Conference. In his speech Dr. Mishra said that today Japan is the centre of power for nothing but IT. He said that in India IT is picking up fast but still needs more efforts to become a leader. **Dr. K.P. Maheshwari** emphasized the need for quality research in academics. He said that such platforms are necessary for bringing the research issues. He congratulated Pioneer Institute for its remarkable growth in short span of time. Dr. Tanwani highlighted on the various emerging trends in IT like Data Mining, Cloud Computing, etc. Mr. Krishna Nair also focused on the recent trends of IT.

This day Pioneer Institute felt honored to confer upon ***Pioneer IT Excellence Award*** to **Prof. K.P. Maheshwari**; by **CA Prashant Jain**, Executive Director, for his contribution in the field of IT.

As a token of remembrance and celebration the mementos was presented to the dignitaries. At the end vote of thanks was proposed by **Dr. Mona Tawar** Director, MCA. She said that the wheels start rolling months before to organize such events. She thanked everybody for their contribution and support to make the conference a success. As per the Indian tradition First Session was concluded with National Anthem.

The **Second Session** was **Panel Discussion** of two hour from (11.00 A.M. to 1.00 P.M.). Panel comprised of **Dr. G.L. Prajapati, Ms. Shraddha Masih, Dr. Shilpa Bhalerao, Dr. Pratosh Bansal, Mr. Shaligram Prajapat, Mr. Jeetendra Shrivastava, Mr. Saurabh Nigam.**

Details of Participants (Panel Discussion):

S.No.	Name of Participant	Institute/Industry Name
1	Dr. G.L. Prajapati	IET, DAVV, Indore
2	Ms. Shraddha Masih	School of Computer Science, DAVV, Indore
3	Dr. Shilpa Bhalerao	Acropolis Institute of Technology and Research, Indore
4	Dr. Pratosh Bansal	IET, DAVV, Indore
5	Mr. Shaligram Prajapat	IIPS, DAVV, Indore
6	Mr. Jeetendra Shrivastava	Impetus Technologies, Indore
7	Mr. Saurabh Nigam	Impetus Technologies, Indore

The discussion revolved around the boons and curse of IT. The final outcome of the discussion was that today life has become comfortable and easy due to the various inventions in the field of IT and thus resulting in saving of time and money both.

Third Session was named as **Technical Session**. Technical paper presentations were scheduled in it. The session was chaired by **Prof. Neeraj Paliwal and Prof. Nilesh Jain**. Research papers on the following topics were presented:

- Data Warehousing and Data Mining
- Artificial Intelligence
- Information and Data Analysis
- Neural Networks
- Web Mining and Web Application
- Information Security Management
- Bluetooth Technology
- Knowledge Management
- Data-Reengineering
- VLSI Design
- Expert System
- Cyber Security Laws
- Cloud Computing
- Nano Technology
- Grid Computing
- Cryptography
- Distributed Computing

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- ERP
- Soft Computing
- e-Learning
- Green Computing
- e-SCM
- Embedded Systems
- e-Business

Details of Participants (Research Paper Contribution):

S.No	Name of Participant	Paper Title	Institute Name
1	CA Dr. P.K.Jain	Internet and Economic Revolution	Pioneer Institute of Professional Studies, Indore
2	Astha Tarey	Internet and Economic Revolution	Pioneer Institute of Professional Studies, Indore
3	CA Dr. P.K.Jain	e-Commerce: A Business Review and Future Prospects in Indian Business	Pioneer Institute of Professional Studies, Indore
4	Astha Tarey	e-Commerce: A Business Review and Future Prospects in Indian Business	Pioneer Institute of Professional Studies, Indore
5	CA Prashant Jain	Emerging Trends in Information Technology	Pioneer Institute of Professional Studies, Indore
6	Amrita Chourasia	Emerging challenges and Security Issues in e-Banking	Pioneer Institute of Professional Studies, Indore
7	Astha Tarey	The Ethical Hacking: An Extensive Study	Pioneer Institute of Professional Studies, Indore
8	Dr. Pawan Patni	The Wikipedia:Haunting Issues	Pioneer Institute of Professional Studies, Indore
9	Astha Tarey	The Wikipedia:Haunting Issues	Pioneer Institute of Professional Studies, Indore

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10	Chetan Raikwar	Distributed Securities against Eavesdropper in Electronic Funds Transfer	Pioneer Institute of Professional Studies, Indore
12	Dr. Mona Tawar	Artificial Intelligence, Machine Ethics and Military Robots	Pioneer Institute of Professional Studies, Indore
13	Radheshyam Acholiya	Artificial Intelligence, Machine Ethics and Military Robots	Pioneer Institute of Professional Studies, Indore
14	Dr. Mona Tawar	The Impact of Information Technology on work and Society	Pioneer Institute of Professional Studies, Indore
15	Varun Keshari	The Impact of Information Technology on work and Society	Pioneer Institute of Professional Studies, Indore
16	Nidhi Joshi	e-Commerce Market Analysis of India: By Forecasting and Profiling of Internet Users	Pioneer Institute of Professional Studies, Indore
18	Rashmi Badjatya Rawat	Emerging Employee Retention Strategies in IT Industry	Pioneer Institute of Professional Studies, Indore
19	Sadhna Mandloi	Advertising –Its worthy Linkage with Internet	Pioneer Institute of Professional Studies, Indore
20	Radheshyam Acholiya	Benefits of IT Banking Sector – A study	Pioneer Institute of Professional Studies, Indore
21	Varun Keshari	Benefits of IT Banking Sector – A study	Pioneer Institute of Professional Studies, Indore
22	Radheshyam Acholiya	Impact of e learning – A Study	Pioneer Institute of Professional Studies, Indore
23	Nidhi Joshi	Impact of e learning – A Study	Pioneer Institute of Professional Studies, Indore
24	Kumkum Sinha	A study on the New Trend of e-CRM	Pioneer Institute of Professional Studies, Indore

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26	Kumkum Sinha	The Role of Information Technology in New Product Development	Pioneer Institute of Professional Studies, Indore
28	Rashmi Farkiya	A Study on Human Resource Information system and its Role in an Organization	Pioneer Institute of Professional Studies, Indore
29	Shweta Mogre	Scope of Implementation of ERP (Enterprise Resource Planning)	Pioneer Institute of Professional Studies, Indore
31	Sumit Zokarkar	A Tool for Managerial Excellence	Pioneer Institute of Professional Studies, Indore
32	Ahmad Zia Danish	Design of One Dimensional Chaotic Maps Based System for Secret Key Generation	Aligarh Muslim University, UP
33	Dr. Bhakti Sharma	Benefits, Challenges and Proposed Solutions of e-Business in India	IIM, Indore
34	Pragati Maheshwari	Role of Cloud Computing in Business - Concepts, Merits and Demerits	IIM, Indore
35	Arpana Bharani	An Analysis of Major information Security Management System Standards	Shri Cloth Market Kanya Vanjiya Mahavidyalaya, Indore
36	Rupesh R.Shukla	An Analysis of Major information Security Management System Standards	Shri Cloth Market Kanya Vanjiya Mahavidyalaya, Indore
37	Alka Raghunath	BPO – A SWOT Analysis	Medicaps Institute of Technology & Management, Indore
38	Pooja Yadav	Data Scientist-Hot Victim of Short Term Shortage	BCIPS, Dwarka, New Delhi
39	Rashi Vohra	Integrating DNA Computing in Chaos-Based Optimization Algorithm Approach for Cryptography	Shri Ram Institute of Technology, Jabalpur
40	Garima Dagaria	An Association Mining of Efficient by Compressed Large Database	Medicaps Institute of Technology & Management, Indore

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41	Jitendra Kumar Mishra	Customer Perception on Mobile Banking	Pioneer Institute of Professional Studies, Indore
42	Teerath Prasad Vishwakarma	Customer Perception on Mobile Banking	Pioneer Institute of Professional Studies, Indore
43	Kavita Vijay	A Study of the Impact of Information Technology on Stock Market Indices	Prestige Institute of Management, Dewas
44	Teerath Prasad Vishwakarma	Mining Association Rules in Long Sequence	Pioneer Institute of Professional Studies, Indore
45	Jitendra Kumar Mishra	Mining Association Rules in Long Sequence	Pioneer Institute of Professional Studies, Indore
46	Piyush Kendurkar	Measuring e-Government Awareness among Citizens of Indore District of Madhya Pradesh	IMS, DAVV, Indore
47	Ritu Ahluwalia	Key Drivers of Mobile Commerce – An Exploratory Study	Gyan Ganga Group of Institutions, Jabalpur
48	Shahab Saquib Sohail	Recommender Systems for E-Commerce : In Perspective of Business Strategies	Aligarh Muslim University, UP
49	Shilpi Dubey	Pioneering Approach of Damage Recovery of Forensics Evidence Images	Shri Ram Institute of Technology, Jabalpur
50	Nitesh Dubey	Pioneering Approach of Damage Recovery of Forensics Evidence Images	Global Nature Care Sangathan's Group of Institutions, Jabalpur

The **Valedictory Session** started at 5.00 P.M. It started with welcoming the guest, feedback sharing of delegates regarding the experience of conference. The conference report was read in the session by **Prof. Radheshyam Acholiya**, Conference Joint Secretary. It was then followed by the most awaited movement that is certificate distribution to the delegates. A vote of thanks was offered by **Prof. Varun Keshari**, Conference Joint Secretary. The institute received papers from prominent institutes. The delegates and researchers came from Aligarh, Dewas, and many more prestigious institutes.

The **Organizing Team** comprised of **CA Prashant Jain, Dr. Mona Tawar, Mr. Varun Keshari, and Mr. Radheshyam Acholiya**.

Publication Detail:

1. CA Dr. P. K. Jain and Astha Tarey (2013), Internet and Economic Revolution, Published in SHODH Pioneer Journal of IT & Management Volume 8 (2) July – December 2012 pp 14 – 17.
2. CA Dr. P. K. Jain and Astha Tarey (2013), e-Commerce: A Business Review and Future Prospects in Indian Business, Published in SHODH Pioneer Journal of IT & Management Volume 8 (2) July – December 2012 pp 18 – 23.
3. CA Prashant Jain (2013), Emerging Trends in Information Technology, Published in SHODH Pioneer Journal of IT & Management Volume 8 (2) July – December 2012 pp 1 – 5.
4. Amrita Chourasia (2013), Emerging challenges and Security Issues in e-Banking, Published in SHODH Pioneer Journal of IT & Management Volume 8 (2) July – December 2012 pp 6 - 9.
5. Astha Tarey (2013), The Ethical Hacking: An Extensive Study, Published in SHODH Pioneer Journal of IT & Management Volume 8 (2) July – December 2012 pp 10 – 13.
6. Dr. Pawan Patni and Astha Tarey (2013), The Wikipedia:Haunting Issues, Published in SHODH Pioneer Journal of IT & Management Volume 8 (2) July – December 2012 pp 24 – 28.
7. Chetan Raikwar and Jitendra Sheetlani (2013), Distributed Securities against Eavesdropper in Electronic Funds Transfer, Published in SHODH Pioneer Journal of IT & Management Volume 8 (2) July – December 2012 pp 29 – 33
8. Dr. Mona Tawar and Radheshyam Acholiya (2013), Artificial Intelligence, Machine Ethics and Military Robots, Published in SHODH Pioneer Journal of IT & Management Volume 8 (2) July – December 2012 pp 34 – 36.
9. Dr. Mona Tawar and Varun Keshari (2013), The Impact of Information Technology on work and Society, Published in SHODH Pioneer Journal of IT & Management Volume 8 (2) July – December 2012 pp 37 – 40.

10. Nidhi Joshi and Nitish Ghune (2013), e-Commerce Market Analysis of India: By Forecasting and Profiling of Internet Users, Published in SHODH Pioneer Journal of IT & Management Volume 8 (2) July – December 2012 pp 41 – 43.
11. Rashmi Badjatya Rawat (2013) Emerging Employee Retention Strategies in IT Industry, Published in SHODH Pioneer Journal of IT & Management Volume 8 (2) July – December 2012 pp 44 – 49.
12. Sadhna Mandloi (2013), Advertising –Its worthy Linkage with Internet, Published in SHODH Pioneer Journal of IT & Management Volume 8 (2) July – December 2012 pp 50 – 58.
13. Radheshyam Acholiya and Varun Keshari (2013), Benefits of IT Banking Sector – A study, Published in SHODH Pioneer Journal of IT & Management Volume 8 (2) July – December 2012 pp 59 – 63.
14. Radheshyam Acholiya and Nidhi Joshi, (2013), Impact of e learning – A Study, Published in SHODH Pioneer Journal of IT & Management Volume 8 (2) July – December 2012 pp 64 – 68.
15. Kumkum Sinha and Neha Shrivastava (2013), A study on the New Trend of e-CRM. Published in SHODH Pioneer Journal of IT & Management Volume 8 (2) July – December 2012 pp 69 – 75.
16. Kumkum Sinha and Nilopher Shaikh (2013), The Role of Information Technology in New Product Development Published in SHODH Pioneer Journal of IT & Management Volume 8 (2) July – December 2012 pp 76 – 81.
17. Rashmi Farkiya (2013), A Study on Human Resource Information system and its Role in an Organization, Published in SHODH Pioneer Journal of IT & Management Volume 8 (2) July – December 2012 pp 82 – 84.
18. Shweta Mogre and Swapnil Kanojia (2013), Scope of Implementation of ERP (Enterprise Resource Planning), Published in SHODH Pioneer Journal of IT & Management Volume 8 (2) July – December 2012 pp 85 – 90.
19. Sumit Zokarkar (2013), A Tool for Managerial Excellence, Published in SHODH Pioneer Journal of IT & Management Volume 8 (2) July – December 2012 pp 91 – 96.
20. SuhelMustajab, Musheer Ahmad, Ahmad Zia Danish, Design of One Dimensional Chanotic Maps Based System for Secret Key Generation, Published in SHODH

- Pioneer Journal of IT & Management Volume 8 (2) July – December 2012 pp 97 – 99.
21. Dr. Bhakti Sharma, Benefits, Challenges and Proposed Solutions of e-Business in India, Published in SHODH Pioneer Journal of IT & Management Volume 8 (2) July – December 2012 pp 100-103.
 22. Pragati Maheshwari, Role of Cloud Computing in Business - Concepts, Merits and Demerits, Published in SHODH Pioneer Journal of IT & Management Volume 8 (2) July – December 2012 pp 104-108.
 23. Arpana Bharani, Rupesh R.Shukla, An Analysis of Major information Security Management System Standards, Published in SHODH Pioneer Journal of IT & Management Volume 8 (2) July – December 2012 pp 109-114.
 24. Alka Raghunath, BPO – A SWOT Analysis, Published in SHODH Pioneer Journal of IT & Management Volume 8 (2) July – December 2012 pp 115-119.
 25. Pooja Yadav, Data Scientist-Hot Victim of Short Term Shortage, Published in SHODH Pioneer Journal of IT & Management Volume 8 (2) July – December 2012 pp 120-124.
 26. Rashi Vohra, Brajesh Patel, Integrating DNA Computing in Chaos-Based Optimization Algorithm Approach for Cryptography, Published in SHODH Pioneer Journal of IT & Management Volume 8 (2) July – December 2012 pp 125-130.
 27. Garima Dagaria, Ritesh Joshi, An Association Mining of Efficient by Compressed Large Database, Published in SHODH Pioneer Journal of IT & Management Volume 8 (2) July – December 2012 pp 131 – 135.
 28. Jitendra Kumar Mishra, Teerath Prasad Vishwakarma, Customer Perception on Mobile Banking, Published in SHODH Pioneer Journal of IT & Management Volume 8 (2) July – December 2012 pp 136-141.
 29. Kavita Vijay, Neha Lakhotia, A Study of the Impact of Information Technology on Stock Market Indices, Published in SHODH Pioneer Journal of IT & Management Volume 8 (2) July – December 2012 pp 142-146.
 30. Teerath Prasad Vishwakarma, Jitendra Kumar Mishra, Mining Association Rules in Long Sequence, Published in SHODH Pioneer Journal of IT & Management Volume 8 (2) July – December 2012 pp 147-150.

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31. Piyush Kendurkar, Dr. Vivek Sharma, Dr. Deepak Shrivastava, Measuring e-Government Awareness among Citizens of Indore District of Madhya Pradesh, Published in SHODH Pioneer Journal of IT & Management Volume 8 (2) July – December 2012 pp 151-156.
32. Ritu Ahluwalia, Dr. Ajit Upadhyay, Dr. Deepak Shrivastava, Key Drivers of Mobile Commerce – An Exploratory Study, Published in SHODH Pioneer Journal of IT & Management Volume 8 (2) July – December 2012 pp 157 – 164.
33. Shahab Saquib Sohail, Jamshed Siddiqui, Rashid Ali, Recommender Systems for E-Commerce: In Perspective of Business Strategies, Published in SHODH Pioneer Journal of IT & Management Volume 8 (2) July – December 2012 pp 165-169.
34. Shilpi Dubey, Nitesh Dubey, Pioneering Approach of Damage Recovery of Forensics Evidence Images, Published in SHODH Pioneer Journal of IT & Management Volume 8 (2) July – December 2012 pp 170-176.

Book Review:

35. Dr. Pawan Patni and Nidhi Joshi, (2013) Computer Fundamentals by Pradeep K. Sinha and Priti Sinha, Published in SHODH Pioneer Journal of IT & Management Volume 8 (2) July – December 2012 pp 177 – 178.
36. Radheshyam Acholia & Dr. Mona Tawar (2013), Cryptography & Network Security by Atul Kahate, Published in SHODH Pioneer Journal of IT & Management Volume 8 (2) July – December 2012 pp 179 – 180.
37. Radheshyam Acholiya (2013), Programming with ANSI and Turbo C by Ashok N. Kamthane, Published in SHODH Pioneer Journal of IT & Management Volume 8 (2) July – December 2012 pp 181 – 182.

16th National Youth Conference on “What Am I Worth???”

The **Inaugural Session** was coordinated by **Ms.Veena Dadwani**, **Technical Session** was coordinated by **Ms.Rashmi Farkiya**, **Panel Discussion** was coordinated by **Ms.Ratna Juneja** and **Valedictory Session** was conducted by **Mr. Varun Kesari**.

Saturday, 16th March’2013

Pioneer Institute of Professional Studies, Indore conducted the 16th National Youth Conference on “**WHAT AM I WORTH???**” Delegates from all walks of life confirmed their presence in the Inaugural Session of the conference. **Dr. P.N. Mishra, Director IMS, DAVV, Indore** was the **Chief Guest** of conference. **Father Varghese, Founder and National co-ordinator of Universal Solidarity Movement of value education for peace, Mr. Vinod Purohit, Editor-in-Chief Nayi Duniya, Bhopal** and **Mr. Sandeep Atre, Director CH Edgemakers** were the **Session Speakers**. **Shri P. C. Jain, Pioneer Group Chairman, CA Dr. P. K. Jain, Chairman Pioneer Institute, Dr Pawan Patni Director, Dr. Mona Tawar, Director & Conference Secretary, CA Prashant Jain, Executive Director & Conference Chairman** were present in the **Inaugural Session** of the conference.

Inaugural Session:

Ms. Aastha Awasthi, student of MBA II Semester conducted the Inaugural Session with the beautiful lines on “**WHAT AM I WORTH??**” Preceded by Saraswati Vandana, all the Dignitaries lightened the lamp. Ms. Apoorva Dubey along with Mr. Sameer Chawla, Students of MBA II semester delivered Institute’s Presentation demonstrating mission, vision, quality policy, and infrastructure and placements records of the Institute.

Post Presentation: Dr. Pawan Patni, Director Pioneer Institute of Professional Studies welcomed all the delegates.

Welcome Address by Dr. Pawan Patni:

In his speech he included that “make yourself a benchmark like Narayan Murthi & Bill Gates and make yourself a leader like Mahatma Gandhi & Mahendra Singh Dhoni, his speech motivated the youth a lot.

Welcome Address by CA Dr. P.K. Jain

In his address, he focused on the emotional quotient of youth. He stated that youth are aware of career and molded towards technology, also India has the maximum Youth population in the whole world. He truly appreciates Youth’s intention but also suggested to work according to the Indian culture and follow our elder’s lesson.

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Young participation is important because youth are the country's power. Youth recognize problems and can solve them. Youth are strong forces in social movements. He said that new generation is more Techno savvy and more open to information. Youth is wholly experimental and with the full utilization of the talents of the Youth, India will become a complete Nation. Let us hope for the same.

Afterwards **Ms. Sadhana Mandloi, Conference Joint Secretary** briefed about the conference sessions. She informed about all the sessions of the conference which included Inaugural Session, Panel Discussion, Technical Session followed by Valedictory.

After the conference briefings the ***Souvenir of "EMERGING TRENDS IN IT"*** was released by the Dignitaries. The IT conference was held on Saturday 16th February, 2013 at Pioneer Institute.

After the release of souvenir Ms. Apoorva Dubey introduced the chief guest Dr. P. N. Mishra and requested sir to address the youths.

Welcome Address by Dr. P.N.Mishra

Dr P N Mishra is known for his love to Hindi language and he addressed the youth in the same. He spoke about the relationship between a teacher and a student. He included that the decrease in level of teachers is the only reason for the downfall of the moral values of the youth, he also included that until, & unless the level of teaching by the teachers will not be improved, the situation of our country cannot be improved. He also gave many examples which included people like "Kautilya & Dronacharya".

After an inspirational speech by Dr. Mishra, Ms. Reema Khatri introduced the Session Speaker Mr. Vinod Purohit, Editor- in-Chief, Nai Dunia, Bhopal.

Welcome Address by Mr.Vinod Purohit

Mr. Purohit believes that a person needs to remain youth by mental state. He also said that Youth can do anything today but the thing which needed is strong determination towards his/her work. Youth are the basic need of the country in today's world. He said that a person can be youth not only at the age of 15 years but also at the age of 60 & more; the thing which is needed in youth is a strong determination.

Welcome Address by Father Varghese

It was our pleasure that eminent personalities shared their thoughts about Youth with us. He showed the complexity of Youth's thinking which turns Youth's guiltiness, but he also motivated students by stating them as the AVATAR of Shri Swami Vivekananda and gave the solution of complicated situation in Youth's Life and how to overcome from depression. His words really inspired youth a lot.

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After the post vibrant speech of Father Varghese, Sameer Chawla, introduced another session speaker Mr Sandeep Atre, Director CH Edge Makers, Indore.

Welcome Address by Mr. Sandeep Atre

He started the speech and grabbed Youth's attention by extracting lesson from Javed Akhtar's autobiography. He focused on fighting with worst situation and took it as a lesson of life to learn. He mentioned that failure and victory are the part of one's journey of life. Mr. Sandeep Atre gave a highly motivational speech to youth and the entire conference hall wanted to hear him again and again.

With this part we came to the end of Inaugural Session and the mementoes were presented to the delegates.

CA Prashant Jain, Conference Chairman and Executive Director presented Word of Thanks to all the delegates.

The Inaugural session came to an end with the thanks giving speech and delegates were invited for group photograph.

SESSION: 2 PANEL DISCUSSION

PANEL DISCUSSION:

After Inaugural Session, the next session was of Panel Discussion which was based on **GAP-GENERATION, AGGRESSION, AND PERCEPTION**. The discussion was conducted into 3 parts which includes 11 participants in each group. Prof. Ratna Juneja moderated the Panel Discussion.

The questions that are asked to the participants are as follows:

GENERATION:

- *What is generation GAP?*
- *How far your parents are responsible in creating gap between generations? Are they bridging the gap or digging the gap?*
- *What is the reason behind gap in generation? Is it the fast paced development in the society?*
- *With Gap in generation there is difference in choice also. Your parents needed cycle in their teenage but you demand for car. Why so?*
- *How does the present generation feel when their demands are not fulfilled?*
- *How do you rate yourself?*
- *Do you think lack of parental involvement takes them away from the track?*
- *Does this generation have sense of belongingness?*

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- *How far you feel that community is responsible in misguiding the youth? What should be the role of community mentor?*
- *Why can't they abide by rules and laws?*
- *Why misunderstandings are created in two generation?*
- *What are your parameters for parents to understand the changing world?*
- *How far is home environment responsible to bring gap in generations?*
- *How can this term "GAP" be prevented?*
- *The youth is entering the world of crime because of the gap. He is unable to explain himself? Comment.*

AGGRESSION:

- *Why youth of today is becoming aggressive?*
- *Who is responsible to take them to wrong path?*
- *What is the percentage of increase in crime rate because of aggression?*
- *What is the outcome of aggressive behavior satisfying or diverting?*
- *We say that a sound built is made up in school. Few children are aggressive from their childhood, is it the responsibility of school to handle such students at school level.*
- *At times youth indulges into physical aggression. What can be done to stop this?*
- *If you have to stop the youth from being aggressive them what are the preventive measures.*
- *Is aggression a serious problem amongst youth?*
- *How far media is responsible in making youth aggressive?*
- *Why youth of today loves to live anti-social lifestyle?*
- *Youth gets his demands fulfilled by being aggressive. Comment.*
- *Why can't youth understand the repercussions of being aggressive?*
- *Is aggression giving good input to society?*
- *Aggression kills creativity and passion. Comment*

PERCEPTION:

- *What is the difference between reality and dream?*
- *Why is the youth of today always under a threat?*
- *What does public feel about youth of today?*
- *What are the problems of youth today?*
- *Why is there widespread of negative perceptions?*
- *Why young people are increasingly criminalised?*
- *Why elders fail to understand the youth?*
- *How can a balanced representation be produced of youth today?*
- *Do you think media produced this type of picture of youth?*

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- *Does the youth of today perceive for protective shelter?*

Here is the list of the students who were the participants of Panel Discussion:

S.No.	Name of Participant	Name of Institute
1	Neeraj Chturvedi	Pioneer Institute of Professional Studies, Indore
2	Manas Sinha	Pioneer Institute of Professional Studies, Indore
3	Suraj Sharma	Pioneer Institute of Professional Studies, Indore
4	Archit Kesharia	Pioneer Institute of Professional Studies, Indore
5	Kapil Sharma	Pioneer Institute of Professional Studies, Indore
6	Garima Somani	Pioneer Institute of Professional Studies, Indore
7	Siddharth Mehta	Pioneer Institute of Professional Studies, Indore
8	Sandeepa Mishra	Pioneer Institute of Professional Studies, Indore
9	Shilpa Shaktawat	Pioneer Institute of Professional Studies, Indore
10	Meeshika Vishwakarma	Pioneer Institute of Professional Studies, Indore
11	ChandraPrakash Malviya	Pioneer Institute of Professional Studies, Indore
12	Rishi Jain	Pioneer Institute of Professional Studies, Indore
13	Jagriti Vyas	Prestige Institute of Management & Research, Indore
14	Shanki Sharma	Prestige Institute of Management & Research, Indore
15	Deepshikha Kanungo	Sanghvi Institute of Manamement & Science, Indore
16	Arpita Porwal	
17	Nitesh Goyal	K.C.B. Technical Academy, Indore
18	Sourabh Shrivasa	Patel College of Science & Technology, Indore
19	Parag Goyal	Shri Vaishnav Institute of Management, Indore
20	Priyanka Pandey	Shri Vaishnav Institute of Management, Indore
21	Raj Joshi	Shri Vaishnav Institute of Management, Indore
22	Sambhav Jaim	Shri Vaishnav Institute of Management, Indore
23	Renuka Sapre	Shri Vaishnav Institute of Management, Indore
24	Shruti Tayade	Shri Vaishnav Institute of Management, Indore
25	Shishir Agrawal	Shri Vaishnav Institute of Management, Indore
26	Kuntala Benergee	Shri Vaishnav Institute of Management, Indore
27	Rachit Pandey	Shri Vaishnav Institute of Management, Indore
28	Shweta Mandloi	IMS, DAVV, Indore
29	Praneet Payodhi	School of Economics, DAVV, Indore
30	Mahima Zinzore	SGSITS, Indore
31	Manisha Zinzore	IMS, DAVV, Indore
32	Sudhanshu Jain	Shri Vaishnav Institute of Management, Indore
33	Harshit Gautam	Shri Vaishnav Institute of Management, Indore
34	Vansh Vyas	Shri Vaishnav Institute of Management, Indore

35	Shubham Sharma	Shri Vaishnav Institute of Management, Indore
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SESSION: 3 TECHNICAL SESSION**TECHNICAL SESSION**

After panel discussion the Technical Session was conducted by Joshil Patel, student of M.B.A II Semester. The Technical Session included the submission of research papers and their presentations. Various students from different colleges submitted the research papers and given their presentation on the same.

Details of Participants:

S No	Name of Participant	Paper Title	Institute Name
1	Jyoti Pandey	Making Things Different: The Role of Catalysts in the Changing Process	Department of Business Management
2	Mrs. Lalita Sharma	Education in the New International Order	Baha'i Chair for studies in Development
3	Mayuri Jain	Managing The System	Dr. Hari Singh Gour University
4	Jitendra Mishra	Impact of Cellphone on Lifestyle of Youth	Pioneer Institute of Professional studies
5	Jitendra Mishra	The Teacher Student Relationship	Pioneer Institute of Professional studies
6	Akhilesh Dubey	What Am I Worth	Indore Indira Business School, Indore
7	Nitish Ghune	Evaluation of Effective Teaching Using Student Ratings of Instruction: By Factor analysis Approach	IIT, Roorkee
8	Neeraj Chturvedi	Responsibility of Youth	Pioneer Institute of Professional studies
9	Ehtesham Khan	Know The Self	Pioneer Institute of Professional studies
10	Priyanks Aale	Know The Self	Pioneer Institute of Professional studies
11	Devika Mishra	Corruption in Education is Degrading the Quality of Youths	Pioneer Institute of Professional studies
12	Shilpa Shaktawat	Is it Aggression or Action of the Youth??	Pioneer Institute of Professional studies
13	Sandipa Meshram	Is it Aggression or Action of the Youth??	Pioneer Institute of Professional studies

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14	Dr. Bhakti Sharma	Indian Higher Education System and Employment-Role of Technical and Vocational Training	Indian Institute of Management
15	Grishma Patel	The Impact of TV Advertising on Youth Buying Behaviour	Indian Institute of Management
16	Pragati Maheshwari	Role of Media in Various Sectors- dvanantages and Disadvantages on Youth	Indian Institute of Management
17	Dr. Mona Tawar	Responsibilities of Youth	Pioneer Institute of Professional studies
18	Radheshyam Acholiya	Curruption in Education System in India	Pioneer Institute of Professional studies
19	Kumkum Sinha	Curruption in India - The Voice of Youth	Pioneer Institute of Professional studies
20	Dr. Mona Tawar	Social Evils and Youth	Pioneer Institute of Professional studies
21	Astha Tarey	Smart Attitude	Pioneer Institute of Professional studies
22	Radheshyam Acholiya	Relationship between Teacher and Student & Parent and Child	Pioneer Institute of Professional studies
23	Rashmi Farkiya	The Study on Impact of Technology on Youth	Pioneer Institute of Professional studies
24	Ketan Mulchandani	A Study on Employability After the Management Education & its Future in India	Pioneer Institute of Professional studies
25	Radheshyam Acholiya	Roles and Responsibilities of Youth	Pioneer Institute of Professional studies
26	Dr. Mona Tawar	Troubles, Traumas, and Tribulations of Today's Youth	Pioneer Institute of Professional studies
27	Pratyasha Jain	Impact of Social Networking Sites (SNS) on the Youth of India	Pioneer Institute of Professional studies
28	Shweta Mogre	Impact of Family Structure on The Overall Development of Youth	Pioneer Institute of Professional studies
29	Sumit Zokarkar	Spending Pattern of Outstation Student in Indore City	Pioneer Institute of Professional studies
30	Varun Keshari	Affression : The Outcome of Gadget Learning	Pioneer Institute of Professional studies
31	Veena Dadwani	Bullying is Devil	Pioneer Institute of Professional studies

Valedictory Session:

Participants from all parts gave their feedback, and it was a bouquet of thoughts which belonged to Youth as one. The Panel Discussion proved fruitful in enlightening the young intellectual minds with vibrant and dynamic thoughts. **Certificate distribution** was done by **CA Dr. P. K. Jain, CA Prashant Jain and Dr. Mona Tawar**. The session was concluded by **Prof Varun Keshari** with a vote of thanks to delegates, participants and the audience.

Conclusion:

The conference concluded with an inception of an idea to have a vision for the nation and not being individual centric. The conference also provoked thoughts related to values and ethics in society and the responsibility of the youth towards social system. It very well connected with the Rights and Duties of the youth. The conference concluded with National Anthem and group photograph with all the participants. It was very nice experience for all students to attend the 16th NATIONAL YOUTH CONFERENCE.

Publication Detail:

1. Dr. Mona Tawar, Responsibilities of Youth, Published in SHODH Pioneer Journal of IT & Management, Volume 9(1), January- June, 2013 pp 1-3 (ISSN-0974-8954-SHODH).
2. Jyoti Pandey, Prof. Y.S.Thakur, Making Things different : The Role of Catalysts in the changing Process, , Published in SHODH Pioneer Journal of IT & Management, Volume 9(1), January- June, 2013 pp 4-9 (ISSN-0974-8954-SHODH).
3. RadheshyamAcholiya, Corruption in Education System in India : A Study, , Published in SHODH Pioneer Journal of IT & Management, Volume 9(1), January- June, 2013 pp 10-14 (ISSN-0974-8954-SHODH).
4. Lalita Sharma, Education in the New International Order, Published in SHODH Pioneer Journal of IT & Management, Volume 9(1), January- June, 2013 pp 15-21 (ISSN-0974-8954-SHODH).
5. Kumkum Sinha, Corruption in India – The Voice of Youth, , Published in SHODH Pioneer Journal of IT & Management, Volume 9(1), January- June, 2013 pp 22-23 (ISSN-0974-8954-SHODH).

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6. Mayuri Jain, Managing The System – With Special Reference to Youth Effort, , Published in SHODH Pioneer Journal of IT & Management, Volume 9(1), January- June, 2013 pp 24-26 (ISSN-0974-8954-SHODH).
7. Jitendra Kumar Mishra, The Teacher Student Relationship, Published in SHODH Pioneer Journal of IT & Management, Volume 9(1), January- June, 2013 pp 27-29 (ISSN-0974-8954-SHODH).
8. Dr. Mona Tawar , Social Evils and Youth, , Published in SHODH Pioneer Journal of IT & Management, Volume 9(1), January- June, 2013 pp 30-31 (ISSN-0974-8954-SHODH).
9. AsthaTarey, Smart Attitude, Published in SHODH Pioneer Journal of IT & Management, Volume 9(1), January- June, and 2013 pp 32-35 (ISSN-0974-8954-SHODH).
10. AkhileshDubey, Rahul Patel, What Am I Worth ?, , Published in SHODH Pioneer Journal of IT & Management, Volume 9(1), January- June, 2013 pp 36-41 (ISSN-0974-8954-SHODH).
11. KumkumSinha,Devika Mishra, Corruption in Education is Degrading the quality of Youths, , Published in SHODH Pioneer Journal of IT & Management, Volume 9(1), January- June, 2013 pp 42-43 (ISSN-0974-8954-SHODH).
12. NeerajChaturvedi, Responsibility of Youth, , Published in SHODH Pioneer Journal of IT & Management, Volume 9(1), January- June, 2013 pp 44-45 (ISSN-0974-8954-SHODH).
13. RadheshyamAcholiya, Relationship Between Teacher & Student and Parent & Child, , Published in SHODH Pioneer Journal of IT & Management, Volume 9(1), January- June, 2013 pp 46-48 (ISSN-0974-8954-SHODH).
14. PriyankaAale, Ehtesham Khan, Know Thyself, , Published in SHODH Pioneer Journal of IT & Management, Volume 9(1), January- June, 2013 pp 49-51 (ISSN-0974-8954-SHODH).
15. RashmiFarkiya, A Study on Impact of Technology on Youth, , Published in SHODH Pioneer Journal of IT & Management, Volume 9(1), January- June, 2013 pp 52-56 (ISSN-0974-8954-SHODH).

16. SandipaMeshram, ShilpaShaktawat, Is It Aggression or action of the Youths ?, Published in SHODH Pioneer Journal of IT & Management, Volume 9(1), January-June, 2013 pp 57-58 (ISSN-0974-8954-SHODH).
17. KetanMulchandani, A Study on Employability After the Management Education & its Future in India, , Published in SHODH Pioneer Journal of IT & Management, Volume 9(1), January- June, 2013 pp 59-61 (ISSN-0974-8954-SHODH).
18. Dr. Bhakti Sharma, Indian Higher Education System and Employment – Role of Technical and Vocational Training , Published in SHODH Pioneer Journal of IT & Management, Volume 9(1), January- June, 2013 pp 62-66 (ISSN-0974-8954-SHODH).
19. Nidhi Joshi, NitishGhune, Evaluation of Effective Teaching Using Student Ratings of Instruction : By Factor analysis Approach, Published in SHODH Pioneer Journal of IT & Management, Volume 9(1), January- June, 2013 pp 67-73 (ISSN-0974-8954-SHODH).
20. PragatiMaheshwari, Role of Media in Various Sectors – Advantages and Disadvantages on Youth , , Published in SHODH Pioneer Journal of IT & Management, Volume 9(1), January- June, 2013 pp 74-78 (ISSN-0974-8954-SHODH).
21. PreetiUpadhyay, DurgeshGour, Parent Child Relationship, , Published in SHODH Pioneer Journal of IT & Management, Volume 9(1), January- June, 2013 pp 79-80 (ISSN-0974-8954-SHODH).
22. Grishma Patel, Dr. Rajendra Jain, The Impact of TV Advertising on Youth Buying Behavior, , Published in SHODH Pioneer Journal of IT & Management, Volume 9(1), January- June, 2013 pp 81-83 (ISSN-0974-8954-SHODH).
23. RadheshyamAcholiya, Role & Responsibilities of Youth , Published in SHODH Pioneer Journal of IT & Management, Volume 9(1), January- June, 2013 pp 84-87 (ISSN-0974-8954-SHODH).
24. Dr. Mona Tawar, Troubles, Traumas, and Tribulations of Today's Youth, , Published in SHODH Pioneer Journal of IT & Management, Volume 9(1), January- June, 2013 pp 88-89 (ISSN-0974-8954-SHODH).

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25. Pratyasha Jain, Impact of Social Networking Sites (SNS) on the Youth of India, , Published in SHODH Pioneer Journal of IT & Management, Volume 9(1), January-June, 2013 pp 90-94 (ISSN-0974-8954-SHODH).
26. Shweta Mogre, VarshaBatham, Impact of Family Structure on The Overall Development of Youth, , Published in SHODH Pioneer Journal of IT & Management, Volume 9(1), January- June, 2013 pp 95-99 (ISSN-0974-8954-SHODH).
27. SumitZokarkar, Pramod Shukla, Spending Pattern of Outstation Student in Indore City, , Published in SHODH Pioneer Journal of IT & Management, Volume 9(1), January- June, 2013 pp 100-102 (ISSN-0974-8954-SHODH).
28. Jitendra Kumar Mishra, Impact of Cell Phone on Lifestyle of Youth, , Published in SHODH Pioneer Journal of IT & Management, Volume 9(1), January- June, 2013 pp 103-104 (ISSN-0974-8954-SHODH).
29. VarunKeshari, Affression : The Outcome of Gadget Learning, , Published in SHODH Pioneer Journal of IT & Management, Volume 9(1), January- June, 2013 pp 105-107 (ISSN-0974-8954-SHODH).
30. VeenaDadwani, Bullying is Devil, Published in SHODH Pioneer Journal of IT & Management, Volume 9(1), January- June, 2013 pp 108-111 (ISSN-0974-8954-SHODH).

17th National Management Conference
On
Mapping for Excellence: Challenges Ahead
(Challenges in Professional Education)
Saturday, 14 September 2013

Session I: Inaugural

Pioneer Institute of Professional Studies Indore conducted the **17th National Management Conference on “Mapping for Excellence: Challenges Ahead (Challenges in Professional Education)”** Delegates from all walks of life confirmed their presence in the Inaugural Session of the conference.

Dr. A. A. Abbasi, Former VC, DAVV, Indore was the **Chief Guest** of the Conference. **Dr. P. K. Chande, Group Director, Truba Group** was the **Guest of Honour** of the conference. **Dr. Narendra Dhakad, Additional Director, Higher Education (Indore Division)** was the **Key Note Speaker** of the conference. **Dr. P.N. Mishra, Director IMS, DAVV, Indore** was the **Conference Advisor**. **Shri P.C. Jain, Pioneer Group Chairman, CA Dr P. K. Jain Chairman Pioneer Institute, Dr. Pawan Patni Director, Dr. Mona Tawar, Director & Conference Secretary, CA Prashant Jain Executive Director and Conference Chairman** were present in the Inaugural Session of the Conference.

Ms. Apoorva Dubey and Ms. Aastha Awasthi students of M.B.A III Semester were an integral part of the conference. The conference started with Saraswati Vandana all the guests' lightened the lamp. Mr. Siddharth Mehta with Mr. Sameer Chawla students of M.B.A III SEM introduced the institute which included mission, vision, quality policy, and infrastructure and placements records of the institute.

After the institute's presentation **CA Dr. P. K. Jain Chairman Pioneer Institute of Professional Studies** welcomed all the delegates with his enlightening words on the education system.

Welcome Address by CA Dr. P. K. Jain:

CA Dr. P.K. Jain stated that “opportunities and challenges relating to formal education are related to faculty development on a large scale. A concept map was presented to explore how

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faculty educational development could support and greatly enhance an entire system revolving around faculty development in teaching and learning”. He emphasized on development of faculty in order to meet the challenges of the professional education.

After briefing about the conference, **SHODH- Pioneer Journal of IT and Management was released by all the delegates.**

After the release of souvenir Ms. Veena Dadwani introduced Dr. P. K. Chande Group Director, Truba Group & Guest of Honour.

Welcome Address by Dr. P. K. Chande:

Dr P. K. Chande spoke about the relationship between a teacher and a student. He included that the decrease in level of teachers is the only reason for the downfall of the moral values of the youth, he also includes that until, & unless the level of teaching by the teachers will not improved then the situation of our country cannot be improved. He gave many examples on the challenges in the professional education.

After an inspirational speech by Dr P. K. Chande, Ms. Ratna Juneja introduced Dr. Narendra Dhakad, Additional Director, Higher Education (Indore Division) & Key Note Speaker.

Welcome Address by Dr. Narendra Dhakad

“Time has come to let go of the content-based system that has served the industrial era well. It is futile to attempt to fix the educational automobile, since its tires will never run on the information superhighway. The knowledge-based economy requires adults with a new way of thinking and a different set of beliefs.” These were the words of Dr. Narendra Dhakad which clearly explains the power of information and young minds.

Post this; Ms. Rashmi Badjatiya introduced Dr. A. A. Abbasi, former Vice Chancellor, DAVV, and Indore& Chief Guest.

Felicitatation of Dr A. A. Abbasi by Shri P C Jain, Chairman Pioneer Education Group was also done.

Welcome Address by Dr A. A. Abbasi

It’s our pleasure that the eminent personality share his thoughts about education with us, he showed the complexity of Youth’s thinking which turns Youth’s guiltiness, but also motivated the audience by sharing the various experiences of his life. He believes that “A self-analysis of leaders’ beliefs and values in education is the first step towards building a new educational vehicle. This practice calls for significant research. Furthermore, it will pave the road for contemporary methods such as constructivism to flourish.”

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Thereafter Ms. Kumkum Sinha introduced Dr. P. N. Mishra, Director, IMS, DAVV Indore & Conference Advisor.

Welcome Address by Dr. P. N. Mishra

Dr P. N. Mishra started his words with a salute to our mother tongue being the occasion of *Hindi Diwas*. He included that “the education system, despite its considerable achievements in the last 60 years, is still marred by shortcomings, both at the elementary and higher levels, which inhibit the country from becoming a knowledge society. Converting India into a knowledge society shall require, inter alia, addressing the issue of expansion, excellence and inclusion in education while formulating policies for achieving the same.”

DR. P. N. MISHRA has given a highly motivational speech to us that we felt like listening him again and again.

With this part we came to an end of Inaugural Session and the presentation of mementoes were done to the delegates.

At last from inaugural session Dr. Pawan Patni Director M.B.A, Pioneer Institute of Professional Studies presented words of thanks to all the delegates.

With this we concluded the Inaugural Session of conference and delegates gathered in the garden for a group photograph.

Session II: Panel Discussion

Panel Discussion

After Inaugural Session, the next session was of Panel Discussion which was based on the Theme **Annual System Vs Semester System of Education**.

The discussion was conducted in two sessions that included 11 participants in each group.

Ms. Ratna Juneja moderated the Panel Discussion.

The questions that were asked to the participants are as follows:

Annual System Vs Semester System of Education

Q1. What is a semester system? What is annual system?

Q2. Why do we make test and measurement system?

Q3. What kind of pressure do the student faces because of the education system?

Q4. What is GPA system?

Q5. What system do you prefer and why?

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- Q6. After the introduction of semester system how well the student adjusted with it?
- Q7. Semester system keeps the student busy, what about the teachers?
- Q8. Can student do something constructive in short deviation of semester system?
- Q9. Is semester system competitive? Is it monotonous?
- Q10. It is said that semester helps to prepare for competitive exams side by side. Is it true?
- Q11. Are 6 months sufficient to grasp a subject and gain complete knowledge?
- Q12. Do the students flunk in semester system as they flunk in annual exam system?
- Q13. Annual system helps the students to explore and nurture their talent. How far you feel?
- Q14. Annual exam gives stress at the end of the year?
- Q15. Continuous evaluation is better (semester says) or to judge the entire performance of the year?
- Q16. Do we need conceptual learner or crammers?
- Q17. Which system can help them to learn better for their life time?
- Q18. Which system bring burden on students?
- Q19. What about vacation system. System gives lots of vacation. Don't you think that this type of break again and again is good?
- Q20. Annual system helps students to do deep analysis. Is that correct?
- Q21. What marking system? Do they get better marks in semester system?
- Q22. Results often get late in semester system and students keep waiting for their results. Do the students get pissed off with this type of attitude of examination system?
- Q23. What about the backlogs? Do the students take it seriously?
- Q24. What do you say about the time duration of annual and semester system?
- Q25. What about core subjects like if a student has maths in one semester and he doesn't have in other semester. What is use of studying it?
- Q26. So many things come at same time in semester system like presentation, projects etc. How far a student can do justification with it?
- Q27. What is the basic difference between the semester system and annual system? Does it reflect on the personality of the student?

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Q28. Is the semester system transparent?

Q29. How to prepare for exam in semester system?

Q30. With so many holidays in Indian calendar how fruitful is the semester system?

Details of Participants:

S.No.	Name of Participant	Name of Institute
1	Dr. Jitendra Sharma	Acropolis Institute, Indore
2	Ms. Shweta Narang	Vishistha School of Management, Indore
3	Ms. Aarti Rao	Prestige Institute of Engineering & Science, Indore
4	Anurag Joshi	Shri Vaishnav Institute of Technology & Science
6	Sankalp Manghnani	Alumini
7	Ms. Meenu Khandelwal	Aluminai
8	Ms. Priyanka Phadnis	Aluminai
1	Sambhav Jain	Shri Vaishnav Institute of Technology & Science
2	Piyush Bidwan	Shri Vaishnav Institute of Technology & Science
3	Sudhanshu Jain	Shri Vaishnav Institute of Technology & Science
4	Kewal Shah	Shri Vaishnav Institute of Technology & Science
5	Vaubhav Asthana	Shri Vaishnav Institute of Technology & Science
6	Adish Tripathi	Prestige Institute of Engineering & Science, Indore
7	Neeraj Chaturvedi	Pioneer Institute of Professional Studies, Indore
8	Siddarth Mehta	Pioneer Institute of Professional Studies, Indore
9	Sameer Chawla	Pioneer Institute of Professional Studies, Indore
10	Rishi Kumar Jain	Pioneer Institute of Professional Studies, Indore
11	Kapil Sharma	Pioneer Institute of Professional Studies, Indore
12	Vinay Kendurkar	Pioneer Institute of Professional Studies, Indore
13	Bhojraj Vishwakarma	Pioneer Institute of Professional Studies, Indore
14	Archit Kesaria	Pioneer Institute of Professional Studies, Indore

Session III: Technical Session

The technical session included the submission of research papers and their presentations. Various students from different colleges submitted the research papers and given their

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presentation on it. Here is the list of Research who submitted & presented the research papers:

S.No	Name	Title of Paper	Institute Name
1	Dr. P. N. Mishra	Corporate Social Responsibility- The Ancient Indian Way	IMS, DAVV, Indore
2	Dr. Kapil Sharma	Corporate Social Responsibility- The Ancient Indian Way	IMS, DAVV, Indore
3	Dr. Pooja Jain	Customers' Demographic Profile and its Association with Service Responsiveness Perception: A Study of State Bank of India	IIPS, DAVV, Indore
4	Dr. P.N.Mishra	Influence of Demography on Service Empathy Perception- A Study of State Bank of India	IMS, DAVV, Indore
5	Dr. Pooja Jain	Influence of Demography on Service Empathy Perception- A Study of State Bank of India	IIPS, DAVV, Indore
6	Amrita Chatterjee	Factors influencing urbanized students to select ODL courses over Regular courses - an empirical study based on Kolkata	University of Kalyani, West Bengal.
7	Devika Mishra	The Basic Art and Science in Management Education	Pioneer Institute of Professional Studies, Indore
8	Dr. Archana Sharma	Indian Higher Education- Issues & Challenges	Govt M.L.B. Girls P.G. College, Kila Bhavan, Indore
9	Jacob Mathew Pulikotil	Home Schooling Through Social Networking Sites	Holy Grace Academy of Management Studies, Kuruvilassery, Kerala
10	Dr. M. M. Munshi	Emerging challenges and thrust areas of Indian Higher Education System	Department of Management Studies and Research, Gogte Institute of technology, Udyambag, Belgaum
11	Neeraj Chaturvedi	Use of Computer in the Field of Education	Pioneer Institute of Professional Studies, Indore
12	Preeti Upadhyay	Computer Education	Pioneer Institute of Professional Studies, Indore
13	Sambhav Jain	e-School & e- Universities	SVITS, Indore
14	Dr. Snehal Kumar H Mistry	Changes and Challenges in Higher Education	C.K.Pithawalla Institute of Management, Surat
15	Sohail Ali	Web Based Education & Training	SVITS, Indore
16	Surbhi Laddha	Changes & Challenges in Management Education	Vision School of Management, Chittorgarh

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17	CA Dr. P.K. Jain	Critical Analysis of Current Education System Problems & Role of Accreditation Bodies	Pioneer Institute of Professional Studies, Indore
18	CA Dr. Prashant Jain	Critical Analysis of Current Education System Problems & Role of Accreditation Bodies	Pioneer Institute of Professional Studies, Indore
19	Amrita Chaurasia	Green Initiative in Higher Education	IIM, Indore
20	CA Dr. P.K. Jain	Green Initiative in Higher Education	Pioneer Institute of Professional Studies, Indore
21	Dr. Mona Tawar	Critical Issues, Challenges & Suggestions in Indian Higher Education	Pioneer Institute of Professional Studies, Indore
22	Dr. Mona Tawar	Selling One's Skills & Not the Degree	Pioneer Institute of Professional Studies, Indore
23	Dr. Mona Tawar	Higher Education in Rural Areas	Pioneer Institute of Professional Studies, Indore
24	Sumit Zokarkar	Student Evaluation (Examination) System for Professional and Technical Education	Pioneer Institute of Professional Studies, Indore
25	Alkesh Pal	Student Evaluation (Examination) System for Professional and Technical Education	JIET group of Institutions, PaliRaod, Jodhpur, Rajasthan
26	Kumkum Sinha	Distance Learning, Virtual Classrooms, and Teaching Pedagogy in the Internet Environment.	Pioneer Institute of Professional Studies, Indore
27	Kumkum Sinha	The Basic Art and Science in Management Education	Pioneer Institute of Professional Studies, Indore
28	Rashmi Karkiya	A Study on Overview of Employee Attrition Rate in India	Pioneer Institute of Professional Studies, Indore
29	Veena Dadwani	Semester System Vs Annual System of Examination	Pioneer Institute of Professional Studies, Indore
30	Rashmi Badjatya	An Introduction to Non Monetary Rewards	Pioneer Institute of Professional Studies, Indore
31	Avani Trivedi	Retaining People: A Challenge	Pioneer Institute of Professional Studies, Indore
32	Astha Tarey	Impact of Education on Socio-Economic Development	Pioneer Institute of Professional Studies, Indore
33	Astha Tarey	Role of Education in Modernization	Pioneer Institute of Professional Studies, Indore
34	Astha Tarey	Changing Scenario in Higher Education in India	Pioneer Institute of Professional Studies, Indore

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35	Radheshyam Acholiya	Changing Scenario in Higher Education in India	Pioneer Institute of Professional Studies, Indore
36	Radheshyam Acholiya	Quality Issues in Education	Pioneer Institute of Professional Studies, Indore
37	Radheshyam Acholiya	The Impact of Globalization on Education	Pioneer Institute of Professional Studies, Indore
38	Radheshyam Acholiya	Higher Education in Rural Areas	Pioneer Institute of Professional Studies, Indore
39	Nidhi Joshi	Role of Information Technology in Education System: By Faculty Prospective	Pioneer Institute of Professional Studies, Indore
40	Swati Gupta	Traditional Vs. Modern Teaching Methodology	Pioneer Institute of Professional Studies, Indore
41	Suchi Mody	Challenges in Higher Education	Pioneer Institute of Professional Studies, Indore
42	Subhi Mody	Challenges in Higher Education	Pioneer Institute of Professional Studies, Indore
43	Ketan Mulchandani	A Study on Opportunities and Challenges ahead for Electronic Learning in India	Pioneer Institute of Professional Studies, Indore
44	Durgesh Gaur	Evaluation of Management Education in Indore: Issues, Challenges & Opportunities	Pioneer Institute of Professional Studies, Indore
45	Astha Tarey	(Book Review) You Can Win by Shiv Khara	Pioneer Institute of Professional Studies, Indore
46	Varun Keshari	Challenges in Education and Sustainability of Government	Pioneer Institute of Professional Studies, Indore

Session IV: Valedictory Session

The session started with distribution of certificates to the participants and was concluded beautifully with vote of thanks by MR SIDHARTH MEHTA student of M.B.A III semester.

It was a wonderful experience to attend the 17th NATIONAL MANAGEMENT CONFERENCE.

“Man cannot discover new oceans unless he has the courage to lose sight of the shore”-
Ander Gide

Publication Detail:

1. Dr.P.N.Mishra, Dr. Pooja Jain , Influence of Demography on Service Empathy Perception – A Study of State Bank of India, Published in SHODH Pioneer Journal of IT & Management, Volume 9(2), July- December, 2013 pp 1-6 (ISSN-0974-8954-SHODH).
2. Dr.P.N.Mishra, Dr. Kapil Sharma, Corporate Social Responsibility – The Ancient India Way, Published in SHODH Pioneer Journal of IT & Management, Volume 9(2), July- December, 2013 pp 7-8 (ISSN-0974-8954-SHODH).
3. Dr. Pooja Jain , Customers’ Demographic Profile and its Association with Service Responsiveness Perception : A study of State Bank of India, Published in SHODH Pioneer Journal of IT & Management, Volume 9(2), July- December, 2013 pp 9-14 (ISSN-0974-8954-SHODH).
4. Dr. CA P. K. Jain, CA Prashant Jain (2013), Critical Analysis of Current Education System Problems & Role of Accreditation Bodies, Published in SHODH Pioneer Journal of IT & Management, Volume 9(2), July- December, 2013 pp 15 – 19 (ISSN-0974-8954-SHODH).
5. Dr. CA P. K. Jain and Amrita Chourasia (2013), Green Initiative in Higher Education, Published in SHODH Pioneer Journal of IT & Management, Volume 9(2), July- December, 2013 pp 20 – 24 (ISSN-0974-8954-SHODH).
6. Dr. Mona Tawar (2013), Critical Issues, Challenges and Suggestions in Indian Higher Education, Published in SHODH Pioneer Journal of IT & Management, Volume 9(2), July- December, 2013 pp 25 – 27 (ISSN-0974-8954-SHODH).
7. Radheshyam Acholiya (2013), The Impact of Globalization on Education, Published in SHODH Pioneer Journal of IT & Management, Volume 9(2), July- December, 2013 pp 28– 32 (ISSN-0974-8954-SHODH).
8. Amrita Chatterjee, Factors Influencing Urbanized Students to Select ODL Courses over Regular Courses- An Empirical Study based on Kolkatta, Published in SHODH Pioneer Journal of IT & Management, Volume 9(2), July- December, 2013 pp 33-36 (ISSN-0974-8954-SHODH).

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9. Dr. Mona Tawar (2013), Selling One's Skill and Not the Degree, Published in SHODH Pioneer Journal of IT & Management, Volume 9(2), July- December, 2013 pp 37 – 39 (ISSN-0974-8954-SHODH).
10. Alkesh Pal and Sumit Zokarkar (2013), Student Evaluation (Examination) System for Professional and Technical Education, Published in SHODH Pioneer Journal of IT & Management, Volume 9(2), July- December, 2013 pp 40 – 42 (ISSN-0974-8954-SHODH).
11. Kumkum Sinha (2013), Distance Learning, Virtual Classrooms and Teaching Pedagogy in the Internet Environment, Published in SHODH Pioneer Journal of IT & Management, Volume 9(2), July- December, 2013 pp 43 – 45 (ISSN-0974-8954-SHODH).
12. Dr. Archana Sharma, Indian Higher Education-Issues & Challenges, Published in SHODH Pioneer Journal of IT & Management, Volume 9(2), July- December, 2013 pp 46-49 (ISSN-0974-8954-SHODH).
13. Varun Keshari (2013), Challenges in Education and Sustainability of Government, Published in SHODH Pioneer Journal of IT & Management, Volume 9(2), July- December, 2013 pp 50 – 53 (ISSN-0974-8954-SHODH).
14. Astha Tarey (2013), Impact of Education on Socio-Economic Development, Published in SHODH Pioneer Journal of IT & Management, Volume 9(2), July- December, 2013 pp 54 – 56 (ISSN-0974-8954-SHODH).
15. Dr. M.M.Mushi, Emerging Challenges and Thrust Areas of Indian Higher Education System, Published in SHODH Pioneer Journal of IT & Management, Volume 9(2), July- December, 2013 pp 57 –60 (ISSN-0974-8954-SHODH).
16. Rashmi Farkiya (2013), A Study on Overview of Employee Attrition Rate in India, Published in SHODH Pioneer Journal of IT & Management, Volume 9(2), July- December, 2013 pp 61 – 63 (ISSN-0974-8954-SHODH).
17. Jacob Mathew Pulikotil, Dr. K.Anandanatarajan, Dr. Sheela Srivastava, Home Schooling through Social Networking Sites, Published in SHODH Pioneer Journal of IT & Management, Volume 9(2), July- December, 2013 pp 64-69 (ISSN-0974-8954-SHODH).
18. Radheshyam Acholiya (2013), Quality Issues in Education, Published in SHODH Pioneer Journal of IT & Management, Volume 9(2), July- December, 2013 pp 70 – 74 (ISSN-0974-8954-SHODH).

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19. Dr. Snehal Kumar H. Mistry, Changes and Challenges in Higher Education, Published in SHODH Pioneer Journal of IT & Management, Volume 9(2), July- December, 2013 pp 75 – 77 (ISSN-0974-8954-SHODH).
20. Akhilesh Dubey, Pratyush Trivedi, Avani Trivedi (2013) Retaining People: A Challenge, Published in SHODH Pioneer Journal of IT & Management, Volume 9(2), July- December, 2013 pp 78 – 84 (ISSN-0974-8954-SHODH).
21. Surbhi Laddha, Changes and Challenges in Management Education, Published in SHODH Pioneer Journal of IT & Management, Volume 9(2), July- December, 2013 pp 85 – 88 (ISSN-0974-8954-SHODH).
22. Astha Tarey (2013), Role of Education in Modernization, Published in SHODH Pioneer Journal of IT & Management, Volume 9(2), July- December, 2013 pp 89 – 91 (ISSN-0974-8954-SHODH).
23. Sohail Ali, Sambhav Jain, Anurag Joshi, Web based education and training, Published in SHODH Pioneer Journal of IT & Management, Volume 9(2), July- December, 2013 pp 92-98 (ISSN-0974-8954-SHODH).
24. Veena Dadwani (2013), Semester System Vs Annual System of Examination, Published in SHODH Pioneer Journal of IT & Management, Volume 9(2), July- December, 2013 pp 99 – 101 (ISSN-0974-8954-SHODH).
25. Sambhav Jain, Sohail Ali, Anurag Joshi, e-School and e-Universities, Published in SHODH Pioneer Journal of IT & Management, Volume 9(2), July- December, 2013 pp 102-108 (ISSN-0974-8954-SHODH).
26. Rashmi Badjatya (2013), An Introduction to Non Monetary Rewards, Published in SHODH Pioneer Journal of IT & Management, Volume 9(2), July- December, 2013 pp 109 – 112 (ISSN-0974-8954-SHODH).
27. Preeti Upadhyay, Computer Education , Published in SHODH Pioneer Journal of IT & Management, Volume 9(2), July- December, 2013 pp 113-116 (ISSN-0974-8954-SHODH).
28. Ketan Mulchandani (2013), A Study on Opportunities and Challenges Ahead for Electronic Learning in India, Published in SHODH Pioneer Journal of IT & Management, Volume 9(2), July- December, 2013 pp 117 – 121 (ISSN-0974-8954-SHODH).

29. Neeraj Chaturvedi, Use of Computer in the Field of Education, Published in SHODH Pioneer Journal of IT & Management, Volume 9(2), July- December, 2013 pp 122-123 (ISSN-0974-8954-SHODH).
30. Kali Charan Modak and Durgesh Gaur (2013), Evaluation of Management Education in Indore: Issues, Challenges and Opportunities, Published in SHODH Pioneer Journal of IT & Management, Volume 9(2), July- December, 2013 pp 124 – 127 (ISSN-0974-8954-SHODH).
31. Kumkum Sinha and Devika Mishra (2013), The Basic Art and Science in Management Education, Published in SHODH Pioneer Journal of IT & Management, Volume 9(2), July- December, 2013 pp 128 – 132 (ISSN-0974-8954-SHODH).
32. Nidhi Joshi (2013), Role of Information Technology in Education System: By Faculty Prospective, Published in SHODH Pioneer Journal of IT & Management, Volume 9(2), July- December, 2013 pp 133 – 138 (ISSN-0974-8954-SHODH).
33. Dr. Mona Tawar and Radheshyam Acholiya (2013), Higher Education in Rural Areas, Published in SHODH Pioneer Journal of IT & Management, Volume 9(2), July- December, 2013 pp 139 – 142 (ISSN-0974-8954-SHODH).
34. Swati Gupta (2013), Traditional V/s Modern Teaching Methodology, Published in SHODH Pioneer Journal of IT & Management, Volume 9(2), July- December, 2013 pp 143 – 147 (ISSN-0974-8954-SHODH).
35. Subhi Mody and Suchi Mody (2013), Loopholes in Higher Education, Published in SHODH Pioneer Journal of IT & Management, Volume 9(2), July- December, 2013 pp 148 – 150 (ISSN-0974-8954-SHODH).
36. Astha Tarey and Radheshyam Acholiya (2013), Changing Scenario in Higher Education in India, Published in SHODH Pioneer Journal of IT & Management, Volume 9(2), July- December, 2013 pp 151 – 153 (ISSN-0974-8954-SHODH).
37. Rashmi Farkiya and Veena Dadwani (2013), Growth and Inflation in the Indian Economy, Published in SHODH Pioneer Journal of IT & Management, Volume 9(2), July- December, 2013 pp 154 – 157 (ISSN-0974-8954-SHODH).
38. Durgesh Gaur (2013), A Critical Study on Malnutrition in India, Published in SHODH Pioneer Journal of IT & Management, Volume 9(2), July- December, 2013 pp 158 – 165 (ISSN-0974-8954-SHODH).

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39. Rashmi Farkiya and Veena Dadwavi (2013), An Overview of Corruption in Indian Society, Published in SHODH Pioneer Journal of IT & Management, Volume 9(2), July-December, 2013 pp 166 – 171 (ISSN-0974-8954-SHODH).
40. Dr. Pawan Patni and Swati Gupta (2013), Quality of Work Life: A Determinant for Job Performance, Published in SHODH Pioneer Journal of IT & Management, Volume 9(2), July- December, 2013 pp 172 – 175 (ISSN-0974-8954-SHODH).

Cases:

1. Deepali Pai and Veena Dadwani (2013) Organized Retail: A Consumer Experience, Published in SHODH Pioneer Journal of IT & Management, Volume 9(2), July-December, 2013 pp 178 – 179 (ISSN-0974-8954-SHODH).
2. Anish Patel, Varun Keshari, Amit Rajoria, Swati Gupta, Durgesh Gaur, Subhi Mody and Sapna Adwani (2013), Organized Retail: A Consumer Experience, Published in SHODH Pioneer Journal of IT & Management, Volume 9(2), July- December, 2013 pp 180 (ISSN-0974-8954-SHODH).
3. Anish Patel, Varun Keshari, Amit Rajoria, Swati Gupta, Durgesh Gaur, Subhi Mody and Sapna Adwani (2013) Unorganized Retail: A Customer Experience Published in SHODH Pioneer Journal of IT & Management, Volume 9(2), July- December, 2013 pp 181 (ISSN-0974-8954-SHODH).
4. Subhi Mody and Suchi Mody (2013), Gems & Jewellery, Published in SHODH Pioneer Journal of IT & Management, Volume 9(2), July- December, 2013 pp 182 (ISSN-0974-8954-SHODH).

ENTREPRENEURSHIP DEVELOPMENT CELL (EDC)

50 Rupees Exercise

A thought repeatedly does not get transformed into a creation or a business scheme unless it is channeled to bloom and flourish into an activity. With this in mind, the ED Cell of the Institute embarked second time with an exciting and interesting learning exercise, the 'Rs. 50 Exercise'. Under this exercise each group of students were expected to come up with a product or service with the prior investment of just Rs. 50/- and make profit. The objective behind this activity was representation of the students to entrepreneurial skills such as managing HR, learning marketing and sales techniques, managing cash flow, taking decisions etc.

The students were notified earlier to work on their business idea by investing Rs. 50 amount, and generate revenue by selling their products or services. Students worked very hard on their business ideas, developed products and sold them in the market.

The objective behind this is to expose the student to entrepreneurial skills. The students were very thrilled with their ventures and took pleasure in EDC Event.

PARTNERING IN PRESENTATION FOR UNDER GRADUATES

Partnering Presentation Event was started with the motive of boosting the Under Graduates from 19/02/2013 and the summarized report is as under:

PRESENTATION TIMMING: 8:45 A.M – 11:00 A.M

S. No.	SEMESTER	STREAM	DATE	ATTENDANCE REGISTERED	NO. OF PRESENTATION TAKEN	PRESENTATION REGISTERED BUT STILL TO PRESENT	
DAY 1							
1	Second	BBA	19/03/2013	22		-x-	
2		B.Com (P + CA)		27	01		
3		BCA		02			
4		B.Sc		06	01		
5		Fourth		BCA	02		
6		Sixth		BBA	07		
TOTAL				66	02		
DAY 2							
1	Second	BBA	20/03/2013	24	03	10	
2		B.Com (P + CA)		24	04		
3		BCA		00	00		
4		B.Sc		00	01		
5	Fourth	BCA		00	00		
6		BBA		03	00		
7	Sixth	BBA		03	00		
TOTAL				54	08		
DAY 3							
1	Second	BBA	23/02/2013	20	04	10+4=14	
2		B.Com (P + CA)		14	02		
3		BCA		05			
4		B.Sc		09			
5	Fourth	BCA					
6		BBA		01			
7		B.Com (P + CA)		04			
8	Sixth	BBA		05	01		

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TOTAL				58	07		
DAY 4							
1	Second	BBA	25/02/2013	16	04	NONE	
2		B.Com (P + CA)		12	02		
3		BCA		00	00		
4		B.Sc		04	00		
5	Fourth	BCA		00	00		
6		BBA		01	01		
7		B.Com (P + CA)		00	00		
8	Sixth	BBA		00			
TOTAL				33	07		

TOTAL NO. OF PRESENTATION: 24 (48 Students Approx. Participated in the event)

****On 19/03/2013 the students were briefed on “How to give a Presentation, Maintaining Body Language, Importance of Formal Attire etc”. With this, various questions which were asked by the student regarding Partnering Presentation such as “What is the Importance of such activity” etc were solved.**

****Greater enthusiasm was noted amongst the students (Specially B.Com and BBA, many of them were found in the computer lab in the later hours of the day preparing presentation. Some students were not aware of how to use PPT (Prepare) they were also assisted.**

OVERALL RESULT: Students presented their PPT in an appealing manner, as language was not a barrier they gave their presentation with a more POSITIVE ATTITUDE. They were well behaved and in attire.

CONCLUDING REMARK: Students were handed over with *CERTIFICATES OF ACHIVEMENT* which added to the motivation level and the students.
The Event Coordinator was Prof. Kumkum Sinha.

INDUSTRIAL VISIT

Industrial Visit for MBA II March 2013

Purpose of Industrial Visit:

To minimize the gap of professional education and corporate culture pips is organizing industry visit for their management professionals.

<i>Date</i>	<i>Company Name</i>	<i>Company Coordinator</i>	<i>Place</i>	<i>No. Of Students</i>	<i>Semester/ Stream</i>	<i>College Coordinator</i>
07/03/13	SAFEXPR ESS PVT. LTD.	Mr. Sanjeevan Prasad Bhatt, Head- Operations	Manglia	24	MBA 2nd SEM	Mr. P.K. Tiwari

The details of industrial visit organized in March 2013

DATE: - 07th March 2013.

TIME: - 10:00 Hrs to 15:00 Hrs

CONTACT PERSON: - Mr. Sanjeevan Prasad Bhatt, Head Operations and Mr. Anupam – Coordinator and Manager Training and Development.

NAME OF INDUSTRY: - Safexpress Pvt. Ltd. Safe Express Logistics Park, AB Road, NH 3 Manglia, Indore.

INDUSTRY TYPE: - Logistic

SUMMARY:-

In this industrial visit students were able to study about one of the booming industry in logistics and its verticals like Supply chain management and 3rd Party logistics (3PL).

India's No. 1 company in logistic provide our students a chance to understand about organized work culture. Overall view of the industry make them to understand the organized way of working, functioning of different department / units, processes include, coordination in between units , use of latest technology in logistics like GPS, tacking device in vehicle, role of time management in logistics, importance of customer satisfaction, warehousing limitation, precautions, welfare and safety measures in industry, and lastly training department which has its own uniqueness with a vision to utilize maximum and best potential from unskilled and illiterate employees.

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CONCLUSION:- Industry survive only on the basis of services providing to his honorable customer punctuality, time management and the use of latest technologies to make this hard work job into a smart work with a great future opportunity in the trend.

VOTE OF THANKS:- By **Mr. P.K. Tiwari, TPO** on behalf of Pioneer Institute, Indore and **Prof.Kumkum Sinha** (Placement Coordinator) on behalf of students.

List of Students Participated (MBA IInd SEMESTER)

1. Nitesh Sharma
2. Ashwin Sannase
3. Manas Sinha
4. Satya Prakash Jain
5. Divya Rathore
6. Shiv Singh Rajawat
7. Rohit Jat
8. Rupa Sharma
9. Nidhi Singh
10. Anjali Khare
11. Sapna Shirvastava
12. Sheetal Saxena
13. Jasleen Kaur Bindra
14. Devika Mishra
15. Anirudth Singh Jat
16. Manish Bimal
17. Nikita Gangrade
18. Vinay Kendurkar
19. Abhishek Kumar Rai
20. Jainendra Kumar Shah
21. Neha Gangi
22. Priyanka Mishra
23. Pankaj Dhameja
24. Sandeep Meshram

Industrial Visit BBA II Semester

Industrial Visit: BBA II

To minimize the gap of professional education and corporate culture pips is organizing industry visit for their management professionals.

Date	Company Name	Company Coordinator	Place	No. Of Students	Semester/ Stream	College Coordinator
23/03/13	SAFEXPR ESS PVT. LTD.	Mr. Prakash Baurai – Principal Safeducate	Manglia	24	BBA 2nd Semester	Mr. P.K. Tiwari

Following are the details for the industrial visit organized in the month of March 2013

DATE: - 23th March 2013.

TIME: - 10:00 Hrs to 15:30 Hrs

CONTACT PERSON:- *Mr. Prakash Baurai – Principal Safeducate, Mr. Sanjeevan Prasad Bhatt, Head Operations and Mr. Anupam Prasad , Manager Training and Development.*

NAME OF INDUSTRY: - Safexpress Pvt. Ltd. Safe Express Logistics Park, AB Road, NH 3 Manglia, Indore.

INDUSTRY TYPE: - Logistic

SUMMARY:- In this industrial visit students were able to study about one of the booming industry I.e, logistics and its verticals like Supply chain management and 3rd party logistics (3PL),

India's No. 1 company in logistic provide our students a chance to understand about organized work culture. Overall view of the industry make them to understand the organized way of working, functioning of different department / units, processes include, coordination in between units , use of latest technology in logistics like GPS, tracking device in vehicle, role of time management in logistics, importance of customer satisfaction, warehousing limitation, precautions, welfare and safety measures in industry, and lastly training department which has its own uniqueness with a vision to utilize maximum and best potential from unskilled and illiterate employees.

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CONCLUSION:- Industry survive only on the basis of services providing to his honorable customer punctuality, time management and the use of latest technologies to make this hard work job into a smart work with a great future opportunity in the trend.

VOTE OF THANKS: - By Prof Ms. Kumkum Sinha on behalf of Pioneer Institute, Indore.

Industrial Visit Safe Express Pvt. Ltd Manglia

List of Students Participated in: (BBA II Semester)

1. Akash Soni
2. Ayush Gupta
3. Akshay Jain
4. Rajat Patidar
5. Ankit Patidar
6. Suraj Sharma
7. Ashish Dewedi
8. Adwat Mukati
9. Kamlesh Mewad
10. Ankit Shrimali
11. Ankur Bhatt
12. Sanu Kumar
13. Rajan Kumar Singh
14. Chandrakant Shukla
15. Swati Patel
16. Anurag Sahu
17. Hamani Padgil
18. Ruby Yadav
19. Sanskriti
20. Kamlesh
21. Archit Kesaria
22. Anjali Pramar
23. Kiran Kumawat
24. Ruchi Jain

RESEARCH & DEVELOPMENT CELL

MBA II Semester

Minor Research Project: 2012-14

S.No.	NAME	Group No.	Faculty Guide	TOPIC
1	ANKITA FARKIYA	1	Prof Shweta Mogre	A study of public opinion towards BRTS in Indore City
2	ARCHANA TIWARI			
3	ASHWIN SANNASE			
4	DIVYA RATHORE			
5	GARIMA SOMANI			
6	JOSHIL PATEL	2	Prof Anish Patel	A Comparative study of Market Price & Guideline Provided by Govt. properties in Indore
7	JUZER ROTIWALA			
8	MANISH BIMAL			
9	NEELAM DHARMANI			
10	NEERAJ CHATURVEDI			
11	NEHA GANGEYA	3	Prof Anish Patel	Shortfalls & Benefits of BRTS in Indore City.
12	PIYUSH SINGH BAGHEL			
13	PRIYANKA MISHRA			
14	RISHI KUMAR JAIN			
15	SAMEER CHAWLA			
16	VEENA PATANKAR	4	Prof Ketan Moolchandani	Changing scenario of Service Sector & Manufacturing sector with changing FDI norms in India
17	VINAY KENDURKAR			
18	ZARINA QURESHI			
19	ROSHNI FIRDOUS			
20	RAMAKANT SONAVANE			
21	AANCHAL BANSAL	5	Prof Varun Keshari	Determinants of consumer buying behavior through mega stores
22	AAROHI CHOUHAN			
23	ABHIRAM KHARE			
24	ABHISHEK KUMAR PANDEY			
25	ABHISHEK KUMAR RAI			
26	ABHISHEK SINGH	6	Prof Varun Keshari	A comparative study on application of advertising through cell phone framework among various goods/service
27	AJAY JOSHI			
28	ALICE DAS			
29	AMIT KUMAR SINGH			
30	AMIT MISHRA			
31	AMIT SAHU	7	Prof Radheshyam Acholiya	Decision making while purchasing life insurance
32	ANIRUDHA SINGH JAT			
33	ANJALI KHARE			
34	ANKIT PATIDAR			

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35	ANKIT SINGH BAGHEL			
36	ANKIT SINGH PARIHAR	8	Prof Radheshyam Acholiya	Consumer preference towards different sport shoes brand
37	APOORV DUBEY			
38	APOORVA DUBEY			
39	ARUNENDRA TRIPATHI			
40	ARUN KUMAR GUPTA			
41	ATUL SINGH	9	Prof Rashmi Farkiya	A study on Work-Life Balance amongst Doctors in Public and Private Hospitals.
42	AWDHESH KUMAR SHAH			
43	AZHAR KHAN			
44	BALKRISHNA CHOUHAN			
45	BHOJRAJ VISHWAKARMA			
46	BHOLA SHANKAR VAISHY	10	Prof Rashmi Farkiya	A Study on Factors Influencing the Job Satisfaction of Lecturers Employed In Management Institutions.
47	CHANDRA PRAKASH MALVIYA			
48	CHETAN PADIYAR			
49	DEEPAK MISHRA			
50	DEEPNARAYAN MISHRA			
51	DEVIKA MISHRA	11	Prof Rashmi Farkiya	A study on Patients Satisfaction from the services provided by Hospitals.
52	EKTA SHARMA			
53	GARIMA KHARE			
54	GAURAV SHRIVASTAVA			
55	GAURAV VORA			
56	HEMANT AHEER	12	Prof Sumit Zokarkar	To study the various data cards(3G) connections available in Indore and compare the schemes.
57	HIMANSHU KUMAR GUPTA			
58	HRIDESH FANINDRA			
59	JAINENDRA KUMAR SHAH			
60	JAMES NAG			
61	JASLEEN KAUR BINDRA	13	Prof Sumit Zokarkar	To find the factors affecting the selection of School for Nursery student.
62	JAYATI GUPTA			
63	JITENDRA KUMAR MISHRA			
64	KALYANI KUMARI			
65	KAMLESH PRASAD YADAV			
66	KAPIL SHARMA	14	Prof Chetan Raikwar	A Study of Brand Loyalty of women in cosmetic products.
67	KARISHMA KAPAHI			
68	KARTIKAY TIWARI			
69	MANAS SINHA			
70	MEENAKSHI YADAV			
71	MEET TIWARI	15	Prof Chetan Raikwar	A study on the impact of CRM on Customer Loyalty with special reference to cellular operators in Indore City
72	MEGHA KHARE			
73	NAGENDRA SEN			
74	NAMRATA SINGH			
75	NARENDRA SINGH PAL			
76	NIDHI DIDAWAT	16	Prof Nidhi Joshi	A comprehensive study to

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77	NIDHI SINGH			measure consumer satisfaction in Multiplexes of Indore
78	NIKITA GANGRADE			
79	NITESH DUPARE			
80	NITESH SHARMA			
81	PANKAJ DHAMEJA	17	Prof Nidhi Joshi	E-advertisement and their impact on youth.
82	PANKAJ DHUWARE			
83	PANKAJ PATIDAR			
84	PAVAN KUMAR TIWARI			
85	POOJA DEPAN			
86	POOJA KUSHWAHA	18	Prof Ketan Moolchandani	Financial Analysis of Ruchi Soya.
87	POONAM CHAUHAN			
88	PRAVEEN KUMAR SONI			
89	PREETI UPADHYAY			
90	PRITAM GUPTA			
91	PRIYANKA AALE	19	Prof Ketan Moolchandani	A Comp.Financial Anaysis of Oriental Insurance company & National Insurance
92	PRIYANKA AGRAWAL			
93	PRIYANKA KHARAT			
94	PUROBI CHAKRABORTY			
95	PUSHPENDRA KUMAR MISHRA			
96	PUSHPENDRA SONI	20	Prof Sadhna Mandloi	Impact of Word of Mouth Marketing on Service Selection Preference
97	RAHUL KUMAR			
98	RAHUL NANDANWAR			
99	RAJEEV BISWAS			
100	RAKESH PRASAD SHUKLA			
101	RAKSHA MISHRA	21	Prof Pratyasha Jain	A comparative study of services provided by Rajshree Hospital & Greater Kailash Hospital
102	RAM GOVIND SHAH			
103	RAVISHANKAR MISHRA			
104	REEMA KHATRI			
105	REKHRAJ JAIN			
106	RICHA YADAV	22	Prof Pratyasha Jain	A Comparative study of customer satisfaction of Dainik Bhaskar & Naidunia
107	RISHI KESH PANDEY			
108	RITESH TIKOTKAR			
109	ROHIT JAIN			
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111	RUPA SHARMA	23	Dr. Mona Tawar	Quality of Working Life of Female Professionals: A Comparative Study Of Male Vs. Female
112	RUPALI JAISWAL			
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119	SAPNA SHRIVASTAVA			
120	SATYA PRAKASH JAIN			
121	SATYARTH MISHRA	25	Prof Kumkum Sinha	Effect of Gender on Family Buying Decissions
122	SHEETAL SAXENA			
123	SHILPA SHAKTAWAT			
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126	SIDDHARTH MEHTA	26	Prof Kumkum Sinha	A study on Consumer spending via Credit Cards
127	SINKI VERMA			
128	SONAL KESHARI			
129	SUDEEP KUMAR SHUKLA			
130	SUMIT SINGH SISODIYA			
131	SUNNY AHUJA	27	Prof Kumkum Sinha	Impact of advertising and Price sesitivity and consumer buying behaviour
132	SURYAKANT SHUKLA			
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137	TARUN KUMAR PANDEY			
138	TEERATH PRASAD VISHWAKARMA			
139	VICKY CHOUKSE			
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141	VIVEK MISHRA	29	Prof Durgesh Gour	A Study of Impact of infletion on Share Market
142	VIVEK SHUKLA			
143	YOGESH SHARMA			
144	ANARUDHA PRASAD DWIVEDI			
145	NITIN SONAVANE			
146	SAMEER KHAN	30	Prof Durgesh Gour	A Price analysis of real estate sector in last 10 years.
147	YOGESH MAHAJAN			
148	PRAVEEN BANWARI			
149	MADHURI SHARMA			
150	YOGESH WAIDKAR			
151	AASTHA AWASTHI	31	Prof Aastha Tarey	A Study of impact of celebrity endorsement on consumer buying behavior with respect to Cosmetic products.
152	ABHA MISHRA			
153	AKHILESH UPADHYAY			
154	ANSHUMAN MISHRA			
155	ANUJ SINGH			
156	EHTESHAM KHAN	32	Prof Pratyasha Jain	A Comparative Study On OCTAPACE Culture In Private Colleges.
157	LALITA BANJARA			
158	MEESHIKA VISHWAKARMA			
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160	PANKAJ KUMAR MISHRA			
161	RAHUL SINGH LODHI			
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163	SUNIL KUMAR GUPTA			
164	MANISH KUMAR PYASHI			
165	SARVESH TRIPATHI			
166	SONU DUBEY			
167	VISHAL MISHRA			
168	ABDUL FAIZAN KHAN	34	Prof Aastha Tarey	A study of analysis of customer preferences towards different brand of Tea.
169	ANIL KUMAR SHAH			
170	JALAJ GOSWAMI			
171	MANOJ KUMAR CHAURASIA			
172	PAWAN TRIPATHI			
173	SIDDHARTH DWIVEDI	35	Prof Shweta Mogre	A comparative study of customer satisfaction between Activa and Access 125
174	VIVEK KUMAR SHAH			
175	KAILASH PANWAR			
176	MUKESH GUPTA			
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Major Research Project 2012-14

Major Research Project Allotment For MBA III Semester (2012-2014 Batch)

FORMAT FOR SYNOPSIS OF MAJOR RESEARCH REPORT

Content of Synopsis

- **Title of Research Project in appropriate form(See Annexure 2)**
- **Table of contents**

Including columns for 'contents', 'page number'

E.g.:

Contents	Page No.

- **Introduction(3-4 Pages)**
 - It includes Brief Introductory information related to the study which develops conceptual frame work of students.
- **Rationale: (1-2 paragraph)**
 - This Point includes reasons or justifications for the question that Why the study is needed?
- **Objective(s)(Maximum 3 objectives)**
 - Objectives should be start with the word "To".
 - For example In 'A study of Brand loyalty in the product category of biscuits' the objective should be
To find the level of customer loyalty in selected biscuit brands
- **Literature Review (Reviews of 4-5 papers/Articles , 2-3 Pages)**
 - This Point includes Review of the work carried out by other researcher in similar area or related area.(findings from previous academic research studies in the topic under study)
 - This part would contain literature review written with proper in-text citations and the material from the literature review would lead to development of the various concepts (conceptual development) or variables used.
- **Research Methodology(1-2 Page)**
 - Research Type
 - Research Unit
 - Population
 - Sample Size
 - Sampling Method
 - Tools for data collection

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- Tools for data analysis
- **Expected Outcomes(1-2 paragraph)**
 - This Point includes expected result of the study.
- **References**
 - References should be written in APA Style.
 - Each element (e.g. Author[s], Date, Title, Publication information) has a standardized format including punctuation and presentation style (e.g. capital letters and italics etc.).
 - Sequence of information should be
 - (i) Author(s) Name(Last Name first)
 - (ii) Date or year of Publication
 - (iii) Title of the work
 - (iv) Publication Information
 - (v) Additional information (e.g. Editions,Page No)

Major Research Topics Alongwith Name of Students & Supervisors

<i>S. No</i>	<i>Name Of The Student</i>	<i>Major Research Project Topic</i>	<i>Name Of The Guide</i>
1	Atul Singh	A Comparative Study Of Teaching Pedagogy Of Cbse And State Board Schools.	Mr. Sumit Zokarkar
2	Abdul Faizan Khan	A Study Of Most Preferred Features In Mobile Phone By Teachers.	Mr. Sumit Zokarkar
3	Abhishek Singh Chauhan	To Find Factors Responsible For Lack Of Employ-Ability Of Mba Students.	Mr. Sumit Zokarkar
4	Amit Sahu	To Find The Expected Qualities Of A Fresh Post Graduate For His Employment.	Mr. Sumit Zokarkar
5	Arunendra Tripathi	To Measure The Effectiveness Of E-Learning For Mba Students.	Mr. Sumit Zokarkar
6	Chandra Prakash Malviya	To Study The Most Preferred Arrangement Of Goods In A Retail Store.	Mr. Sumit Zokarkar
7	Gaurav Vora	An Overview Study Of Social Networking Trends And Perception Of Indian Youth.	Mr. Sumit Zokarkar
8	Kapil Sharma	A Comparative Study Of Sony And Apple On The Basis Of Product Range, Position And Branding.	Mr. Sumit Zokarkar
9	Nitesh Dupare	Factors Affecting The Online Banking Service Quality.	Mr. Sumit Zokarkar
10	Preeti Upadhyay	To Study The Investment Pattern Of Salaried And Business Class People.	Mr. Sumit Zokarkar

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11	Shivraj Tomar	A Comparative Study Of Lg And Videocon On Basis Of Product Range, Position And Branding.	Mr. Sumit Zokarkar
12	Aarohi Chouhan	A Study Of Brand Preference In Laptop Category	Ms. Kumkum Sinha
13	Anuj Singh	Impact Of Fdi In India With Reference To Cable Network (Dth)	Ms. Kumkum Sinha
14	Azhar Khan	A Study Of People's Perception Towards Social Cause Marketing	Ms. Kumkum Sinha
15	Hridesh Fanidra	A Comparative Study Of Customer Perception Towards Aerated Drinks And Health Drinks	Ms. Kumkum Sinha
16	Lalita Banjara	Comparative Study Of Financial Performance Of Biocon Ltd. & Dr. Reddy's.	Ms. Kumkum Sinha
17	Mukesh Gupta	A Study On Consumer Preference Towards Soft Drinks (With Special Reference To Coca Cola)	Ms. Kumkum Sinha
18	Rekhraj Jain	A Study Of Customer Perception Towards Organized And Unorganized Vegetable Retail Market	Ms. Kumkum Sinha
19	Shiv Singh Rajawat	A Study Of Customer Awareness Towards E-Banking.	Ms. Kumkum Sinha
20	Siddhant Jain	A Study Of Customers' Perception Towards E-Banking And M-Banking.	Ms. Kumkum Sinha
21	Sonu Dubey	A Comparative Study Of Customer Satisfaction Among Different Telecom Companies: Airtel, Reliance, Bsnl.	Ms. Kumkum Sinha
22	Vaibhav Khede	A Study Of Customer Satisfaction Towards Canara Bank Services.	Ms. Kumkum Sinha
23	Vivek Shukla	A Study On Customer Perception Towards Retail Store In Indore City.	Ms. Kumkum Sinha
24	Juzer Raotiwal	A Study On Customer Satisfaction From The Services And Facilities Provided By The Public And Private Sector Banks	Ms. Kumkum Sinha
25	Sapna Shrivastava	To Study The Factors Affecting The Selection Of Management Institutions	Ms. Kumkum Sinha
26	Ajay Jhagekar	Effect Of Product And Consumer Characteristics On Free Sample Trial/Usage.	Mr. Radheshyam Acholiya
27	Ankit Singh Baghel	A Comparative Study Of Seller & Buyers In Market Acceptability Of Licensed Software.	Mr. Radheshyam Acholiya
28	Deepnarayan Mishra	Consumer Awareness And Usage Of E-Banking Transaction Using Cell Phone.	Mr. Radheshyam Acholiya

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29	Pankaj Patidar	Relationship Between Packaging Characteristics And Consumer Brand Preference.	Mr. Radheshyam Acholiya
30	Piyush Singh Baghel	Effect Of Product Innovativeness And Trial Ability On New Product Adoption	Mr. Radheshyam Acholiya
31	Abhishek Rai	Comparative Study Of Financial Performance Of Gati Ltd. & Blue Dart.	Mr. Varun Keshari
32	Ajay Joshi	Consumer Purchase Behavior In Out-Of-Stock Situation At Retail Outlets.	Mr. Varun Keshari
33	Kartikay Tiwari	Impact Of Advertising And Price Sensitivity And Consumer Buying Behavior.	Mr. Varun Keshari
34	Nagendra Sen	To Study The Effect Of Branded Ingredients In Consumer Perception.	Mr. Varun Keshari
35	Nikita Gangrade	Comparative Study Of Financial Performance Of Tcs & Hcl	Mr. Varun Keshari
36	Rahul Singh Lodhi	The Effect Of Customer Relationship Management On Customer Retention.	Mr. Varun Keshari
37	Ramakant Sonvane	Relationship Between Website Attitude And Customer Satisfaction: A Study Of E-Commerce	Mr. Varun Keshari
38	Reema Khatri	Relationship Between Store Image And Consumer Preferences Towards Store Brand	Mr. Varun Keshari
39	Rishikesh Pandey	Understanding Consumer Response Towards Sales Promotion In The Fast Food Industry.	Mr. Varun Keshari
40	Sunil Kumar Gupta	The Impact Of Customer Expectation Service On Gender Basis.	Mr. Varun Keshari
41	Sunny Ahuja	The Effect Of Search Engine Optimization On Marketing Performance Of The Companies.	Mr. Varun Keshari
42	Tarun Kumar Pandey	To Evaluate The Packaging Variables And Their Impact On Consumer Preference In Soft Drinks	Mr. Varun Keshari
43	Vinay Kendurakar	A Study On Patients Satisfaction From The Services Provided By Bombay Hospital And Chl Apollo	Mr. Varun Keshari
44	Aadarsh Suhane	Impact Of Organized Whole Seller (Best Price & Metro) On Unorganized Retailer In Indore City: With Special Reference To Geeta Bhawan Area	Mr. Varun Keshari
45	Akhilesh Upadhyay	A Study Of Teachers' Perception Towards Medical Insurance.	Ms. Nidhi Joshi
46	Balkrishna Chouhan	A Study Of Employee Satisfaction Of Pharmaceutical Sector.	Ms. Nidhi Joshi

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47	Deepak Mishra	A Study Of Impact Of Mobile Number Portability On Various Telecom Subscribers In Indore.	Ms. Nidhi Joshi
48	Nitin Sonwane	Impact Of Fdi In India With Reference To It & Telecommunication Sector.	Ms. Nidhi Joshi
49	Rajeev Biswas	A Comparative Study Of Cosmetics Product With Respect To Lakme And Garneir.	Ms. Nidhi Joshi
50	Sameer Khan	A Comparative Study Of Consumer Perception Towards State Bank Of India And Icici Bank Services.	Ms. Nidhi Joshi
51	Suryakant Shukla	A Study Of Market Potential For 3g Services Among College Students.	Ms. Nidhi Joshi
52	Vivek Mishra	A Study Of People's Perception Towards Gold Loan Scheme.	Ms. Nidhi Joshi
53	Anshuman Mishra	Impact Of Fdi In India With Reference To Service Sector.	Ms. Suchi Modi
54	Kailash Panwar	Do Promotional Schemes Stimulate The Customer To Buy The Products?	Ms. Suchi Modi
55	Manoj K Chourasiya	A Study Of Customer Satisfaction Of Htc Mobile Users In Indore	Ms. Suchi Modi
56	Meenakshi Yadav	A Study Of Factors Affecting The Purchasing Of A Car.	Ms. Suchi Modi
57	Narendra Singh Pal	Comparative Study Between I-Bus And Local Transportation In Indore.	Ms. Suchi Modi
58	Neha Gangeya	Comparative Study Of Financial Performance Of Omaxe & Parsvnath Developers.	Ms. Suchi Modi
59	Raksha Mishra	A Comparative Study Of Customer Preference Towards More Mega Store And Easy Day In Indore City.	Ms. Suchi Modi
60	Roshni Firdous	A Study Of Impact Of Stress On Job Performance Of Professors In Educational Institutes' In Indore.	Ms. Suchi Modi
61	Swati Gupta	A Comparative Study On The Satisfaction Level Of Employees In Government And Private Educational Institution	Ms. Suchi Modi
62	Meeshika Vishwakarma	A Study Of Consumer Perception Towards Insurance Schemes	Ms. Suchi Modi
63	Ehtesham Khan	A Study On Impact Of Social Advertisements On The Sales And Brand Image Of The Product (With Respect To Idea Cellular Ltd.)	Ms. Suchi Modi
64	Kalyani Kumari	A Comparative Study Of Organizational Role Stress Among Employees: Public Vs Private Banks In Indore	Ms. Suchi Modi

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65	Rupali Jaiswal	A Study On Effectiveness Of Training Programmes On The Employees In It Sector	Ms. Suchi Modi
66	Alice Das	A Study On Factors Influencing The Job Satisfaction Of Employees Employed In Engineering Institutions.	Ms. Rashmi Farkiya
67	Ankita Farkiya	Dual Career And Its Effect On Relationships: A Study Of Government And Private Academic Institutes.	Ms. Rashmi Farkiya
68	Apoorva Dubey	A Study On Octapace Culture In B-School	Ms. Rashmi Farkiya
69	Aastha Awasthi	A Study On Impact Of Stress Amongst The Employees In Bpo Sector.	Ms. Rashmi Farkiya
70	Awdhesh Kumar Shah	Comparative Study Of Financial Performance Of Bajaj Hindustan & Balrampur Chinni	Ms. Rashmi Farkiya
71	Divya Rathore	A Study On Quality Of Work-Life In Hospitals.	Ms. Rashmi Farkiya
72	Ekta Sharma	A Study On Work-Life Balance In Educational Institutions.	Ms. Rashmi Farkiya
73	Himanshu Gupta	Impact Of Fdi In India With Reference To Drug & Pharmaceutical Sector.	Ms. Rashmi Farkiya
74	Jasleen Kaur Bindra	A Study On Occupational Stress And Its Impact On Employees Performance.	Ms. Rashmi Farkiya
75	Megha Khare	A Study On Employees Satisfaction From The Facilities Provided By Management Institutions.	Ms. Rashmi Farkiya
76	Nidhi Didawat	A Study On Quality Of Work Life Among The Employees In It Sector.	Ms. Rashmi Farkiya
77	Sabina Khan	Factors Influencing Mobile Users In Selecting Cellular Service Providers In India.	Ms. Rashmi Farkiya
78	Saloni Jaiswal	A Study On Employee Retention In Capital Via	Ms. Rashmi Farkiya
79	Sinki Verma	A Study On Attrition Among Life Insurance Advisors Of Selected Insurance Companies	Ms. Rashmi Farkiya
80	Rakesh Prasad Shukla	A Study Of People's Perception Towards Social Cause Marketing.	Ms. Rashmi Farkiya
81	Richa Yadav	A Study On Customer Perception Regarding Effectiveness Of 3g Services Among College Students	Ms. Rashmi Farkiya
82	Siddharth Mehta	Impact Of Fdi In India With Reference To Aviation Sector	Ms. Rashmi Farkiya
83	Saniya Khan	A Study On Impact Of Performance Appraisal On Employee Satisfaction In Ici Prudential	Ms. Rashmi Farkiya

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84	Garima Khare	A Study On Employee Absenteeism In Bpo Sector.	Ms. Rashmi Farkiya
85	Sameer Chawla	A Study On Employees Perception Towards Welfare Measures In The Banking Sector	Ms. Rashmi Farkiya
86	Bhojraj Vishwakarma	Comparative Study Of Financial Performance Of Itc Ltd. & Godfrey Phillips.	Ca Prashant Jain
87	Ram Govind Shah	Comparative Study Of Financial Performance Of Pvr & Cinemax	Ca Prashant Jain
88	Ravi Shankar Mishra	Comparative Study Of Financial Performance Of Mrf & Apollo Tyre	Ca Prashant Jain
89	Satya Prakash Jain	Comparative Study Of Financial Performance Of Apollo Hospitals & Fortis Helthcare	Ca Prashant Jain
90	Jainendra Kumar Shah	Comparative Study Of Financial Performance Of Indian Overageas Bank & Indian Bank	Ca Prashant Jain
91	Veena Patnakar	Comparative Study Of Financial Performance Of Indian Infoline Ltd. & Religare Ltd.	Ca Prashant Jain
92	Sumit Singh Sisodiya	Impact Of Fdi In India With Reference To Power Sector	Ms. Shubhi Modi
93	Anarudha Prasad Dwivedi	Study Of Customer Satisfaction Of Sony Mobile Users In Indore	Ms. Shubhi Modi
94	Anil Kumar Shah	Customer Satisfaction Of Mahindra And Toyota	Ms. Shubhi Modi
95	Chetan Padiyar	A Comprehensive Study On Customer Satisfaction Of Sanchi Products In Indore City	Ms. Shubhi Modi
96	James Nag	A Study Of Impact Of Celebrity Endorsement On Consumer Buying Behavior With Special Reference To Soft Drinks	Ms. Shubhi Modi
97	Namrata Singh	A Study Of Factors Affecting Selection For Cinema Hall	Ms. Shubhi Modi
98	Praven Banwari	Comparative Study On Reliance And Airtel Broad Band Service Provider	Ms. Shubhi Modi
99	Purobi Chakraborty	Comparative Study Of Financial Performance Of L&T & Bharat Earthmovers	Ms. Shubhi Modi
100	Ritesh Tikotkar	A Comparative Study Between Dove Shampoo & L'oreal Shampoo	Ms. Shubhi Modi
101	Yogesh Sharma	A Study Of Customer Preference Towards Purchasing Of Apparels From Shopping Malls And Local Shop	Ms. Shubhi Modi

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102	Priyanka Agrawal	A Comparative Study On Stress Level Of Students At Autonomus And Non Autonomus Education Institute	Ms. Shubhi Modi
103	Kamlesh Yadav	Comparative Study Of Financial Performance Of Allahbad Bank & Andhra Bank	Ms. Shubhi Modi
104	Meet Tiwari	A Study Of Customer Perception Towards Mobile Banking In Indore	Ms. Shubhi Modi
105	Rohit Jat	A Study On Parents Perception About The Increased Fee Structure In School Education	Ms. Shubhi Modi
106	Anirudha Singh Jat (Mp)	A Study On Level Of Customer Satisfaction Of Samsung Mobile Phones And Microamax In Indore	Dr. Mona Tawar
107	Pooja Depan	A Study On Factor Affecting Selection Of An B School	Dr. Mona Tawar
108	Poonam Chouhan	A Study Of Factors Affecting The Purchase Of A Residential Property	Dr. Mona Tawar
109	Sarvesh Tripathi	A Comparative Study Of Pipliahana And Navlakha Hat Bazar With Reference To Unorganized Retail.	Dr. Mona Tawar
110	Satyarth Mishra	Study Between Two Autonomous Institutes In Indore With Reference To Pioneer Institute And Ims Indore	Dr. Mona Tawar
111	Siddharth Dwivedi	To Study The Comparison Of Steller And Mahidpurwala With Reference To Customer Satisfaction And Preferences.	Dr. Mona Tawar
112	Suyash Jain	A Study On Customer Satisfaction Of The Golden Gate Restaurant	Dr. Mona Tawar
113	Zarina Qureshi	A Comparative Study Of Stress Between Synergy Hospital And Rajshree Hospital Employees	Dr. Mona Tawar
114	Vidhya Mahajan	Attrition Among Life Insurance Advisors Of Selected Life Insurance Companies	Dr. Mona Tawar
115	Rohit Jain	A Comparative Study Of Stress Management Of Private And Nationalized Bank Employees	Dr. Mona Tawar
116	Pooja Kushwaha	A Comparative Study Of Customer Satisfaction Between Broad Way And Pvr Special Reference To Indore	Dr. Mona Tawar
117	Abha Mishra	Comparative Study Of Financial Performance Of Rcom & Airtel	Mr. Ketan Mulchandani
118	Garima Somani	Impact Of Fdi In India With Reference To Financial Services	Mr. Ketan Mulchandani
119	Gaurav Shrivastava	Comparative Study Of Financial Performance Of Infosys & Tcs	Mr. Ketan Mulchandani

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120	Hemant Aheer	Comparative Study Of Financial Performance Of Ntpc & Reliance Power	Mr. Ketan Mulchandani
121	Jayati Gupta	Comparative Study Of Financial Performance Of Bajaj Auto & Hero Moto Corp	Mr. Ketan Mulchandani
122	Joshil Patel	Comparative Study Of Financial Performance Of Idbi Bank & Icici Bank	Mr. Ketan Mulchandani
123	Karishma Kapahi	Comparative Study Of Financial Performance Of Educomp & Everonn	Mr. Ketan Mulchandani
124	Neelam Dharmani	Comparative Study Of Financial Performance Of Hdfc Bank & Kotak Bank	Mr. Ketan Mulchandani
125	Neeraj Chaturvedi	Comparative Study Of Financial Performance Of Axis Bank & Oriental Bank Of Commerce	Mr. Ketan Mulchandani
126	Pankaj Kumar Mishra	Comparative Study Of Financial Performance Of Lic Housing & Pnb Housing	Mr. Ketan Mulchandani
127	Rahul Kumar	Comparative Study Of Financial Performance Of Idea & Airtel	Mr. Ketan Mulchandani
128	Rishi Kumar Jain	Comparative Study Of Financial Performance Of Wipro & Tech Mahindra	Mr. Ketan Mulchandani
129	Shilpa Shaktawat	Comparative Study Of Financial Performance Of Ruchi Soya & Gokul Refoils	Mr. Ketan Mulchandani
130	Sudeep Kumar Shukla	Comparative Study Of Financial Performance Of Tata Motors & M&M	Mr. Ketan Mulchandani
131	Swati Chouhan	Comparative Study Of Financial Performance Of Tata Steel & Jindal Steel	Mr. Ketan Mulchandani
132	Priyanka Mishra	Comparative Study Of Financial Performance Of Bank Of India & Bank Of Baroda	Mr. Ketan Mulchandani
133	Abhishek Kumar Pandey	Impact Of Fdi In India With Reference To Hotel & Tourism Sector	Mr. Durgesh Gaur
134	Anjali Khare	Comparative Study Of Financial Performance Of Idfc & Ifci	Mr. Durgesh Gaur
135	Apoorv Dubey	Impact Of Fdi In India With Reference To Gems & Jeweller Sector	Mr. Durgesh Gaur
136	Archana Tiwari	Impact Of Fdi In India With Reference To Insurance Sector	Mr. Durgesh Gaur
137	Devika Mishra	Comparative Study Of Financial Performance Of Bpcl & Ril	Mr. Durgesh Gaur
138	Manish Bimal	Comparative Study Of Financial Performance Of Nmdc & Coal India	Mr. Durgesh Gaur
139	Nitesh Sharma	Comparative Study Of Financial Performance Of Ntpc & Power Grid	Mr. Durgesh Gaur

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140	Pushpendra Kumar Mishra	Comparative Study Of Financial Performance Of Ranbax & Sun Pharmaceutical	Mr. Durgesh Gaur
141	Rupa Sharma	Comparative Study Of Financial Performance Of Acc Ltd. & Ambuja Cement	Mr. Durgesh Gaur
142	Sandipa Meshram	Comparative Study Of Financial Performance Of Ongc & Cairn India Limited	Mr. Durgesh Gaur
143	Sheetal Saxena	Impact Of Fdi In India With Reference To Infrasrtucture Sector	Mr. Durgesh Gaur
144	Sonal Keshari	Impacr Of Fdi In India With Reference To Minnigs	Mr. Durgesh Gaur
145	Teerath Vishwakarma	Comparative Study Of Financial Performance Of Icra & Care	Mr. Durgesh Gaur
146	Vicky Choukse	Comparative Study Of Financial Performance Of Jai Prakash Associates & Dlf Ltd.	Mr. Durgesh Gaur
147	Yogesh Mahajan	Comparative Study Of Financial Performance Of Indian Hotels & Hotel Leela	Mr. Durgesh Gaur
148	Ankit Singh Parihar	Comparative Study Of Financial Performance Of Gitanjali Gems & Titan Ind. Ltd.	Mr. Amit Rajoria
149	Ashwin Sannase	Comparative Study Of Financial Performance Of Petronet Lng & Gail India	Mr. Amit Rajoria
150	Bhola Shankar Vaishy	Impact Of Fdi In India With Reference To Automobile Sector	Mr. Amit Rajoria
151	Nidhi Singh	Comparative Study Of Financial Performance Of Ioc & Hpcl	Mr. Amit Rajoria
152	Praveen Soni	Comparative Study Of Financial Performance Of Ultratech Ltd. & Indian Cement Ltd.	Mr. Amit Rajoria
153	Priyanka Aale	Comparative Study Of Financial Performance Of Uco Bank & Punjab & Sindh Bank	Mr. Amit Rajoria
154	Priyanka Kharat	Comparative Study Of Financial Performance Of Gitanjali Gems & Rajesh Exports Ltd.	Mr. Amit Rajoria
155	Pushpendra Soni	Comparative Study Of Financial Performance Of Entertainemnt India & Shree Ashtavinayan Cine	Mr. Amit Rajoria
156	Santosh Singh Rajput	Comparative Study Of Financial Performance Of Uco Bank & Union Bank Of India	Mr. Amit Rajoria
157	Swati Singh Baghel	Comparative Study Of Financial Performance Of Abg Shipard & Shipping Corporation Of India Ltd.	Mr. Amit Rajoria
158	Vishal Mishra	Comparative Study Of Financial Performance Of Entertainemnt India & Eros Intenational	Mr. Amit Rajoria

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159	Ankit Kumar Patidar	Impact Of Fdi In India With Reference To Education Sector	Ms. Astha Tarey
160	Amit Mishra	A Study Of Factors Affecting In Selection Of Opening Of Bank Account	Ms. Astha Tarey
161	Manish Kumar Pyashi	Study On Consumer Preference And Buying Behavior Towards Smartphone.	Ms. Astha Tarey
162	Pankaj Dhuware	Comparative Study Of Customer Preference Towards Packaging Service Provider.	Ms. Astha Tarey
163	Pawan Kumar Tiwari	A Study Of Customer Satisfaction Regarding Atm Services Of Sbi And Pnb	Ms. Astha Tarey
164	Rahul Nandanwar	Predicting Customer Purchase In An Online Retail Business.	Ms. Astha Tarey
165	Arun Gupta	A Study Of Effectiveness Of Promotion Schemes In Case Of Mobile Phones	Mr. Sandeep Kumar
166	Abhiram Khare	A Study On The Advertising Effectiveness - With Special Referenvce To Hul	Mr. Sandeep Kumar
167	Jitendra Mishra	A Study On Consumer Spending Via Credits Cards With Special Reference To Hdfc Bank And Icici Bank	Mr. Sandeep Kumar
168	Manas Sinha	Factors Influencing Customer Retention In Hotels With Special Reference To Radisson Blue	Mr. Sandeep Kumar
169	Pritam Gupta	Consumer Buying Behavior In Shopping Stores With Special Reference To Easy Day	Mr. Sandeep Kumar

WORKSHOP ON “BRTS”

A RESEARCH PROJECT OF PIONEER INSTITUTE OF PROFESSIONAL STUDIES INDORE

Indore is a city with a population of about 1.8 million (as per the last census of 2001) and has an area of about 3898 sq.km. The current rapid growth of city and travel demands and the pattern of private of private vehicles and dependability on it. There is no organized public sector transport system. The project activity is the creation of Bus Rapid Transit System (BRTS) in the city of Indore, the capital of MP. The aim of the project is to provide an efficient, safe affordable and comfortable mass transit system to the populace in the city.

Pioneer Institute of Professional Studies always shows interact in there types of project. The workshop on BRTS Project Indore was organized on **6th April’ 2013**. The main objective of workshop was to understand the strategy, aspects and objectives behind BRTS Indore Project. This is now also known as Ahilya path.

1. The project was started in 2007 and supposed to be finished in two years.
2. It is steir under construction with all ground realities. It shows deviations/delays from the original project and overlook of necessary requirement of IT cables sewage lines, water lines.
3. The workshop was commenced by Prof. Veena Dadwani under the leadership of Dr. CA P.K. Jain, Chairman and Principal and guidance by Dr. Mona Tawar with great assistance by Prof. Bhagwati Charan Shukla, Research Fellow.

Mr. Pranshu Bachu (BE), Project Manager, BRTS Indore enlightened the audience about the BRTS Project. He focused on the problems faced and implementation and reasons of delay and deviations and gave probable solutions for the same.

Mr. Bachu threw a light on in spite of all odd viz: negative publicity of the media and negative comments from various corners like public and various level of administration.

BRTS is expected to go for trial in April’ 2013.

He highlighted very clearly in his speech that it be is not correct to judge project success or failure because project is immature right now.

FIELD WORK SURVEY

(For Post Graduate and Under Graduate Students)

Field Work for MBA

Main objective of introduction of Field Work by Research & Development Cell is to increase the Research activities and to enable student to apply Research skills in academics. The Teaching and Learning Initiative contain of a number of programs associated by their focal point on collaborative approaches to student/teacher relationships. Many of the programs expand the opportunities for learning beyond the classroom and to build community through promoting faculty, staff, and student collaborations. There are structured programs in which students take the instructor role and teach staff, others where staff shares their knowledge with students, a program featuring the exchange of skills. One of the prominent programs includes Field Work by the students. In this Research Based Activity i.e. Field Work students are recommended to choose local social problems based topics such as water problem, electricity problem, rural area problems, traffic problems due to BRTS, etc.

Standard Guidelines for Field Work Survey Report

In the second semester of MBA, a student will carry out a Field Survey Project during CCA Activity.

- It is based on Primary Data or Information.
- Questionnaire may or may not be compulsorily required. It is depending upon the study.
- Sample size should be 10-15.
- It is mandatory for student to visit the field/ area related to field survey topic.
- Maximum 2 to 3 visits are sufficient.
- Field survey report which carried out without visiting the field/ area related to field survey topic will be rejected.
- Field survey report carried out only on the basis of secondary data will be rejected.
- The following points keep in mind while writing a report of field survey.
- It should be in proper format which is provided by R & D cell uploaded on website.
- Paper size should be A4.
- Font Type should be Times New Roman.
- Font size should be for Text 12, for Headings 14 & Bold and for Subheadings 12 & Bold.
- Page Margins should be 1" for Top, Bottom, and Left & Right.
- Line Spacing should be single.
- Submission of report should be in spring file only with soft copy in CD attached with file.

**Field Work Survey Topic Allotment: MBA II Semester
(2012-14 Batch)**

S. No.	Gr . No .	Student Name	Faculty Name	Field Work Topic
1 2	1	Ankita Farkiya Archana Tiwari	Prof Anish Patel	Shortfalls & Benefits In Brts FromNiranjanpur To Mig
3 4	2	Ashwin Sannase Divya Rathore	Prof Anish Patel	Shortfalls & Benefits In Brts From Mig To Nehru Stadium
5 6	3	Garima Somani Joshil Patel	Prof Anish Patel	Shortfalls & Benefits In Brts From Nehru Stadium To Bhawarkuan
7 8	4	Juzer Rotiwala Manish Bimal	Prof Anish Patel	Shortfalls & Benefits In Brts From Bhawarkuan To Rajiv Gandhi Chowk
9 10	5	Neelam Dharmani Neeraj Chaturvedi	Prof Anish Patel	Total Real Estate Players In Indore: With Special Reference To Super Corridor
11 12	6	Neha Gangeya Awdhesh Kumar Shah	Prof. Ketan Mulchandani	Comparative Study Of Silver Spring &Omaxe.
13 14	7	Piyush Singh Baghel Priyanka Mishra	Prof Shweta Mogre	Comparative Study Of Bcm Heights & Appolo Db City
15 16	8	Rishi Kumar Jain Sameer Chawla	Prof Shweta Mogre	Comparative Study Of Balaji Heights & Nariman Point
17 18	9	Veena Patankar Vinak Kedurkar	Prof Shweta Mogre	Comparative Study Of Space Park & Nariman Point
19 20	10	Zarina Qureshi Roshni Firdous	Prof Shweta Mogre	A Study Of Public Opinion Of Commuters Towards Brts.
21 22	11	Ramakant Sonavane Aanchal Bansal	Prof Shweta Mogre	A Study Of Public Opinion Of Shoppers Towards Brts.
23 24	12	AaroHi Chouhan Abhiram Khare	Prof Shweta Mogre	A Study Of Public Opinion Of Shop Keeper / Shop Owners Towards Brts.

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25 26	13	Abhishek Kumar Pandey Abhishek Kumar Rai	Prof Anish Patel	A Study Of Public Opinion Of Transporters Towards Brts.
27 28	14	Abhishek Singh Ajay Joshi	Prof Aastha Tare	A Study Of Public Opinion Of Authority Towards Brts.
29 30	15	Alice Das Amit Kumar Singh	Prof Aastha Tare	A Comparative Study Of Market Price & Guideline Provided By Govt. Properties In Indore: Special Reference To By Pass
31 32	16	Amit Mishra Amit Sahu	Prof Aastha Tare	A Comparative Study Of Market Price & Guideline Provided By Govt. Properties In Indore: Special Reference To Area Between Ring Road & By Pass
33 34	17	Anirudha Singh Jat Anjali Khare	Dr. Mona Tawar	A Comparative Study Of Market Price & Guideline Provided By Govt. Properties In Indore: Special Reference To Palasia To Niranjapur
35 36	18	Ankit Patidar Ankit Singh Baghel	Dr. Mona Tawar	A Comparative Study Of Market Price & Guideline Provided By Govt. Properties In Indore: Special Reference To Mhow Naka To Rajendra Nagar
37 38	19	Ankit Singh Parihar Apoorv Dubey	Dr. Mona Tawar	A Comparative Study Of Market Price & Guideline Provided By Govt. Properties In Indore: Special Reference To Bada Ganpati To Aerodrome.
39 40	20	Apoorva Dubey Arunendra Tripathi	Prof Aastha Tare	A Comparative Study Of Market Price & Guideline Provided By Govt. Properties In Indore: Special Reference To Bhawarkuan To Rajendra Nagar

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41 42	21	Arun Kumar Gupta Atul Singh	Prof Aastha Tare	A Comparative Study Of Market Price & Guideline Provided By Govt. Properties In Indore: Special Reference To Area Around Mr10
43 44	22	Azhar Khan Balkrishna Chouhan	Prof Aastha Tare	A Comparative Study Of Market Price & Guideline Provided By Govt. Properties In Indore: Special Reference To Area Around Sanwer Road
45 46	23	Bhojraj Vishwakarma Bhola Shankar Vaishy	Prof Nidhi Joshi	Public Opinion Survey For Road Problems In Vijay Nagar.
47 48	24	Chandra Prakash Malviya Chetan Padiyar	Prof Nidhi Joshi	Public Opinion Survey For Road Problems In Palasia.
49 50	25	Deepak Mishra Deepnarayan Mishra	Prof Nidhi Joshi	Public Opinion Survey For Road Problems In Geeta Bhawan.
51 52	26	Devika Mishra Ekta Sharma	Prof Nidhi Joshi	Public Opinion Survey For Road Problems In Bhawar Kunwa.
53 54	27	Garima Khare Gaurav Shrivastava	Prof Nidhi Joshi	Public Opinion Survey For Road Problems In Annapurna.
55 56	28	Gaurav Vora Hemant Aheer	Prof Nidhi Joshi	Public Opinion Survey For Road Problems In Rajwada.
57 58	29	Himanshu Kumar Gupta Hridesh Fanindra	Prof Nidhi Joshi	Public Opinion Survey For Traffic Problems In Vijay Nagar.
59 60	30	Jainendra Kumar Shah James Nag	Prof Pratyasha Jain	Public Opinion Survey For Traffic Problems In Palasia.
61 62	31	Jasleen Kaur Bindra Jayati Gupta	Prof Pratyasha Jain	Public Opinion Survey For Traffic Problems In Geeta Bhawan.
63 64	32	Jitendra Kumar Mishra Kalyani Kumari	Prof Pratyasha Jain	Public Opinion Survey For Traffic Problems In Bhawar Kunwa.
65 66	33	Kamlesh Prasad Yadav Kapil Sharma	Prof Pratyasha Jain	Public Opinion Survey For Traffic Problems In Annapurna.
67 68	34	Karishma Kapahi Kartikay Tiwari	Prof Radheshyam Acholiya	Public Opinion Survey For Traffic Problems In Rajwada.
69 70	35	Manas Sinha Meenakshi Yadav	Prof Radheshyam Acholiya	Public Opinion Survey For Parking Problems In Rajwada.

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71 72	36	Meet Tiwari Megha Khare	Prof Radheshyam Acholiya	Public Opinion Survey For Parking Problems In Sarafa.
73 74	37	Nagendra Sen Namrata Singh	Prof Radheshyam Acholiya	Public Opinion Survey For Parking Problems In Marothia Bazar.
75 76	38	Narendra Singh Pal Nidhi Didawat	Prof Radheshyam Acholiya	Public Opinion Survey For Parking Problems In Cloth Market.
77 78	39	Nidhi Singh Nikita Gangrade	Prof Radheshyam Acholiya	Public Opinion Survey For Parking Problems In Kothari Market.
79 80	40	Nitesh Dupare Nitesh Sharma	Prof Kumkum Sinha	Public Opinion Survey For Parking Problems In Malls.
81 82	41	Pankaj Dhameja Pankaj Dhuware	Prof Kumkum Sinha	Schools Are Charging High Fees Are They Justifying It
83 84	42	Pankaj Patidar Pavan Kumar Tiwari	Prof Pratyasha Jain	Play School Are Necessary Or Just A New Money Making Business
85 86	43	Pooja Depan Pooja Kushwaha	Prof Pratyasha Jain	Impact Of Destroying The Black Films On Crime Rate
87 88	44	Poonam Chauhan Praveen Kumar Soni	Prof Varun Keshri	Smartphone Is The Really Needed Or It Is Just A Time Killing Machine
89 90	45	Preeti Upadhyay Pritam Gupta	Prof Varun Keshri	People Those Are Going To Health Club Are They Really Health Conscious
91 92	46	Priyanka Aale Priyanka Agrawal	Prof Varun Keshri	Mcdonalds & Dominos Acceptable Due To Lower Price Or Due To Other Reason
93 94	47	Priyanka Kharat Purobi Chakraborty	Prof Varun Keshri	Salary Satisfaction Of School Teachers In Indore
95 96	48	Pushpendra Kumar Mishra Pushpendra Soni	Prof Kumkum Sinha	Survey On Awareness Of Public For Life Insurance.
97 98	49	Rahul Kumar Rahul Nandanwar	Prof. Ketan Mulchandani	Survey On Awareness Of Public For Mutual Fund.

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99 100	50	Rajeev Biswas Rakesh Prasad Shukla	Prof Kumkum Sinha	Can Cc Tv Cameras Decrease The Crime Rate In Indore?
101 102	51	Raksha Mishra Ram Govind Shah	Prof. Ketan Mulchandani	Mushrooming Of Hostel & Are They Providing Quality Life As Compare To They Are Charging
103 104	52	Ravishankar Mishra Reema Khatri	Prof. Ketan Mulchandani	Coaching Classes Are Growing Due To Bad Qualities Of Teaching In Colleges Or Students Are Not Paying Attention In Colleges
105 106	53	Mukesh Gupta Vaibhav Kumar Khede	Prof Durgesh Gour	Comparative Study Of Sahara City & Omaxe Ii
107 108	54	Rishi Kesh Pandey Ritesh Tikotkar	Prof Sadhna Mandloi	Public Awareness About Stop Line And Zebra Crossing
109 110	55	Rohit Jain Rohit Jat	Prof Sadhna Mandloi	A Comparative Study Of Marriage Garden In Indore City
111 112	56	Rupa Sharma Rupali Jaiswal	Prof Sadhna Mandloi	Awareness Of People About The Traffic Rules
113 114	57	Rupesh Pathak Sabina Khan	Prof Sadhna Mandloi	Awareness Of People About Health(Bone Density Test/Swine Flue/Tb/Diabetes/Medical Check Up)
115 116	58	Saloni Jaiswal Sandipa Meshram	Prof Rashmi Farkiya	Student Opinion Towards Marking V/S Grading System.
117 118	59	Saniya Khan Santosh Singh Rajput	Prof Sumit Zokarkar	Find Parameters To Evaluate Schools..
119 120	60	Sapna Shrivastava Satya Prakash Jain	Prof Sumit Zokarkar	Awareness Of People About Govt .Scheme Rti
121 122	61	Satyarth Mishra Sheetal Saxena	Prof Sumit Zokarkar	Awareness Of People About Govt. Scheme Jnnurm
123 124	62	Shilpa Shaktawat Shiv Singh Rajawat	Prof Sumit Zokarkar	Awareness Of People About Govt. Scheme Mnruga

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125 126	63	Shivraj Tomar Siddharth Mehta	Prof Sumit Zokarkar	Awareness Of People About Govt. Scheme Adhar Card
127 128	64	Sinki Verma Sonal Keshari	Prof Durgesh Gour	Awareness Of People About Income Tax Slab
129 130	65	Sudeep Kumar Shukla Sumit Singh Sisodiya	Prof Sumit Zokarkar	Awareness Of People About Pan Card
131 132	66	Sunny Ahuja Suryakant Shukla	Prof Varun Keshri	Effectiveness Of Radio Advertisement
133 134	67	Suyash Jain Swati Chauhan	Prof Kumkum Sinha	Most Prefer Food Junction And Food Item Of Indore
135 136	68	Swati Gupta Swati Singh Baghel	Prof Kumkum Sinha	The Paradigm Shift To Fast Food From Traditional Foods
137 138	69	Tarun Kumar Pandey Teerath Prasad Vishwakarma	Prof Durgesh Gour	Public Opinion Survey About Deforestation Because Of Colonization.
139 140	70	Vicky Choukse Vidhya Mahajan	Prof Chetan Raikwar	Public Opinion Survey For Need Of Fly Over In Indore City.
141 142	71	Vivek Mishra Vivek Shukla	Prof Sadhna Mandloi	Public Opinion Survey For Need Of Train Connectivity In Indore
143 144	72	Yogesh Sharma Anarudha Prasad Dwivedi	Prof Durgesh Gour	Preference The Mode Of Transportation In Malwa Region.
145 146	73	Nitin Sonavane Sameer Khan	Prof Rashmi Farkiya	A Comparative Study Between Laptop V/S Tablets
147 148	74	Yogesh Mahajan Praveen Banwari	Prof Chetan Raikwar	A Comparative Study Between Tablets V/S Phablates
149 150	75	Madhuri Sharma Yogesh Waidkar	Prof Chetan Raikwar	A Study Of Awareness And Acceptance Of E- Banking.
151 152	76	Aastha Awasthi Abha Mishra	Prof Chetan Raikwar	Effect On The Business Of Small Shopkeepers Due To Best Price
153 154	77	Akhilesh Upadhyay Anshuman Mishra	Prof Chetan Raikwar	Effect On The Business Of Small Shopkeepers Due To Metro

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155 156	78	Anuj Singh Ehtesham Khan	Prof Radheshyam Acholiya	Which Dth Connection You Have (To Do Comparison Between Cable And Dish Tv)
157 158	79	Lalita Banjara Meeshika Vishwakarma	Prof Chetan Raikwar	Police Behavior Observation & Problem Finding
159 160	80	Nadeem Khan Pankaj Kumar Mishra	Prof. Ketan Mulchandani	Survey On Awareness Of Public For Medical Insurance.
161 162	81	Rahul Singh Lodhi Siddhant Jain	Prof Rashmi Farkiya	Public Opinion Survey For Traffic Problems In Sarafa
163 164	82	Sunil Kumar Gupta Manish Kumar Pyashi	Prof Rashmi Farkiya	Public Opinion Survey For Road Problems In Sarafa.
165 166	83	Sarvesh Tripathi Sonu Dubey	Prof Rashmi Farkiya	Public Opinion Towards Branded Clothing Vs Non Branded
167 168	84	Vishal Mishra Abdul Faizan Khan	Prof Rashmi Farkiya	A Competitive Study Between Govt. Vs. Pvt. Hospital
169 170	85	Anil Kumar Shah Manoj Kumar Chaurasia	Prof Durgesh Gour	Comparative Study Of Silver Spring & Dlf.
171 172	86	Pawan Tripathi Siddharth Dwivedi	Prof Durgesh Gour	Comparative Study Of Silver Spring & Vistara.
173 174	87	Vivek Kumar Shah Kailash Panwar	Prof Durgesh Gour	Comparative Study Of Sahara City & Kalindi Kunj

Field Work for BBA Students

Format for Writing Fieldwork Assignment Reports

A fieldwork report falls into three general divisions: (i) preliminary section, (ii) the main text of the report, and (iii) the supplementary material.

1 Preliminary Section

Prior to the main body of the report, some pages of preliminary materials-title page, recommendation sheet, table of contents and acknowledgements-are presented.

1.1 Title Page

The title page is a cover page of the fieldwork assignment report that should include the following information:

- (a) Title of the report
- (b) Full name, roll number and T.U registration number of the student
- (c) Name of the campus
- (d) The place and date of the report

All the items of the title page should be centered between the margins of the page. The title should be typed in capital letters. If the title extends beyond one line, it should be 1 1/2" spaced. (see Appendix 1.1 and 1.2).

1.2 Recommendation Sheet

The faculty of Management, Pioneer Institute of Professional Studies may also require a recommendation or a certificate of the supervisor and the Department Chairman of the campus. They should certify that the student has undertaken the fieldwork as approved by the Department. For a model of the recommendation sheet, see Appendix 1.2 and 2.2.

1.3 Acknowledgements

The student should write a preface. It should contain a brief statement of the purpose, scope and the organization of the report. In addition to this, thanks may be expressed to those who gave him substantial help, guidance, or assistance in completing the fieldwork project.

1.4 Table of Contents

This occupies a separate page. It gives the readers a bird's eye view of the report and enables them to locate quickly each section of it. In addition to providing an easy means of referring to particular sections, it serves as an outline of the subject matters. The chapter headings should

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be typed in capital letters. The first letter of each word except to the preposition and article in sub-divisions should be in capital. These headings appear in the exact words or order that they are in the report, each followed by the correct page citation. An example of a table of contents is given in Appendix 1.3.

1.5 List of Tables and Figures

In a fieldwork report having many tables and figures, separate lists of tables and figures are prepared and placed just after the table of contents. These lists of tables and figures occupy separate pages. These lists are prepared in the same form as the table of contents. Examples of the List of the Tables and List of Figures are given in Appendix 1.4 and 1.5 for reports written in English.

2. The Main Text of the Report

The heart of the report is, of course, the main text. Within the text, the writer presents the entire scope of the fieldwork assignment. The text, therefore, includes the main body from introduction to conclusion. The body of the report conventionally consists of three divisions- introduction, presentation and analysis, and summary and conclusions.

2.1 Introduction

All reports require some introduction. The wider the scope of the report, the more extensive the introduction required. The introduction orients the reader. It gives him a clear understanding of the background, scope, and purpose of the study. The other information to be included in the introduction

chapter of a fieldwork are literature survey, the fieldwork procedures, and the data collection methods used. In short, the introduction tells the reader what the report is about, what the writer did and how he/she went about it.

2.2 Presentation and Analysis of Data

The discussion and analysis section is the heart of the report. This is the section in which data are presented and analyzed. The discussion of findings will normally be the longer section of the report. The writer must analyze the data by use of appropriate techniques which may include:

- (i) The data gathered must be examined in relation to objectives
- (ii) The data must be processed and grouped into several items or headings for their analysis
- (iii) The processed data should then be presented in the form of tables, charts, diagrams, figures, descriptions, historical narration, etc. to explain the relationships of the data analyzed.
- (iv) The use of analytical and statistical techniques should be made for better interpretation of data to draw inferences
- (v) The results should be explained in sufficient detail to enable the reader to have an adequate understanding of the work.

2.3 Summary and Conclusions

The fieldwork report should contain both summary and conclusions. These are not the same thing. A summary is a brief narration of the entire report including the major findings. This summary should give the reader an overall picture of the study. The report-writer should then draw out the significant conclusions and implications of the findings. A conclusion is thus a deduction based on the findings. Sometimes, the report-writer also proposes some recommendations which are in the form of suggested courses of action.

3 Supplementary Sections

3.1 Bibliography

The bibliography which is always required in a thesis or report follows the main body of the report. It tells the reader the sources of the researcher's information and gives a clear and complete description of these sources that were used in preparing the report. Generally, a bibliography should include all sources that had a direct bearing on the study, i.e. it must include every reference used in the footnotes and others of significance to the study.

3.2 Appendix

An appendix, if included, follows the bibliography. The appendix is a storehouse for the tabulations, charts, maps and other illustrative materials which are needed to substantiate points made in the text but are not closely enough related to the discussion to warrant their being placed in the text properly. Thus, the appendix is a section containing a variety of items that are concerned with the study. Such materials as questionnaire, survey instruments, checklists etc. are also included as appendix materials.

Appendix 1.1: Format of Cover Page

TITLE OF THE FIELDWORK REPORT

By:
Student's Full Name

Roll No. :

A Fieldwork Report

Submitted to:

Name of the Campus

Pioneer Institute of Professional Studies

*In partial fulfillment of the requirements for the degree of Master of Business
Administration (M.B.A.)*

Name of Place

Date, Month, Year

Appendix 1.2: Format of *Recommendation Page*

Pioneer Institute of Professional Studies

RECOMMENDATION

This is to certify that the fieldwork assignment report:

Submitted by:

Name of the Student

Entitled

Title of the Fieldwork

has been prepared as approved by this Department.

This fieldwork assignment report is forwarded for examination.

.....

Guide

TABLE OF CONTENTS

Acknowledgements

Page

Chapter I: INTRODUCTION

1.1 Background of the Fieldwork Project

1.2 Purpose of the Fieldwork

1.3 Fieldwork Procedures

1.4 Methods of Data Collection

Chapter II: PRESENTATION OF THE DATA

2.1 Presentation of Data

2.2 Analysis of Data

2.3 Study Result

Chapter III: SUMMARY AND CONCLUSIONS

3.1 Summary

3.2 Conclusions

BIBLIOGRAPHY

APPENDIXES

Appendix 1.4: Format of *List of Tables*

LIST OF TABLES

<i>Table</i>	<i>Page</i>
--------------	-------------

1.1 Real Estate players in Indore city	
--	--

1.2 Numbers of private hospital in Indore city	
--	--

Appendix 1.5: Format of *List of Figures*

LIST OF FIGURES

<i>Figure</i>	<i>Page</i>
---------------	-------------

1.1 FDI investment amount in different sector in India	
--	--

1.2 Market price of different stocks	
--------------------------------------	--

Field Work for BBA I Semester Students

S. No.	Name of Student	Topic
1	Sonal Dewan	Mall culture is spoiling the Indian food habits (With reference to Indore)
	Suraj Jaiswal	
2	Avisha Joshi	Pollution at Rajwarah- Reasons , Problems and Solutions
	Durgesh Patidar	
3	Eeshan Bhatt	The major causes of Traffic problem at Palasia and their possible solutions
	Nidhi Pal	
4	Ankit Gupta	The reason of water scarcity in Mahalaxmi Nagar and its possible outcomes
	Anjali Solanki	
5	Abhishek Sharma	A study on Regional Park - Satisfaction level of Indorians
	Atul Kumar Shrivastava	
6	Atul Singh Kaurav	BRTS is affecting the lifestyle of people- State the major causes and possible solutions
	Priyanka Ambade	
7	Kavita Soni	BRTS: A perfect solution for local transportation
	Yesh Bhanpuriya	
8	Roshni Gupta	The necessity of Rainwater harvesting in Indore City
9	Shubham Singh	The major causes of the problem of water logging in AB Road and its possible solution
	Shivam Dubey	
10	Rohit Patidar	Why do people prefer shopping from Patnipura - Reasons
	Anshika Shrivastava	
11	Ashish Patidar	A Study on Accidental deaths in Indore and their causes
	Poonam Tiwari	
12	Chandrapal S. Chouhan	A survey on the most effective B School in Indore - State the Reasons of Success
	Yatharth Pandey	
13	Mahima Bhati	The cause and effect relationship of rashly driving of the local transport
14	Vijay Patidar	Reliance Fresh a solution or a problem
	Khushboo Sirohiya	
15	Priyanka Dewliya	Why the theater culture is diminishing with reference to Astha Theater
	Rajshree Potphode	
16	Mohit Patel	A study on the preference level of choosing I Bus or City Bus- with respect to Indorians
	Shruti Choudhary	
17	Ekta Jain	A study on Indorian food culture- Preference of food and its reason (With respect to chappan)
	Harshad Kalal	

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18	Sadakat Ali	Possible measures that should be taken to protect Regional Park
	Shubham Sharma	
19	Deepak Tiwari	A study on the Indore Zoo- Problems, Causes and their solutions
	Amit Patel	
20	Bhupendra Yadav	Cleanliness in the Indore Railway Station
	Anjali Sarthi	
21	Neeraj Kumar Shah	A comparative study of satisfaction amongst the customers of Best Price and Metro
	Parvind Patidar	
22	Saloni Baser	Does Rajwarah require renovation - State the possible Reasons
	Bhupendra Mishra	
23	Yash Jain	A study on the Drainage problem in Indore- with special reference to Nanda Nagar
24	Lokesh K. Yadav	The possible reasons of decline in the level of interest in Management field- With special reference to Indore City
	Rajat Pardhey	
25	Bhagat Singh Chouhan	The shifting of Bus Stand from the main city - Reasons and Consequences
26	Neha Solanki	The Impact of Mall culture on Students
	Umakant Painkara	
27	Ajitabh Singh Chauhan	The awareness of hygiene factor amongst students while selecting a Tiffin center
	Saif Ali Khan	

Field Work for BBA II Semester Students

S.No.	Name of Students	Topic
1.	Abhishek Singh Rathore	Comparative Study Of Bcm Heights & AppoloDb City
2.	Akanksha Kesharwani	
3.	Akash Soni	
4.	Akshay Jain	
5.	Akshay Kumar Kanojia	Public Opinion Survey For Road Problems In Palasia.
6.	Akshita Khude	
7.	Aman Jaiswal	
8.	Anjali Parmar	
9.	Ayushi Sharma	Public Opinion Survey For Road Problems In VijayNagar.
10.	Ankit Shrimali	
11.	Ankur Bhatt	
12.	Bharti Rathore	
13.	Anurag Sahu	Public Opinion Survey For Road Problems In GeetaBhawan.
14.	Ashish Dwivedi	
15.	Ayush Gupta	
16.	Ankit Pandey	
17.	Anmol Singh Thakur	Public Opinion Survey For Road Problems In BhawarKunwa
18.	Chetan Kashyap	
19.	Devashish Soni	
20.	Devender Singh Gahalot	
21.	Diksha Sengar	Public Opinion Survey For Road Problems In Annapurna.
22.	Diksha Sharma	
23.	Dimple Tomar	
24.	Gurveer Singh	
25.	Hariom Rajput	Public Opinion Survey For Road Problems In Rajwada
26.	Himani Padgil	
27.	Himanshu Biwal	
28.	Jaya Goswami	
29.	Jitendra Mehta	Public Opinion Survey For Traffic Problems In VijayNagar.
30.	Kamlesh Mewada	
31.	Kamlesh Porwal	
32.	Kiran Kumawat	
33.	Manish Rawat	Public Opinion Survey For Traffic Problems In Palasia
34.	Manoj Kumar Pandey	
35.	Pooja Goyal	
36.	Prakhar Tandon	
37.	Pratigya Pathak	Public Opinion Survey For Traffic Problems In GeetaBhawan.
38.	Praveen Singh Rathod	
39.	Priya Jatwa	
40.	Rakesh Sahu	
41.	Ravi Sodani	Public Opinion Survey For Traffic Problems In Bhanwar Kunwa
42.	Richa Puranik	
43.	Rishant Mehta	

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44.	Rishi Yadav	
45.	Ritesh Jaiswal	
46.	Ruby Yadav	Public Opinion Survey ForTraffic Problems In Annapurna
47.	Ruchi Jain	
48.	Sagar Sonwane	
49.	Sanjay Gurjar	
50.	Sanskriti	Public Opinion Survey ForTraffic Problems In Rajwada
51.	Sanu Kumar Saha	
52.	Shantan Shrivastava	
53.	Shivam Gupta	
54.	Shivam Singh Parihar	Public Opinion Survey ForParking Problems In Rajwada
55.	Shubham Naik	
56.	Swati Patel	
57.	Tushar Agrawal	
58.	Vaibhav Gangrade	Public Opinion Survey ForParking Problems In Sarafa
59.	Varsha Lovanshi	
60.	Vipul Walaskar	
61.	Yogesh Dubey	
62.	Anuja Shrivastava	Public Opinion Survey For Marking Problems In Cloth Market
63.	Diksha Dubey	
64.	Mayank Kanare	
65.	Nilesh Vishwakarma	
66.	Rajive Mishra	Public Opinion Survey ForParking Problems In Kothari Market
67.	Vansh Arora	
68.	Atul Rajarwal	
69.	Ankit Patidar	
70.	Archit Kesaria	A Study Of Public OpinionOf Transporters Towards Brts.
71.	Chandrakant Shukla	
72.	Suraj Sharma	
73.	Adwait Mukati	
74.	Jaspreet Singh	Comparative Study Of Balaji Heights & Nariman Point
75.	Rajan Kumar Singh	
76.	Rajat Patidar	

Field Work for BBA III Semester Students

SR. NO.	STUDENT NAME	FIELD WORK TOPICS
1	Adwait Mukati	A study on problems faced by general people due to fall in rupee price.
2	Akanksha Kesharwani	
3	Akash Soni	A study on available amenities and problems faced by residents of township/society: with special reference to shalimar township
4	Akshay Jain	
5	Akshita Khude	Conditions responsible for traffic problems in indore : a study with special reference to vijay nagar
6	Aman Jaiswal	
7	Anjali Parmar	Does educational institutions meet students expectations : a study on indore city
8	Ankit Pandey	
9	Ankit Patidar	A study on available amenities and problems faced by residents of township/society: with special reference to shekhar paradise
10	Ankit Shrimali	
11	Ankur Bhatt	A study on available amenities and problems faced by residents of township/society: with special reference to suncity
12	Anmol Singh Thakur	
13	Anurag Sahu	A comparative study of mc.donalds and kfc
14	Archit Kesaria	
15	Ashish Dwivedi	A study on major real estate players at indore by pass.
16	Ayush Gupta	
17	Bharti Rathore	A study on problems faced by real estate players at indore by pass
18	Chandrakant Shukla	
19	Devender Singh Gahalo	Customer satisfaction survey of samsung galaxy grand : a study in special reference to indore city
20	Diksha Sengar	
21	Diksha Sharma	A study on available amenities and problems faced by residents of township/society: with special reference to balaji heights
22	Dimple Tomar	
23	Gurveer Singh Dhanoa	A study on available amenities and problems faced by residents of township/society: with special reference to bcm heights
24	Himani Padgil	
25	Himanshu Biwal	A comparative study of shishukunj school and delhi public school
26	Jaspreet Singh	

27	Jaya Goswami	Mall culture at indore with reference to c21 and treasure island
28	Kamlesh Mewada	
29	Kamlesh Porwal	A study on effectiveness of higher fee structure schools v/s low fee structure schools with reference to amenities
30	Manish Rawat	

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31	Manoj Kumar Pandey	Is face book changing our notions of privacy:a study in special reference to indore city
32	Pooja Goyal	
33	Prakhar Tandon	Should internet be restricted and regulated : a study in special reference to indore city
34	Pratigya Pathak	
35	Praveen Singh Rathod	A study on available amenities and problems faced by residents of township/society: with special reference to apollo db city
36	Priya Jatwa	
37	Rajan Kumar Singh	In mba colleges placement is additional service or it is the need of the hour:a study in special reference to indore mba colleges
38	Rajat Patidar	
39	Richa Puranik	Indians are buying gold for security or as an investment purpose: a study in special reference to indore city
40	Rishant Mehta	
41	Ritesh Jaiswal	A study on major issues of users among dish/tata sky/reliance digital
42	Ruby Yadav	
43	Ruchi Jain	A study on acceptance level of credit card/debit card among shopkeepers of bombay hospital area.
44	Sanjay Gurjar	
45	Sanskriti	A study on acceptance level of senior citizen for social media communication
46	Sanu Kumar Saha	
47	Shivam Singh Parihar	A study on social factors affecting selection of mobile phone.
48	Suraj Sharma	
49	Swati Patel	A survey on awareness of public for medical insurance.
50	Vaibhav Gangrade	
51	Varsha Lovanshi	A study on factors affecting the purchase of data card
52	Vipul Walaskar	
53	Yogesh Dubey	A study on customer satisfaction from i-bus
54	Anuja Shrivastava	

Field Work for BBA IV Semester Students

1.	Ankit Kumar Patel	Public Opinion Survey For Parking Problems In Kothari Market.
2.	Anshu Kumar	
3.	Ashutosh Dhurve	
4.	Aquib Ur Rahman	
5.	Ayush Joshi	Public Opinion Survey For Parking Problems In Malls
6.	Kumari Khushboo	
7.	Mohd. Adran Farooqui	
8.	Priya Bansod	
9.	Rahul Pardhi	Schools Are Charging High Fees Are They Justifying It
10.	Ramiz Raja	
11.	Sarthak Jain	
12.	Shifa Jain	
13.	Subham Bhatewara	Mcdonalds & Dominos Acceptable Due To Lower Price Or Due To Other Reason
14.	Saurabh Shrivastava	
15.	Rahul Dutt Tripathi	
16.	Saroj	

Field Work for BBA V Semester Students

SR. NO.	STUDENT NAME	FIELD WORK TOPICS
1	Shifa Jain	A Study On Available Amenities And Problems Faced By Residents Of Township/Society: With Special Reference To Dilpasand Tower
2	Shathak Jain	
3	Aquib Ur Rehman	A Study On Available Amenities And Problems Faced By Residents Of Township/Society: With Special Reference To Omaxe 1
4	Shubham Bhateware	
5	Ankit Patel	A Study On Available Amenities And Problems Faced By Residents Of Township/Society: With Special Reference To Victoria Urbane
6	Ramiz Raja	
7	Ayush Joshi	An Study On Factors Determining Student Preference Towards A Selection Of College
8	Mohammad Adnan	
9	Saroj	A Study On Available Amenities And Problems Faced By Residents Of Township/Society: With Special Reference To Milan Heights
10	Priya Bansod	
11	Kumari Khushboo	An Study On Factors Determining Customer Preference Towards A Restaurant
12	Anshu Kumar	
13	Rahul Dutt Tripathi	A Comparative Study On Factors Determining Customer Preference Towards Kfc & Subway

Field Work for BBA VI Semester Students

Reg. No.	Students' Name	Topic Allotted
1.	Akash Gautam	Play School Are Necessary Or Just A New Money Making Business
2.	Ameya Naseri	
3.	Ankit Kumar Balmik	
4.	Apoorva Majlikar	
5.	Ashok Diwvedi	Survey On Awareness Of Public For Life Insurance
6.	Bhiswjeet Bhattacharjee	
7.	Dharmendra Singh	
8.	Kamlesh Patel	
9.	Lida Grace Methew	Awareness Of People About The Traffic Rules
10.	Madhuri Kriplani	
11.	Moirengjam Romen Singh	
12.	Nirmala Kumari	
13.	Pratibha Tiwari	Effectiveness Of Radio Advertisement
14.	Pratik Tiwari	
15.	Priyanka Patil	
16.	Rishabh Khariwal	
17.	Sachin Pitawaliya	Most Prefer Food Junction And Food Item Of Indore
18.	Satyam Gupta	
19.	Saurabh Kumar Verma	
20.	Shivam Gupta	
21.	Silky Chabara	
22.	Vivek Shah	A Comparative Study Between Laptop V/S Tablets
23.	Harsh Shah	
24.	Yashwant Patel	
25.	Anil Gour	
26.	Diptanshu Gautam	

SWOT ANALYSIS

MBA III Semester

S No	Name of Student	Specialization	Name of Company	Date
1	Aarohi Chouhan	MF	Abbott India	5/8/2013
2	Abdul Faizan Khan	MF	Adidas	
3	Abhishek Kumar Rai	MF	Allahabad Bank	
4	Abhishek Singh Chauhan	MF	Amtek India	6/8/2013
5	Abihsek Kumar Pandey	MF	Andhra Bank	
6	Ajay Joshi	MF	Archies	
7	Amit Sahu	MF	Ashok Leyland	7/8/2013
8	Anarudha Prasad Dwivedi	MF	Asian Hotels	
9	Ankit Patiar	MF	Asian Paints	
10	Ankit Singh Baghel	MF	Auto Corp Goa	8/8/2013
11	Ankit Singh Parihar	MF	Axis Bank	
12	Anuj Singh	MF	Bajaj Auto	
13	Apoorv Dubey	MF	Balaji Telefilm	10/8/2013
14	Arunendra Tripathi	MF	Bank of Baroda	
15	Ashwin Sannase	MF	Bank of India	
16	Atul Singh	MF	Bank of Maharashtra	12/8/2013
17	Awadhesh Kumar Shah	MF	Bata India	
18	Azhar Khan	MF	Berger Paints	
19	Bhojraj Vishwakarma	MF	Bharat Gears	13/8/2013
20	Chandra Prakash Malviya	MF	Biocon	
21	Deepnarayan Mishra	MF	Blue Star	
22	Garima Somani	MF	Blue Star Info	14/8/2013
23	Gaurav Shrivastava	MF	Bosch	
24	Gaurav Vora	MF	Cadila Health	
25	Himanshu Kumar Gupta	MF	Canara Bank	19/8/2013
26	Hridesch Fanidra	MF	Central Bank	
27	Jainendra Kumar Shah	MF	Cipla	
28	James Nag	MF	Citi Bank India	20/8/2013
29	Jitendra Kumar Mishra	MF	Corporation Ban	
30	Joshil Patel	MF	Crompton greaves	
31	Kamlesh Prasad Yadav	MF	Dabur India	22/8/2013
32	Kapil Sharma	MF	DB Corp	
33	Lalita Banjara	MF	Dell	
34	Manish Kumar Pyashi	MF	Dena Bank	23/8/2013
35	Meeshika Vishwakarma	MF	Dish TV India	
36	Megha Khare	MF	Dr Reddys Labs	
37	Nagendra Sen	MF	Eicher Motors	26/8/2013
38	Neelam Dharmani	MF	Emami	

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39	Neeraj Chaturvedi	MF	Escorts	
40	Neha Gangeya	MF	Exide Industrie	27/8/2013
41	Nikita Gangrade	MF	Finolex	
42	Nitesh Dupare	MF	Force Motors	
43	NITIN SONAVANE	MF	future group	29/8/2013
44	Pankaj Dhuware	MF	Gabriel India	
45	Pankaj Kumar Mishra	MF	Gillette India	
46	Pankaj Patidar	MF	GlaxoSmithKline	30/8/2013
47	Pawan Kumar Tiwari	MF	Glenmark	
48	Piyush Singh Baghel	MF	GM Breweries	
49	Praveen Kumar Soni	MF	Godfrey Phillip	31/8/2013
50	Pritam Gupta	MF	Godrej Consumer	
51	Priyanka Aale	MF	Guj Auto Gears	
52	Pushpendra Kumar Mishra	MF	Gulf Oil Corp	2/9/2013
53	Pushpendra Soni	MF	Hathway Cable	
54	Rahul Kumar	MF	Havells	
55	Rahul Singh Lodhi	MF	HCL Info	3/9/2013
56	Rajeev Biswas	MF	HCL Tech	
57	Ram Govind Shah	MF	HDFC Bank	
58	Ramakant Sonvane	MF	hercules	4/9/2013
59	Ravishankar Mishra	MF	Hero Motocorp	
60	Rekhraj Jain	MF	Hexaware Tech	
61	Rishi Kesh Pandey	MF	Hindalco	5/9/2013
62	Rishi Kumar Jain	MF	Hinduja Global	
63	Sameer Khan	MF	Hitachi	
64	Satya Prakash Jain	MF	Hitachi Home	6/9/2013
65	Shiv Singh Rajawat	MF	HMT	
66	Shivraj Tomar	MF	HUL	
67	Siddharth Mehta	MF	ICICI Bank	7/9/2013
68	Sumit Singh Sisodiya	MF	IDBI Bank	
69	Sunny Ahuja	MF	IFB Industries	7/9/2013
70	Suryakant Shukla	MF	India Nippon	9/9/2013
71	Teerath Prasad Vishwakarma	MF	Indian Bank	
72	Veena Patankar	MF	IndusInd Bank	
73	Vishal Mishra	MF	Infosys	10/9/2013
74	Vivek Mishra	MF	ING Vysya Bank	
75	Yogesh Mahajan	MF	INOX Leisure	
76	Yogesh Sharma	MF	Intex	5/8/2013
77	Aastha Awasthi	MH	Ipca Labs	
78	Abhi Ram Khare	MH	ITC	
79	Akhilesh Upadhyay	MH	Jet Airways	6/8/2013
80	Amit Mishra	MH	JK Bank	
81	Apoorva Dubey	MH	Jyothy Labs	

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82	Arun Kumar Gupta	MH	Karur Vysya	
83	Chetan Padiyar	MH	khaitan	7/8/2013
84	Deepak Mishra	MH	Kinetic Eng	
85	Divya Rathore	MH	Kotak Mahindra	
86	Ehtesham Khan	MH	L&T	8/8/2013
87	Ekta Sharma	MH	lakhani	
88	Jasleen Bindra	MH	LG	
89	Juzer Raotiwal	MH	Liberty Shoes	10/8/2013
90	KAILASH PANWAR	MH	Lloyd Electric	
91	Manas Sinha	MH	Lupin	
92	MANOJ KUMAR CHOURASIYA	MH	M&M	12/8/2013
93	Meenakshi Yadav	MH	Mahindra Two Wheeler	
94	Meet Tiwari	MH	Mahindra Holidays	
95	Mukesh Gupta	MH	Marico	13/8/2013
96	Narendra Singh Pal	MH	Maruti Suzuki	
97	Nidhi Didawat	MH	Mayur Leather	
98	Praven Banwari	MH	Merck	14/8/2013
99	Rakesh Prasad Shukla	MH	Micromax	
100	Raksha Mishra	MH	MindTree	
101	Reema Khatri	MH	MphasiS	19/8/2013
102	Ritesh Tikotkar	MH	National Steel	
103	Rohit Jat	MH	NDTV	19/8/2013
104	Sabina Khan	MH	Nerolac	20/8/2013
105	Saloni Jaiswal	MH	NIIT Tech	
106	Saniya Khan	MH	Nokia	
107	Santosh Rajput	MH	Novartis India	22/8/2013
108	Sarvesh Tripathi	MH	Oracle Financ	
109	Satyarth Mishra	MH	Orient	
110	Siddhant Jain	MH	Oriental Bank	23/8/2013
111	Siddharth Dwivedi	MH	P and G	
112	Sinki Verma	MH	Panasonic	
113	Sonu Dubey	MH	Persistent	24/8/2013
114	Sudeep Kumar Shukla	MH	Pfizer	
115	Sunil Kumar Gupta	MH	Piramal Health	
116	Suyash Jain	MH	Plethico Pharma	26/8/2013
117	Tarun Kumar Pandey	MH	PNB	
118	Vidhya Mahajan	MH	Polaris Tech	
119	Vivek Shukla	MH	Punjab & Sind	27/8/2013
120	Zarina Qureshi	MH	PVR	
121	Abha Mishra	HF	Redington	29/8/2013
122	Alice Das	HF	Reebok	30/8/2013
123	Anil Kumar Shah	HF	Relaxo Footwear	
124	Anjali Khare	HF	Reliance	

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125	Ankita Farkiya	HF	Ricoh India	31/8/2013
126	Anshuman Mishra	HF	Royal Orchid	
127	Archana Tiwari	HF	RPG Life	
128	Balkrishna Chouhan	HF	Ruchi Soya	2/9/2013
129	Bhola Shankar Vaishy	HF	Sahara One	
130	Devika Mishra	HF	Samsung	
131	Garima Khare	HF	Sansui	3/9/2013
132	Jayati Gupta	HF	Saregama India	
133	Kalyani Kumari	HF	Sayaji Hotels	
134	Karishma Kapahi	HF	SBI	4/9/2013
135	Namrata Singh	HF	Shalimar Paints	
136	Nidhi Singh	HF	Sony	
137	Pooja Depan	HF	SpiceJet	5/9/2013
138	Pooja Kushwaha	HF	Sri Adhikari	
139	Poonam Chouhan	HF	StanChart IDR	
140	Preeti Upadhyay	HF	Sun Pharma	6/9/2013
141	Priyanka Kharat	HF	Sun TV Network	
142	Priyanka Mishra	HF	Symphony	
143	Purobi Chakraborty	HF	Syndicate Bank	7/9/2013
144	Richa Yadav	HF	Taj GVK Hotels	
145	Roshni Firdous	HF	Tata Chemicals	
146	Rupa Sharma	HF	Tata Motors	9/9/2013
147	Rupali Jaiswal	HF	Tata Steel	
148	Sameer Chawla	HF	TCS	
149	Sandipa Meshram	HF	Tech Mahindra	10/9/2013
150	Sapna Shrivastava	HF	Think soft	
151	Sheetal Saxena	HF	Times of India	
152	Shilpa Shaktawat	HF	Tips Industries	11/9/2013
153	Sonal Keshari	HF	Toshiba	
154	Swati Chauhan	HF	Toyota India	
155	Swati Gupta	HF	TTK Healthcare	12/9/2013
156	Swati Singh Baghel	HF	Tulip StarHotel	
157	Vicky Choukse	HF	TV18 Broadcast	
158	Vinay Kendurakar	HF	TVS Motor	13/9/2013
159	Anirudha Singh Jat (MP)	MP	Union Bank	
160	Rahul Nandanwar (MP)	MP	Vedant Hotels	
161	Rohit Jain (MP)	MP	Viceroy Hotels	14/9/2013
162	Hemant Aheer (IT+F)	ITF	Videocon	
163	Manish Bimal (IT+F)	ITF	Vijaya Bank	
164	Nitesh Sharma (IT+F)	ITF	Whirlpool	

SEMINARS

January 14, 2013: Seminar on ‘GREEN’

A seminar was organized by the team members of **Motley Green of US** on ‘GREEN’ for the undergraduate students. **Arshad Khan**, the **Technical Director** of Motley Green started the session with the following lines “The future belongs to them who believe in their dreams.”

Talking to the students he said that they are the future of the world and they can change its poor environmental condition, if they wish. It’s high time when we need to think to save our Mother Earth. Mr. Arshad while addressing the youths, stressed on the point that in foreign countries the initiative to save the environment has begun. Some research is being done to find the solution but in India the particular notion is missing and we really need to do something for our country and to the still larger part of humanity.

He urged the budding professionals to take individual steps like reducing the shower time, saving energy, etc. instead of talking of big deals.

Continuing on the topic **Mr. Andrew**, the **Team Member**, showed the photograph of river ‘Khan’ of Indore taken in the year 1882. It looked so serene but today its condition is pathetic. It has turned into dirty polluted river. He warned the young generation of the threats of polluted earth if we don’t understand the need of the hour.

Karris Nguyen, another **Team Member** said that we are the agents of change. We will make the world. The program was coordinated by Prof. Sadhana Mandloi, Prof. Nidhi Joshi and Prof. Radheshyam Acholiya. Vote of thanks was extended by Dr. Pawan Patni, Director MBA.

Seminar on How to Read Financial Statement/ Balance Sheet

On **March 5, 2013**, a Seminar was taken by **CA Dr. P K. Jain on How to Read Financial Statement/ Balance Sheet**.

A balance sheet is a snapshot of a company's financial position at a particular point of time in contrast to an income statement, which measures income over a period of time. A balance sheet measures three kinds of variables: assets, liabilities and shareholder's equity. Assets are things like factories and machinery that the company uses to create value for its customers. Liabilities are what the company owes to outside parties, say to its vendors. And equity is the money initially invested by shareholders plus the retained earnings over the years. These three variables are linked by the relationship: $\text{Assets} = \text{Liabilities} + \text{Shareholder's equity}$. Both assets and liabilities are further classified based on their liquidity, that is, how easily they can be converted into cash.

7 March 2013 - Seminar by RSS

With a mission of revival of Indian value system that is based on universalism and peace and prosperity to all, Rashtriya Swayamsevak Sangh organized a ***One Day Seminar*** at Pioneer Institute. They floated the idea that the whole world is one family, propounded by the ancient thinkers of India, and this is considered as the ultimate mission of the organization. The chief aim is to unite all Hindus and build a strong India, which could contribute to the welfare of the world. The Seminar was full of patriotic feelings and faculty and students were enthralled by the idea and ideology of the organization.

Seminar by EBSCO

A Seminar was conducted by EBSCO for the Faculty Members. This Seminar helped the faculty members to search various articles and research papers online and getting a very good material for their research. The presentation was thoroughly cherished by the audience. In the end all faculty members asked questions and solved their doubts.

Two Guest Lectures were arranged for the students:

Mr. Rakesh Pandey, Head Ratan Ayurveda said that Marketing managers need analytical and decision-making skills to choose media, creativity to develop promotional strategies and interpersonal skills to work with different personality types. They need to manage their time and budget. Communications skills help them to persuade others to accept a marketing campaign. Also listening skills to understand clients' or executives' wants and needs is imperative. Marketing managers need to understand the psychology of consumer behavior and use metrics and must have a passion for their brand. He also focused on business orientation, humility, People skills, an inquisitive nature, a track record of accomplishment etc.

Another Lecture was taken by **Mr. Ajay Sharma, Regional Manager, Bajaj Fin serve**. He said that consumer durables involve any type of products purchased by consumers that are manufactured for long-term use and are intended to endure regular usage for several years or longer before replacement of the consumer product is required. Just about every household will contain at least a few items of this nature. Consumer durables are a category of consumer products that do not have to be purchased frequently because they are made to last for an extended period of time (more than three years). They are also called durable goods or durables. Consumer goods are often divided into two categories: durables and non-durables.

Durables have an extended product life and are not worn out or consumed quickly when you use them. Since they're made to last, durable goods are typically more expensive than non-durable goods that have to be purchased over and over again.

One of the most common of all consumer durables would be the furniture found in the home. This would include items such as sofas, chairs, tables, bed frames, and storage pieces such as chests of drawers and bookshelf units. While once thought to be limited to only items made of sturdy metal or wood, any type of furniture today that is intended for use over the period of at least a few years can rightly be classified as durable.

INTER INSTITUTE PARTICIPATION

March 9, 2013

The students of Pioneer Institute of Professional Studies extend a heartfelt thanks to **Dr. Vishal Khasgiwala, Director, Sapient Institute of Management Studies, Indore** along with their Management and faculty for inviting the students of Pioneer to attend a Seminar on *Art of Listening*.

It was a great experience and delight to attend the seminar at Sapient. The seminar was excellent as it covered all significant keys and facts to reactive and attentive listening.

The Institute also organized one activity in which they showed two videos and asked the audience to summarize it in own words. In this activity, **two students of Pioneer Institute Gaurav Vora and Neeraj Chaturvedi** of MBA II semester *won 1st and 2nd prize respectively*. It was all about the day at Sapient Institute of Management.

The following students attended the Seminar:

1. Apoorva Dudey
2. Aastha Awasthi
3. Nidhi Didawat
4. Ehtesham Khan
5. Kapil Sharma
6. Manas Sinha
7. Neeraj Chaturvedi
8. Siddhart Mehta
9. Gaurav Vora
10. Joshil Patel
11. Rishi Jain
12. Archit Keshariya
13. Suraj Sharma

Social Media Conclave

Jaipuria Institute of Management, Indore

20th April 2013:

The students of Pioneer Institute participated in the First National Social Media Conclave on New India. The New Media was conducted on 20th April 2013 at Jaipuria Institute of Management Indore. It aimed to bring in the awareness of the impact of this new age powerful medium i.e. Social Media in all the sectors of the society such as Law Enforcement, Politics, Defence Forces, Corporate World, Media and Academia. The day long deliberations of the conclave created an interface among these experts who are the acumen in their domains, who specifically emphasized on the emerging role of social media, shared their practical experiences and insights on how new media technologies will determine the future growth of their respective fields and the country on the whole. Eminent speakers from respective areas were present.

The students from Pioneer Institute of Professional Studies, Indore participated with full enthusiasm and added laurels to the Institute by receiving certificates.

The students had a group photograph with the Chairman CA Dr. P. K. Jain, Executive Director CA Prashant Jain and the Director Dr. Mona Tawar.

EXTRA CURRICULAR ACTIVITY

26th January Celebration

The Republic Day celebration was organized by Mahalaxmi Aarohi Parishad at 10:00 a.m. in the garden of R-Sector of Mahalaxmi Nagar. It was attended by the residents of Mahalaxmi Nagar. The program was successful in spreading the feeling of patriotism. It was a joint effort of *Pioneer Institute of Professional Studies and Aarohi Parishad*.

Matki Phod Competition on account of Janmashtmi

Teachers Day Celebration

On 5th September Teachers Day was celebrated by the Management, Faculty and Staff Members in the conference hall. Various games were planned for all of them and everybody including the management participated with great enthusiasm and zeal.

“On Air Show”

On 28/09/2013 at 4:00 P.M, RJ Navneet and RJ Abhimanu of MY FM 94.3 came to Pioneer Institute of Professional Studies and they organized a direct “On Air Show”. Various students participated in his show and won number of prizes.

After the recording of the “On Air Show” RJ Navneet interacted with the students of MBA I and III and acknowledged their hidden talent by presenting them with gift vouchers. All the students were highly motivated and large amount of participation was registered.

Students participated in Dance, Song, Mimicry and various such hunts and finally they were acknowledged with gifts.

The students who won credits in this show were as under:

- 1) Etheshyam Khan
- 2) Sameer Chawla
- 3) Pawan Tiwari
- 4) Prince Soni
- 5) Chetan Patiyaar

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- 6) Swati Singh Bhaghel
- 7) Anjali Khare
- 8) Meeshika Vishwakarma
- 9) Anamika Pandey
- 10) Mithilesh Kumar

Finally RJ Navneet commented that Pioneer is the hub of talents and students are really very skilful.

UDBHAV 2013-The Annual Fest

Pioneer Institute of Professional Studies Indore celebrated its 17th Annual Fest on 25th and 26th of October 2013. The entire function was conducted in the premises of the Institute.

On the auspicious occasion of the 17th Annual Fest “UDBHAV 2013” all the members of Pioneer Family i.e. Top Management, Faculty Members and Students gathered together in the Pioneer Premises to have a fun promising time. The entire program was scheduled in 2 segments namely 25th (Competitions) and 26th (Competitions + Pioneer Evening).

The inaugural was done by releasing the balloons by Dr. CA Pramod Kumar Jain and the Chief Guest for the Annual Fest was Brig. Kiran Kumar Thakkar. The entire event was co ordinate under the supervision of Ms. Rashmi Farkiya and Ms. Kumkum Sinha.

The details of the same are as under:

25th October 2013 (Day of INAUGURAL)

Name of the program	Timing
Inaugural	8.45 A.M. - 9.00 A.M.
Treasure Hunt	9.00 A.M.- 10.30 A.M.
Kalakriti & Humpty Dumpty	10.30 A.M. - 11.30 A.M.
Face Painting & Mimicry	11.30 A.M. - 12.30 P.M.
Nukkad Natak (Skit)	12.30 P.M. - 1.30 P.M.
Rockstar & Mehndi	1.30 P.M. - 2.30 P.M.
Chance Pe Dance (Group + Solo)	2.30 P.M. - 4.30 P.M.
Antakshri	4.30 P.M. - 5.30 P.M.

Inaugural:

The Inaugural of UDBHAV 2013 was conducted at Pioneer Auditorium; it started with the inspiring words by Dr. CA Pramod Kumar Jain where he motivated students to participate in all upcoming activities. Along with this he appreciated the efforts taken by the student coordinators who had put in their hard work to make the event a success story. Finally, Dr Mona Tawar (Director) stepped forward to boost up the faculty Members and Students and asked them to explore their hidden talents. Her Inspiring words reflected back as the crowd roared back. The Auditorium was full of energy and it was very much visible from every one’s eyes and body language.

Finally Dr. CA Pramod Kumar Jain, Dr. Mona Tawar along with Faculty Members and Students marched towards the front garden for releasing the balloons as part of the inaugural function. Dr. CA Pramod Kumar Jain along with Pioneer family set the colorful balloons free in air which resembled the symbol of Peace, Team Work and Happiness. Followed by the

statement of Dr. CA Pramod Kumar Jain “**UDBHAV DECLARED OPEN- Celebrate, Enjoy and have a Gala Time**” the fest started.

Treasure Hunt:

The first event of the day was Treasure Hunt. It was divided into 3 segments i.e. Slow Bike Racing, Tug of War and Find the hidden treasure. Students along with Faculty members built their teams to prove themselves. The track was ready for **SLOW BIKE RACING** and ample participation was received for the same. Finally with the cutting of the Red Ribbon ceremony by Dr. CA Pramod Kumar Jain the first event of the day started.

Slow Bike Racing Competition:

S.No	Name of Winner	Round
1	Sanya Khan	1 st Round
2	Nidhi Joshi	2 nd Round
3	Chinmay Bhattacharya	3 rd Round
4	Vinod Bajaj	4 th Round

All the above winners were handed with gifts and vouchers (MBO, AXN Fun Zone, Vishal Mega Mart etc.) by Dr. Mona Tawar.

The second activity under Treasure Hunt was **TUG OF WAR**: Two teams were formed by the name TEAM 1: Ms. Astha Tarey and TEAM 2: Mr. Durgesh Gaur, under their supreme effort 10 participants each joined them to finally carry on the event. After long tussle Mr. Durgesh Gaur and team won the war. They were handed over with exciting prizes by Dr. Mona Tawar and everyone was highly delighted.

Now it was time to **FIND THE HIDDEN TREASURE**, 16 teams participated and each team had 4 members each and the participants were eager to find the hidden treasure in Pioneer premises. The event was divided into parts and each team member had to accomplish the task assigned in the given time durations. There were various tasks assigned to teams like Sack Race, Drink a liter of water, Memorize 10 items, Find the open room amongst the locked etc. After this entire tussle a team of 4 won, their names are as under:

Treasure Hunt Competition:

S. No	Name of Winner	Class
1.	Umakant Painthara	BBA 1 SEM
	Sukanto Ghosh	BBA 1 SEM
	Ankit Gupta	BBA 1 SEM
	Chandrakant Shukla	BBA III SEM

All the above winners were handed over with Certificates, Trophies, gifts and vouchers of 7 D Masti Theatre by Dr. Mona Tawar. The Treasure hunt was entirely sponsored by 7 D Masti Theatre.

Kalakriti and Humpty Dumpty:

The next activity started in Pioneer auditorium. Simultaneously, we started with Humpty Dumpty and Kalakriti. The Judge for both the competition was Mrs. Preeti Bajpaye she has a deep knowledge of humour and rangoli. With her presence the event sparkled and got a new shape. The winners for the event were as under:

Kalakriti Competition:

S. No	Name of Winner	Class
1	Sonal Kesari	MBA III SEM
2	Ritika Arora	B Com I SEM
3	Rupali Jaiswal	MBA III SEM

Humpty Dumpty Competition:

S. No	Name of Winner	Class
1	Ankit Patidar	MBA III SEM
	Pankaj Mishra	MBA III SEM
2	Reema Khatri	MBA III SEM
	Jitendra Mishra	MBA III SEM
3	Pritam Gupta	MBA III SEM
	Kapil Sharma	MBA III SEM

All the winners were handed over with Certificates and Trophies along with exciting gifts and vouchers.

Face Painting and Mimicry:

The next competition lined up was Face Painting and Mimicry. The judge for both the events was Ms. Aarohi Daneshwar. Her presence and inspiring words proved magical, and the students finally turned up with exotic ideas to make the public laugh. At the same time, imagination can prove to be magical was visible at ever stroke of brush while the students showed their artistic skill in the competition Face Painting.

Face Painting Competition:

S. No	Name of Winner	Class
1	Priyanka Aale	MBA III SEM

Mimicry Competition:

S. No	Name of Winner	Class
1	Hridesh Fanidra	MBA III SEM
2	Ankit Patidar	MBA III SEM
3	Diksha Sengar	BBA V SEM

All the winners were handed over with Certificates and Trophies along with exciting gifts and vouchers.

Nukkar Natak (The Skit):

Now it was time for Nukkar Natak i.e. Skit Competition. 6 Teams stepped forward to participate in the same. The event was judged by Mr. Rupesh Patil. Topics were given to the teams on spot, along with this they were given 5 minutes to brush up and then finally present them on the stage. Few topics of Nukkar Natak were as: Ragging: a Social Crime, Larki ki Shaadi, Bring end to politics etc. All the students scripted and presented their topics very well in front of the audience. After the event Mr. Rupesh Patil guided the students on how they can improvise and build their careers in the same.

Nukkar Natak Competition:

S. No	Name of Winner	Class
1	Jitendra Mishra Reema Khatri Abhishek Ankit Patidar	MBA III SEM MBA III SEM MBA III SEM MBA III SEM
2	Aastha Awasthi Apoorva Dubey Garima Somani Vidhya Mahajan	MBA III SEM MBA III SEM MBA III SEM MBA III SEM
3	Mishika Vishwakarma Satyam Dwevedi Rohit Vikash	MBA III SEM MBA I SEM MBA I SEM MBA I SEM

All the winners were handed over with Certificates and Trophies along with exciting gifts and vouchers.

Rockstar and Mehndi:

Rockstar and Mehndi the awaited competition started. The judge for Rockstar was Mr. Yashwardhan Dubey and for Mehndi we had with us Ms. Rashmi Badjatya. Many zealous students stepped forward to show their hidden talents. There was a mix of rhythm and music. Students sung many songs as “Tum hi ho”, “Kahi to..... hogi woh”, Mere sapno ki rani”etc. At last the melodious journey ended and Mr. Yashwardhan Dubey highly appreciated the talents who showed their spark. Simultaneously we were having the Mehndi competition; all the participants did a remarkable job. They pen downed beautiful designs on palm and the smell of victory spread all over the auditorium. It was really very difficult for the judge to trace the best 3, as everyone was at their best. Finally winners were announced and awards were given to them.

Rockstar Competition:

S. No	Name of Winner	Class
1	Neha Solanki	BBA I SEM
2	Satyam Dwevedi	MBA I SEM
3	Chinmay Bhattacharya	MBA I SEM

Mehndi Competition:

S. No	Name of Winner	Class
1	Kajal	B. Com I SEM
2	Saniya Khan	MBA III SEM
3	Ankita Farkiya	MBA III SEM

All the winners were handed over with Certificates and Trophies along with exciting gifts and vouchers.

Chance Pe Dance (Group and Solo Performances):

The most awaited program of 25th October started and golden feather were added to the hat of UDBHAV as to judge the event we had with us RJ Navneet and RJ Tina from My FM 98.3. Their presence filled the entire auditorium with the fragrance of energy, masti and style. They judged both the (Group as well as the Solo) dances. Enthusiasm was very much visible in every ones performance. Participants presented different forms and styles of dance such as Salsa, Belly, Hip-Hop, and Locking – Popping etc.

With the performances the audience also didn't miss the chance to hit the floor. Even the audience danced on the beats. Finally, RJ Navneet and RJ Tina declared the results and gave away prizes to the undefeated performers.

Chance Pe Dance (Group) Competition:

S. No	Name of Winner	Class
1	The Seven Stars: Yogesh Dubey Anurag Sahu Ayush Gupta Ritesh Jaiswal Aman Jaiswal Akshay Jain Ankit Pandey	BBA V SEM BBA V SEM BBA V SEM BBA V SEM BBA V SEM BBA V SEM BBA V SEM

All the winners were handed over with Certificates and Trophies along with exciting gifts and vouchers.

Chance Pe Dance (Solo) Competition:

S. No	Name of Winner	Class
1	Vimal Solanki	B.Com I SEM
2	Mishika Vishwakarma	MBA III SEM
3	Prince Soni	MBA I SEM

All the winners were handed over with Certificates and Trophies along with exciting gifts and vouchers.

Antakshri:

Finally the lovely evening ended up with sounds of melody. 8 teams were prepared and every team was headed by a Faculty Member. Antakshri was merely a event to break the tiresome day. But still great enthusiasm and zeal was noticed amongst the team members. The event was judged by Mr. P K Pandey.

After a long day, the evening ended with some music which relaxed all souls and finally everyone was eagerly waiting for 26th October to start again and have some rock and roll.

26th October 2013 (Day of UDBHAV)

(Morning)

Name of the program	Timing
Minute to win it	9.00 A.M.-10.00 A.M.
Ad mad show & Sandwich Junction	10.00 A.M.-10.45 A.M.
Brand quiz & Nail Art	10.45 A.M.-11.30 A.M.
Salad Salsa & Shayar-e-azam	11.30 A.M.-12.30 P.M.
Tambola	12.15 P.M.-1.00 P.M.

Minute to win it:

Minute to win it Competition:

To give an energy start up we stated the day with MINUTE TO WIN IT. Huge amount of participation was noticed amongst Faculty Members and Students. There were different tasks assigned such as collect balls in the bucket in a minutes time, Split the pen in as many parts as you can, Blow as many balloons you can in a minutes time etc. These games really proved to an energy start up, everyone was charged up. There were several winners in these games, to name a few undefeated performers we have:

S. No	Name of Winner	Class
1	Nidhi Didawat	MBA III SEM
2	Jitendra Mishra	MBA III SEM
3	CA Praveen Soni	Faculty Member

All the winners were handed over with Certificates and Trophies along with exciting gifts and vouchers.

Ad mad show & Sandwich Junction:

The wheels kept rolling. Now it was time to show some Management tricks in the form of Ad Mad Show. Students were assigned with Products and they were supposed to prepare an Ad for the same. The only fight was that the Ad should sound humorous, at the same time one should understand what the Ad is all about. Many students participated in this and made the audience laugh at every Ad. Simultaneously we started with Sandwich Junction where Students and Faculty Members prepared lovely Sandwiches. The Judge for Ad Mad show and Sandwich Junction was Ms. Rubina Khan.

Ad Mad Show Competition:

S. No	Name of Winner	Class
1	Chetan Ehtesham Khan Veena	MBA III SEM MBA III SEM MBA III SEM
2	Munnavar Prince Atul	MBA I SEM MBA I SEM MBA I SEM
3	Pratha Trivedi Dolly Prajapati Akash Yadav Rahul Rajoriya	B.Sc I SEM B.Sc I SEM B.Sc I SEM B.Sc I SEM

Sandwich Junction Competition:

S. No	Name of Winner	Class
1	Kumkum Sinha	Faculty Member
2	Neeraj Chaturvedi	MBA III SEM
3	Manas Sinha	MBA III SEM

All the winners were handed over with Certificates and Trophies along with exciting gifts and vouchers.

Brand quiz & Nail Art:

Next it was time for some brain game. For this we had Brand Quiz. The students had to undergo a 5 minute written test from which 8 candidates were selected or short listed, the 8 Brand Maniacs finally faced 4 rounds such as Guess the Brand Ambassador, Identify the Logo, Complete the Punch line etc. The Judge for Brand Quiz was Mr. Varun Keshari. With this we started with the Nail Art Competition. Students came up with exclusive ideas like using stone, variants of colors, combining different shades to give a new feel. Their efforts were really appreciable. The judge for Nail Art Competition was Mrs. Anshu Jain who was highly impressed with the work of the participants.

Brand Quiz Competition:

S. No	Name of Winner	Class
1	Neeraj Chaturvedi	MBA III SEM

Nail Art Competition:

S. No	Name of Winner	Class
1	Priyanka Aale	MBA III SEM
2	Priyanka Agrawal	MBA III SEM
3	Pooja Depan	MBA III SEM

All the winners were handed over with Certificates and Trophies along with exciting gifts and vouchers.

Salad Salsa & Shayar-e-azam:

Salad Salsa Competition was judged by Mrs. Anshu Jain. Here a number of students prepared and served a mix of salads, their presentation was really admirable. Some of them used sprouts to present a health salad whereas others used merely vegetables. The creativity of the students was very much reflected by the way they presented the simple form of salad in a yet different way.

Who doesn't like Shayari? But in a management school it's really difficult to believe that students can come out of books and narrate beautiful shayaries. It was really unbelievable to find Pioneerians to be Kumar Vishwas but what a performance; even the Faculty Members got into the loop and narrated beautiful Shayaries. The crowd kept roaring at every line the participants spoke. The judge for the Shayar – E- Azam was Mr. Rohit who at the end of the round appreciated all the hidden talents and congratulated them on their achievements. Finally the names that sparked the eve were:

Salad Salsa Competition:

S. No	Name of Winner	Class
1	Kapil Sharma Pritam Gupta	MBA III SEM MBA III SEM
2	Rupali Vinay Kendurkar	MBA III SEM MBA III SEM
3	Priyanka Aale Swati Singh Baghel	MBA III SEM MBA III SEM

Shayar –E - Azam Competition:

S. No	Name of Winner	Class
1	Ankit Patidar	MBA III SEM
2	Apoorv Dubey	MBA III SEM
3	Akash Yadav	B. Sc I SEM

All the winners were handed over with Certificates and Trophies along with exciting gifts and vouchers.

Tambola:

Tambola, the game of numbers. Everyone was ready to try their luck. Huge amount of participation was registered. At very call of numbers the public could be heard. This was the last event of the day. Every one moved home to get ready for the Pioneer Eve.

26th October 2013 (Evening)

“Cultural Night” – PIONEER EVENING

Name of Event	Timing(P.M.)
Inaugural	4.00 P.M.- 4.15 P.M.
Prayer Dance	4.15 P.M.- 4.25P.M.
Solo Song / Group Song	4.25 P.M.- 4.30 P.M.
1 st Round (Retro Theme)	4.30 P.M.- 4.50 P.M.
Filler(Instrumental)	4.50 P.M.- 4.55 P.M.
Solo / Group Dance	4.55 P.M.- 5.05 P.M.
Skit	5.05 P.M.- 5.15 P.M.
Solo Song /Group Song	5.15 P.M.- 5.20 P.M.
Filler (Mimicry)	5.20 P.M.- 5.30 P.M.
2 nd Round (Formal Theme)	5.30 P.M.- 5.50 P.M.
Filler (Instrumental)	5.50 P.M.- 6.00 P.M.
Solo Song / Group song	6.00 P.M.- 6.10 P.M.
Solo Dance / Group Dance	6.10 P.M.- 6.25 P.M.
Filler (Shayari)	6.25 P.M.- 6.30 P.M.
Qawwali	6.30 P.M.- 6.45 P.M.
Filler (Mimicry)	6.45 P.M.- 6.50 P.M.
3 rd Round (Evening Theme)	6.50 P.M.- 7.10 P.M.
Solo Song / Group Song	7.10 P.M.- 7.15P.M.
Solo Dance / Group Dance	7.15 P.M.- 7.25 P.M.
Filler (Prize Distribution)	7.25 P.M.- 7.30 P.M.
Skit	7.30 P.M.- 7.40 P.M.
Solo Dance / Group Dance	7.40 P.M.- 7.50 P.M.
Filler (Prize Distribution)	7.50 P.M.- 7.55 P.M.
4 th Round (Traditional Theme)	7.55 P.M.- 8.15 P.M.
Vote of Thanks	8.15 P.M.- 8.20 P.M.
Special Performance	8.20 P.M.- 8.30 P.M.
DJ Night	8.30 P.M.- 9.30 P.M.

As per schedule we started our function at 4:00 P.M. sharp. The Chief Guest for Pioneer Evening was Brig. Kiran Kumar Thakkar followed by Group Chairman Shri P.C. Jain, Dr. CA Pramod Kumar Jain, Mrs. Anshu Jain, Mrs. Isha Jain and Mr. Alim Khan. Before starting the event a Parents teacher meeting was conducted in Board Room where Dr. CA Pramod Kumar Jain and Dr. Mona Tawar addressed the parents.

There were several spectators eagerly waiting for the curtains to rise and the program to start. To witness the event we had Special Guest, Parents, Faculty Members and Students. Finally

The Prism: Annual Report 2013

the curtains moved and the audience had signs of happiness on their faces. The inaugural started by welcoming of the guests along with lamp lightening. The first event of the eve started were Mishika came up with a prayer dance and her energy filled the auditorium with joy, enthusiasm and positivity. The crowd kept on clapping on the beats “Deva Jai Ganesha.....Deva Jai Ganesha.....” What a performance it was!

The wheels kept rolling and one after the other students kept hitting the floor. There was no. of performances of Song, Dance, Mimicry etc. A blend of talent simply kept all eyes stuck on the stage.

There was a special performance of Qawwali by a team of students and the crowd kept on cheering them. The meritorious students were given away with Medals and Certificates.

The main charm of the evening was Fashion Show. The Fashion show was divided into 4 rounds namely; Retro Theme, Evening Theme, Formal Theme and Traditional Theme. The judges for Fashion show were Mr. Alim Khan a dress designer and choreographer along with Mrs. Isha Jain a fashion Icon. There was a question and answer round where the students handled the questions of the judges very smartly and finally the best 8 out of 20 were crowned to be the proud owners of the title “Pioneer Divas and Dudes”

After loads of masti the eve came at its end where Dr. Mona Tawar delivered vote of thanks to all Udbhav Committee members, Sponsors, Pioneer Management and the lovely audience. The last and most awaited time was for DJ Night which was followed by faculty dinner. After which everyone went home with a smile on face and memories in mind.

With this report kindly find the enclosed:

1. List of Core team Members
2. List of Event Coordinators
3. List of Sponsors
4. List of Event Schedule
5. List of award winning Students
6. List of Meritorious Students
7. List of Judges event wise
8. List of Financials Involved

The event was conducted by Ms. Kumkum Sinha along with the team of students.

Christmas Celebrations

On **26/12/2013**, Santa came to Pioneer Institute of Professional Studies and organized an event “Christmas Dhamaka- Celebrate and stay blessed ”. All the students and faculty members were very surprised with the presence of the unexpected guest. Various students of MBA III along with Faculty Members participated and showed there love towards the unexpected guest. There was sound of jingle belljingle bell...jingles all the way...Santa gave away lots of gifts to the students and faculty members. All the students danced and sang many songs with Santa. Finally, Santa gave a message to all the students- “May the coming session be a blessed one, may all of you stay cheerful in the coming year, enjoy your exams have loads of fun.

After an hour Santa waved good bye to all. He promised to come back again next year. With chocolates and toffees he wished the students goodness and happiness in their lives. Finally after having loads of fun the students went back to their homes with smile on their face and memories in mind. The event was organized by Ms. Kumkum Sinha.

SOCIAL & ENTREPRENEURSHIP CELL

पायोनियर इंस्टीट्यूट द्वारा वरिष्ठ नागरिकों के लिए एक अनूठा प्रयास

(DAY CARE CENTER)

STARTING FROM 15Th MAY, 2013

सम्माननीय वरिष्ठ नागरिकगण,

आपाधापी के इस युग में परिवार में युवा वर्ग एवं वरिष्ठ जनों में संवादहीनता की स्थिति निर्मित हो रही है और यह स्थिति तब और भी दुःखदायी हो जाती है, जब परिवार एकाकी हो। आज के इस भौतिकवादी युग में संयुक्त परिवार की अवधारणा लगभग समाप्त हो गई है। ऐसी स्थिति में परिवार के वरिष्ठ जन एकाकीपन का अनुभव करते हैं और अवसाद की स्थिति निर्मित हो जाती है।

यह एक सार्वभौम सत्य है कि जल, थल, नभचर जो भी इस पृथ्वी पर अवतरित हुआ है, उसका अवसान अवश्यसंभावी है, किन्तु यह भी सत्य है कि यदि पौधों को उचित रूप से पोषित एवं पल्लवित नहीं किया जाए तो वह समय से पहले कुम्हलाकर काल कवलित हो जायेगा। सभी वरिष्ठ नागरिकों को स्वयं के प्रति जागरुक रहकर इस अवसाद की स्थिति एवं समय से पूर्व मुरझाकर कालकवलित होने से अपने आप को रोकना ही होगा।

इसको दृष्टिगत रखते हुए आरोही परिषद द्वारा पायोनियर संस्थान के संस्थापक श्री प्रमोद कुमार जैन के सहयोग से संस्थान में ही वरिष्ठ नागरिकों के लिए एक “डे केयर सेन्टर” **(DAY CARE CENTER)** आरंभ किया जा रहा है। जहां पर वरिष्ठ नागरिक अपने समय का सदुपयोग कर सकें तथा हम अपने हम वय सदस्यों के साथ स्वच्छन्द रूप से अपनी भावनाओं को व्यक्त कर सकें।

डे केयर सेन्टर में निम्नानुसार सुविधाओं को उपलब्ध कराना विचाराधीन है:—

1. लाईब्रेरी:— जिसमें समाचार पत्र, पत्रिकाएं एवं विभिन्न विषयों की पुस्तकें उपलब्ध रहेंगी।

2. अंतः कक्ष खेल सुविधाएँ जिसमें केरम, चेस, टेबल टेनिस एवं अन्य खेल सुविधाएँ।
 3. कम्प्युटर; इन्टरनेट सुविधाओं सहित।
 4. कम्प्युटर प्रशिक्षण सुविधा।
 5. चिकित्सा सुविधा।
 6. समय समय पर आवश्यकता अनुरूप योग प्रशिक्षण, डाइटीशियन की सेवाओं को उपलब्ध कराना।
- उक्त सभी सुविधाएँ निःशुल्क रहेंगी। डे केयर सेन्टर के लिए समय सायं 4.00 बजे से 7.00 बजे तक पायोनियर संस्थान रहेगा। इस सुविधा का लाभ महालक्ष्मी नगर के आस पास की कालोनी के समस्त वरिष्ठ नागरिक उठा सकते हैं।

विस्तृत जानकारी के लिए सम्पर्क :-

राजन रानडे, आर- 758, महालक्ष्मी नगर ,इन्दौर
मोबाईल - 9300669724

दिनांक: 1 मई, 2013

भवदीय,
(के.एल.मजूमदार)
अध्यक्ष
महालक्ष्मी नगर आरोग्य परिषद, इन्दौर

Health Awareness Seminar by Mr. Love Soni

Date: 22nd February, 2013

Good Health is vital for each person. Sufficient protection and care is needed, so that each organ functions well, each organ develops naturally, and there are no deformities, disabilities and diseases but often the health of children remain neglected, with the result that they grow unhealthily and that affects their education as well. A healthy person is an asset to himself, to his family and to his community. He is a danger for coming generations because heredity plays an important part in this respect. Health is the pivot upon which a man's whole personality. The care of the body regarding food, cleanliness, exercise, rest and protection against disease, are essential for the preservation of sound health. Life gets deprived of not only much of its usefulness, joys and pleasures. These sources belong to every person. They are food, exercise, and proper posture, care of bodily functions, avoidance of alcohol and tobacco and wholesome mental and emotional attitudes.

Free Medical Camp: 03.03.2013

Date: 3rd March, 2013

On the occasion of Maghi Purnima, birth day of Achaya Shrimat Swami Pranavanandji Maharaj, founder of Bharat Sewashram Sangha, a multispecialty free medical camp for the residents of Mahalaxmi Nagar, Tulsi Nagar, Sai Kripa Coloney and Chikitsak Nagar was organized on 3-3-2013 in Mahalaxmi Nagar, in the premises of Pioneer Institute of Professional Studies. It was a joint effort of Bharat Sevashram Sangha and Pioneer Studies of Professional Studies.

The medical checkup was conducted by the renowned doctors of Aurbindo Hospital and Research Centre, Indore. The timing for the camp was 10 AM to 2 PM. The Program was coordinated by Dr. P.K. Jain, Managing Director of Pioneer Studies of Professional Studies.

Social Science Project on NGO in Indore by BBA I Semester Students

S No	Name of Student	Group No.	Title
1	Abhishek Sharma	1	The Golden Bird Foundation
2	Ajitabh Singh Chauhan		
3	Amit Patel		
4	Anjali Sarthi		
5	Anjali Solanki	2	Sanjeevni Seva Sangam
6	Ankit Gupta		
7	Anshika Shrivastava		
8	Ashish Patidar		
9	Atul Kumar Shrivastava	3	Malwa Productivity Council
10	Atul Singh Kaurav		
11	Avisha Joshi		
12	Bhagat Singh Chouhan		
13	Bhupendra K. Mishra	4	Sewa Mandir
14	Bhupendra Yadav		
15	Chandrapal S. Chouhan		
16	Deepak Tiwari		
17	Durga Prasad Patidar	5	Udaan: Education And Welfare Society Samity
18	Eeshan Bhatt		
19	Ekta Jain		
20	Harshed Kalal		
21	Kavita Soni	6	Devi Ahilya Village Development Association
22	Kshushbu Sirohiya		
23	Lokesh K. Yadav		
24	Mahima Bhati		
25	Mohit Patel	7	Network for Information and Computer Technology
26	Neeraj Kumar Shah		
27	Neha Solanki		
28	Nidhi Pal		

29	Parvind Patidar	8	Suprabhat Foundation
30	Poonam Tiwari		
31	Priyanka Ambade		
32	Priyanka Dewliya		
33	Rajat Pardhey	9	National Association for Blind
34	Rohit Patidar		
35	Roshni Gupta		
36	Saif Ali Khan	10	Kasturba Gandhi National memorial Trust
37	Saloni Baser		
38	Shivam Dubey		
39	Shruti Choudhary		
40	Shubham Sharma	11	Sewa Bharti
41	Shubham Singh		
42	Sonal Dewasn		
43	Suraj Jaiswal		
44	Umakant Painkara	12	Aastha Vridhjan Sewa Aashram
45	Vijay Patidar		
46	Yash Jain		
47	Yatharth Pandey		
48	Yesh Bhanpuriya		
49	Vaibhav Gangrade	13	Maa Kankeshvari Devi Vanprasth Aashram
50	Chetan Kashyap	14	Child Line NGO

On **29 October, 2013**, Pioneer Institute organized a social activity for the students of Rotary Paul Harris School. The Social and Entrepreneurship Cell of the Institute is dedicated to socio-economic change in India, as in by fighting poverty, ignorance and apathy, offering free health care etc. Earlier also, the Institute has done Charity for the people who suffered from flood or orphans, old people, the deaf and the dumb etc. Also the Cell has dealt with children who have problems and multiple disabilities, like slow learning, mental retardation, Down syndrome, cerebral palsy, hearing, speech and visual impairment, etc.)

The Cell organized an event with the students of Rotary Club. Also the Cell has dealt with children who have problems and multiple disabilities, like slow learning, mental retardation, Down syndrome, cerebral palsy, hearing, speech and visual impairment, etc.)

As with children in a general education setting, those with special needs have their own unique strengths and weaknesses.

The students showed exceptional skills when they brought the items related to Deepawali Festival and sold them to the Students, Faculty Members and Staff of Pioneer Institute. These handmade products were made by the students themselves. The product includes lamp shades, lamps, decorative items, greetings cards and other related items made of clay and beads.

Excellent feedback and response was received. The Event was organized by Dr. Mona Tawar and Mr. Radheshyam Acholiya.

FACULTY DEVELOPMENT PROGRAM

**AICTE Sponsored
Faculty Development Program (FDP)
On
“Retail Marketing For Global Competitiveness”
17 -29 June 2013**

Pioneer Institute of Professional Studies, Indore, organized 13 days AICTE Sponsored Faculty Development Program from 17th June to 29th June 2013. The FDP program received an overwhelming response with participants from various reputed Institutes, affiliated to AICTE. The Participants included reputed Institutes from all over the country.

S.No.	Name of Participants	Name of Institute	City
1	Kalpana Agrawal	Prestige Inst. of Management	Indore
2	Devendra Pawar	Prestige Inst. of Management	Dewas
3	Deepali Pai	School of Economics, DAVV	Indore
4	Kalyani Parmal	Jaipuria Institute of Management	Indore
5	Prashant Tiwari	Samarth Ashok Technological Studies	Vidisha
6	Sachin Jain	Samarth Ashok Technological Studies	Vidisha
7	Dr. Rajwinder Singh	School of Management Studies	Patiala
8	Prof. Sapna Adwani	IMS, DAVV	Indore
9	Devchand Chaudhary	Government College of Engineering	Chandrapur
10	Ranubala Marotiya	Medicaps Institute of Technology & Management	Indore
11	Anurag Joshi	Shri Vaishnav Institute of Technology & Science	Indore
12	Nitish Ghune	IIT, Roorkee	Roorkee
13	Prashant Kumar Siddhey	Shri Vaishnav Institute of Technology & Science	Indore
14	Akhilesh Dubey	Indore Indira Business School	Indore
15	Shweta Narang	Vishisht School of Management	Indore
16	Priyanka Bargel	Shri Vaishnav Institute of Management	Indore
17	Chanchala Jain	Laxmi Narain College of Technology	Indore

18	Bharti Malukani	Laxmi Narain College of Technology	Indore
19	Jagriti S Jain	Laxmi Narain College of Technology	Indore
20	K.K. Agrawal	CHIMC, Indore	Indore
21	Himanshu Gupta	Modern Institute of Professional Studies	Indore
22	Santosh Choubey	Institute of Management Studies, DAVV	Indore
23	Anil S. Goray	IIPS DAVV	Indore
24	Meghna Tiwari	Malwa Institute of Science & Technology	Indore
25	Dr. Piyush Kendurkar	IMS, DAVV	Indore
26	Dr. Deepak Shrivastava	IMS, DAVV	Indore
27	Prof. C. C. Motiani	IMS, DAVV	Indore
28	CA Dr. P.K Jain	Pioneer Institute of Professional Studies	Indore
29	CA Prashant Jain	Pioneer Institute of Professional Studies	Indore
30	Dr. Pawan Patni	Pioneer Institute of Professional Studies	Indore
31	Dr. Mona Tawar	Pioneer Institute of Professional Studies	Indore
32	Prof. Anish Patel	Pioneer Institute of Professional Studies	Indore
33	Prof. Rashmi Farkiya	Pioneer Institute of Professional Studies	Indore
34	Prof. Sumit Zokarkar	Pioneer Institute of Professional Studies	Indore
35	Prof. Shweta Mogre	Pioneer Institute of Professional Studies	Indore
36	Prof. Varun Keshari	Pioneer Institute of Professional Studies	Indore
37	Prof. Sadhana Mandloi	Pioneer Institute of Professional Studies	Indore
38	Prof. Kumkum Sinha	Pioneer Institute of Professional Studies	Indore
39	Prof. Durgesh Gaur	Pioneer Institute of Professional Studies	Indore
40	Prof. Ketan Mulchandani	Pioneer Institute of Professional Studies	Indore
41	Prof. Radheshyam Acholiya	Pioneer Institute of Professional Studies	Indore
42	Prof. Aastha Tarey	Pioneer Institute of Professional Studies	Indore
43	Prof. Chetan Raikwar	Pioneer Institute of Professional Studies	Indore
44	Prof. Nidhi Joshi	Pioneer Institute of Professional Studies	Indore
45	Prof. Subhi Mody	Pioneer Institute of Professional Studies	Indore

46	Prof. Suchi Mody	Pioneer Institute of Professional Studies	Indore
47	Prof. Swati Gupta	Pioneer Institute of Professional Studies	Indore
48	Prof. Neha Bhatt	Pioneer Institute of Professional Studies	Indore
49	Prof. Amit Rajoriya	Pioneer Institute of Professional Studies	Indore
50	Prof Sandeep Kumar	Pioneer Institute of Professional Studies	Indore
51	Prof. Veena Dadwani	Pioneer Institute of Professional Studies	Indore
52	CA Pravin Soni	Pioneer Institute of Professional Studies	Indore
53	Bhagwati Charan Shukla	Pioneer Institute of Professional Studies	Indore
54	Prof. Praveen K Tiwari	Pioneer Institute of Professional Studies	Indore
55	Prof. Priyank Gattani	Pioneer Institute of Professional Studies	Indore
56	Prof. Somendra Sharma	Pioneer Institute of Professional Studies	Indore
57	Prof. Neha Sharma	Pioneer Institute of Professional Studies	Indore
58	Prof. Preeti Jain	Pioneer Institute of Professional Studies	Indore
59	Prof. Sunita Yadav	Pioneer Institute of Professional Studies	Indore
60	Prof. Nidhi M Jain	Pioneer Institute of Professional Studies	Indore
61	Prof. Rekha Gattani	Pioneer Institute of Professional Studies	Indore
62	Prof. Sandeep Shrivastava	Pioneer Institute of Professional Studies	Indore
63	Prof. Meghna Partani	Pioneer Institute of Professional Studies	Indore
64	Prof. Priyank Shinde	Pioneer Institute of Professional Studies	Indore
65	Prof. Neha Shinde	Pioneer Institute of Professional Studies	Indore
66	Prof. Amal N Singh	Pioneer Institute of Professional Studies	Indore
67	Prof. Rini Agrawal	Pioneer Institute of Professional Studies	Indore
68	Prof. Jitendra Verma	Pioneer Institute of Professional Studies	Indore
69	Prof. Satyendra Kumar	Pioneer Institute of Professional Studies	Indore
70	Prof. Virendra Yadav	Pioneer Institute of Professional Studies	Indore
71	Prof. Sanjay Behani	Pioneer Institute of Professional Studies	Indore

The prominent Speakers were:

S.No	Name of Speaker	Designation
1	Dr. Alok Mittal	Professor(Marketing & Operation Management), Acropolis Institute of Management
2	Dr. Jayant Sonwalkar	Director of Distance Education, IMS, DAVV
3	Dr. Vishal Khasgiwala	Director, Sapient Institute of Management Studies
4	Dr. Rajnish Jain	Professor, IMS ,DAVV, Indore
5	Dr. Rajiv Gupta	Professor & Ex Director of Distance Education, IMS, DAVV
6	Prof. Sachin Anchliya	Professor, IMS, DAVV
7	Dr. A.K. Singh	Director, Chameli Devi School of Management
8	Dr. R.K.Jain	Professor, Shri Vaishnav Institute of Management
9	Dr. Geeta Nema	Reader, IIPS, DAVV
10	Dr. Sangeeta Jain	Professor, IMS ,DAVV
11	Mr. Malhar Valera	Unit Head Home Town, Indore Central Future Group

Date wise brief Report for each day is given below with the conclusion at the end.

DAY 1: 17TH JUNE 2013

SESSION I TIME: 9:00A.M. TO 10:30A.M.

INAUGURAL CEREMONY

SPEAKER/RESOURCE PERSON: DR. CA P.K. JAIN

SESSION II TIME: 10:45A.M. TO 12:15 P.M.
SPEAKER/RESOURCE PERSON: DR. ALOK MITTAL

AN INTRODUCTION TO RETAILING

- What Does the Retail Industry Include?
- Nature of Retail Industry is Changing-
- Retailing is a High Tech Industry-
- Globalization of Retailing-

THE IMPORTANCE OF RETAILING

- The Retailing Mix

STRATEGIC IMPLICATIONS: RETAIL MARKETING STRATEGY

- Decision Variables for Retailers
- Merchandising (Product) Strategy
- Choosing the Merchandising Mix-
- Retail Store Atmosphere-
- Customer Service-
- A Customer Respect Checklist-
- Personnel and Customer Service-

FUNCTIONS OF RETAILERS-

- How Retailers Add Value-
- The Retailer's Role in the Sorting Process-
- Issues in Retailing-

RETAIL STRATEGY AND STRUCTURE-

- Applying the Retailing Concept-
- RETAIL FORMATS-
- Form of Ownership-
- Form of Ownership-
- Store Strategy Mix-
- Store Strategy Mix-
- E-RETAILING AND DTC-Non Store Retailing-
- Multi-Channel Retailing-
- Wheel of Retailing –
- Careers in Retailing-
- An Ideal Candidate for Retailing Career-
- Relationship Retailing-
- Effective Relationship Retailing-
- Approaches to the Study of Retailing

SESSION III **TIME: 1:00 A.M. TO 2:30 P.M.**
SPEAKER/RESOURCE PERSON: DR. ALOK MITTAL
RETAIL REVOLUTION IN INDIA: ISSUES & CHALLENGES

- Indian Retail on the Fast-track
- Indian Retail Revolution
- Transition from Traditional to Modern Retailing
- Growth Across Segments
- Increasing Penetration of Organized Retail
- Future Outlook
- Advantage India
- Metros Leading the Way
- Emerging Retail Hubs
- Thrust Verticals across Geographies
- Mall Space Availability
- Evolving Consumer Behavior
- Growing Urbanization & Disposable Incomes Driving Retail
- Easy Credit another Key Driver
- Increasing Investment Activity
- Key Players

SESSION IV **TIME: 2:45P.M. TO 4:15 P.M.**
SPEAKER/RESOURCE PERSON: DR. ALOK MITTAL
PARADIGM SHIFT OF INDIAN RETAILING

- The Indian Consumer is Rapidly Transforming
- Expected Utility from Product & Services
- Services are now taking away a Huge Chunk of the Consumer's Wallet
- Innovative Formats
- India as the Sourcing Hub
- Click-to-Buy Phenomenon
- Emerging Rural Retailing
- Resplendent Luxury Market
- Leisure and Entertainment
- Cashing-in on the Transit Channels
- Other Opportunities

DAY 2- 18TH JUNE 2013

SESSION I TIME: 9:00A.M. TO 10:30 A.M.

SPEAKER/RESOURCE PERSON: PROF. VARUN KESHARI

GLOBAL RETAILING

- What is Retail Globalization
- Global Retailing-Different Formats
- Prominent Global Players
- Top 10 Grocery Markets
- Global Retailing Outlook
- Classification of Global Retailers
- Global Retailing Strategies

SESSION II TIME: 10:45 A.M. TO 12:15 P.M.

SPEAKER/RESOURCE PERSON: DR. VISHAL KHASGIWALA

RETAIL MARKETING FOR GLOBAL COMPETITIVENESS

- Facts about Modern Retailing
- Transformation – Road Bazaar to Future retail outlet
- Evolution of retail

STORE RETAIL FORMATS (Store based retailing)

- By Location
- By Ownership
- By Merchandise
- By Size
- By Price
- Others

NON-STORE BASED RETAILING

SESSION III TIME: 1:00P.M. TO 2:30 P.M.

SPEAKER/RESOURCE PERSON: DR. RAJNEESH JAIN

STORE LAYOUT AND DESIGN

- Evolution of Retail
- Retail Formats
- Retail Mix
- Retail Experience and its determinants
- RSQS Scale
- Research Issues related to Modern Retailing

SESSION IV

TIME: 2:45P.M. TO 4:15 P.M.

SPEAKER/RESOURCE PERSON: DR. RAJNEESH JAIN

VISUAL MERCHANDISING, ERRORS IN DISPLAY RATIONAL & EMOTIONAL

- Visual Elements
- Retail Design
- Systematic arrangement
- Visual Cues

DAY 3- 19TH JUNE 2013

SESSION I

TIME: 9:00A.M. TO 10:30 A.M.

SPEAKER/RESOURCE PERSON: DR. RAJEEV GUPTA

MERCHANDISE AND MERCHANDISE PLANNING SYSTEM

MERCHANDISING

Role of buyer (one who procures merchandise)

- Selection of merchandise or products to be sold in the retail store
- Visits to suppliers or manufacturers to select the goods
- Negotiate price, order goods
- Agree on a delivery date
- Complete all the necessary paperwork
- Keep in touch with the suppliers to ensure that goods arrive on time
- Visit to different stores to check response to various items in the merchandise
- Buying for a single/independent store
- Buying for a chain store
- Buying for non-store retailers- Catalogues, Direct Mail, Home Shopping, Internet Retailing
- MERCHANDISE PLANNING

PROCESS OF MERCHANDISE PLANNING

- Stage I: Developing the Sales Forecast
- Stage II Determining the Merchandise Requirements
- Stage III: Merchandise Control
- Stage IV: Assortment Planning

SESSION II **TIME: 10:45A.M. TO 12:15 P.M.**
SPEAKER/RESOURCE PERSON: DR. RAJEEV GUPTA
RETAIL LOGISTICS MANAGEMENT

- Logistics

Components of Logistics Mix:

- Storage facilities/Warehousing
- Storage rooms of the retail store
- Inventory- Raw material, semi-finished goods, finished goods
- Transportation- Mode of transportation depending on the nature of product and urgency of its requirement
- Role of Information Technology
- Role of Information Technology

Food Logistics

Non-Food Logistics

SESSION III **TIME: 1:00 P.M. TO 2:30 P.M.**
SPEAKER/RESOURCE PERSON: DR. DR. RAJEEV GUPTA
RETAIL LOGISTICS MANAGEMENT
ISOLATED STORE OR A FREE STANDING LOCATION

- Less competition
- Adequate Parking Space
- Advertising/Promotion required
- Outlets on Highways

PART OF A BUSINESS DISTRICT

- Place of commerce in the city
- Part of a shopping centre
- Malls
- Shopping Plaza
- Preset format or a structure

MARKET IDENTIFICATION

- Market's attractiveness to a retailer

DETERMINING THE MARKET POTENTIAL

- Demand and Supply
- Demographic features of the population
- Characteristics of the population in the area
- Competition and Compatibility

IDENTIFY ALTERNATE SITES

- Traffic-: Pedestrian and vehicular traffic

- Accessibility of the market- Public Transport and availability
- The total number of stores and the type of stores that exist in that area
- Amenities available:- access to parking and availability of public transport
- To buy the store or take it on lease
- The product mix offered:- Food, grocery store-Residential locations
- High fashion garment store-Upmarket area
- Existence of townships and satellite towns

SESSION IV

TIME: 2:45P.M. TO 4:15 P.M.

SPEAKER/RESOURCE PERSON: PROF SACHIN ANCHALIYA

**ROLE OF IT IN RETAIL
RETAIL MANAGEMENT**

- Retail focus in India & advantages
- Plans of Key Players in India
- Challenges in India for Retail houses
- IT & Its challenges
- Role of IT
- e-Customer Service / IT enabled Services
- Workforce issues & role of ICT
- Business Intelligence
- Security solutions

- ❖ **Plans of Key Players in India**
- ❖ **Technology challenges & solutions required**
- ❖ **Role of IT**

DAY 4- 20TH JUNE 2013

Industrial Visit (9:00 A.M. TO 5:00 P.M.)

The day was planned for the industrial visit to Unorganized Retail market (Navlakha Haat).

For the study the participants were divided into two groups consisting of 8 members each.

The study was planned to be completed in two phases.

In the first phase each group collected some secondary data and selected certain parameters on which the comparative study between Unorganized and Organized Retail Sector can be done.

In the second phase the participants visited Navlakha Haat, a famous weekly bazaar of Indore, noted the observations based on the preset parameters.

Members of Group One: Members of Group Two:

Prof. Anish Patel
Prof. Varun Keshari
Prof. Radheshyam Acholiya
Prof. Amit Rajoriya
Prof. Sapna Advani

Dr. Rajwinder Singh
Dr. Sadhana Mandloi
Prof. Deepali Pai
Prof. Veena Dadvani
Prof. Rashmi Farkiya

Prof. Swati Gupta
Prof. Shweta Narang
Prof. Subhi Modi
Prof. Durgesh Gaur

Prof. Chetan Raikwar
Prof. Suchi Modi
Prof. Prashant Siddhey

DAY 5- 21ST JUNE 2013

CASE FORMULATION & PRESENTATION (9:00 A.M. TO 5:00 P.M.)

Based on the observations during the visit to the weekly haat, the groups separately formulated the Case in the first half of the day presented the same in the second half. Prof. Subhi Modi and Prof. Suchi Modi gave the presentation.

DAY 6 – 22ND JUNE 2013

SESSION I TIME: 9:00A.M. TO 10:30 A.M.

SPEAKER/RESOURCE PERSON: DR. R.K. JAIN

RETAIL MARKETING MIX COMMUNICATION MIX & CRM INDIAN RETAIL SECTOR

- INDIA - Most attractive retail destination
- \$ 320 billion now -- \$637 billion by 2015
- Highly Fragmented – “A nation of shopkeepers”
- 14% to India’s national GDP
- Jobs for 7% of workforce

Classifying Retail

Modern Format retailers (Organized retailing)

- Supermarkets (Spencers)
- Hypermarkets (Big Bazaar, More, Easy day)
- Department Stores (Shoppers Stop)
- Cash & Carry (Best Price Wal-Mart)
- Company Owned Company Operated (Bata)

Traditional Format Retailers (Unorganized Retailing)

- Traditional Mom and Pop Stores: (KIRANA)
- Kiosks
- Street Markets
- Exclusive /Multiple Brand Outlets

KEY PLAYERS in Organized Retail

- Future group - Pantaloon , Big Bazar
- ABRL - Mega More
- Bharti Retail Easy day
- Reliance Reliance Retail
- Vishal Retail -- Vishal Megamart

The mix planning

1. The mix must be consistent with the expectation of target customers;
2. Elements must be consistent with each other to create synergy; and
3. The mix must be responsive to competitive strategy.

Composition of key elements

- Place
- Product
- Price
- Promotion
- People
- Process
- Physical Environment

Key Element

- Place (store location)
- Target market
- Channel structure
- Channel management
- Retailer image
- Retail logistics

Product (merchandise)

- Product Mix
- Product features and benefits
- Branding
- Packaging

After-sales services

- People element
- Staff capability
- Efficiency
- Availability
- Customer interaction
- Internal marketing

Process element

- Order Processing
- Database Management
- Service delivery
- Queuing system
- Standardisation

Price

- Costs
- Profitability
- Value for money
- Competitiveness
- Incentives
- Quality
- Status

Promotion

- Developing promotional mixes
- Advertising management
- Sales promotion
- Sales management
- Public relations
- Direct marketing

Retail Brands (Store Brands)

- Brands specific to a retail store
- Consumer arrives to buy a national brand-retailer
- Pantaloon Retail India Ltd (PRIL)
- More Megastore

Pricing of Store Brands

- Meijer –US Super market
- Meijer- Promotion strategies

Retail Brand Building Strategies

- Promotion Communication
- Store Brand Promotion and Advertising Strategy
- Store Brand Promotion and Advertising Strategy
- Increase profitable sales by leveraging existing store traffic
- Build equity for the brand – sets it apart on a non-price basis from other brands
- Build equity for the store – i.e., contribute to, or help create, a differentiated image that eventually becomes a draw in itself.

Store Brand Promotion Guidelines

Retail Communication Mix

Role of Retail Communication Programme

- **INFORMATION**

Advertisements placed by supermarkets in the news papers that inform us about the special discount prices on its groceries.

- **PERSUADING**

Offer discount coupons to customers through newspapers and motivate them to buy products.

- **REMINDING**

It involves reminding its customers frequently about its products and its benefits, so that customers loyalty towards the store.

Objectives of Communication Program

- Retail Communication Mix
- Paid Impersonal Communications
- Sales Promotion
- Managing In store Promotion and Events
- Store Atmosphere
- Paid Personal Communication
- Direct Marketing
- Publicity
- Public Relations (PR)
- Unpaid Personal Communication
- CRM
- Developing CRM Programs

SESSION II

TIME: 10:45A.M. TO 12:15 P.M.

SPEAKER/RESOURCE PERSON: DR. GEETA NEMA

**GLOBAL COMPETITIVENESS OF INDIAN RETAILERS WITH
RESPECT TO SUPPLY CHAIN MANAGEMENT**

- Introduction
- Drivers of Globalization
- Concept of SCM –JIT
- Basics of Supply Chain
- Levels of Suppliers
- Objectives of SCM
- Global Supply Chain & its Advantages
- Obstacles to Global Chain Transactions

SESSION III

TIME: 1:00P.M. TO 2:30 P.M.

SPEAKER/RESOURCE PERSON: DR. GEETA NEMA

**GLOBAL COMPETITIVENESS OF INDIAN RETAILERS WITH
RESPECT TO IT AND MANAGEMENT TECHNIQUES
INTRODUCTION**

Management Techniques

- Non-price Decisions
- Non-price Decisions
- How to Implement a Store Positioning Program

Competitive Actions

- Overstored
- Under stored

Suppliers as Partners and Competitors

Integration of Technology

- Technological innovations can be grouped under three main areas:
- Supply chain management
- Customer management
- Customer satisfaction

Increasing use of Private Labels

Elements in Retail Strategy

- Target Market
- Customer Needs
- Retail Format
- Method for Satisfying Needs
- Bases for Building Sustainable Competitive Advantage
- Defending Position Against Competitors

Internal and External Bases for Competitive Advantage

Sources of Global Competitive Advantage

Growth Opportunities

- Market Penetration
- Market Expansion
- Retail Format Development
- Diversification

Keys to Success in Global Competitiveness

Information Technology: A Supply Chain Enabler

Global Competitiveness using e-Business

INFORMATION TECHNOLOGY'S

ROLE IN THE GLOBAL COMPETITIVENESS

Global Value Chains: A New Paradigm for all Firms

SESSION IV

TIME: 2:45P.M. TO 4:15 P.M.

SPEAKER/RESOURCE PERSON: DR. ALOK MITTAL

GLOBAL COMPETITIVENESS OF INDIAN RETAILERS WITH RESPECT TO FINANCIAL STRENGTH

- India — a promising investment destination
- India's growth story
- Strong fundamentals driving India's economy — regaining share quantum jump in fdi inflows in global gdp And growing outbound investments committed to reforms

EXTERNAL SECTOR

FDI regime liberalized

FDI caps progressively revised upwards

More sectors put on automatic route

Moved from a small 'POSITIVE' list to a small 'NEGATIVE' list. Except atomic energy, retail, agriculture and gambling, entire economy open to foreign investors

Quantitative restrictions on imports abolished

Tariff levels brought down

Peak custom duty reduced from 150% (1991-92) to 35% (2001) and further to 10%

1. Market determined exchange rate

Full convertibility on current account

Convertible on capital account for all practical purposes

INDUSTRIAL SECTOR

Most central government industrial controls abolished

Industrial licensing phased out except for a few sensitive segments

Reserved list of industries for public sector curtailed

Disinvestment and privatization gaining currency

FINANCIAL SECTOR

Interest rates deregulated

Banking sector strengthened through adoption of prudential norms

Capital market reforms ongoing

Improvement in Trade

REMARKABLE IMPROVEMENT IN TRADE

India's share in global goods and services trade was 1.6% in 2008

Government envisages to double share in global trade by 2020

Changing International Perception

LEADERS SPEAK

INDIA'S CULTURAL & INTELLECTUAL INFLUENCE

The ancient art of yoga and meditation is now a fast growing multi-million dollar global industry. The Oscar win of Slumdog Millionaire has permanently cemented Bollywood ethic into the global mainstream.

India's higher education institutions are increasingly getting recognized globally. ISB, ranked 12th in FT MBA Rankings 2010. IITs, IIMs, IISc are top names and attracting foreign students.

ENGAGING WITH INDIA

THE WORLD'S BEST ARE ALREADY HERE

- Microsoft has offices in 16 cities
- Employs about 5000 people
- Key IT partner to the Indian government and the industry
- Nokia played a pioneering role in growth of cellular technology in India
- Started operations in 1995. Presently operates out of 10 cities
- Employs over 15000 people
- India is the second largest market for the company globally
- IBM present in India since 1992
- Offices in 14 cities, with regional HQs in Bangalore
- Coca-Cola is among the country's top international investors. Invested more than US\$ 1 billion in India in the first decade
- Directly employs approximately 6,000 people, and indirectly creates employment for more than 125,000 people
- Hyundai Motors is the largest passenger car exporter and second largest car manufacturer of India
- Total production capacity is about 6,00,000 units per annum.
- In December 2009, it crossed the 25 lakh car production milestone
- Presently markets 54 variants of passenger cars across segments
- Sony Corporation, established operations in 1994
- Footprint across all major towns and cities
- Distribution network comprises over 4000 dealers and distributors, 240 exclusive Sony outlets and 19 direct branch locations
- One of the leaders in the Indian Information Technology (IT) Industry
- THE NEXT GLOBAL R&D HUB...

INNOVATING FOR NEXT BILLION CUSTOMERS

WHAT INDIA HAS TO OFFER?

HUGE DOMESTIC MARKET

COST COMPETITIVENESS

DAY 6- 23TH JUNE 2013 SUNDAY

DAY 7 – 24TH JUNE 2013

SESSION I

TIME: 9:00A.M. TO 10:30 A.M.

SPEAKER/RESOURCE PERSON: DR. ALOK MITTAL

FDI IN RETAIL SECTOR IN INDIA

- Introduction
- Concept of FDI and its impact on Indian Economy
- Definition of Retail
- FDI Policy with regard to Retail in India
- Researches related to FDI in Retail
- FDI in Single Brand Retail
- FDI in Multi Brand Retail

- FDI is not growth stimulant rather it is growth resultant
- Limitation Of Present Set-up
- FDI in Retail In India – Controversies
- FDI in Retail – A Win – Win Approach
- Conclusion

SESSION II TIME: 10:45A.M. TO 12:15 P.M.
SPEAKER/RESOURCE PERSON: PROF. DURGESH GAUR
FDI POLICIES OF SUCCESSFUL ORGANIZED RETAIL MARKET VS
INDIAN FDI POLICIES

MEANING OF FDI

Doubts regarding FDI

- Why Countries Seek FDI?
- What are the major benefits of FDI?
- Why **FDI is opposed by Local People or Disadvantages of FDI?**

Brief Latest Developments on FDI (all sectors including retail)
Is Foreign Direct Investment (FDI) in retail sector good for India?
THE GREAT INDIAN RETAIL STORY

Timeline of Retailing in India

India – a nation on the move

GDP growth and Retail

The organized players
Organized retail, revenue and volume growth
OPPORTUNITY & CHALLENGES

Growth Potential In India

Which categories will grow?

- Food and Groceries
- Consumer durables
- Home products

Growth Potential In India

POLICIES

Government Policies

- 51% FDI allowed in single-brand formats
- 100% FDI in cash-and-carry format
- NO FDI in multi-brand stores (like Wal-Mart)
- Trends indicate that the FDI would open up in retail sector, however political consensus has to be reached before that happens

Pros and Cons of allowing FDI in retail

OPINIONS

Growth Drivers & Barriers

Opinions on Formats and Growth Potential

Heard from the street..

Latest News.....

- Walmart, Tesco seek assurance on non-reversal of FDI policy

SESSION III

TIME: 1:00P.M. TO 2:30 P.M.

SPEAKER/RESOURCE PERSON: DR. A.K. SINGH

RETAIL IN INDIA

Retail-which literally means to put on the market, is a very important aspect of every city. Without a well organized retail industry we would not have our necessities and luxuries fulfilled. Be it our daily groceries or fashion accessories and everything in between, retail industry brings us the blissful experience of shopping. Though organized retailing industry began much earlier in the developed nations, India had not actively participated. However with its vast expanse and young population, India in the 21st century emerges as a highly potential retail market. The journey of retailing in India has been riveting and the future promises further growth. Here is a complete picture deciphering the past, present and future trends of Indian Retail Market.

SESSION IV

TIME: 2:45P.M. TO 4:15 P.M.

SPEAKER/RESOURCE PERSON: DR. A.K. SINGH

FDI & INFRASTRUCTURAL DEVELOPMENT

Foreign Direct Investment

Liberal Policy Framework

Investing in India – Entry Routes

- Automatic Route
- Prior Permission

FDI Policy for Industry Sector... Fully permitted

Manufacturing

- 100% FDI permitted in all activities under automatic route except:
- Cigar and cigarettes of tobacco - FIPB
- Products reserved for Small Scale Sector
- FDI less than 26% under automatic route
- FDI beyond 26% - FIPB subject to export obligation
- Defence products

FDI upto 26% - FIPB subject to licensing of Arms and Ammunitions

Mining

- Coal – FDI up to 100% as per Coal Mines (Nationalization) Act 1977
- Diamond, Gold, Silver , Minerals – up to 100% under automatic route as MMRD Act
- Atomic minerals – up to 74% in JV with PSUs – FIPB

Electricity

- FDI up to 100% under automatic route in Generation, Transmission, Distribution and Power Trading as per Electricity Act 2003

Roads & Highways-

- 100% FDI permitted under automatic route

Airports

- Greenfield Projects- 100% FDI permitted under automatic route
- Existing Airports- 100% FDI, beyond 74% requires FIPB approval
- Air Transport- up to 49% FDI under automatic route, 100 % NRI

Telecom

- Basic and cellular, Unified Access Services, National/International Long Distance etc.- 74% (Including FDI, FII, NRI, beyond 49% under FIPB route)
- ISP without gateway, Infrastructure provider providing dark fibre, right of way, duct space, tower (Category-I), Electronic mail and voice mail- 100%, beyond 49% requires FIPB approval

SPECIAL ECONOMIC ZONES- Fuelling India's Economic Growth

SEZ – Current Status

- 396 SEZs formally approved:
- 19 Multi Product SEZs;
- 6 Port based Multi Product SEZs;
- 132 Sector Specific SEZs;
- 249 EH/IT/ITES SEZs
- 169 valid in-principle approvals;
- 151 SEZs notified; over 45 SEZs functional
- 2006-07 Exports at US\$8.3 billion (Rs. 34,787 Crores)
- Growth in exports 52% over 2005-06
- Projected exports–2007-08– US\$15 billion(Rs.67,088 crores) (200% increase in two years)

Incentives for SEZ Developers

Real Estate- Policy and conditions

Real Estate in India

- Second largest employer next only to agriculture
- US \$ 12 billion industry
- Growing at about 30% per annum
- Housing sector contributes to 5%of the country's GDP
- FDI Inflows: (from 1991 to June 2007)
- Housing & Real Estate:US\$1123 million
- Construction Activities (Including Roads & Highways):US\$1875 million

Indian Real Estate- Catalyst for Growth

Real Estate Development- Incentives

Major Foreign Developers in India

INVESTOR	COUNTRY	PROJECT LOCATION
Emmar Group	Dubai	Hyderabad
Kontur Bintang/Westport	Malaysia	Gurgaon
Singapore Housing Board	Singapore	Hyderabad/Chennai
Keppel Land	Singapore	Banglore
Salim Group	Indonesia	Kolkata
Lee Kim Tah holdings	Singapore	Chennai/Mumbai

FDI Policy for Service Sector-Other than infrastructure.... Largely permitted

FDI Policy for Agriculture Sector.... Largely Restricted

FDI Policy Prohibited activities

- Retail except single brand retailing allowed upto 51% with FIPB approval
- Atomic energy
- Lottery business
- Betting and Gambling

**Foreign Direct Investment
FDI Data Analysis**

- FDI Inflows....Robust Growth

Portfolio Investment

- India's Equity Capital Markets
- Debt and Foreign Exchange

DAY 8 – 25TH JUNE 2013

INDUSTRIAL VISIT

The day was planned for the industrial visit to Organized Retail market (Central Mall).

Unlike the previous visit the, the activity was divided into two phases-in the first phase the members of each group planned the parameters on which the study was to be conducted.

In the second phase the participants visited the Central Mall, and did some research with respect to Comparative Study between Organized and Unorganized retailing.

Day 9- 26th June 2013

CASE FORMULATION & PRESENTATION (9:00A.M. TO 5:00P.M.)

Case was formulated by both the groups and the same were presented by Prof. Shweta Narang & Prof. Suchi Mody.

Day 10th - 27th June 2013

The participants visited Kothari Market, Ranipura and Siyaganj to get further insights into the retail marketing and the recent developments.

DAY 11 – 28TH JUNE 2013

SESSION I

TIME: 9:00A.M. TO 10:30 A.M.

**SPEAKER/RESOURCE PERSON: MALAHAR VALERA,
INDIAN CAPITAL PROVIDE CAPITAL TO RETAIL SECTOR AT
COMPETITIVE RATE?**

Organized Retailing

- Trading activity undertaken by licensed retailers
- Same look and feel across all stores
- Under one brand name backed by corporate
- In India for 11 years
- Contributes 4% of total retail sector in India

Unorganized Retailing

- Traditional form of low cost retailing
- Local kirana shops, owner operated general stores, paan/beedi shops, convenience stores,
- Hand carts and street vendors etc.
- No similarity in terms of look and feel
- In India since ancient times and still contributes 96% of total retail sector in India
- Providing direct employment to 39,500,000 people

SESSION II

TIME: 10:45A.M. TO 12:15 P.M.

SPEAKER/RESOURCE PERSON: MALAHAR VALERA

EMPLOYMENT BY ORGANIZED VS UNORGANIZED RETAIL IN INDIA

Major Indian Retailers

- Future Group - Formats
- Reliance Retail - Formats
- Tata Group - Formats
- Aditya Birla Group
- Lifestyle
- K Raheja Corp Group - Formats
- Gitanjali Group

Roles of Different Departments in Organized Retail Environment

- CEO
- Design, Projects & Leasing
- Category Management
- Marketing and Visual Merchandising
- Operations
- HR
- Commercial & Legal

Issues Being confronted by Retailers

- State wise infrastructure
- Retail / Wholesale property
- Labor
- Inventory Management
- Negative business sentiments & demand
- Diverse market condition and diverse consumer behavior

SESSION III **TIME: 1:00P.M. TO 2:30 P.M.**
SPEAKER/RESOURCE PERSON: CA DR. P.K. JAIN
REAL ESTATE SECTOR PRICES & PROBLEMS WHICH IMPACT THE
RETAIL SECTOR COMPETITIVENESS

Impact of pricing in Real State

- Reasons for demand of decreasing market but simultaneously rise in the price of Real Estate Companies nearby cities operating & discounting in Real Estate
- Effect of Housing Development on Agricultural land
- Limit of External Commercial Borrowing increases-beneficial or not possibility of subprime mortgages in India
- Saturation in Real Estate-will it ever happen?
- Structured Financial Products on Real Estate
- Collectorate Guideline and its Impact on sale of property
- Role of Brokers in Real Estate56153

SESSION IV **TIME: 2:45P.M. TO 4:15 P.M.**
SPEAKER/RESOURCE PERSON: DR. SANGEETA JAIN
HR SKILL SET: ISSUES AND CHALLENGES IN RETAILING IN INDIA
GAINING COMPETITIVE ADVANTAGE THROUGH HUMAN
RESOURCE MANAGEMENT

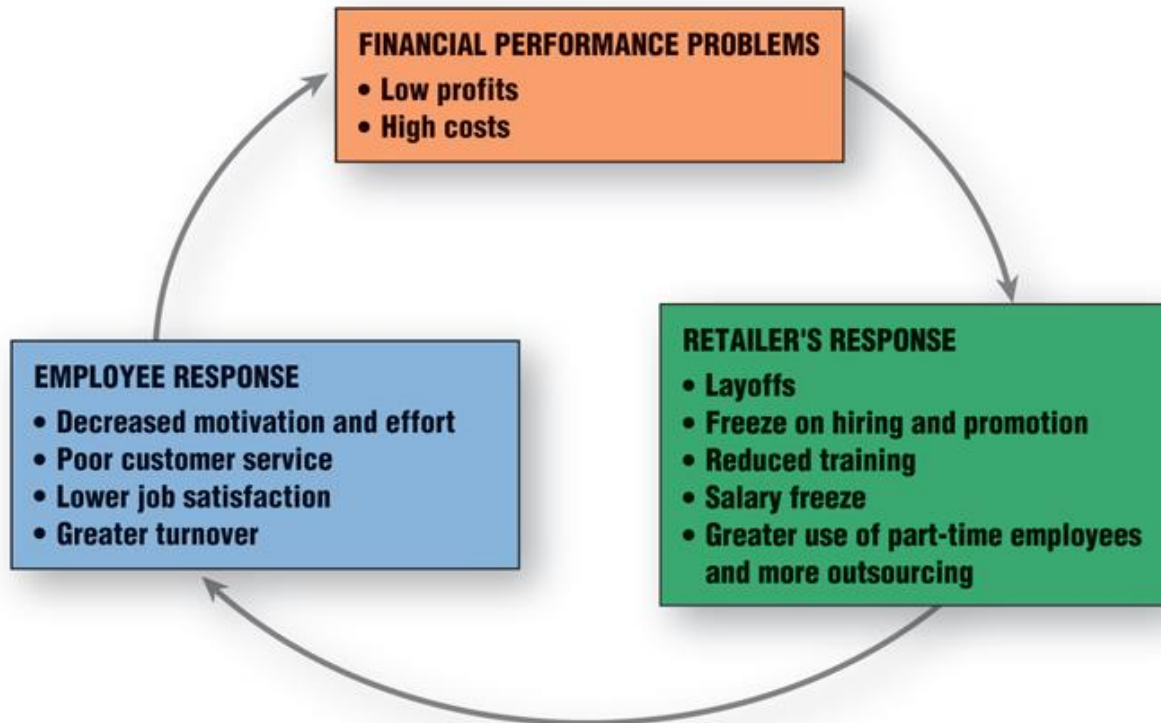
Objectives Human Resource Management
Human Resource Management Challenges In Retailing
Work Environment

- Open Long Hours
- Peak Sales Periods
- Emphasis on Cost Control

Employees

- Unskilled
- Part-Time
- Diverse Backgrounds

Downward Performance Spiral



Special HR Considerations Facing Retailers

- Need for Part-Time Employees
- Demand on Expense Control
- Changing Employee Demographics
- International HR Issues

Strategic Issues Facing Retail HR Professionals

- Designing the Organizational Structure
- Tasks Performed in a Retail Firm

Strategic Management Tasks Performed in a Retail Firm

- Develop a retail strategy
- Identify the target market
- Determine the retail format
- Design organizational structure
- Select locations

Merchandise Management Tasks Performed in a Retail Firm

- Buy merchandise
- Locate vendors

- Evaluate vendors
- Negotiate with vendors
- Place orders
- Control merchandise inventory
- Develop merchandise
- Budget plans
- Allocate merchandise to stores
- Review open-to-buy and stock position
- Price merchandise
- Set initial prices
- Adjust prices

Store Management Tasks Performed in a Retail Firm

- Recruit, hire, and train store personnel
- Plan work schedules
- Evaluate performance of store personnel
- Maintain store facilities
- Locate and display merchandise
- Sell merchandise to customers
- Repair and alter merchandise
- Provide services
- Handle customer complaints
- Take physical inventory
- Prevent inventory shrinkage
- Administrative Management Tasks

Performed in a Retail Firm

- Promote the firm, its merchandise and its services
- Manage human resources
- Distribute merchandise
- Establish financial control

Assignment of Responsibility for Tasks

- Strategic – Top Management, Board of Directors
- Merchandise Management – Merchandise Division
- Store Management – Stores Division
- Administrative – Corporate Specialists

Organization of a Small Retailer

Winning the Talent War

Attracting Talent – Employment Marketing

Developing Talent – Selection and Training

Motivating Talent – Aligning Goals

Developing and Maintaining a Culture

- Stories
- Symbols
- CEO Leadership

Keeping Talent – Building Employee Commitment

Conclusion

- Organization
- Multitasking
- Discretion and Business Ethics
- Dual Focus
- Employee Trust
- Fairness
- Dedication to Continuous Improvement
- Strategic Orientation
- Team Orientation

DAY 12 – 29TH JUNE 2013

SESSION I

TIME: 9:00A.M. TO 10:30 A.M.

SPEAKER/RESOURCE PERSON: DR. JAYANT SONWALKAR

ROLE OF GOVERNMENT IN INDIAN RETAIL COMPETITIVENESS

Retailing in India is one of the pillars of its economy and accounts for 14 to 15 percent of its GDP. The Indian retail market is estimated to be US\$ 450 billion and one of the top five retail markets in the world by economic value. India is one of the fastest growing retail markets in the world, with 1.2 billion people.

In January 2012, India approved reforms for single-brand stores welcoming anyone in the world to innovate in Indian retail market with 100% ownership, but imposed the requirement that the single brand retailer source 30 percent of its goods from India. Indian government continues the hold on retail reforms for multi-brand stores.

On 14 September 2012, the government of India announced the opening of FDI in multi-brand retail, subject to approvals by individual states. This decision was welcomed by

economists and the markets, but caused protests and an upheaval in India's central government's political coalition structure. On 20 September 2012, the Government of India formally notified the FDI reforms for single and multi brand retail, thereby making it effective under Indian law.

On 7 December 2012, the Federal Government of India allowed 51% FDI in multi-brand retail in India. The government managed to get the approval of multi-brand retail in the parliament despite heavy uproar from the opposition. Some states will allow foreign supermarkets like Walmart, Tesco and Carrefour to open while other states will not.

SESSION II TIME: 10:45A.M. TO 12:15 P.M.
SPEAKER/RESOURCE PERSON: DR. JAYANT SONWALKAR

ENVIRONMENTAL IMPACT, CHALLENGES & ITS IMPACT ON RETAIL COMPETITIVENESS

Environmental Impact, challenges & its impact on retail competitiveness

In the 21st century specialty retailers are competing not only with traditional rivals, but also with multi-national chains with deep pockets, vast scales of economy, and the most advanced technological tools. Therefore, smaller chain store businesses must arm themselves to effectively plan and be able to quickly respond to problems and changes.

The problem & Issues Facing Specialty Retailers

- Multiple Channels
- Customer Behavior
- Supply Chain
- Vendor Issues
- Own Brand
- Ranges – Making the Right Selections
- Knowledge of the Consumer
- Managing Inventory Levels
- Current IT Solution is Not Empowering Success

Effective Business Insight Relies on Integrated Systems

- Start With Plans
- Open to Buy
- Controlling Markdowns and Margin Erosion

- Impacting the Supply Chain.
- Building Better Ranges
- Business Insight and Analytics Reporting
- Store Line Tools
- Multi-Channel Retailing
- Integrated Systems

SESSION III

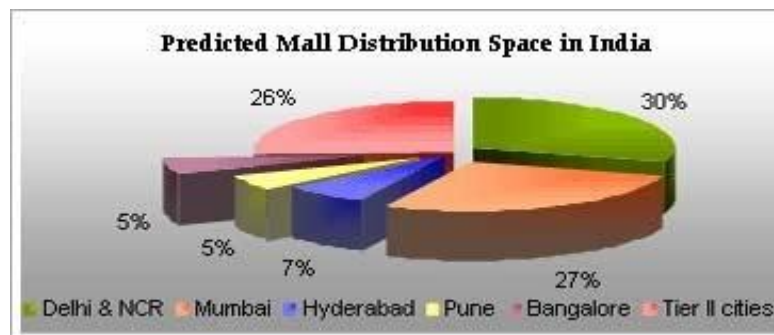
TIME: 1:00 P.M. - 2:30 P.M.

SPEAKER/RESOURCE PERSON: PROF. VARUN KESHARI

FUTURE & CHALLENGES OF RETAILING IN INDIA

As the contemporary retail sector in India is reflected in sprawling shopping centers, multiplex- malls and huge complexes offer shopping, entertainment and food all under one roof, the concept of shopping has altered in terms of format and consumer buying behavior, ushering in a revolution in shopping in India. This has also contributed to large-scale investments in the real estate sector with major national and global players investing in developing the infrastructure and construction of the retailing business. The trends that are driving the growth of the retail sector in India are

- Low share of organized retailing
- Falling real estate prices
- Increase in disposable income and customer aspiration
- Increase in expenditure for luxury items (CHART)



CHALLENGES & OPPORTUNITIES

Retailing has seen such a transformation over the past decade that its very definition has undergone a sea change. No longer can a manufacturer rely on sales to take place by ensuring mere availability of his product. Today, retailing is about so much more than mere

merchandising. As the Indian consumer evolves they expect more and more at each and every time when they steps into a store. Retail today has changed from selling a product or a service to selling a hope, an aspiration and above all an experience that a consumer would like to repeat.

For manufacturers and service providers the emerging opportunities in urban markets seem to lie in capturing and delivering better value to the customers through retail. Also, manufacturers and service providers face an exploding rural market yet only marginally tapped due to difficulties in rural retailing. Only innovative concepts and models may survive the test of time and investments. However, manufacturers and service providers will also increasingly face a host of specialist retailers, who are characterized by use of modern management techniques, backed with seemingly unlimited financial resources. Organized retail appears inevitable.

Retailing in India is currently estimated to be a US\$ 200 billion industry, of which organized retailing makes up a paltry 3 percent or US\$ 6.4 billion. By 2010, organized retail is projected to reach US\$ 23 billion. For retail industry in India, things have never looked better and brighter. Challenges to the manufacturers and service providers would abound when market power shifts to organized retail.

Conclusion:

The retail sector has played a phenomenal role throughout the world in increasing productivity of consumer goods and services. It is also the second largest industry in US in terms of numbers of employees and establishments. There is no denying the fact that most of the developed economies are very much relying on their retail sector as a locomotive of growth. The Retail Industry in India has come forth as one of the most dynamic and fast paced industries with several players entering the market. But all of them have not yet tasted success because of the heavy initial investments that are required to break even with other companies and compete with them. The India Retail Industry is gradually inching its way towards becoming the next boom industry.

SESSION IV TIME: 2:45 P.M. – 4:15 P.M.
SESSION SPEAKER: CA DR. P. K. JAIN
VALEDICTION CEREMONY

SPOKEN ENGLISH CLASSES FOR PERSONALITY DEVELOPMENT

Garden Gupshup (Rattling Rains)

We dedicated this week from 16 July to 31 July to “Garden Gupshup and Just a minute activity”

Garden Gup Shup activity was organized for the students of class MBA I. The students enjoyed this activity with capturing greenery and sharing in the cool breeze in Rattling Rains of the Pioneer Garden. The activity brought them close to the lap of nature. The activity was planned with seeing great importance of English language in business world. The objective of this program was building confidence, developing self esteem, speech and communication skills and effective use of English language. In this activity students had to converse in English and share their experiences.

Just a Minute Activity

The competition encouraged each one of them to show their artistic streak & creativity. In this activity students had to speak for a **minute** on any given topic spontaneously. This activity made them to think fast and reply spontaneously. The objective of this program is building confidence & creativity.

QUALITY IMPROVEMENT PROGRAM (QIP)

Quality Improvement Program (QIP) is conducted to improve the overall quality of faculty members, it is the initiative taken by Pioneer Institute to facilitate the faculty members so that the quality of education can be improved.

It is conducted every year, so this year again the **QIP 2013 started from 1st July-30th July.**

First Session of QIP was given by **CA Dr. P.K. Jain Chairman, Pioneer Institute on 1st July 2013 on the Topic Indian Culture VS Western Culture.** The basic idea behind this topic was to understand what culture is and how Indian culture is different from the other culture. It was a very interactive session; certain Question asked by Dr. Jain were-

- What is Culture?
- What makes Culture?
- What is wrong to adapt other Culture?

All these questions are very well addressed by the audience, that culture is a mixture of values, beliefs and customs developed in a society. This culture is the effect of the environmental condition and the life style of the people. Culture is not a one day plan; it is a sum total of years and years of experience and beliefs. This is changing because of the education and technology, also because our values and life style is changing. The discussion also comprised on the topic that “Why do Indians Get Attracted Towards the Western Culture”, and do we really need these westernization in our country? He discussed that one should first analyze that what is wrong and right then should adapt the culture.

CA Dr. P.K. Jain has elucidated Indian & Western psychology through power point presentation, the content was précised and concreted enough to comprehend the difference between Indian and western culture lifestyle, living style, sacraments etc.

At last the discussion ended up with the conclusion that:

“Every culture speaks about using knowledge for the betterment of human race, Its Human all above Culture.”

Second Session QIP session was taken by Mr. Durgesh Gaur on 2nd July 2013 on the topic “Dilemma – Duvidha”. He discussed about the dilemma of Indian Economy.

With reference to various economic problems like fiscal deficit, current account deficit, inflation, decreasing rupee price etc. He also pointed out the complication of RBI with respect to monetary policy and its decision for cutting Interest rate because on one side economy is having lots of downside pressure and on another side there are the problems of inflation with simultaneous pressure of decreasing rupee price.

In the respect of all these complications, still our country is surviving.

This session was very interactive.

Third session of QIP was given by **Ms. Ratna Juneja** on **3rd July 2013** on topic **“What Makes a Highly Qualified Teacher?”**

The first question asked by her in the session was *Who All Are Teachers By Choice?* Every one despite some is teachers by there on choice. She discussed that teacher is a very noble profession and a lots of qualities are needed to be a good teacher like degree, certificates, mastery of subjects, students’ performance, continuous professional development, ready to improve, and taking criticism in a sportsman spirit.

Also she said that a good teacher is very important for the society, as he is responsible to make student a good human being. She also explained the Qualities of Good Teacher as good teacher is never satisfied, he has high expectations, knowledgeable, create light environment in class, very flexible, insightful, and a good communicator.

She focused on how to be a good Teacher for being so, teacher must be very good in explaining things, he should enjoy working with people, should posses enthusiasm and great knowledge, he should keep his mind cool and should accept the changes with fair mind, also he should be patience with good sense of humor.

She guided what changes one should bring in his/her nature for being a good teacher. Also how can one become a good human being like accept things around you, never correct people when they are angry, be a better listener than talker, love yourself and Pray and meditate to embody the qualities you want in yourself.

She explained the importance of Tear Management in life, also the use of polite communication with the people surrounding us.

She finally concluded her presentation by the sentence **“EVERYDAY IS A DAY OF LEARNING AND EXPERIENCE, BE READY TO ACCEPT, ADAPT AND APPLY.”**

At last the vote of Thanks was given by Dr. Pawan Patni and Dr. Mona Tawar the Director of Pioneer Institute. It was really a learning session and everybody enjoyed it.

Fourth session of QIP was taken by **Ms. Veena Dadwani** on **4th July 2013** on Topic **“The 90/10 Principle”** i.e. admitting your mistakes before it’s too late. According to speaker it will change your life or at least the way you react to the situations. This principle states that 10% of things are made by what happens with you in life and other 90% is made by how you react to the situations. As we do not have control over those 10% of things in life.

The Speaker explained this through a daily life situation in which a father scolded his daughter for falling coffee cup over his new business shirt and to surprised everything went

wrong in the whole day, in the contrary if he might not have scolded his daughter and behaved calmly then this thing might not have caused such thing and ruined his whole day. Therefore there is a need to apply this 10/90 rule and accept if something went wrong and should keep our mood calm.

Also she stated that to understand our anger is also very important and its management is very important if we want to live a happy and calm life.

Fifth session of QIP was taken by **Dr. Pawan Patni on 5th July 2013 on the topic “Transactional Analysis”** it is a psychological concept derived from behavioral science.

He discussed how to win the person and not the argument. He also explained the concept of stimulus and response which was originated in 1950 by Dr. Eric.

He explained that Transactional Analysis is divided into 5 subparts which ultimately give rise to 3 ego states:- Parent, Adult and Children.

This session was very interactive.

Sixth Session of QIP was taken by **Ms. Swati Gupta on 6th July 2013, the Topic of her presentation was “Mind Is Everything, What You Think You Become”**. This topic was inspired by the movie “The secret”. She discussed that if you think you are right then you are right and if you don’t, then again you are right. As it’s all the matter of your belief. She said that the positive thinker feels the intangible and achieves the impossible. Also your energy flows where your attention goes.

She also explained the importance of positive mental attitude and the power of subconscious mind. These things helps to achieve that a person wants in his life, for this proper defining the purpose is very important. Pleasant personality, accurate thinking and self discipline add to it.

She also stated 6 basic fears which exist in human life, also the other fear that distract the person from his belief. Visualization of the thing you wanted is very essential; it gives the feeling that you really had achieved it. After all the analysis the preparation of action plan, our goals, mission, vision is an important task.

Seventh Session on QIP was taken by **Mr. Subhi Modi on 8th July on the Topic “Impact of Organizational Culture on Employees”**. She explained this with the help of the Automobile Company that how positive attitude of the company keeps the employee motivated. She stated the meaning of culture and how this affects the organizational culture favorably and adversely.

The favorable organization can be the culture of learning, culture of collaboration, culture that values family and flexible work hours, culture that give autonomy and freedom, culture of open communication and open challenges.

The adverse impacts can occur if the culture of organization is not proper and Transparent along with following an ethical organizational culture.

She concluded that organizational culture plays a very crucial role for employees in the company so it must be very well maintained.

Eighth Session of QIP was taken by **Mr. Amit Rajoria on 9th July 2013 on “Lifestyle and Food Habits”**. He explained about the Lifestyle and how wrong food habits are damaging our body and health. He also explained about the factors that influence our life style, the reason behind why we are adopting western style of food habits and also focus on the most common reason in being competitive with other people, to build status in society and to earn money.

Some very common food we eat are the junk food, chocolates, coffee, fast food etc this all food stuff really are very harmful for our body. He explained about fast food its types and the good and bad effects of the fast food in our life. Then he showed the video stating the problems caused by fast food intake.

He also discussed about the health problems occurring due to fast food, as bad effect on pregnant woman. He also suggested eating healthy to maintain our health and body also what to eat as healthy mind resides in healthy body.

Ninth Session of QIP was given by **Ms. Suchi Mody on 10th July 2013 on the Topic “Impact of Social Networking Sites on Society”**. First of all a brief introduction about the social network sites was given as it is the becoming very efficient mode for having social connectivity with people.

The positive and negative aspects of social networking sites was explained by her, as the positive impacts include helps in maintaining connectivity with people also to built relationships. It creates world wide web, it is the fantastic way to create new ideas and thoughts, also it helps in creating social awareness, it helps in releasing stress, important ideas and information can be spread very soon, it is good platform for discussion, it helps in keeping connections which are weaken with time. It is also quick, free and easy to use.

Apart from these positive impacts, social networking sites have some negative impact also. The most important is the addiction of social networking sites, diminishing privacy, spreading of wrong information, fear of hacking, cyber bullying, reduce face to face interaction, fear of theft , emotional problems etc.

Therefore it was concluded that social networking sites has both positive and negative impacts. It is up to person how it is utilized by him.

Tenth session of QIP was taken by **Ms. Nidhi Joshi on 11 July 2013 on the Topic “Emotional Intelligence”**. She discussed about various moods and emotions and all the sources from where it comes. She then talked about the Emotional Intelligence as it is very important for the healthy mind. With the help of examples she explained what Emotional Intelligence is and how it works.

She then explained about all the dimensions of Emotional Intelligence and discussed in detail. She also discussed about the characteristic of Low and High Emotional intelligence and the methods to overcome it. Two pictures had been showed by her to test the Emotional Intelligence of the persons present there.

Eleventh Session of QIP was given by **Mr. Ketan Mulchandani on 13 July 2013 on the Topic “Financial Planning”**. First a video of Yuvraj Singh was shown by him stating the importance of financial planning that he had recovered through cancer only because he had a great financial planning. He gave example of Michelle Jackson that he died leaving lots of debts as he had never done financial planning.

Therefore importance of financial planning cannot be neglected. He then explained about the financial planning that what is it and why it is important. He also explained about some myths and realities behind the financial planning.

He explained that how we can start our financial plan through 6 steps, and there are 5 components of financial planning all are explained by him in detail.

Financial planning include so many aspects like Insurance planning, retirement planning, Income tax planning, emergency planning, estate planning etc. all these planning should be made very efficiently to enjoy proper financial plan.

At the vote of thanks was given by Ms. Swati Gupta.

The Twelfth Session of QIP session was taken by **Ms. Astha Tarey on 16 July on “Empowerment of Woman In India”**. She stated that we worship goddess in India but we never given the deserving respect to women. Education and employment are the only methods that can improve the condition of women in India. She requested to all that don't be a spectator if you see that something is going wrong; just oppose it.

She stated by facts and figures that how condition of women in India is getting worst as we are not aware of our rights and duties. Female Feticide should be stopped despite of government taking so many steps Female feticides are still having in India.

Child marriage, Human trafficking, Dowry are the greatest threat to Indian Women. She also gave the example of some very great Indian Women who proved themselves in the society and various government schemes to improve the status of Indian Women. At last some

suggestion was given by her to improve the condition of Indian women and to work on women empowerment.

The Thirteenth Session of QIP session was given by **CA Praveen Soni on 16 July on “Salary Employed Issues under Income Tax Act.”** He explained about the tax planning that every few people know about tax planning how that can save their money by doing proper tax planning.

He also explained about the salary and all the inclusions in it and on what inclusion we can save tax. He gave the list of items that comes under deduction in tax payment. He then explained in session how to open an account in Income Tax to have a check on our Income tax Filing. This session was helpful for all the faculty members.

The Fourteenth Session of QIP session was given by **Ms. Rashmi Farkiya on 17 July 2013 on “Managing Work Place Conflict”.** She discussed about the conflict and what are the types of conflict and why this conflict occurs in the organization. She explained about all the types of conflict in detail and why they occur in the organization.

She also stated the methods by which we can manage these conflicts in the work place. She explained this by giving the examples of some animals that how one can manage the conflicting situation in the work place.

She showed the clippings from movies where such conflict occurred and what situation had occurred.

The Fifteenth Session of QIP was taken by **Ms. Rashmi Badjatiya on 18 July 2013 on Topic “7 Habits of Highly Effective People”.** This book was inspired by Biopic of Stephan Covey i.e. 7 habits of highly effective people. She explained all the habits which are very helpful of creating effective personality.

First habit is to be Proactive, Second being to begin with the end in the mind, Third habit is to put first thing first, she also discussed the time management matrix, Fourth habit is to think win-win, Fifth habit is to first understand to make other understood, Sixth habit is to synergize, Seventh and last habit is to sharpen the saw which is the most important habit amongst all. Above all habits are very essential to the personality very effective.

This book reveals all the important human aspect for making the good and effective personality of the person. The Session was very interactive and interesting.

The Sixteenth Session of QIP was taken by Mr. Varun Keshari on July 19, 2013 on the Topic “Importance of Coordination”. First of all at the starting of session three videos

were shown by him, presenting the coordination among the people. The First video showed the coordination between the dog and the lady through their dancing; second video showed the coordination of Juggler in a stage program, the last video showed by him presented the coordination between the father and the small daughter who understands the expression of her father. These three videos showed very clearly the magic of coordination among the people.

He then explained about the techniques, barriers and coordination and its importance, it was very nicely explained by the help of the figures, then one management game on manufacturing water bottle was played during QIP session, two teams one of Mr. Anish Patel, Mr. Sandeep Kumar and Ms. Nidhi Joshi, another of Mr. Sumit Zokarkar, Ms. Suchi Modi and Mr. Chetan Raikwar had participated, this game was conducted to show how coordination among the Owner, Manager and Workers in an organization. This game proves the importance of coordination among the employees.

The Seventeenth Session of QIP was taken by Mr. Sumit Zokarkar on 20 July 2013 on “Human Values for Worthy Life”. He explained the importance of this beautiful life endowed to us by God and what are the important possessions that make our life beautiful. He then explained about the importance of being happy in life. Then he explained that what are values and why it is important for living the worthy life. He concluded by saying values are very important in once life and last moving ahead is very essential in life.

The Eighteenth Session of QIP was taken by Mr. Radheshyam Acholiya on the Topic “Utilization of Facilities” on 22nd July 2013. It was a video based presentation in which all the facilities utilized by the faculties were discussed and also how this facilities are misused by the faculty members in the organization.

First of all the basic facilities were discussed like water cooler, parking, rest room, lunch room was discussed which are very important for the proper functioning of college.

Then the operational, research facilities were discussed which are very useful for the faculty members in the college. At last in the concluding video, it was shown how the resources are misused by faculty members. This QIP session was interactive and all the faculty members participated in it by presenting their views on the topic.

The Nineteenth session of QIP was given by Ms. Shweta Mogre on 23 July on “Work Life Balance”. She discussed about the 5 parameters of life that are very important: work, health, family, friends and spirit. Among them work and family are the most important parameters.

Also to maintain a balance between work and family is very important.

Firstly she asked a question to all the faculty members that is life and work balanced or not? She then explained the meaning of work life balance and its importance with individual and organizational point of view.

She also explained about the results of the poor work life management. Solution to overcome this problem is also discussed by her that what strategies can be made in individual and organizational part to improve the work life balance. It was a highly interactive session.

The Twentieth Session of QIP was given by **Mr. Sankalp Manghnani on the Topic “Interpreting Students Reactions” on 25/07/2013.** It was a very interactive session. All faculty members discussed about the students interpretation and their reactions. He said that the reactions of the students are interpreted by their attendance, questions they ask in the class, avoidance, aggressiveness, doubts they ask, complaints, chances they want in system etc.

He discussed about the reasons for such reactions. He also focused on the respect they have for teachers, their background, language problem, confidence, fear, workload, feeling of loneliness, dissatisfaction, avoidance by others, homesickness, personal conflicts, attitude etc.

He also discussed about the suggestions that one can overcome these problems by motivating them to work in a team and healthy discussions, by proper caring, building confidence and clearing confusions.

The Twenty First Session of QIP was taken by **Mr. Bhagwati Charan Shukla on 26/7/2013 on the Topic “BRTS Indore: A Step towards Modernization.”** He gave a brief introduction about the BRTS i.e. bus rapid transit system is to use the bus facility in an appropriate way to lower the transport cost by efficient road lanes.

He shared the basic project plan, the objectives of BRTS. Various Government departments are involved in it, to cover different aspects of BRTS. These aspects were very clearly and precisely described in the presentation. Different indicative timelines were discussed by him, giving the details of the events happened in BRTS.

Lastly the SWOT Analysis was made on the BRTS Project by Mr. Bhagwati in which all the 4 aspects i.e. Strength, Weakness, Opportunity and Threats were discussed.

Vote of thanks was given by Dr. Pawan Patni.

The Twenty Second Session of QIP was taken by **Mr. Sandeep Kumar on the Topic “10 Good Reasons Why You Should Vote” on 29/07/2013.** The presentation started by a video on *India Inspired* that revealed the importance of voting clearly and effectively.

He discussed the importance of voting and described the reasons i.e. if we are Indian and if we complain about the government then we should vote, it is our right and responsibility to vote if we really wish for the development of our nation.

All these things including our rights and responsibility were explained in the session very clearly and efficiently.

The Twenty Third Session of QIP was given by Mr. Anish Patel on 30 July 2013 on “Am I Successful as A Teacher?” He started the session by throwing some questions regarding students' comfort with the teachers to analyze that as a teacher whether they are successful or not. There were certain questions that were helpful to analyze the position as a successful teacher.

The Twenty Fourth Session of QIP was given by Prof. Avani Trivedi on 31st July 2013 on the Topic “Magic of Mathematics”, this session was very interactive and all the faculty members in board room were involved in it.

The main theme was the Vedic Maths, as it is a very old concept used by many great mathematicians also it is very helpful in solving difficult questions in less time with more accuracy.

In this session Prof. Avani had covered the multiplication problem of two digit numbers, number between 40-50 and number less than and more than 100.

Squares and Cubes had also been explained very well with practice in class, also the squares of numbers having 2, 3, 4, 5, 6, 7, 8, 9 in units place.

This session proved very helpful for faculties and also explained that maths is very simple if some tricks are applied to it.

MOCK GROUP DISCUSSION

Mock Group Discussion Sessions for MBA III Semester

The Mock Group Discussion proved to be very fruitful, where ideas got generated, shared, tried out, and responded to by others. Generating the Group Discussion Skills helped students in professional applications. Students played different roles that of Initiator, Information seeker, Information giver, Procedure facilitator, Opinion seeker, Opinion giver, Clarifier, Summarizer etc.

Group Discussion Report

Group Discussion is a methodology or in a simple language may call it an interview process or a group activity. It is used as one of the best tools to select the prospective candidates in a comparative perspective. GROUP DISCUSSION may be used by an interviewer at an organization, colleges or even at different types of management competitions.

Group Discussion is a methodology used by an organization to gauge whether the candidate has certain personality traits and/or skills that it desires in its members. In this methodology, the group of candidates is given a topic or a situation, given a few minutes to think about the same, and then asked to discuss the topic among themselves for 15-20 minutes. It is a very useful tool to screen the candidate's potential as well as their skills.

Group Discussion evaluation is done by the subject experts based on the discussions. A report will be prepared on analyzing the facts at the end of the discussion.

Some of the personality traits the GROUP DISCUSSION is trying to gauge may include:

- Communication skills
- Interpersonal Skills
- Leadership Skills
- Motivational Skills
- Team Building Skills
- Analytical /Logical Skills
- Reasoning ability
- Different Thinking

- Initiative
- Assertiveness
- Flexibility
- Creativity
- Ability to think on ones feet

Why Group Discussions are implemented commonly:

The reason why institutes put the students through a Group discussion and an interview, after testing your technical and conceptual skills in an exam, is to get to know as a person and gauge how well the student will fit in their institute. GD evaluates how the student can function as a part of a team, as a manager or as a member of an organization .Therefore how to interact in a team becomes an important criterion for selection. Managers have to work in a team and get best results out of teamwork. That is the reason why management institutes include GD as a component of the selection procedure.

GROUP DISCUSSION SCHEDULE

S.No		Panel	Date
1			
1	Aarohi Chouhan		23/09/13
2	Abdul Faizan Khan		
3	Abhishek Kumar Rai		
4	Abhishek Singh Chauhan		
5	Abihsek Kumar Pandey		
6	Ajay Joshi		
7	Amit Sahu		
8	Ankit Patidar		
9	Ankit Singh Baghel		
10	Ankit Singh Parihar		
11	Anuj Singh		
12	Apoorv Dubey		
13	Arunendra Tripathi		
14	Ashwin Sannase		

15	Atul Singh	
S.No	Panel 2	Date
1	Aastha Awasthi	23/09/13
2	Abhi Ram Khare	
3	Ajay Jhagekar	
4	Akhilesh Upadhyay	
5	Amit Mishra	
6	Anarudha P Dwivedi	
7	Apoorva Dubey	
8	Arun Kumar Gupta	
9	Chetan Padiyar	
10	Deepak Mishra	
11	Divya Rathore	
12	Ehtesham Khan	
13	Ekta Sharma	
14	Jasleen Bindra	
15	Juzer Raotiwala	
S.No	Panel	Date
3		
1	Abha Mishra	23/09/13
2	Alice Das	
3	Anil Kumar Shah	
4	Anjali Khare	
5	Ankita Farkiya	
6	Anshuman Mishra	
7	Archana Tiwari	
8	Balkrishna Chouhan	
9	Bhola Shankar Vaishy	
10	Devika Mishra	
11	Garima Khare	
12	Jayati Gupta	
13	Kalyani Kumari	
14	Karishma Kapahi	

15	Namrata Singh	
S.No 4	Panel	Date
1	Awadhesh Kumar Shah	24/09/13
2	Azhar Khan	
3	Bhojraj Vishwakarma	
4	Chandra Prakash Malviya	
5	Deepnarayan Mishra	
6	Garima Somani	
7	Gaurav Shrivastava	
8	Gaurav Vora	
9	Himanshu Kumar Gupta	
10	Hridesht Fanidra	
11	Jainendra Kumar Shah	
12	James Nag	
13	Jitendra Kumar Mishra	
14	Joshil Patel	
15	Kamlesh Prasad Yadav	

S.No 5	Panel	Date
1	Kailash Panwar	24/09/13
2	Manas Sinha	
3	Manoj K Chourasiya	
4	Meenakshi Yadav	
5	Meet Tiwari	
6	Megha Khare	
7	Mukesh Gupta	
8	Narendra Singh Pal	
9	Nidhi Didawat	
10	Praven Banwari	
11	Priyanka Agrawal	
12	Rakesh Prasad Shukla	

13	Raksha Mishra	
14	Reema Khatri	
15	Ritesh Tikotkar	
S.No	Panel 6	Date
1	Nidhi Singh	24/09/13
2	Pooja Depan	
3	Pooja Kushwaha	
4	Poonam Chouhan	
5	Preeti Upadhyay	
6	Priyanka Kharat	
7	Priyanka Mishra	
8	Purobi Chakraborty	
9	Richa Yadav	
10	Roshni Firdous	
11	Rupa Sharma	
12	Rupali Jaiswal	
13	Sameer Chawla	
14	Sandipa Meshram	
15	Sapna Shrivastava	

S.No	Panel	Date
7		
1	Kapil Sharma	25/09/13
2	Kartikey Tiwari	
3	Lalita Banjara	
4	Manish Kumar Pyashi	
5	Meeshika Vishwakarma	
6	Nagendra Sen	
7	Neelam Dharmani	
8	Neeraj Chaturvedi	
9	Neha Gangeya	
10	Nikita Gangrade	
11	Nitesh Dupare	

12	Nitin Sonwane	
13	Pankaj Dhuware	
14	Pankaj Kumar Mishra	
15	Pankaj Patidar	
S.No	Panel 8	Date
1	Rohit Jat	25/09/13
2	Sabina Khan	
3	Saloni Jaiswal	
4	Saniya Khan	
5	Sarvesh Tripathi	
6	Satyarth Mishra	
7	Siddhant Jain	
8	Siddharth Dwivedi	
9	Sinki Verma	
10	Sonu Dubey	
11	Sudeep Kumar Shukla	
12	Sunil Kumar Gupta	
13	Suyash Jain	
14	Tarun Kumar Pandey	
15	Vidhya Mahajan	

S.No	Panel	Date
9		
1	Pawan Kumar Tiwari	25/09/13
2	Piyush Singh Baghel	
3	Praveen Kumar Soni	
4	Pritam Gupta	
5	Priyanka Aale	
6	Pushpendra K Mishra	
7	Pushpendra Soni	
8	Rahul Kumar	
9	Rahul Singh Lodhi	
10	Rajeev Biswas	

11	Ram Govind Shah	
12	Ramakant Sonvane	
13	Ravishankar Mishra	
14	Rekhraj Jain	
15	Rishi Kesh Pandey	
S.No	Panel 10	Date
1	Rishi Kumar Jain	26/09/13
2	Sameer Khan	
3	Santosh S Rajput	
4	Satya Prakash Jain	
5	Shiv Singh Rajawat	
6	Shivraj Tomar	
7	Siddharth Mehta	
8	Sumit Singh Sisodiya	
9	Sunny Ahuja	
10	Suryakant Shukla	
11	Teerath Prasad Vishwakarma	
12	Vaibhav Khede	
13	Veena Patankar	
14	Vishal Mishra	
15	Vivek Mishra	

S.No	Panel	Date
11		
1	Sheetal Saxena	26/09/13
2	Shilpa Shaktawat	
3	Sonal Keshari	
4	Swati Chauhan	
5	Swati Gupta	
6	Swati Singh Baghel	
7	Vicky Choukse	
8	Vinay Kendurkar	

9	Hemant Aheer (IT+F)	
10	Manish Bimal (IT+F)	
11	Nitesh Sharma (IT+F)	
12	Yogesh Mahajan	
13	Yogesh Sharma	
14	Vivek Shukla	
15	Zarina Qureshi	
16	Anirudha Singh Jat (MP)	
17	Rahul Nandanwar (MP)	
18	Rohit Jain (MP)	

MOCK PERSONAL INTERVIEW

Mock Personal Interviews for MBA III Semester Students (2012-14)

The Institute conducted mock PI for the students of MBA III Semester. The key note speaker was Ms. Veena Dadwani and Ms. Ratna Juneja. They brief the students by saying that some students who are job seekers think once they are called for an interview they can just be themselves and they are "in" and the applicant who will get the job. When a student is called for an interview, it means he/she must have the skills, experience and something the company feels would be a possibility in this position. The students get no time to relax and think the job is yours.

A good resume helps in an interview, but a good interview helps getting the job. And that's why students need to practice and perfect their interviewing skills. One way to do just that is through a mock interview.

If the students never had a mock interview, they are missing out on a great prospect to actually recognize how to carry out and act over the phone or in front of hiring decision makers.

The Institute carried the Mock Interview Sessions and covered the following areas:

Why are mock interviews important, how to get the most out of a mock interview, how do mock interviews work?

Learning a sales process for interview success, practicing on pitch, practice answering standard and career tailored interview questions, practice closing the interview and gain insights on what works and what doesn't in interviews.

Schedule of Personal Interview - MBA III Semester						
S.No	Panel 1	Date		S.No	Panel 2	Date
1	Aarohi Chouhan	30 Sept, 2013		1	Aastha Awasthi	30 Sept, 2013
2	Abdul Faizan Khan			2	Abhi Ram Khare	
3	Abhishek Kumar Rai			3	Ajay Jhagekar	

4	Abhishek Singh Chauhan		4	Akhilesh Upadhyay	
5	Abihsek Kumar Pandey		5	Amit Mishra	
6	Ajay Joshi		6	Anarudha P Dwivedi	
7	Amit Sahu		7	Apoorva Dubey	
8	Ankit Patidar		8	Arun Kumar Gupta	
9	Ankit Singh Baghel		9	Chetan Padiyar	
10	Ankit Singh Parihar		10	Deepak Mishra	
11	Anuj Singh		11	Divya Rathore	
12	Apoorv Dubey		12	Ehtesham Khan	
13	Arunendra Tripathi		13	Ekta Sharma	
14	Ashwin Sannase		14	Jasleen Bindra	
15	Atul Singh		15	Juzer Raotiwala	
S.No	Panel 3	Date	S.No	Panel 4	Date
1	Abha Mishra	01 Oct, 2013	1	Awadhesh Kumar Shah	01 Oct, 2013
2	Alice Das		2	Azhar Khan	
3	Anil Kumar Shah		3	Bhojraj Vishwakarma	
4	Anjali Khare		4	Chandra Prakash Malviya	
5	Ankita Farkiya		5	Deepnarayan Mishra	
6	Anshuman Mishra		6	Garima Somani	
7	Archana Tiwari		7	Gaurav Shrivastava	
8	Balkrishna Chouhan		8	Gaurav Vora	
9	Bhola Shankar Vaishy		9	Himanshu Kumar Gupta	
10	Devika Mishra		10	Hridesht Fanidra	
11	Garima Khare		11	Jainendra Kumar Shah	
12	Jayati Gupta		12	James Nag	
13	Kalyani Kumari		13	Jitendra Kumar Mishra	
14	Karishma Kapahi		14	Joshil Patel	
15	Namrata Singh		15	Kamlesh Prasad Yadav	

S.No	Panel 5	Date	S.No	Panel 6	Date
1	Kailash Panwar	03 Oct, 2013	1	Nidhi Singh	03 Oct, 2013
2	Manas Sinha		2	Pooja Depan	
3	Manoj K Chourasiya		3	Pooja Kushwaha	
4	Meenakshi Yadav		4	Poonam Chouhan	
5	Meet Tiwari		5	Preeti Upadhyay	
6	Megha Khare		6	Priyanka Kharat	
7	Mukesh Gupta		7	Priyanka Mishra	
8	Narendra Singh Pal		8	Purobi Chakraborty	
9	Nidhi Didawat		9	Richa Yadav	
10	Praven Banwari		10	Roshni Firdous	
11	Priyanka Agrawal		11	Rupa Sharma	
12	Rakesh Prasad Shukla		12	Rupali Jaiswal	
13	Raksha Mishra		13	Sameer Chawla	
14	Reema Khatri		14	Sandipa Meshram	
15	Ritesh Tikotkar		15	Sapna Shrivastava	
S.No	Panel 7	Date	S.No	Panel 8	Date
1	Kapil Sharma	04 Oct, 2013	1	Rohit Jat	04 Oct, 2013
2	Kartikey Tiwari		2	Sabina Khan	
3	Lalita Banjara		3	Saloni Jaiswal	
4	Manish Kumar Pyashi		4	Saniya Khan	
5	Meeshika Vishwakarma		5	Sarvesh Tripathi	
6	Nagendra Sen		6	Satyarth Mishra	
7	Neelam Dharmani		7	Siddhant Jain	
8	Neeraj Chaturvedi		8	Siddharth Dwivedi	
9	Neha Gangeya		9	Sinki Verma	
10	Nikita Gangrade		10	Sonu Dubey	
11	Nitesh Dupare		11	Sudeep Kumar Shukla	
12	Nitin Sonwane		12	Sunil Kumar Gupta	
13	Pankaj Dhuware		13	Suyash Jain	

14	Pankaj Kumar Mishra		14	Tarun Kumar Pandey	
15	Pankaj Patidar		15	Vidhya Mahajan	
S.No	Panel 9	Date	S.No	Panel 10	Date
1	Pawan Kumar Tiwari	05 Oct, 2013	1	Rishi Kumar Jain	05 Oct, 2013
2	Piyush Singh Baghel		2	Sameer Khan	
3	Praveen Kumar Soni		3	Santosh S Rajput	
4	Pritam Gupta		4	Satya Prakash Jain	
5	Priyanka Aale		5	Shiv Singh Rajawat	
6	Pushpendra K Mishra		6	Shivraj Tomar	
7	Pushpendra Soni		7	Siddharth Mehta	
8	Rahul Kumar		8	Sumit Singh Sisodiya	
9	Rahul Singh Lodhi		9	Sunny Ahuja	
10	Rajeev Biswas		10	Suryakant Shukla	
11	Ram Govind Shah		11	Teerath Prasad Vishwakarma	
12	Ramakant Sonvane		12	Vaibhav Khede	
13	Ravishankar Mishra		13	Veena Patankar	
14	Rekhraj Jain		14	Vishal Mishra	
15	Rishi Kesh Pandey		15	Vivek Mishra	
S.No	Panel 11	Date	Note: - This is to inform that students need to come prepared for Personal Interview according to their schedule. The Following Points should be kept in Mind: - Proper Uniform, Folder (Resume, Marksheets &Certificates. Note:- Folder is manadatory		
1	Sheetal Saxena	07 Oct, 2013			
2	Shilpa Shaktawat				
3	Sonal Keshari				
4	Swati Chauhan				
5	Swati Gupta				
6	Swati Singh Baghel				
7	Vicky Choukse				
8	Vinay Kendurkar				
9	Hemant Aheer (IT+F)				
10	Manish Bimal (IT+F)				
11	Nitesh Sharma (IT+F)				

12	Yogesh Mahajan		
13	Yogesh Sharma		
14	Vivek Shukla		
15	Zarina Qureshi		
16	Anirudha Singh Jat (MP)		
17	Rahul Nandanwar (MP)		
18	Rohit Jain (MP)		

Academic Excellence and Personality Development through group discussion

The Institute conducted few sessions on personality development and group discussion. Ms. Veena Dadwani was the Key Note speaker who said that Group Discussion is a methodology or in a simple language may call it an interview process or a group activity.

The Institute uses it as one of the best tools to make students get select in the prospective candidates in a comparative perspective. As GD may be used by an interviewer, or any Institute or organization, by different types of management competitions, we consider it as an important part of our curriculum.

The trainer gauges the candidate on certain personality traits and/or skills that he/she requires in an organization. In this methodology, the group of candidates is given a topic or a situation, given a few minutes to think about the same, and then asked to discuss the topic among themselves for 15-20 minutes. It is a very useful tool to screen the candidate's potential as well as their skills.

GD evaluation is done by the subject experts based on the discussions. A report is prepared on analyzing the facts at the end of the discussion.

Some of the personality traits the GD tried to measure included:

- Communication skills
- Interpersonal Skills
- Leadership Skills
- Motivational Skills
- Team Building Skills
- Analytical /Logical Skills

- Reasoning ability
- Different Thinking
- Initiative
- Assertiveness
- Flexibility
- Creativity

Why GDs are implemented commonly:

The reason why institutes put the students through a Group discussion and an interview, after testing your technical and conceptual skills in an exam, is to get to know as a person and gauge how well the student will fit in their institute. GD evaluates how the student can function as a part of a team, as a manager or as a member of an organization. Therefore how to interact in a team becomes an important criterion for selection. Managers have to work in a team and get best results out of teamwork. That is the reason why management institutes include GD as a component of the selection procedure.

Company's Perspective:

Companies conduct group discussion after the written test to know more about:

- Interactive Skills (*how good the students are at communication with other people*)
- Behavior (*how open-minded are they in accepting views contrary to their own*)
- Participation (*how good an active speaker they are & attention to the discussion*)
- Contribution (*how much importance do they give to the group objective as well as their own*)

Pioneer Institute of Professional studies organizes special workshops of GDPI every year. This year also institute conducted workshop for MBA III students at Board Room. The students enjoyed this activity and understood the importance of Personality Traits like Communication skills, Interpersonal Skills, Leadership Skills, Motivational Skills, Team Building Skills, Analytical /Logical Skills in Corporate world.

GDPI being an important part of management courses plays a pivotal role in development of students. It was mandatory for each student to be groomed his own identity. Here the student wants to speak but is not comfortable with English Language and confidence is not up to the mark. So they hesitate to speak. Vocabulary part & grammar sentence formation needs to be worked out.

General awareness and knowledge of current affairs were too less. Reading of Newspaper and updating of knowledge is required.

As few students belong to small places, they need to polish some personality traits like Public speaking, Presentation skills and confidence level.

The activity was coordinated by the Trainers Ms. Veena Dadwani and Mrs. Ratana Juneja.

PLACEMENTS

The following companies visited for the campus:

- VENTURA SECURITIES on 12 January, 2013
- IBM GLOBAL on 16 January, 2013
- SHIVSHAKTI GROUP on 21 January, 2013
- TCS on 30 January, 2013
- GENPACT on 6 February, 2013

PLACEMENTS 2013-14														
S.N O	DATE	COMPANY	INDUSTRY	VACANCIES	SHORTLISTED	SELECTED	VENUE	CAMPUS TYPE				DESIGNAT ION	PACKAGE	LOCATI ON
								O N	OF F	OPE N	CLO SE		IN LPA	
1	29.08. 13	Consult Add Inc	Service	12	0	0	Compa ny Office		OF F	OPE N		Jr. Account Officer	3.9	Indore
2	01.09. 13	Capital Boosters	Finance	15	0	0	Pioneer	O N			CLO SE	Business Analyst	1.5	Indore
3	03.09. 13	Rainbow Tech Solutions P Ltd	IT	5	0	0	Compa ny Office		OF F	OPE N		Software Develop er	3.0	Pune / Indore
4	05.09. 13	Codware Technolo gies P Ltd	IT	8	0	0	Compa ny Office		OF F	OPE N		Sales Manager	2.5	Indore
5	11.09. 13	HDFC Bank	Banking	2	0	0	Compa ny Office		OF F		CLO SE	Sales Executiv e	2.5	Indore
6	13.09. 13	Sony India	Service	18	0	0	Compa ny Office		OF F		CLO SE	Manage ment Trainee	1.5	Indore
7	14.09. 13	Anand Rathi Stock Broking P Ltd	Finance	8	0	0	Pioneer	O N			CLO SE	Marketin g Executiv e	1.5	Indore

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8	16.09.13	India Forge & stamping Ltd	Manufaturing	15	0	0	Company Office		OFF		CLOSE	Marketing / Analyst Ex	4.0	Faridabad
9	18.09.13	Samsung Electronics P Ltd	Service	12	0	0	Company Office		OFF		CLOSE	Management Trainee	1.5	Indore
10	22.09.13	S&P Capital	Finance	44	11	3	Prestige Institute		OFF	OPEN		Jr. Research Associate	2.7	Hyderabad
11	10.10.13	Barbeque Nation P Ltd	Hotel	60	0	0	Pioneer	ON			CLOSE	Guest Relation Exe	2.0	PAN India
12	04.10.13	Bajaj Finserv Landing	Finance	25	10	5	Pioneer	ON			CLOSE	Management Trainee	1.2	Indore
13	12.10.13	3M Team Security Services	Finance	34	23	3	CDGI	ON			CLOSE	Business Analyst	1.8	Indore
14	22.10.13	IBM	Service	50	15	4	Pioneer	ON			CLOSE	Process Associates	1.8	PAN India
15	29.10.13	Asahi India map Atuo Glass P Ltd	Manufaturing	25	16	0	Pioneer	ON			CLOSE	Management Trainee	2.0	PAN India
16	07.11.13	Kasliwal Automotive Ltd	Automobiles	2	1	1	Company Office		OFF		CLOSE	Relationship Manager	2.5	Indore
17	20.11.13	Carwale.com	Service	45	8	0	Indore Indira Institute		OFF	OPEN		Field Sales Officer	3.5	Mumbai
18	29.11.13	Infosys	Service	55	0	0	Arihant Education Group		OFF	OPEN		Sr. Process Associate	2.5	Pune
19	01.12.13	Mega Job Fair at MIST	All	200	0	0	Oriental University		OFF	OPEN		Various	2.5	MP
20	05.12.13	Care Soft Inc	Service	20	0	0	Company Office		OFF	OPEN		HR Executive / Recruit	1.8	Pune

21	06.12.13	TCS	Service	50	0	0	Aurobindo Institute		OFF	OPEN		Process Associates	2.5	Gandhi Nagar
22	12.12.13	Capital Via	Finance	10	4	0	Company Office		OFF		CLOSE	Business Analyst	1.8	Indore
23	17.12.13	Jaro Eduaction	Education	55	12	0	Acropolis Institute		OFF	OPEN		Assistant BD Manager	4.5	Banglore
24	19.12.13	XL Dynamic India P Ltd	Finance	40	0	0	Prestige Institute		OFF		CLOSE	Financial Analyst	2.8	Mumbai

KASA ONLINE TEST

KASA organized an Online Test for MBA III semester students as a part of placement activity.

The test includes Aptitude question, Logical Reasoning and their curriculum related questions.

INITIATIVES TAKEN BY IQAC SINCE 2009-2013

Details of CCA done by Institute:

S. No.	Particulars	Class	Batch	Number of Submissions
1	Business Plan	MBA I	2009-11	238
2	Business Plan	MBA I	2010-12	292
3	Business Plan	MBA I	2011-13	293
4	Business Plan	MBA I	2012-14	172
5	Business Plan	MBA I	2013-15	72
6	Paper Article Presentation	MBA I	2009-11	238
7	Paper Article Presentation	MBA I	2010-12	292
8	Paper Article Presentation	MBA I	2011-13	293
9	Paper Article Presentation	MBA I	2012-14	172
10	Paper Article Presentation	MBA I	2013-15	72
11	Local, National & International Problem	MBA I	2009-11	238
12	Local, National & International Problem	MBA I	2010-12	292
13	Local, National & International Problem	MBA I	2011-13	293
14	Local, National & International Problem	MBA I	2012-14	172
15	Local, National & International Problem	MBA I	2013-15	72
16	Critical Analysis of Product	MBA II	2009-11	207
17	Critical Analysis of Product	MBA II	2010-12	274
18	Critical Analysis of Product	MBA II	2011-13	265
19	Critical Analysis of Product	MBA II	2012-14	169
20	Critical Analysis of	MBA II	2013-15	65

	Product			
21	Decision Making for Purchase of Product	MBA II	2009-11	207
22	Decision Making for Purchase of Product	MBA II	2010-12	274
23	Decision Making for Purchase of Product	MBA II	2011-13	265
24	Decision Making for Purchase of Product	MBA II	2012-14	169
25	Decision Making for Purchase of Product	MBA II	2013-15	65
26	Market Survey Report	MBA II	2009-11	207
27	Market Survey Report	MBA II	2010-12	274
28	Market Survey Report	MBA II	2011-13	265
29	Market Survey Report	MBA II	2012-14	169
30	Market Survey Report	MBA II	2013-15	65
31	Field Work Survey	MBA II	2012-14	85
32	Field Work Survey	MBA II	2013-15	33
33	Business File	MBA II	2009-11	207
34	Business File	MBA II	2010-12	274
35	Business File	MBA II	2011-13	265
36	Business File	MBA II	2012-14	169
37	Business File	MBA II	2013-15	65
38	Business File	MBA III	2009-11	190
39	Business File	MBA III	2010-12	260
40	Business File	MBA III	2011-13	260
41	Business File	MBA III	2012-14	157
42	SWOT Analysis	MBA III	2009-11	190
43	SWOT Analysis	MBA III	2010-12	260
44	SWOT Analysis	MBA III	2011-13	260
45	SWOT Analysis	MBA III	2012-14	157
46	Research Paper-I	MBA III	2009-11	190
47	Research Paper-I	MBA III	2010-12	260
48	Research Paper-I	MBA III	2011-13	260
49	Research Paper-I	MBA III	2012-14	157
50	Case Analysis & Case Formulation	MBA IV	2009-11	184
51	Case Analysis & Case Formulation	MBA IV	2010-12	248
52	Case Analysis & Case Formulation	MBA IV	2011-13	253
53	Case Analysis & Case	MBA IV	2012-14	152

	Formulation			
54	Research Paper-II	MBA IV	2009-11	184
55	Research Paper-II	MBA IV	2010-12	248
56	Research Paper-II	MBA IV	2011-13	253
57	Research Paper-II	MBA IV	2012-14	152

Detail of Conference Organized by Institute

S. No	Particular	Conference Theme	Sponsor	Sponsored Agency	Amount	Date	Related to
1	1 st National Conference	Mapping for Excellence: Challenges Ahead	Self Sponsored			Feb16, 2002	Management
2	2 nd National Conference	Mapping for Excellence: Challenges Ahead	Self Sponsored			May 6, 2005	Management
3	3 rd National Conference	Mapping for Excellence: Challenges Ahead	Self Sponsored			Feb 16, 2007	Management
4	4 th National Conference	Mapping for Excellence: Challenges Ahead	Self Sponsored			Feb 16, 2008	Management
5	5 th National Conference	Information Technology: Issues and Challenges	Sponsored	MPCST, Bhopal	50,000/-	May 6, 2008	IT
6	6 th National Conference	Mapping for Excellence: Challenges Ahead	Self Sponsored			Feb 16, 2009	Management
7	7 th National Conference	Computational Intelligence	Self Sponsored			May 6, 2009	IT
8	8 th National Conference	Mapping For Excellence: Challenges Ahead	Self Sponsored			Feb 16, 2010	Management
9	9 th National Conference	Information Technology & Business Intelligence (ITBE 2010)	Self Sponsored : In Association with ISTE (Indian			May 6, 2010	IT

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			Society & Technical Education) & CSI				
10	10 th National Conference	Quality Management in Higher Education	Sponsored	NAAC, Bangalore	75,000/-	September 9-10, 2010	Management
11	11 th National Conference	Mapping for Excellence: Challenges Ahead	Self Sponsored : In Association with AIMS, Hyderabad			Feb 16, 2011	Management
12	12 th National Conference	Emerging Trends in Computing & Communication	Sponsored	In Association with CSI and Sponsored by AICTE, New Delhi	1,35,000/-	May 6, 2011	IT
13	13 th National Conference	Mapping for Excellence: Challenges Ahead (Quality Management in Higher Education)	Self sponsored			Feb 16, 2012	Management
14	14 th National Conference	Mobile Computing and Communications	Sponsored	In Association with CSI and Sponsored by AICTE, New Delhi	1,00,000/-	May 6, 2012	IT
15	15 th National Conference	Emerging Trends in IT	Sponsored	Sponsored by UGC, Bhopal	1,00,000/-	Feb 16, 2013	IT
16	16 th National Conference	What Am I Worth?	Self Sponsored			March 16, 2013	YOUTH

17	17 th National Conference	Mapping for Excellence: Challenges Ahead (Challenge in Professional Education	Self Sponsored			September 14, 2013	Management
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Detail of FDP/SDP Organized by Institute

S. No	Particular	FDP/SDP Theme	Sponsored	Sponsored Agency	Amount	Date
1	Faculty Development Program	Teaching Pedagogy for Management Educators	Self Sponsored			May 20-12, 2008
2	Faculty Development Program	J2EE project Development Process in Distributed Environment	Self Sponsored			September 6-7, 2008
3	Faculty Development Program	NBA Accrediation	Self Sponsored			November 1, 2008
4	Faculty Development Program	How to Carry out Research and Publish International Papers	Self Sponsored			November 3, 2008
5	Staff Development Program	Professionalism	Self Sponsored			November 29, 2008
6	Staff Development Program	Research Methods for Managerial Decision Making	Sponsored	AICTE, New Delhi	2,42,395 /-	July 12-23, 2010
7	Workshop	Workshop on Case Writing & Case Analysis	Sponsored	AIMS, Hyderabad	30,000/-	March 29- 30, 2011
8	Staff Development Program	Total Quality Management	Sponsored	AICTE, New Delhi	1,20,000 /-	July 20-30, 2011
9	Staff Development Programme	Entrepreneurship Development	Self Sponsored			November 24, 2011
10	Staff Development	Entrepreneurship Development	Self Sponsored			November 25, 2011

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	Program					
11	Staff Development Program	Entrepreneurship Development	Self Sponsored			November 26, 2011
12	Faculty Development Program	Basic to Advance Excel	Self Sponsored			June 14-19, 2012
13	Faculty Development Programme	Case Method of Analysis	Self Sponsored			June 14-15, 2012
14	Faculty Development Programme	Economics in India	Self Sponsored			June 15, 2012
15	Faculty Development Programme	Team Work	Self Sponsored			June 18, 2012
16	Faculty Development Programme	Basics of Statistics	Self Sponsored			June 19-20, 2012
17	Staff and Faculty Development Programme	An Understanding of Microsoft Excel and Research Methodology and Team Building"	Self Sponsored			June 14-20, 2012
18	EDC	Entrepreneurship Development Cell (EDC)	Sponsored	AICTE, New Delhi	8,00,000 /-	2 Year
19	Faculty Development Program	Retail Marketing for Global Competitiveness	Sponsored	AICTE, New Delhi	4,00,000 /-	June 17-29, 2013

PUBLICATION DETAIL

SHODH Pioneer Journal of IT & Management, Volume 10 (1), January- June, 2014

List of Publications

1. Dr.MonaTawar, RadheshyamAcholiya, Work Life Balance of Male& Female with Reference to Employees of Management Institute, Published in SHODH Pioneer Journal of IT & Management, Volume 10(1) January-June, 2014 pp 1-7(ISSN-0974-8954-SHODH).
2. Kumkum Sinha, The Revolution of The Latest Buzz-“Social Media Marketing”, Published in SHODH Pioneer Journal of IT & Management, Volume 10(1) January-June, 2014 pp 33-35 (ISSN-0974-8954-SHODH).
3. Rashmi Badjatya Rawat, Vinay Kendurkar, How Important are Ethics in Business ?, Published in SHODH Pioneer Journal of IT & Management, Volume 10(1) January-June, 2014 pp 39-40 (ISSN-0974-8954-SHODH).
4. RashmiFarkiya, Dr.AmitGharia, Work Life Balance Amongst Women Professionals, Published in SHODH Pioneer Journal of IT & Management, Volume 10(1) January-June, 2014 pp 58-61 (ISSN-0974-8954-SHODH).
5. Swarna Kapoor, Branding Challenges in Dynamic Market, Published in SHODH Pioneer Journal of IT & Management, Volume 10(1) January-June, 2014 pp69-74 (ISSN-0974-8954-SHODH).
6. Sandhya Singh,SumitZokarkar, A Comparative Study of Working Capital Management of Automobile Companies (Tata and Maruti) Published in SHODH Pioneer Journal of IT & Management, Volume 10(1) January-June, 2014 pp 85-92 (ISSN-0974-8954-SHODH).
7. AsthaTarey, Ethics and Customer Loyalty: Some Insights into Online Retailing Services, Published in SHODH Pioneer Journal of IT & Management, Volume 10(1) January-June, 2014 pp 99-102 (ISSN-0974-8954-SHODH).
8. AsthaTarey, Ethical Marketing for Competitive Advantage on The Internet, Published in SHODH Pioneer Journal of IT & Management, Volume 10(1) January-June, 2014 pp 110-112 (ISSN-0974-8954-SHODH).
9. Dr. Mona Tawar, Radheshyam Acholiya, Factors Affecting Stress in IT Companies, An Empirical Study, Published in SHODH Pioneer Journal of IT & Management, Volume 10(1) January-June, 2014 pp 132-135 (ISSN-0974-8954-SHODH).
10. Dr. Mona Tawar, Radheshyam Acholiya, A Study on Mall Culture and Buying Behavior of Consumer in Indore City, Published in SHODH Pioneer Journal of IT & Management, Volume 10(1) January-June, 2014 pp 280-284(ISSN-0974-8954-SHODH).

11. Radheshyam Acholiya, Dr.Mona Tawar, Job Selection and Students Preference: An Empirical Overview, Published in SHODH Pioneer Journal of IT & Management, Volume 10(1) January-June, 2014 pp 369-372 (ISSN-0974-8954-SHODH).
12. Manas Sinha, Blowing the Facts Whistle Blowing Policy in India, Published in SHODH Pioneer Journal of IT & Management, Volume 10(1) January-June, 2014 pp 386-387 (ISSN-0974-8954-SHODH).
13. Neeraj Chaturvedi, Kumkum Sinha, Above the Line and Below the Line Advertising, Published in SHODH Pioneer Journal of IT & Management, Volume 10(1) January-June, 2014 pp 402-404 (ISSN-0974-8954-SHODH).
14. Pratyush Trivedi, Avani Trivedi, Analyzing Consumers insight towards Cellular Service Providers : In Indore District, , Published in SHODH Pioneer Journal of IT & Management, Volume 10(1) January-June, 2014 pp 415-421 (ISSN-0974-8954-SHODH).
15. Neeraj Chaturvedi, Effect of FDI in Retail Sector in India, Published in SHODH Pioneer Journal of IT & Management, Volume 10(1) January-June, 2014 pp 422-424 (ISSN-0974-8954-SHODH).
16. Kumkum Sinha, Jasleen Bindra, Rohit Jat, The Era of Customer Relationship Management (CRM), Published in SHODH Pioneer Journal of IT & Management, Volume 10(1) January-June, 2014 pp 430-434 (ISSN-0974-8954-SHODH).
17. Pratyush Trivedi, Avani Trivedi, Is Performance Appraisal System Really Assesses the quality of an Employee ?, Published in SHODH Pioneer Journal of IT & Management, Volume 10(1) January-June, 2014 pp 435-442 (ISSN-0974-8954-SHODH).
18. Radheshyam Acholiya, Dr.Mona Tawar, An Insight on the Factors Affecting Attrition Rate of Faculty Member : With Special Reference to Engineering and Management Institutions, Published in SHODH Pioneer Journal of IT & Management, Volume 10(1) January-June, 2014 pp 447-449 (ISSN-0974-8954-SHODH).
19. Pratyush Trivedi, Avani Trivedi, The Role of Perceived Organizational Support and Supportive Human Resource Practices in the Revenue Procedure, Published in SHODH Pioneer Journal of IT & Management, Volume 10(1) January-June, 2014 pp 462-468 (ISSN-0974-8954-SHODH).
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21. Kumkum Sinha, Manas Sinha, Green Marketing Initiatives by Indian Corporate Sector, Published in SHODH Pioneer Journal of IT & Management, Volume 10(1) January-June, 2014 pp 498-500 (ISSN-0974-8954-SHODH).
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23. Amol Raut, Unlicensed Mobile Access, Published in SHODH Pioneer Journal of IT & Management, Volume 10(1) January-June, 2014 pp 510-516 (ISSN-0974-8954-SHODH).
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25. Achal Hardia, Enhancing CRM Practices in Banks Through Information Technology, Published in SHODH Pioneer Journal of IT & Management, Volume 10(1) January-June, 2014 pp 8-11 (ISSN-0974-8954-SHODH).
26. Dr. Archana Sharma, Agricultural Marketing in India – Issues and Challenges, Published in SHODH Pioneer Journal of IT & Management, Volume 10(1) January-June, 2014 pp 13-16 (ISSN-0974-8954-SHODH).
27. Dimple Pandey, Geetha Iyer, A Study on Impact of Financial Management on Business Performance, Published in SHODH Pioneer Journal of IT & Management, Volume 10(1) January-June, 2014 pp 17-19 (ISSN-0974-8954-SHODH).
28. Dr. Archana Sharma, Infrastructure and Economic Development of Madhya Pradesh, Published in SHODH Pioneer Journal of IT & Management, Volume 10(1) January-June, 2014 pp 20-23 (ISSN-0974-8954-SHODH).
29. Dr. Kanchan Naidu, Kanak Wadhvani, Critical Analysis of Vision and Mission Statement with Special Reference to selected companies in FMCG Sector, Published in SHODH Pioneer Journal of IT & Management, Volume 10(1) January-June, 2014 pp 24-27 (ISSN-0974-8954-SHODH).
30. Dr. Nisha Jain, Christine D' Lima, Talent Attrition : A study on Airline Cabin Crew Employees, Published in SHODH Pioneer Journal of IT & Management, Volume 10(1) January-June, 2014 pp 28-32 (ISSN-0974-8954-SHODH).
31. Preeti Tripathi, Shweta Singh, K.P. Tripathi, Financial Inclusion and Poverty Alleviation: Issues, challenges and strategies, published in SHODH Pioneer Journal of IT & Management, Volume 10(1) January-June, and 2014 pp 36-38 (ISSN-0974-8954-SHODH).
32. Dr. Isita Lahiri, Amrita Chatterjee, Determinants of Brand Loyalty: An analytic exposure, Published in SHODH Pioneer Journal of IT & Management, Volume 10(1) January-June, 2014 pp 41-46 (ISSN-0974-8954-SHODH).
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35. Dr. Gaurav Purohit, Recent Trend in Marketing for Hospitality and Tourism Industry, Published in SHODH Pioneer Journal of IT & Management, Volume 10(1) January-June, 2014 pp 62-64 (ISSN-0974-8954-SHODH).

36. Dr.Kapil Sharma, Analyzing Capital Asset Pricing Model, Published in SHODH Pioneer Journal of IT & Management, Volume 10(1) January-June, 2014 pp 65-68 (ISSN-0974-8954-SHODH).
37. Dr.GouravPurohit, DivyaPurohit, Study of Relationship between The Important Attributes of The Hotel Industry and Performance, Published in SHODH Pioneer Journal of IT & Management, Volume 10(1) January-June, 2014 pp 75-76 (ISSN-0974-8954-SHODH).
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41. Dr. Deepa Joshi, Ashutosh Vyas, Garima Joshi, Attainment of Excellence: Modern & Traditional Approach, Published in SHODH Pioneer Journal of IT & Management, Volume 10(1) January-June, 2014 pp 103-105 (ISSN-0974-8954-SHODH).
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45. Dr.Ishita Lahiri, Humaira Siddika, Apparel Shopping Behavior: A Snapshot, Published in SHODH Pioneer Journal of IT & Management, Volume 10(1) January-June, 2014 pp 120-125 (ISSN-0974-8954-SHODH).
46. Kali Charan Modak, Pallabi Mukherjee, Social Media Marketing: A Paradigm Shift in Business, Published in SHODH Pioneer Journal of IT & Management, Volume 10(1) January-June, 2014 pp 126-131 (ISSN-0974-8954-SHODH).
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52. Barkha Gupta, Dr. Shraddha Sharma, A Study of Gender and Age as a Determinant of Organizational Commitment in Banks, Published in SHODH Pioneer Journal of IT & Management, Volume 10(1) January-June, 2014 pp 162-168 (ISSN-0974-8954-SHODH).
53. Dr. Pragya Sharma, Yogita Mandhanya, Anuradha Gokhle, Futuristic Approach Towards HR Emerging Trends: A Perspective, Published in SHODH Pioneer Journal of IT & Management, Volume 10(1) January-June, 2014 pp 169-172 (ISSN-0974-8954-SHODH).
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59. Shraddha Purandare, Employee Relations – A study of Understand Its Impact on Talent Management in Information Technology Organizations, Published in SHODH Pioneer Journal of IT & Management, Volume 10(1) January-June, 2014 pp 200-204 (ISSN-0974-8954-SHODH).
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62. Rashmi Rai, The Role of Venture Capital in The Economic Development, Published in SHODH Pioneer Journal of IT & Management, Volume 10(1) January-June, 2014 pp 218-225 (ISSN-0974-8954-SHODH).
63. Pooja Pandey, The Impact of Green Marketing on Environmental Safety and Customer Satisfaction, Published in SHODH Pioneer Journal of IT & Management, Volume 10(1) January-June, 2014 pp 226-232 (ISSN-0974-8954-SHODH).
64. Pallabi Mukherjee, Kali Charan Modak, India's Foreign Trade and Current Account Deficit: Challenges Ahead, Published in SHODH Pioneer Journal of IT & Management, Volume 10(1) January-June, 2014 pp 233-236 (ISSN-0974-8954-SHODH).
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66. Dr.UshaPorwal, Dr. Saurabh Parikh, Rupesh Mittal, e-Tailing in India : Its Issues, Opportunities and Effective Strategies for Growth and Development, Published in SHODH Pioneer Journal of IT & Management, Volume 10(1) January-June, 2014 pp 243-248 (ISSN-0974-8954-SHODH).
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68. Silky Janglani, Dr, Simranjeet Kaur Sandhar, Issues & Trends in Human Rights, Published in SHODH Pioneer Journal of IT & Management, Volume 10(1) January-June, 2014 pp 253-259 (ISSN-0974-8954-SHODH).
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73. Aakash Tiwari, Dr. Rishi Sharma, Divya Tiwari, A Study on Internet Marketing as A Tool for Promotion, Published in SHODH Pioneer Journal of IT & Management, Volume 10(1) January-June, 2014 pp 292-295 (ISSN-0974-8954-SHODH).

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77. BindooMalviya, Dr. ShrutiAwasthi, Impact of Globalization and Strategies Agriculture Marketing in India, Published in SHODH Pioneer Journal of IT & Management, Volume 10(1) January-June, 2014 pp 308-314 (ISSN-0974-8954-SHODH).
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4. Amrita Chourasia (2013), Emerging challenges and Security Issues in e-Banking, Published in SHODH Pioneer Journal of IT & Management Volume 8 (2) July – December 2012 pp 6 - 9.
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