

“When an idea exclusively occupies the mind, it is transformed into an actual physical or mental state.”

Swami Vivekananda

**Volume-III Issue -I, 2010
(January-March)**

Darpan



**Edited by
Prof. Nanda Page
Dr. Mona Tawar
Dr. V.K. Jain**

PIONEER



*Diligence and Excellence
Since 1996*

***Pioneer Institute of Professional Studies™
(An Autonomous Institution Established in 1996)***

· NAAC Accreditation · NBA Accreditation · ISO 9001:2008 Certification

Message from the Desk of the Chairman

The global environment today demands innovative thinking. And, true innovation can be achieved through exposure to existing knowledge reserves coupled with creativity. True innovation alone can take an individual or organization towards success and development. We, at Pioneer Institute of Professional Studies, provide a conducive environment for studies. The unique philosophy of Pioneer is to provide ideal infrastructure and facilities to students and faculty to promote an environment for learning.



Pioneer Institute has adopted a unique education model that is student centric. The guiding philosophy of the academy throughout has been creation of knowledge.

The Institute works on the vision to become one of the leading centers for teaching and research in the field of quality education and training. Further Pioneer spares no effort to make its curriculum world class and delivers it in the most effective manner. It constantly aims and tries to meet the challenges. We propagate knowledge to the students with the help of experienced faculty and their guidance, state-of-the-art library and well-equipped labs.

The institute provides students opportunity with hands-on industrial training, and innumerable Industry-Institute interaction, which makes each student ready to be absorbed in the company. To promote industry exposure pioneer interacts with the finest professionals and achievers in various fields.

To be finely tuned to current trends in the industry, we believe in promoting Faculty Development Program, Conferences, Workshops and Seminars, which will keep the faculty members and students abreast of their field.

I, on behalf of the Institute, express my gratitude to the corporate sector that have placed faith in us and accommodated our students and further seek their co-operation and support to select our students to be a part of them. I welcome you to be a part of the Pioneer community.

Dr. P.K. Jain

Pioneer Institute of Professional Studies

Faculty Development Programs and Activities

8TH National Conference On Mapping For Excellence: Challenges Ahead

On **16th February, 2010**, Pioneer Institute of Professional Studies, Indore organized a one day National Conference on *Mapping for Excellence: Challenges Ahead*. The following Sub Themes were included in the Conference:

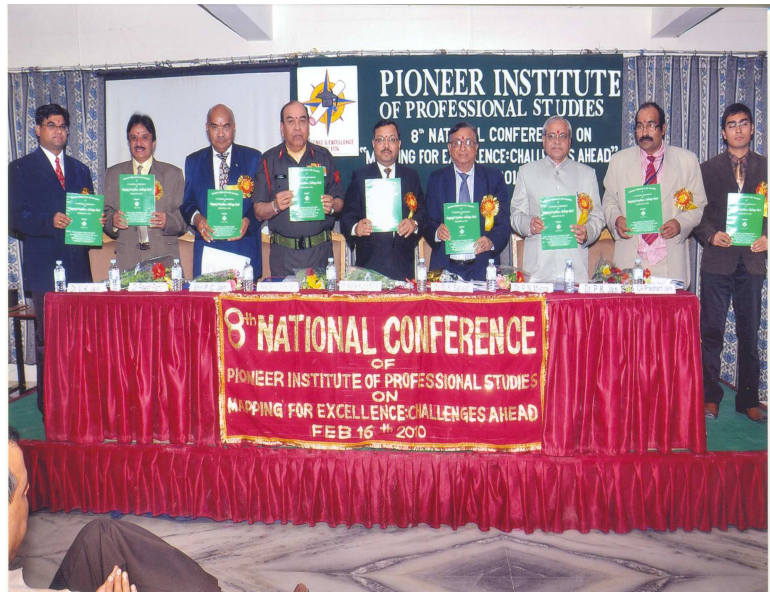
- Marketing for Competitive Advantage
- HR for Sustained Growth
- Financial Dynamism
- Emerging Challenges

Our Selection Committee approved 81 Abstracts and 50 full papers. The papers had a thorough approach of the subject and a detailed analysis which served as an interface between Academics and Industry. We received 19 abstracts in the session, marketing for Competitive Advantage; 25 in the area of HR for Sustained Growth; 13 in the area of Financial Dynamism and 24 in the area of Emerging Challenges. The full papers comprised of 13 in the area of Marketing for Competitive Advantage; 18 in the area of HR for Sustained Growth; 9 in the area of Financial Dynamism and 11 in the area of Emerging Challenges.

In the Inaugural Session, **Mr. S.K. Sinha**, Director, **Ranbaxy Laboratories Ltd.**, Dewas was invited as the Chief Guest and **Major General Syed Ata Hasnain**, VSM, SKM, VSM and BAR, Indian Army was invited as the Key Note Speaker. On this occasion, **Dr. Devinder Kumar Banwet** Ph.D. (IIT Delhi) was felicitated. **Dr. P.N. Mishra**, Professor, Institute of Management Studies was invited as the Conference Advisor. **Dr. P.K. Jain**, Chairman, Pioneer Institute, **Dr. Pawan Patni**, Director MBA & Conference Chairman, **Dr. V.K. Jain**, Director MCA and **CA. Prashant Jain, CFO** were also present.

The Inaugural Session started with the traditional ceremony of lighting the lamp. On this occasion, the Souvenir of the 8th National Conference “Mapping for Excellence: Challenges Ahead”, Journal “SHODH – Pioneer Journal of IT & Management” and a Book on “Strategies for Organizational Excellence” were released. The Chapter of “Indian Society for Technical Education” was officially inaugurated. Then, there was the great occasion of felicitation of **Dr. D.K. Banwet**, Professor, IIT, New Delhi. It was a great learning experience from the speech of esteemed guests.

The Conference was divided into four Technical Sessions covering various aspects of the theme of the Conference. The technical sessions were chaired by **CA. Mr. Manoj Phadnis, Dr. Vijayalaxmi Iyengar and Dr. V.S. Karnik**. The sessions were co-chaired by **CA. Prashant Jain and Dr. Pawan Patni**.



Dr. Pawan Patni, the Conference Chairman. **Dr. Mona Tawar**, Conference Secretary with **CA. Anil Kundnani** and **Prof. Rashmi Farkiya**, Joint Secretaries contributed to their utmost efforts to make the conference flourishing.

The delegates of various Institutes and Industry from various parts of the country such as Nashik, Pune, Mumbai, Moradabad, Noida, Guna, Ujjain, Bhopal, Vidisha, Indore and Chittorgarh attended the Conference.

In the Valedictory Session, **Dr. P.N. Mishra**, Professor of Management, Institute of Management Studies, **Dr. P.K. Jain**, Chairman, Pioneer Institute, **Dr. Pawan Patni**, Director MBA & Conference Chairman, **Dr. V.K. Jain**, Director MCA, **CA. Prashant Jain** were present and they enlightened the delegates by their inspiring thoughts. CA Vasundhara Laad read the conference report in this session. In the end, the delegates gave their valuable feedback regarding the conference.

The Inaugural Session was conducted by **Dr. Mona Tawar** and the Valedictory session was conducted by **Prof. Nidhi Shukla**.

The List of various prestigious Institutes of India from where we received papers is as follows:

Ashoka Institute of Mgmt. & Technology, Nasik.	Indira Institute of Management, Pune.	Bhoj (Open) University , NITTTR, Bhopal.
BYK College, Nasik	Indore Indira Business School, Indore.	Naukri Guru, Noida.
Chameli Devi Institute of Technology and Management, Indore.	Indira School of Business Studies.	Pt. Jawaharlal Nehru Institute of Business Administration, Ujjain.
Chameli Devi Institute of Management & Research, Indore.	Indira School of Career Development, Indore.	Patel College of Management, Indore.
GSIMR, DAVV, Indore	International Institute of Foreign Trade & Research, Rau, Indore.	Patel College of Science and Technology, Indore.
G.S.B.A, Greater Noida.	Institute of Foreign Trade and Management, Moradabad.	Synsoft Global, Indore.
Jaypee Institute of Engineering & Technology, Guna.	ICFAI School of Financial Studies, Mumbai.	S.A.T.I., Vidisha.
Institute of Management & Research Technology, Nasik.	Mahakal Institute of Technology and Science, Ujjain	Vishwakarma Institute of Management, Kondhwa, Pune.
IPS Academy, Indore. IMS, DAVV, Indore.	Mahakal Institute of Management, Ujjain.	Vindhya Institute of Management and Research, Indore.
Indira School of Career Studies, Indore.	Medi-Caps Institute of Technology and Management, Rau, Indore	Vindhya Institute of Technology & Science, Indore.
Indira Institute of Management, Indore.	Maharaja Ranjit Singh College of Professional Studies, Indore. M. P.	Vision School of Management, Chittorgarh, Rajasthan.

ISTE Pioneer Chapter Meeting

On **16th January, 2010**, First Meeting of *Indian Society for Technical Education Pioneer Chapter, Indore* was held in the Board Room of Pioneer Institute of Professional Studies, Mahalaxmi Nagar, Indore.

Dr. Mona Tawar appraised members about the agenda of the meeting and requested **Dr. V.K. Jain**, Director-MCA, to welcome all the members. Dr Mona Tawar gave an introduction about the Institute. She appraised members about the current accomplishments attained by the Institute.

Dr. V.K. Jain presented a concise description on the objectives and activities of ISTE. The Indian Society for Technical Education is a National, Professional, Non-Profit making society. Its major objective is to assist and contribute in the production and development of top quality professional engineers and technicians needed by the industries and other organizations. He highlighted on the following objectives:



- To formulate the general goals & responsibilities of technical education.
- To adjust curriculum & educational processes to changing conditions.
- To develop effective teachers & educational administrators.
- To improve instructional methods & practices & administrative usages.
- To enhance professional ideals & standards.
- To foster research as a function complementary to teaching.
- To award honorary fellowships, Awards and Prizes, for furthering the objectives of Technical Education.

Then members decided to have official Inauguration of Chapter on **16th February, 2010**. The office bearers of the Chapter (Chairman and Secretary-cum-Treasurer) were also selected. For electing Chairman, the members of ISTE Pioneer Chapter, a discussion took place between the members and Dr. V K. Jain was elected unanimously.

For electing Secretary-cum-Treasurer, the name of **Prof. Nilesh Jain** was proposed and accepted by the members. **Prof. Anish Patel, Dr. Mona Tawar, Prof. Neeraj Paliwal, Prof. Sadique Khan, Prof. Sumit Zokarkar, Prof. Preeti Jain and**

Prof. Neeraj Jaiswal were nominated as life members in the executive committee for 2009-10.

The Members discussed about the various activities to be organized in next one year and suggested Workshops on Research Methodology, SPSS and an Education System Training Program for improving quality in education. Seminar on emerging trends and new technology for student & faculty members were also suggested. Some of the members recommended the industry experts interaction with students.

Student Development Programs and Activities

Seminars

On **27th February, 2010**, a **Seminar** on “Motivation in the Army during War” by **Brig. D.K. Purohit**, Sena Mandal Vishisht Seva Medal, was organized. In his address, he talked about the requirement of motivation in the armed forces and its special significance during the war time. For the effective functioning of the forces especially the attainment of war time goals, is crucially dependent upon the motivation of its members. A well motivated fighting force may well match and surpass an enemy vastly superior in arms and equipments. He also focused on various factors that are extremely essential to ensure and maintain the high levels of motivation and high morale of the armed forces.



A trained hand holds the weapon but the will, the character, the spirit of the individual controls the hand.

Motivation therefore is perhaps the most important prerequisite for the Army. Nowhere else is motivation as important as in the armed forces. It is an accepted fact that ***the will to fight and the determination to win is the winning factor.***

On 27th February, 2010, the Institute organized a Seminar on “**What does the Corporate World expect from Management Graduates - An Insight.**” Mr. R. Mittal, Vice President, Eicher Motors was invited as the Key Note Speaker.

He emphasized that the business world is dynamic, so there is a need to brush up with latest techniques and current updates.

He asked the students to focus on a broad spectrum and to make sure that they know enough so they can recognize issues and strategies when they come up. He also mentioned that businesses and managers do not expect graduates to know minute details; in fact they want to train the students. However, a degree should provide them, the ability to think, analyze and make decisions on crucial business issues.

Industrial Visit to Indo Jerman Tool Room

On 15th January, 2010 the MCA Third Semester students visited the “**Indo German Tool Room (IGTR), Indore**” that supports small scale industries through designing and developing tools. This was in view of re-enforcing the importance of regular industry interaction in higher education,

The students visited various departments like Design Section, Production Section, and Training Section. In Design Section, they went through the use of software like AutoCAD- CAM and Unigraphics for designing various moulds and components required in Automobiles and Production. In Production Section, they experienced the transformation of Logical Design (drawing) into Physical Component (implementation) by using various machines like Milling Machine, Turning Machine, Grinding Machine, CNC Machines, and Heat Treatment Machines.



Indo German Tool Room also provides various types of training courses. In Training Section, students visited various sections, where trainees get practical training of design and development of the various tools. They viewed the working of different sections like CAD-CAM lab, CNC Lab, Grinding Section, Fitting Section, Trial Section etc. IGTR have varied machines to design and develop a variety of equipments of companies as per customer's requirement.

The technical staff welcomed all queries of the students. The **Sr. Engineer Manoj Tiwari** patiently answered questions regarding the company's products and their usage in other industries.

Approximately forty five students visited the industry and enlightened themselves on CAD-CAM Software. **Prof Nilesh Jain** and **Prof. Preeti Jain** coordinated this visit and expressed their heartfelt gratitude for the Sr. Engineers of the industry for his support.

Industrial Visit to Infantry School, MHOW

On **27th March, 2010**, the students of MBA II Semester along with **Prof. Nihit Jaiswal** visited **The Infantry School, Mhow**. MHOW is a cantonment in the Indore District in Madhya Pradesh, India. It stands for 'Military Headquarters Of Western India'. The Infantry School, Mhow conducts courses related to the infantry for young men and officers of the various regiments of the Indian Army. The Commando Wing of this school is in Belgaum, Karnataka. They train the officers in tactics, technology, weapons, leadership and team work.

The students met **Major Abhijeet**, who was awarded the Sena Medal for his bravery. He shared his experiences regarding his planning and implementation of strategies for encountering a wanted and heinous terrorist in Assam. Major Abhijeet and his team were successful in catching the terrorist with the help of local people of the village.

Apart from the skills such as perseverance, team work and responsiveness, the first hand information about the region and language acted as successful tool in the operation.

The next visit was to **Army Marksmanship Unit (AMU)** which has produced many medal winning shooters who has earned laurels not only for the Army, but also for the nation as well. The students got the opportunity to learn about shooting and saw the varied models of guns and pistols. They also witnessed the practical use of arms and ammunitions used by the Army men, from a small bullet to a huge tank that defined the glory and achievements of the Indian Army.

This group of students also had the privilege of visiting the **JC WING, Army War College, Mhow**. Students experienced perfectionism and professionalism of the Indian Army and discipline in the atmosphere. Also they got to know about the different and unique techniques used in academics by the Indian Army.

The entire Army force possessed effective interpersonal skills, pleasing personality, sincerity and adaptability. Students could learn several management lessons from the Indian Army like Planning, Organizing, Directing, Coordinating, Controlling, Leadership, Motivation, Human Resource Management, Training and Development etc. that is a part of their MBA curriculum. It was a live example of unity in diversity, cooperation, dedication, time management and determination.

This was a memorable experience for students and a golden opportunity to meet the officers who are serving the Indian Army.

Republic Day Celebration

Republic Day is India's great National Festival. At Pioneer, this day is celebrated every year on January 26, with great pomp and pageant with patriotic fervor. On this occasion, the Staff and Students of Pioneer Convent also joined the Institute. Maj. Gen Dr. V.S. Karnik was invited as the Chief Guest. There were many Speeches by eminent Persons and students. India's vibrant cultural heritage, its impressive achievements and military might were on a majestic display



Campus Drive

Our placement record reflects the versatile talents of the students of the Institute. To assist the students in getting the best opportunity and placement, our Institute organized following campus drives.

19th January, 2010 - HDFC Life Insurance

31st March, 2010 - Peoples Samachar

31st March, 2010 - VS Enterprises

31st March, 2010 - IDBI Bank

Pioneer family congratulates

the selected students

List Of Selected Students

1. DilipAswani	HDFC Bank
2. Shweta Dubey	HDFC Bank
3. Neelesh Mishra	HDFC Bank
4. Reema Wadhwa	HDFC Bank
5. Nitin Vatwani	HDFC Bank
6. Bhupendra Singh Mourya	HDFC Bank
7. Ashutosh Pandey	HDFC Bank
8. Abhishek Malviya	V.S. Enterprises
9. Akhilesh Kanojia	V.S. Enterprises
10.Amit Kumar Rajoriya	V.S. Enterprises
11.Amrisha Dubey	V.S. Enterprises
12.Aparna Raghuwanshi	V.S. Enterprises
13.Asheesh Sharma	V.S. Enterprises
14.Ashutosh Pandey	V.S. Enterprises
15.Dipti Parchani	V.S. Enterprises
16.Krishnapal Belwanshi	V.S. Enterprises
17.Madhumita Bose	V.S. Enterprises
18.Meenakshi Bathri	V.S. Enterprises
19.Neelesh Kumar Mishra	V.S. Enterprises
20.Om Prakash Gupta	V.S. Enterprises
21.Pankaj Kumar Ahirwar	V.S. Enterprises
22.Parmendra Singh Yadav	V.S. Enterprises
23.Priyanka Soni	V.S. Enterprises
24.Ritu Patel	V.S. Enterprises
25.Rohini Kashyap	V.S. Enterprises
26.Sayed Faizan Ali	V.S. Enterprises
27.Shashank Rakeshiya	V.S. Enterprises
28.Surendra Singh Raghuwanshi	V.S. Enterprises
29.Shweta Dubey	V.S. Enterprises
30.Shiv Kumar Khatik	V.S. Enterprises
31.Vinod Tandekar	V.S. Enterprises
32.Rachna Niranjana	V.S. Enterprises
33.Rohini Kashyap	Peoples Samachar
34.Ritu Patel	Peoples Samachar
35.Amit rajouri	IDBI
36.Pushpendra Ahirwar	IDBI
37.Nilesh Mishra	IDBI
38.Mukesh Sonakar	IDBI

TPO Conference

On **23rd March, 2010**, the First TPO Conference was scheduled in the Institute Premises. The coordinator was **Prof. Nidhi Shukla**, TPO Pioneer Institute. This conference mainly aimed to compliment each other, rather being competitive. It was also aimed at providing placement assistance to the students as well as to cope up with changing industry demand and increasing the Industry-Academic interface. The Conference started with a welcome address by **Dr P.K.Jain, Chairman, Pioneer Institute**. He emphasized on working together with coordination & collaboration.



Major Gen Dr. V.S. Karnik gave a presentation on the Job Profile & Responsibilities of the Training and Placement Officers. He focused on the role of TPO in an organization. There was an open discussion and a brain storming session. The TPO's were invited to share their experiences. It was decided that TPO Group will be prepared at yahoo site to communicate with all TPOs regarding new updates in industry & latest campus placement. The next date for the TPO Conference was fixed on **24th April, 2010**. 18 TPOs from more than 10 different Institutes of Indore attended the conference.

Ms. Shweta Tiwari & Ms. Mohita Chandekar from **Sanghavi Institute of Management and Research, Indore**, Mr Sandeep Singh and Mr Kapil Sachdeva from **Acropolis Institute of Management, Indore**, Prof Mustafa Nadim and Mr Rahul Sharma from **Chameli Devi Institute of Management & Research**, Ms Ruta Joglekar from **Amity, Indore**, Mr Surinder Singh from **PIMR, Indore**, Dr Vikram Rathore from **Institute of Technology and Management, Indore**, Ms Love Bhatnagar from **Celebral Heights Institute of Management and Commerce, Indore**, Prof Satish G Chetty from **SIMR, Indore**, Ms Priyanka Jain from **SVIM, Indore**, Mr Rahul Jain from **Vivekanand Group of Institutes**, Ms Sapna Jain from **Gujrati College**, Mr Dheeraj from **GSIMR, Indore**, Mr Vinay Sherekar from **Priyatam Institute of Technology and Management**, and Prof S Modi from **Vikrant Institute of Technology and Management** attended the conference.

Publications

1. **Page Nanda, Tawar Mona, & Jain V. K. (2009). Darpan: e-news letter**, Pioneer Institute of Professional Studies, Vol 3, No.1.
2. **Jain V. K. (2010). Strategies for Organizational Excellence**, New Delhi: Excel Books, pp. 353 (ISBN No.978-81-7446-784-3)
3. **Dr. Pawan Patni et. al. (2010). Souvenir of the National Conference on Mapping for Excellence: Challenges Ahead** organized on February 16, 2009, Indore: Pioneer Institute of Professional Studies, pp. 61
4. **CA Prashant Jain, (2010), Derivatives Transactions: An Audit Approach** published in Synchronizing Tax Laws with Contemporary Approach
5. **Jagriti Jain and Dr. V. K. Jain (2010), Designing A Tool Using Big Five Personality Traits (Ocean) For Personality Testing During Selection Process of Faculty Members** in Strategies for organizational Excellence edited by Dr. V. K. Jain, New Delhi: Excel Books, pp. 266-276
6. **Dr. Pawan Patni and Praveen Kaur (2010), Developing Organizational Citizenship** in Strategies for organizational Excellence edited by Dr. V. K. Jain, New Delhi: Excel Books, pp. 252-257
7. **Shweta Mogre (2010), Multisets and its Applications** in Strategies for organizational Excellence edited by Dr. V. K. Jain, New Delhi: Excel Books, pp. 71-76
8. **Nilesh Jain, Neeraj Paliwal and Nikita Thakkar (2010), A Study of Role Of e-Commerce In SCM** in Strategies for organizational Excellence edited by **Dr. V. K. Jain**, New Delhi: Excel Books, pp. 98-103

New Initiatives

- Classroom culture is made highly interactive involving more case studies, simulations & exercises, individual & group presentations, role-plays and live projects.
- Lectures and seminars from illustrious speakers from academia and industry are integrated in the curriculum to keep students rationalized on emerging trends in the industry and economy.
- The teaching methodology is designed to augment originality of judgment, creativity in decision making and building managerial proficiency.
- Strong emphasis is laid on building analytical capability among the students through participation and presentation of cases ranging from brief business situation analysis to functional cases in each subject.
- Students with diverse backgrounds, qualifications and learning styles are encouraged to bring in their experiences and perspectives as key learning. In both individual and team-based projects, students constantly challenge themselves and are inspired to give their best in an academically rigorous yet open-minded environment.
- Team work and peer learning is one of the key focus areas. Tasks/assignments are designed in such a fashion that involve a lot of group work and interaction among students. All this enables student learn interpersonal skills and group dynamics; an exceedingly essential requirement for later part of their lives.

Forthcoming Events

1. **April 9-10, 2010**, Case Writing Workshop
2. **May 06, 2010**, IT Conference on Information Technology and Business Intelligence.
3. **May 7-20, 2010** Industrial Visit
4. **July 1-31, 2010** Summer Training
5. **July 12-23, 2010** FDP on “Research Methods for managerial Decision Making” Sponsored by AICTE
6. **September 10-11, 2010** SDP on “Quality Management in Higher Education” in Association with National Assessment and Accreditation Council (NAAC)

"We are what our thoughts have made us; so take care about what you think, Words are secondary. Thoughts live; they travel far."

- Swami Vivekananda



PIONEER



*Diligence and Excellence
Since 1996*

PIONEER INSTITUTE OF PROFESSIONAL STUDIES

(An Autonomous Institution Established in 1996)

· NAAC Accreditation · NBA Accreditation · ISO 9001:2008 Certification

**Opp. Bombay Hospital, Mahalaxmi Nagar,
Ring Road, Indore - 10**

Tel: 0731-2570645, Fax: 0731-2550866

Email : pips@sancharnet.in, www.pioneerinstitute.net

