

Volume IV, Issue - IV, 2011

(October - December)

"Be more dedicated to making solid achievements than in running after swift but synthetic lap lines."

— Dr. A. P. J. Abdul Kalam

Darpan



Dr. Mona Tawar

CA Prashant 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

Today's youth are the most prized resource for a better tomorrow. Hence the need to foster them by providing the best education possible is of utmost importance. At Pioneer, we strive for high standards in the transmission of knowledge, within a dynamic and interactive environment, thereby enabling our students to gain distinction and honors in their chosen fields.

The Institute set out with the very clear vision that in today's world, the very definition of education has transformed. 'Mentoring' takes precedence over mere transmitting of information and there is a critical difference between acquiring information and understanding.



We believe in providing hi-tech infrastructure of global standards, stretching objectives in its venture to raise standards, attainment of aptness precision faultlessness par excellence in all fields, empowering faculty with the newest trends in education techniques and equipment and creating liberal citizens, who will hold the steering wheel of society.

Thus, it is crucial that the nurturing of ethical values and behavior must underpin the entire education system. Only then can we empower the young to deal inconsistency with confidence, self-reliance self-assurance and show understanding and compassion in their dealings.

Dr. CA P.K. Jain

Pioneer Institute of Professional Studies

Message from the Desk of the Executive Director

Education has continued to evolve, diversify and extend its reach since the dawn of human history when a new direction has to be given to an age old process. Learning should be a passionate, interactive process in which students are allowed to explore and evolve objectives. An environment that is conducive to learning is one which allows space to express opinions, set up communication and build skills and resources. While the Institutes are committed to building such an environment, the belief is that the learning is not complete without the commitment to the same ideals, and only then the magic will unfold.



The flourishing infrastructure and technology and tools deployed are designed to reinvent the plethora of cultural and sports activities all go to make the learning process a delightful finding.

The prime goal of our Institute is the development of the all-round personality of each student and to undertake pioneering scholarly activities for students, staff members, parents and community at large, to expand their horizons, by providing much needed quality education to the youth.

CA Prashant Jain

Pioneer Institute of Professional Studies

Editor's Message

This issue of "Darpan" is filled with a successful placements, development programs related to ED Cell and a big event "REFLECTION – 2011"- a presentation of co curricular activities (CCA) offered by the Institute that facilitate the students to an overall personality transformation and train them to develop their soft skills and personality. The activities instill in them, an obsession for creativity and innovation. The programs positions stress on well-formed personality improvement of the students and also in inculcating the standards of relationship and uprightness in them.



We envisage a future as the finest educational institution of the country by providing multiplicity and diversity of activities and achievements.

We dream, desire and yearn to train each student to have command of conception and comprehension, to facilitate them the access to the best openings for privileged education, to make learning simpler, smarter and realistic, to develop true independence with mutual harmony, to enhance physical, mental and spiritual growth through a perfect blend of academics, co curricular activities, and events to narrow the gap between privileged and underprivileged youth in our society.

Dr. Mona Tawar

Pioneer Institute of Professional Studies

Message by Prof. Isha Jain

In order to recognize the importance of providing educational activities that enrich and broaden student experiences as an integral part of the curriculum as well as beyond the normal academic day, the Institutional Committee supports the development of co-curricular and extracurricular programs in accordance with the policies established. Our Co-curricular activities CCA are defined as those activities that enhance and enrich the regular curriculum during the normal days. These programs are defined as those activities that broaden the educational experience which usually take place beyond the normal college day. All students are invited to participate and give the presentations to meet the needs of and to stimulate interests expressed by students and should cover a broad range of abilities. There are equal opportunities for all students to participate in such programs.



Recognizing the positive aspects of co-curricular programs that enrich and enhance the regular elementary college program, the College Committee supports the development of such activities in all areas of the approved curriculum.

Prof. Isha Jain

Pioneer Institute of Professional Studies

ENTREPRENEURSHIP DEVELOPMENT CELL {EDC}

**Faculty Development Programme in Entrepreneurship at EDII, Ahmedabad
19th to 30th December, 2011**

Pioneer Institute of Professional Studies, Indore sponsored two faculty members (Dr Mona Tawar and Prof Varun Keshari) for Faculty Development Program (FDP) in Entrepreneurship from 19 to 30th December, 2011. The Institute has its own ED Cell sponsored by AICTE.



The Entrepreneurship Development Institute of India (EDI), an autonomous body and not-for-profit institution, set up in 1983.

The topics that were covered in the FDP were as under:

- All about Entrepreneurship
- ED Process
- Self assessment test

- Entry Barriers
- Curriculum Development and Presentation
- Selection of Potential Entrepreneurs
- Role of DST, EDI and other support agencies
- Business opportunity identification
- Entrepreneur Motivation Training
- Business Plan and Computer Simulation
- Creativity and Problem Solving
- Emerging Business Opportunity
- Role of Entrepreneurship in Economic Development
- Intra Group Dynamics
- Market , Technical and Financial Analysis
- Intrapreneurship

Key Resource Persons were:

- **Dr Dinesh Awasthi**
- **Dr Sunil Shukla**
- **Dr B B Siddiqui**
- **Dr S B Sareen**
- **Dr Raman Gujral**
- **Dr Pankaj Bharti**
- **Dr Chandan Chatterjee**

**MSME 12th PROGRAMME NATIONAL VENDOR
DEVELOPMENT PROGRAMME AND INDUSTRIAL EXHIBITED**

Started From : *18-12-11*
Timing : *10 AM to 6 PM*
Chief Guest : *Mr. Tapan Mukharji*
M.C Tolani
Mr.S.M Das Gupta (R & D)
Mr. P.S Mane
Mr. L.M Mahjan

Organized By: MSME

Directorate of Industries Bhopal
Khadi & Village Industries,
M.P Laghu Udyog Nigam

Associates:

*National Small Industries Corp. Indore
Associates of industries M.P Indore
Pithampur Audyogik Sangathar
M.P Laghu Udyog Sangh, Bhopal
All India Association of Industries,
Mumbai*



Description: There was a Exhibition of 12th MSME for Government of India. It was organized by Indore, at Polo Ground Near. The object of the Program was build new Entrepreneur and motivate them. Speakers talked about government policy for Entrepreneurship and what exactly is to be done, how to be done in field of Entrepreneurship.

The students who attended the program were:

- **Gorakh Nath Dwivedi**
- **Alok Kr. Gupta**
- **Deepak Mishra**
- **Pragya Tiwari**

- Sandeep Tiwari
- Harsh Solanki
- Manendra Singh
- Harshvardhan Dhakad

Dr. Mona Tawar (Chief Coordinator) ED Cell accompanied the students.

Pioneer Institute of Professional Studies, Indore Entrepreneurship Development Cell (EDC)

Report of 2011 (May 10, 2011-Nov 30, 2011)

Pioneer Institute of Professional Studies started Entrepreneurship Development Cell (EDC) with the support of AICTE, New Delhi on May 10, 2011. The Cell was inaugurated by Shri P.C. Jain, Chairman, Governing Body of Pioneer Institute.

In order to make the effective utilization of facilities and expertise available in the parent Institute, Sourcing of expertise and facilities from other institutions in the region and to Guide the EDC to work effectively and efficiently, The Institute constituted an Advisory Board as per the guidelines of AICTE, New Delhi. First meeting of **EDC Advisory Board** was held on **09/07/2011**. In the meeting various issues related to efficiently run EDC and generate more entrepreneurs were discussed.

Under EDC, *Entrepreneurship Awareness Program (EAP)* was conducted for the students of MBA program at Pioneer Institute during *May 13-15, 2011*.

The program was conducted by for Three Days by CA Dr. P.K. Jain, who is a practicing entrepreneur with educational background in Commerce and Management.

He said that with a view to expose students regarding being Entrepreneurship as a career, the implementing agency is an educational institution and a professional body specializing in entrepreneurship development.

The program, of *3 days duration*, was conducted in the premises of an academic institution and aimed at creating awareness among students about various facets of entrepreneurship while highlighting the merits of pursuing such a career option. In each EAP, **85** students were exposed to different aspects of entrepreneurship, including opportunity guidance, services offered by agencies of support system etc.

Program Objective: To create awareness among students of Management about various facets of entrepreneurship as a career option as also to highlight the merits of pursuing such an option.

The following topics were covered in EAP

Day	Morning Session	Morning Session	Afternoon Session	Afternoon Session
	<i>Session I</i>	<i>Session II</i>	<i>Session III</i>	<i>Session IV</i>
1st	Inauguration-Program Objective, Entrepreneurship (general concepts only)	Historical background-Indian values & Entrepreneur ship and the present scenario	B R E Identification of opportunities for entrepreneurs	Mechanism of product selection and technology-assistance from R&D labs and others on choice of technology etc
2nd	How to start a unit (General concept about the Govt. formalities, rules & regulation, location, and different aspect of an industrial venture.)	Tech. & commercial Aspects of Small Scale Industry (General concept only)	A K Financial aspects of SSI unit including salient features of a project report	Support and financial assistance from Govt. agencies, banks, financial institutions, and others-securities demanded banks etc
3rd	Creativity and business-the man behind the venture	Communication skills (interacting with people) for better results	Lectures by practicing entrepreneur's success stories-common problems faced by entrepreneurs	Discussion with participants for their reactions about the camp,(Including factory visit)

EXPERT TALKS

SESSION I: DR. PAWAN PATNI

On June 18 2011, Dr. Pawan Patni, Director and Expert on Organizational Behavior and Human Resource and Ex Banker gave an Expert Lecture. The

session was attended by **67** students of MBA. He highlighted some of the vital characteristics of a successful Entrepreneur.

- Do what you enjoy
- Take what you do seriously
- Plan everything
- Manage money wisely
- Ask for the sale
- Remember it's all about the customer
- Project a positive business image
- Get to know your customers
- Build a top-notch business team.
- Become known as an expert
- Create a competitive advantage
- Invest in yourself
- Be accessible
- Build a rock-solid reputation
- Sell benefits
- Get involved
- Grab attention
- Master the art of negotiations
- Design your work space for success
- Get and stay organized
- Take time off
- Follow-up constantly
- You must have a vision
- You must have passion
- You must learn to be a great decision maker
- You must be a team builder
- You must have character

SESSION II: MR. SANDEEP ATRE

On July 9, 2011, Mr. Sandeep Atre, a very successful *Educational Entrepreneur* delivered and shared his experiences with students. The session was attended by **78** students of MBA. He focused on the Entrepreneurial Mindset. There is nothing

better for an entrepreneur than having a lecturer that enjoys entrepreneurship and embraces innovation in his career. He said that Entrepreneurial lecturers will always seek for a better teaching solution as well as being open for ideas and suggestions.

They will also understand circumstances and problems faced by students with entrepreneurial minds and best of all, other students might also be stimulated by the entrepreneurial mindset. By having the mindset, a lecturer will generally be able to pass the upcoming subjects listed below due to the improved teaching methods as well as the approach taken to educate students.

It is important to have an upper hand over technical subjects like accountancy, OM, OR, Statistics, engineering, biology, chemistry, physics or computer science, a qualification is important as it indicates that he or she possesses sufficient knowledge to be an Entrepreneur. Entrepreneurs love practical learning opportunities. One cannot effectively master certain skills like networking, communication, data mining, research, team work and leadership by just reading. Group activities, presentations, research reports and mock scenarios help to build the practical skills that are extremely useful for an entrepreneur. However, this may require an extra effort from the lecturers as some syllabuses do not take these activities into account.

SESSION III: DR. NISHIT DUBEY:

CHALLENGES & OPPORTUNITIES BEFORE AN ENTREPRENEUR

On August 16, 2011, Dr. Nishit Dubey, Director, MRSC, Indore was face-to-face with the students. The session was attended by 72 students of MBA. He highlighted on Risk taking ability, Self-confidence, Decision making ability, Knowledge of cumins growing to harvesting technology, Economic motivation, Market orientation, Risk factors, Soil and firm condition of experiences, Water resources, Water quality and volumes, need to cumins for all technical factors, Ability of co-ordination to cumins related activities, Achievement, Motivation, etc. indicators are behavior of entrepreneurial.

Entrepreneurship has gained greater significance at global level under changing economic scenario. Global economy in general and Indian economy in particular is poised for accelerated growth driven by entrepreneurship. Admits environment of super mall culture we find plenty of scope for entrepreneurship in trading and manufacturing. An entrepreneur is a person who is able to look at the environment, identify opportunities to improve the environmental resources and implement action to maximize those opportunities. It is important to bear in mind the entrepreneurial skills that will be needed to improve the quality of life for

individuals, families and communities and to sustain a healthy economy and environment.

The entrepreneurs provide a magical touch to an organization, whether in public or private or joint sector, in achieving speed, flexibility, innovativeness, and a strong sense of self-determination. They bring a new vision to the forefront of economic growth.

SESSION IV: SOCIAL ENTREPRENEURSHIP: SHRI P.C. JAIN

On September 24, 2011, Shri P.C. Jain, Chairman, Pioneer Group of Institutions delivered a lecture on Social Entrepreneurship. The session was attended by **57** students of MBA. He said that social entrepreneurship is the work of social entrepreneurs. A social entrepreneur recognizes a social problem and uses entrepreneurial principles to organize, create and manage a venture to achieve social change (a social venture). While a business entrepreneur typically measures performance in profit and return, a social entrepreneur focuses on creating social capital. Thus, the main aim of social entrepreneurship is to further social and environmental goals. Social entrepreneurs are most commonly associated with the voluntary and not-for-profit sectors, but this need not preclude making a profit. Social entrepreneurship practiced with a world view or international context is called international social entrepreneurship.

Social entrepreneurs are individuals with innovative solutions to society's most pressing social problems. They are ambitious and persistent, tackling major social issues and offering new ideas for wide-scale change. Rather than leaving societal needs to the government or business sectors, social entrepreneurs find what is not working and solve the problem by changing the system, spreading the solution, and persuading entire societies to take new leaps. Social entrepreneurs often seem to be possessed by their ideas, committing their lives to changing the direction of their field. They are both visionaries and ultimate realists, concerned with the practical implementation of their vision above all else.

Each social entrepreneur presents ideas that are user-friendly, understandable, ethical, and engage widespread support in order to maximize the number of local people that will stand up, seize their idea, and implement with it. In other words, every leading social entrepreneur is a mass recruiter of local change makers—a role model proving that citizens who channel their passion into action can do almost anything.

SESSION V: ENTREPRENEURSHIP AS CAREER OPTIONS: MR. ANIL GORANI

On October 13, 2011, Mr. Anil Gorani said that Entrepreneurs start new businesses and take on the risk and rewards of being an owner. The session was attended by **65** students of MBA. These students have finally decided to be an Entrepreneur or they are going to join their family business.

Some new ventures generate enormous wealth for the entrepreneur. However, the job of entrepreneur is not for everyone. You need to be hard-working, smart, creative, willing to take risks and good with people. You need to have heart, have motivation and have drive.

One of the best things about pursuing a career as an entrepreneur is the wide-open possibilities. There is room in many economies throughout the globe for entrepreneurship. There are many industries where wealth creation is possible be it the Internet and IT, personal services, media, engineering or small local business (e.g., dry cleaning, electronics repair, restaurants). But there is a downside of entrepreneurship too. Your life may lack stability and structure. Think about problems that people would pay to have a solution to. It helps to know finance. It's a must to really know your product area well. What do consumers want? What differentiates you from the competition? How do you market this product? A formal business plan is not essential, but is normally a great help in thinking through the case for a new business. You'll be investing more in it than anyone else, so treat yourself like a smart, skeptical investor who needs to be convinced that the math adds up for the business you propose starting.

Entrepreneurs have many personalities. A number never finished college. Some are fiery revolutionaries. Some are gentle souls with a good idea. Some are driven but difficult. Some have grown up in the most difficult circumstances imaginable - emerging with enormous determination to strive for greatness. Others are pleasant, personable and compassionate renegades. Generally, there will be a life event, key motivator or a source of inspiration that causes a person to strike out on their own rather than work inside a larger company. Sometimes it is cubicle fatigue or, worse, getting fired. Other times it is an "aha moment" where an insight or innovation into how an industry or business could be done differently arises. Sometimes it's a bad boss.

The possibilities in entrepreneurship are endless. The rewards can be high. And the risks are undoubtedly high too. But, if you have drive, creativity and the desire to be your own boss, this may very well be the career for you.

SKILL DEVELOPMENT PROGRAM (November 24-26, 2011)

In order to develop entrepreneurial skills amongst students, EDC conducted a three days Skill development program during Nov 24-26, 2011. **35** students participated in the program.

On day I, Mr. S. Nand focused on the need to develop the skills. The mission to fulfill the growing need in India for skilled manpower across sectors and narrow the existing gap between the demand and supply of skills.

There is a compelling need to launch a world class skill development program in Mission mode that will address the challenge of imparting the skills required by a growing economy. Both the structure and the leadership of the Mission must be such that the program can be scaled up quickly to cover the whole country. During his deliberations, he gave a Team – building Exercise to the participants. Also he focused on the management of stress in various situations.

On day II, Prof. Anish Patel delivered a lecture on Imparting Dignity to Vocational Education - A National Imperative. As we witness rapid changes in technology, economic growth depends on our ability to respond by way of harnessing and utilizing technology more effectively. Knowledge and skills go hand in hand to develop this ability. Development of human capital, therefore, depends on the evolution of skill sets, matched by newer and more effective ways of deploying these skills for sustainable economic prosperity.

Towards augmenting the skill base in the country and evolving a strategic implementation framework for vocational education and Training would require closer interaction and joint initiatives amongst all the stakeholders. The government is one of the important stakeholders and is responsible for policy formulation that includes an awareness campaign and an incentives scheme for facilitating development of institutions of vocational education. It is also important to develop a nationwide certifying mechanism that measures and grades different skills.

On day III, Prof. Veena Dadwani, Director Pioneer English and Personality Grooming Institute (PEPGI) highlighted on the Topic *Five Entrepreneurial Skills You Need to Build a Successful Entrepreneur*.

She started by saying that the first skill you must develop as an entrepreneur is your personal skill. Now what do I mean by personal skills? Personal skills are simply those skills that are attached to your personality, more like habits. They are the characters possessed by successful entrepreneurs. For instance; if you are a

professional proofreader, then it's important you develop a keen eye for spotting errors.

When she talked about developing personal skill with respect to building a business, she was talking about developing entrepreneurial mindset. One needs to be in the right mindset before ever starting a business. If you carefully study the lives of successful entrepreneurs, you will observe they are courageous, passionate about their entrepreneurial calling and most of all, they think outside the box. To develop these personal skills, she recommended Characteristics of Successful Entrepreneurs and How to develop yours and the Traits of Successful Entrepreneurs.

- Personal Skills
- Communication skill
- Negotiation skill
- Leadership skill
- Sales skill

STUDENT DEVELOPMENT PROGRAM

The Institute conducted a grand event in the name of **“REFLECTION – 2011”** from **November 28, 2011 to December 23, 2011** in order to improve the overall personality, remove stage fear and improve the contents of students. This event comprised of **Presentation of Three Co Curricular Activities (CCA) i.e. Business Plan, Paper Article Presentation, Local, National and International Problems.** The students were required to give presentation on any one activity as per the choice of the judges. **The judges were Prof. Kuldeep Singh, Prof. Veena Dadwani and Prof. Sabhayata Jaisinghani. The Chief Coordinator of the event was Dr. Mona Tawar and the Co Coordinators were Prof. Himanshu Gupta and Prof. Varun Keshari.**



SOCIAL AND ENTREPRENEURSHIP CELL

On **October 2, 2011**, Aarohi Parishad in association with Pioneer Institute organized a **Free Medical Camp** for the people in the premises of Pioneer Institute of Professional Studies, Indore. The chief

aim of organizing this camp was to serve humanity and to extend a helping hand to those who are in need.

This event was a part of the **Institute's Social and Entrepreneur Cell**. This cell, in previous years has done many charitable works for people for poor patients in hospitals, orphan children, and old people in old age

home. The students also celebrate Diwali and Rakhi festivals with them.



PLACEMENTS

ICICI SECURITIES

S.No	Name of student	Institute Name	S.No	Name of student	Institute Name
1	Ajay Tuteja	Pioneer Institute	1	Chhavi Lunawat	Pioneer Institute
2	Anupam Sharma	Pioneer Institute	2	Hari Narayan Patkar	Pioneer Institute
3	Chavvi Lunawat	Pioneer Institute	3	Harsh Shrivastava	Pioneer Institute
4	Hitesh Bhagwani	Pioneer Institute	4	Kaushal Isran	Pioneer Institute
5	Kaushal Israni	Pioneer Institute	5	Manish Shitlani	Pioneer Institute
6	Mainsh Shitlani	Pioneer Institute	6	Satendra.tripathi	Pioneer Institute
7	Pankaj Goplani	Pioneer Institute	7	Shailendra Yadav	Pioneer Institute
8	Swati Gupta	Pioneer Institute	8	Sourabh Dubey	Pioneer Institute
9	Tanuj Sharma	Pioneer Institute	9	Upendra Bagmar	Pioneer Institute
10	Vikrant Kasyap	Pioneer Institute	10	Sonali Sharma	Pioneer Institute

IDEA CELLULAR

TIKONA DIGITAL NETWORK					
1.	Anupam Sharma	Pioneer Institute	6.	Shrikrishna Manjhi	Pioneer Institute
2.	Mukesh Kumar Carpenter	Pioneer Institute	7.	Shashank Bhatia	Pioneer Institute
3.	Neha Chouhan	Pioneer Institute	8.	Somnath Thakre	Pioneer Institute
4.	Om Prakash Tiwari	Pioneer Institute	9.	Sourabh Dubey	Pioneer Institute
5.	Pankaj Gupta	Pioneer Institute	10.	Tanuj Sharma	Pioneer Institute

ECLEX					
1	Manish Shitlani	Pioneer Institute	2	Shilpi Jain	Pioneer Institute

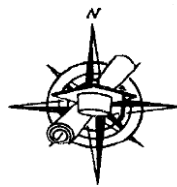
FORTH COMING EVENTS

- 1. Classes Start (Even Semester): January 01, 2012**
- 2. National Conference on Mapping for Excellence: February 16, 2012**
- 3. Mid Semester Examination: March 12-20, 2012**
- 4. IT Conference: May 06, 2012**

*"Great dreams of great dreamers are always transcended."
- Dr. A.P.J. Abdul Kalam*



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