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(January- March)*

*"Be more dedicated to making solid achievements than in running after swift
but synthetic happiness."—*

Dr. A. P. J. Abdul Kalam



Edited By

Dr. Mona Tawar

CA Prashant Jain

PIONEER



*Diligence and Excellence
Since 1996*

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

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MESSAGE FROM THE DESK OF THE CHAIRMAN

The whole world is facing economic crisis. For creating additional, we have to slice the extra cost and should also take most favorable deployment of the resources. I am convinced that India will lend a hand to entire world by generating such extra and will also administer prospect to face the challenges.

The fraternity of Pioneer Institute is endlessly targeting the innovative stature and sphere of education and research to outfit the society by educating young professionals. I am happy to observe the steady growth and expansion of Pioneer Society.



The Society was established with a solemn wish to offer quality education and training of the world class level. We are dedicated to make the students secure, conversant and sensible. Pioneer Institute provides a wide spectrum of courses in the area of Management and Information Technology.

I am grateful to all the parents and Institutions who have extended cooperation and support to us in translating the dream into reality. I am very much optimistic that our undertaking to serve humanity through enlightenment of the ignorant by dispelling the dimness will remain a reality during the times to come. I applaud you in contributing to the success of my Institute and visiting the website.

CA Dr. P.K. Jain

Pioneer Institute of Professional Studies, Indore

MESSAGE FROM THE DESK OF THE EXECUTIVE DIRECTOR

The effects of globalization have driven incredible revolutions within the learning organization. The alteration is so forceful that the educational system has to keep itself abreast with the most recent developments. The existing dilemma in education has lead to globalization of the education sector. To congregate world-class competencies in our potential students, we at Pioneer have launched exclusive and distinctive programs through extracurricular activities.



The curricular activities offered by the Institute facilitate the students to an overall personality transformation, training them to be better managers, and better individual. The meticulous syllabuses not only instill in them, an obsession for information but also attempt to prepare them how to submit the application to real-life situations. The programs positions stress on well-formed personality improvement of the students and also in inculcating the standards of collaboration and respectability in them.

Web based learning system, fast growing use of internet, importance of video conferencing in learning and research are considered these days as a common practice in the myriad developing fields around the world. The aim is to impart strong professionalism in thinking and performance. This is an indication of our accomplishments and we are on our way to perfection.

CA Prashant Jain
Pioneer Institute of Professional Studies, Indore

EDITOR'S MESSAGE

This issue of “Darpan” is filled with curricular activities offered by the Institute that facilitate the students to an overall personality transformation, training them to be better managers, better Team Worker and leader as well as better individuals. The fun filled 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, extracurricular activities, games and sports and culture programs and events to narrow the gap between privileged and underprivileged youth in our society. The strong lights, the enigmatic DJ, was subtle but powerfully rendered were the show stealers. The Dances and Songs were class apart and enthused crowds.

Pioneer Eve, a mega talent, mega event show was a melting pot of activities. The exquisite show was re modeled into a virtual treasure as the eclectic mélange of activities from dances to creatively inclined art and craft competitions to the unique endeavor in the form of fillers saw massive participation. The mega event witnessed record breaking participation from the enthusiastic students. We intend to create and cultivate deep roots of Indian tradition and culture in the modern youth. Sharing and thoughtfulness must come to them impulsively.

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. Co-curricular programs are defined as those activities that enhance and enrich the regular curriculum during the normal days. Extracurricular programs are defined as those activities that broaden the educational experience which usually take place beyond the normal college day. Students who desire to participate or be the Volunteer shall do so with the understanding that it is a privilege for them to be the member a team.



All students are invited to participate and the activities are designed 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.

Conventional cultural activities, such as band and art class, benefit students by bolstering their general commitment to socio-educational goals, such as college attendance. In the case of elite college admissions, on the other hand, exposure to high-status cultural forms would appear to play a strong role, though not in ways that is easily transmitted to students through Institutes.

Prof. Isha Jain

Pioneer Institute of Professional Studies

Picnic & Celebrations:

The Management, Faculty and staff of Pioneer Institute and Pioneer Convent went on a **Picnic** on **January 1, 2012** and **celebrated New Year**. The group settled down and refreshed with some good breakfast. Then, decided to explore the surrounding areas. A short bus ride got them through Soankutch. Back at Ultimate Farm House, all started with self-introductions. Jokes, experiences, singing, a great game of Housie and then dancing to get our beverages down and whip up an appetite - got us to lunch-time. A good variety of food was spread, followed by dessert. Tired, yet refreshed in mind and spirit, all got back to their bus that took us back to Indore after a great picnic at Ultimate Paradise like Farm House.



On **January 5, 2012**, a **Training Program cum Lectures** were taken by the following Speakers as **Pre Placement Training Module 2012**:



PRE PLACEMENT MODULE 2012			
S NO.	NAME OF TRAINER	TOPICS TO BE COVERED	SESSION TIMMING
DAY 1 (2/1/2012)			
1	MR. ANISH PATEL	LOGICAL REASONING	8:50 - 9:50
2	MR. KULDEEP SINGH	COMMUNICATING YOUR PROFESSIONAL STRENGTHS	9:50 - 10:50
BREAK (20 MIN)			
3	MR. KULDEEP SINGH	COMMUNICATING YOUR PROFESSIONAL STRENGTHS	11:20 - 12:50
BREAK (20 MIN)			
4	MS VEENA DADWANI / MS SABHYATA JAISINGHANIYA	PERSONALITY DEVELOPMENT	1:20 - 2:50
BREAK (20 MIN)			
5	EXECUTIVE LECTURE	CA PRAMOD JAIN (ON FINANCE TERMINOLOGIES)	3:20 - 4:50

DAY 2 (3/1/2012)			
1	MR. ANISH PATEL	LOGICAL REASONING	8:50 - 9:50
2	MR. KULDEEP SINGH	ENCASH RELATIONSHIP AND CORPORATE NETWORKING SKILLS	9:50 -10:50
BREAK (20 MIN)			
3	MR. KULDEEP SINGH	ENCASH RELATIONSHIP AND CORPORATE NETWORKING SKILLS	11:20 - 12:50
BREAK (20 MIN)			
4	MS VEENA DADWANI / MS SABHYATA JAISINGHANIYA	PERSONALITY DEVELOPMENT	1:20 - 2:50
BREAK (20 MIN)			
5	EXECUTIVE LECTURE	CA PRASHANT JAIN (ON FINANCE TERINOLOGIES)	3:20 - 4:50
DAY 3 (4/1/2012)			
1	MR. ANISH PATEL	LOGICAL REASONING	8:50 - 9:50
2	MR. KULDEEP SINGH	NEGOTIATION IN COMPETATIVE WORLD OF PLACEMENTS	9:50 -10:50
BREAK (20 MIN)			
3	MR. KULDEEP SINGH	NEGOTIATION IN COMPETATIVE WORLD OF PLACEMENTS	11:20 - 12:50
BREAK (20 MIN)			
4	MS VEENA DADWANI / MS SABHYATA JAISINGHANIYA	GROUP DISCUSSION	1:20 - 2:50
BREAK (20 MIN)			
5	EXECUTIVE LECTURE	MS VIDHUSHI SHARMA (ON MARKETING TERMINOLOGIES)	3:20 - 4:50
DAY 4 (5/1/2012)			
1	MR. ANISH PATEL	LOGICAL REASONING	8:50 - 9:50
2	MR. KULDEEP SINGH	EMPLOYABLE SKILLS	9:50 -10:50
BREAK (20 MIN)			
3	MS VEENA DADWANI / MS SABHYATA JAISINGHANIYA	RESUME DEVLOPMENT AND PROFESSIONAL PRESENTATION / DO'S AND DONT'S	11:20 - 12:50
BREAK (20 MIN)			
4	MR. KULDEEP SINGH	EMPLOYABLE SKILLS	1:20 - 2:50
BREAK (20 MIN)			

5	EXECUTIVE LECTURE	MS ADITI NAIDU (ON MARKETING TERMINOLOGIES)	3:20 - 4:50
DAY 5 (6/1/2012)			
1	MR. ANISH PATEL	LOGICAL REASONING	8:50 - 9:50
2	MR. KULDEEP SINGH	NERVOUSNESS AND STAGE FEAR HANDELLING	9:50 -10:50
BREAK (20 MIN)			
3	MS VEENA DADWANI / MS SABHYATA JAISINGHANIYA	QUESTIONS USUALLY ASKED IN INTERVIEW	11:20 - 12:50
BREAK (20 MIN)			
4	MR. KULDEEP SINGH	NERVOUSNESS AND STAGE FEAR HANDELLING	1:20 - 2:50
BREAK (20 MIN)			
5	EXECUTIVE LECTURE	DR PAWAN PATNI (ON HR TERMINOLOGIES)	3:20 - 4:50
DAY 6 (7/1/2012)			
1	MR VARUN KESHARI	WRITTEN EXAM CONDUCTION	8:50 - 9:50
2	MR. KULDEEP SINGH	STRESS MANAGEMENT DURING PLACEMENT ACTIVITY	9:50 -10:50
BREAK (20 MIN)			
3	MS VEENA DADWANI / MS SABHYATA JAISINGHANIYA	INTERVIEW (GENERAL TRAINING SESSION)	11:20 - 12:50
BREAK (20 MIN)			
4	MR. KULDEEP SINGH	STRESS MANAGEMENT DURING PLACEMENT ACTIVITY	1:20 - 2:50
BREAK (20 MIN)			
5	EXECUTIVE LECTURE	MR BROWN	3:20 - 4:50
DAY 7 (9/1/2012)			
1	MR VARUN KESHARI	WRITTEN EXAM CONDUCTION	8:50 - 9:50
2	MR. KULDEEP SINGH	BEHAVIOURAL INTERVIEW SKILLS	9:50 -10:50
BREAK (20 MIN)			
3	MS VEENA DADWANI / MS SABHYATA JAISINGHANIYA	INTERVIEW (GENERAL TRAINING SESSION)	11:20 - 12:50
BREAK (20 MIN)			
4	MR. KULDEEP SINGH	BEHAVIOURAL INTERVIEW SKILLS	1:20 - 2:50

BREAK (20 MIN)			
5	EXECUTIVE LECTURE	MS RASHMI FARKIYA (ON HR TERMINOLOGIES)	3:20 - 4:50
DAY 8 (10/1/2012)			
1	MR VARUN KESHARI	WRITTEN EXAM CONDUCTION	8:50 - 9:50
2	MR. KULDEEP SINGH	MOCK INTERVIEWS	9:50 -10:50
BREAK (20 MIN)			
3	MR. KULDEEP SINGH	MOCK INTERVIEWS	11:20 - 12:50
BREAK (20 MIN)			
4	MS VEENA DADWANI / MS SABHYATA JAISINGHANIYA	DINNING ETTIQUETS PRACTIAL	1:20 - 2:50
BREAK (20 MIN)			
5	EXECUTIVE LECTURE		3:20 - 4:50
DAY 9 (11/1/2012)			
1	MR. ANISH PATEL	Feedback Sessions	
2	MR. KULDEEP SINGH		
3	MS KUMKUM SINHA		
4	MS VEENA DADWANI / MS SABHYATA JAISINGHANIYA		
5	MR VARUN KESHARI		

Republic Day Celebration:



Pioneer Institute and Pioneer Convent celebrated 63rd Republic Day on January 26, 2012 that unfolded on Thursday with a grand pageant showcasing a culture kaleidoscope and also many of tricolors hoisted across the Institute in a big ceremony.

The beginnings started traditionally with an address by Shri P. C. Jain, Dr. P.K. Jain and CA Prashant Jain and then laying down a floral wreath by remembering and paying tribute to

unknown soldiers. There were many cultural programs focusing on the history and culture of India and the students had special place in these programs. The students received sweets and flags. After flag hoisting and cultural programs, there was a **Cricket Match** between Management, Faculty and Students.



Dr. R. C. Sharma delivered a lecture on **“Application of Econometrics in Research”**.

He said that Econometrics is the application of mathematics and statistical methods to economic data and described as the branch of economics that aims to give empirical content to economic relations. More precisely, it is the quantitative analysis of actual economic phenomena based on the concurrent development of theory and observation, related by appropriate methods of inference. An influential introductory economics textbook describes econometrics as allowing economists to sift through mountains of data to extract simple relationships.



Dr. P. K. Jain delivered a lecture on **February 10, 2012**. He said that it takes time to achieve goals; willingness is what is important. Take out your share from the existing system. Have a killing spirit. Innovation is related to individuals; higher the risk, higher the profit. Develop a vision model by studying various business models. Study the environment; adopt it or you will fight for it. It is also important to be ethical. Select an area of interest then study the raw material cost, rate in market, competitors, conversion rate etc. bring 2-3 ideas and then finalize one. He gave various examples and the profit margin of the items like sauces, poha, samosa, cold drinks. He also explained various cultures of various businesses. He also gave examples of innovation related to Computer, Pager, Mobile etc.

A Seminar was conducted on **“How to make a Career in Finance”**. He covered responsibilities of Chartered Financial Analyst, how to become a CFA. He said how Financial Planning can be a rewarding career. He highlighted on Certified Financial Planning, Benefits of CFP, FPSB Registration Process, Financial Modelling etc.

He covered topics like Sector Research, Screening and Profiting, competitive Mapping & Analysis. Market Activity Research, Mergers, Acquisitions and Transactional Analysis, Financial Analysis in Corporations.



13th National Conference

on

Mapping for Excellence: Challenges Ahead

(Higher Education: Shaping Future Managers)

Pioneer Institute of Professional Studies, Indore organised **13th National Conference on 'Mapping for Excellence-Challenges Ahead: Higher Education-Shaping Future Managers', on 16th February 2012.** The Institute invited persons with considerable experience in higher education, those who are holding a senior level position-mostly as Directors, Principals, Vice Chancellors and Ex-Vice Chancellors and eminent people from Media. The Conference **Advisors were Dr. P.N. Mishra, Dr. P. K. Jain, Dr. Pawan Patni, and Dr. V. K. Jain. The Conference Chairman was CA Prashant Jain, Conference Secretary was Dr. Mona Tawar and the Joint Secretary was Prof. Aditi Naidu.**

The **Inaugural Ceremony** comprised of eminent dignitaries like Honourable **Dr. Rajkamal**, V.C., DAVV, Indore, and the Chief Guest of the Conference; **Dr. Anil Gorani**, Director, Gorani Industries, Indore, and Guest of Honour for the Conference; **CA R. K Khandelwal**, Practising Chartered Accountant & the Guest of Honour for the Conference; **Shri P. C. Jain**, Patron Pioneer Institute of Professional Studies, **CA Dr. P. K. Jain**, Principal, Pioneer Institute of Professional Studies, **Dr. Pawan Patni**, Director (MBA), Pioneer Institute, **Dr. V. K. Jain**, Director (MCA), Pioneer Institute, Indore and **CA Prashant Jain**, Executive Director Pioneer Institute and the Conference Chairman. CA Prashant Jain welcomed all in Inaugural Session by Welcome Address.

Dr. Rajkamal shared his past educational experience. He shared his experiences in Sweden. He shared various experiences and gave various tools to measure quality and said still it is difficult to measure quality. He stressed on the needs of Library, Internet connectivity, Computers. It is important for students that they should spend their time in a planned way. DAVV is such a university that started the course in mobile computing. We should be proud of our university. Every individual should be fond of doing something new every time.

Dr. Narendra Dhakad appreciated the efforts of Pioneer Institute. He said excellence cannot be achieved in few hours or years. It is a consistent effort to map for excellence, then facing the challenges. For this, it is imperative to survey the market and then slowly proceed towards excellence. He explained the significance of individual and autonomous body.

Dr. Anil Gorani said that the degree is losing its value in today's scenario and it is because of the education system. It is important to give proper training to faculty and to reduce the faculty turnover. The feedback mechanism should be continuous. There is no limit to improve oneself and to attain knowledge. It becomes necessary to work upon field work, training, workshops and to improve upon the facilities.

CA R. K. Khandelwal said that the syllabus of higher education should be framed according to the needs of the Industry requirements. He also gave clues on how to improvise on the quality of students as well as teachers. The students should be well aware about the current issues so as to update them and to secure their future.



The **Second Session** was **Panel Discussion** of two hours (from 11 am to 1 pm). The Panel members discussed the current status and future of higher education in India. The proceedings of the panel discussion shall be presented as a White paper to the Ministry of Higher Education of State. The event was covered by the local press, in an endeavour to highlight issues related to higher education in the country and the state.



The following respected panel members were present in panel discussion:

SN	Name of the Delegate	Designation
1.	Dr. Bharat Chaparwal	Ex-Vice Chancellor, DAVV, Indore
2.	Dr. N. K. Dhakad	AD, Higher Education Govt. of MP
3.	Dr. D. P. Mishra	Advisor, Shri Vaishanav Vidyapith, Indore
4.	Dr. P. N. Mishra	Professor, IMS, DAVV, Indore
5.	Dr. Ramesh Mangal	Principal, Shri Vaishanav Commerce College
6.	Dr. Rajendra Jain	Director, PIM Dewas
7.	Dr. Anand Nighojkar	Principal, MRSC, Indore
8.	Mr Manish Joshi	Scientific Mesh Techniques, Pvt. Ltd.
9.	Dr. S.S. Bhadoriya	Director, SGSITS, Indore
10.	Dr. N. P. Jain	Ex Ambassador, Govt of India
11.	Mr. Sundeep Gupta	MD, Gupta Tutorial
12.	Dr. Rajendra Singh	Director, IMS, DAVV, Indore
13.	Dr. V. Tokekar	Professor, IET, DAVV, Indore
14.	Mr. Sandeep Atre	CHIMC, Indore
15.	Dr. MPS Chawla	Professor, SGSITS, Indore
16.	Dr. Anil Gorani	Director, Gorani Industries, Indore
17.	CA R. K Khandelwal	Practising Chartered Accountant
18.	CA Dr. P. K. Jain	Principal, Pioneer Institute, Indore
19.	Dr. Pawan Patni	Director (MBA), Pioneer Institute
20.	Dr. V. K. Jain	Director (MCA), Pioneer Institute, Indore
21.	Mr. Jaideep Karnik	Naidunia
22.	CA Sanjay Gupta	Atharva Business Solutions, Indore
23.	Mr. Aditya Singh Parmar	DNA Times
24.	Prof. Amiya Pahare	Director Swami Vivekanand Career Guidance Scheme, Govt. of M.P.
25.	CA Prashant Jain	Executive Director, Pioneer Institute of Professional Studies

The proceedings of the 13th National Conference are as under:

1. Dr Mona Tawar invited Prof. Amiya Pahare to appraise the audience about the panel discussion. Prof. Amiya Pahare requested Dr. P.K. Jain to appraise the panel about the issue faced in education sector to the audience. Dr. P.K. Jain shared with the audience what inspired him to start an education system. He said about the training he gave during his professional CA tenure.

2. Further, Dr. P.K. Jain raised the following issues and challenges related to Higher Education:

Questions Flagged by CA Dr. P.K. Jain:

1. In spite of the fact that there has been a tremendous updation in the field of higher education, there but still persists a huge gap between the actual scenario and the expected scenario? What could be the possible reason for the same?
2. Even though the place of the teacher has always occupied the most respectable status in our society since ancient time but then, also the generation next parents do not want their children to be the teachers of tomorrow. A doctor sees a future doctor in his son/daughter and an engineer would want his son to be in an engineer. Why is it so?
3. It is well said that sometimes even human rights prove to be inquiries to human. A living example can be seen in our education system today where even the slightest remark for the betterment of the student is taken as an insult by the respective student and his/her parents. Rare teachers are dragged to courts and judicially reprimanded for the same. Value system is towards the verge of Extinction. Who is responsible?
4. Even though in this time of cut-throat competition where admission should be based on competitive examinations, then also we find that to achieve the desired targets of seats fulfillment. Students are admitted
 - a. Without Examination
 - b. No cut offSo, what is the significance of conducting the examination?
5. The relief which is provided in the form of ATKT i.e. letting the students to appear for exams “N” number of times till its clearance has made the process of regular updation of the syllabus very difficult. What could be the possible solution as regular updation of course is the need of the hour?
6. Due to technological, economic and cultural advancements there is always a need of to start new and innovative courses. But implementation of the same is an expensive and lengthy affair. So, what could be done to live up to this expectation?
7. Classroom knowledge and real world appear to be extreme which can never meet. Students usually complain of a vast difference between a Institutional knowledge and industries expectation? Why industry is based syllabus not framed?
8. As English language is the medium of communication for the subject. We find that language is the biggest barrier even for the teachers. So, how could this problem be solved and the desired cause be justified?
9. What does quality higher education mean?
10. Higher education faces an acute shortage of faculty as well as quality faculty. What can be done to address this issue?
11. In a report of top 500 universities of the world, India features only 2 universities and that too low at low ranks. Even the IIMS and IITs have not made it to this league. Why does the Indian education system lag so far behind International Education?

12. As per the University name only teachers appointed under respective course of university can teach and evaluate the examination copies however in case of need on subject specific visiting faculty who is expert in particular subject to teach but is not permitted to examine the copies, then it is possible that the copies of those subjects which are evaluated by the teachers not knowing the subject will do proper justice?
13. Now days higher educational Institutions have become more or less like placement agencies (consultancies). The efficacy of an institute is assessed by the number of placements that particular institute has given. The core objective has shifted from imparting education to giving placements. "Every College/Institute wants to lead in this. – Rat Race" To what extent is it justified?
14. There are no systems of funding the education institutes. As the education is neither treated as an industry nor business it is not covered in the scheme of any banking system. Then, how is it possible that a good institution with good infrastructure will pop-up? At present indirect way of funding.
15. Though there are some accreditations agencies like NAAC, NBA etc for regulating and monitoring the quality of education, still we find efficiency that due to large size of regulation is deteriorating. What should be the possible solution?
16. As far as one have efficiency and professionalism is concerned are countrymen have always been giving some excuses about population explosion. But countries like China have always used their population as strength to prosperous & develop. So, don't you think that it is only cause of the mentality what we are lagging behind?
17. It is a surprise that as you become senior you are away from teaching & start taking administrative jobs. So, how will the juniors faculty members benefit from the golden experiences of the seniors.
18. Do you think the system of reservation is fair? If so why? As sometimes many meritorious students loss their rights due to the quota system of admission?
19. Money is being given more preferences than anything else by the students of today. Till what extent is it right?
20. It is observed that more than 50% of IITs graduates are joining as a software professional irrespective of their subject competencies like civil, mechanical etc. There should be some kind of career counseling on planning in the beginning of higher education to avoid brain drain.
21. In India, Institutions are like IITs, IIMs, NIITs, ICAI, ISCI, ICWA etc are producing world class professionals because of complete autonomy and there legal status under individual enactment which mean that we are capable of imparting good education and producing good world class professionals, then why this system cannot be transferred to other educational institutions?
22. Present evaluation system is basically focus on learning, mugging and reproducing. It is in no way of assisting the knowledge and wisdom. There is a need of some changes in

evaluation system which should include continuous evaluation system like CBSE has already introduced the system of evaluation.

23. It is surprise that as you become seniors you are away from teaching and start taking administrative jobs. The results how juniors will learn from the experience of the senior.
24. Relaxation in percentage to specific reserved categories should not be allowed rather they should be allowed with some financial assistance.
25. In present education the aim is to prepare the student as successful professional not as a successful responsible citizen having high value system? Is it correct?

After this brain storming session by CA Dr. P. K. Jain, the discussion among the members started, where eminent personalities proved to be an eye opener.

The distinguished panel members gave their views as under:

Dr. Bharat Chaparwal, Ex-Vice Chancellor, DAVV, Indore:

Discussed about the statistics of teachers and students in the country and discussed about the AICTE statistics of the colleges, students, faculties, etc in the country. He spoke about the current scenario and situation in India. He said that Institutions are divided in government, private and semi-private. The private institution had motto “service and sacrifice” but now they have “service and prosper”. He also discussed about social responsibility.

Dr. N. K. Dhakad, Additional Director, Higher Education Govt. of MP

He shared the statistics given by Dr. Chaparwal and raised concerned about these statistics are the major concern in quality education. The infrastructure is big problem faced by the government. Also the staff needs to be increased and the salary given by government as per VI pay commission, the examination system, semester system needs to be improved, reservation policy needs to be thought upon, and it is important to get linked with all types of industries.

Dr. D. P. Mishra, Advisor, Shri Vaishnav Vidyapith, Indore

He said that the courses of 2 years are being completed in 3 years and evaluation is not being done, copies are not getting evaluated. Enrollments have increased in university, colleges are increased, courses have increased, and semester system has been introduced. These things resulted in increase in operational aspects and put pressure on examination system. He suggested about making committees so that examination system can be improved, evaluation panels can be increased. Autonomous colleges can be made universities and new universities to be opened. This will result in decrease of load in universities. He also praised about retention of teachers at Pioneer.

Dr. Ramesh Mangal, Principal, Shri Vaishnav Commerce College

He said that UGC has published 12th Guidelines and book on education scenario. The students have increased drastically in Indore. Around 86% students are studying in affiliated colleges.

There are less number of professors in colleges than in university. 42% students in arts, science 19.3%, management 17.8%, and medicine 3.48%; engineering 10.3% are studying. Universities are only confined now in taking examination and how to finish the evaluation. University load should be decreased by taking unified examination. This would lead to timely result and examination. Now the situation is so messed that we cannot say which examination is to be taken. The semester system introduction has lead to lot of pressure. The system should have been implemented at college level not on mass level. Research has to be motivated at all levels.

Dr. Rajendra Jain, Director, PIM Dewas

He discussed about several departments joining together in government to frame policies. He said that we cannot cope up with scenario and the changes being brought. In every Institution we should frame Corporate Advisory Board who should look into the matters that what exactly is desired, what industry needs, tailor made courses to be introduced, case based learning system to be introduced. This board will advice further that where the Institution is going ahead. We cannot change our external environment which is not controllable like UGC, AICTE, etc. We can however control our internal environment. What students are doing, where they are going, and what curriculum is needed, etc issues to be addressed by Corporate Advisory Board. Students, Faculty Members, Directors, etc should participate with Corporate Advisory Board.



Dr. Anand Nighojkar, Principal, MRSC, Indore

He largely discussed about placements and said that the hypes created regarding placements are actually not true. We should understand the problems faced in placements. He discussed about the gimmicks in placement figures and how averages are calculated. How many placements are being done? How is the placement? These figures are being asked by students at the time of admission. There is lot of demand but the mental blocks are present in students. They expect more than what is deserved and therefore they are left unplaced. Mental blocks between parents,

students and companies need to be removed. Increased usage of internet is observed today. Job portals, linkedin, etc are offering great platforms. He discussed about placement assistance charges involved. Concept of pool campus is also coming up and issues about loss of data, data confidentiality, etc. Only few students are selected amongst the large number by companies. Suggested attitude and motivation training should be given to students and parents that UG students are being more placed. He suggested that courses and tie up with industries should be done. Courses should be designed in tie up with industries and the training to be given accordingly.

Mr Manish Joshi, Scientific Mesh Techniques, Pvt. Ltd.

He defined students and how they are getting knowledge. He said having knowledge and delivering knowledge are different. Students should give stress on delivery and PD aspects to transfer and deliver knowledge and should give time in laboratory, assignments, projects, vocational training, etc. Students are largely interested to get certificates only. Parents are doing projects for the students who are in small classes in school. Students who are senior inculcate rapport with teachers to the juniors.



Dr. S.S. Bhadoriya, Director, SGSITS, Indore

He said that students are lucky to get born in today's world. We could not get so much of resources and opportunities at our time. Today there are many opportunities. There are so many options after 12th. There is no such thing that if admission is not taken in IIT, world will end. There are multiple opportunities in front of students. We are weak in management and system of

education. The problems are there in society too. Sense of pride was there in professionals. It used to give clarity that we need to study in these fields and achieve excellence in this field only. He discussed about ethical values in profession. He said that the purpose of holding the post should be clear. Professional ethics is missing these days. Privatization in education is welcome step in today's world. He also said that financial viability is must in education and should be long term. He discussed about mentorship and the importance of training under the professional. Professional education is different than of regular education and the problem is not of the infrastructure but in policy making.

Dr. N. P. Jain, Ex Ambassdor, Govt of India

He congratulated students of Pioneer for wonderful patience hearing. He also discussed about syllabus. He said that syllabus is the base of education especially professional education. Syllabus should be carefully designed at colleges and universities. Updating of syllabus is very

essential. Students should not only focus on placements during course tenure. They should have a learning spirit and develop all round development. In syllabus framing economist, industrialist should be invited and should look forward for changes in syllabus. Syllabus for ICAI and paper pattern has been revised completely. We must give priority to syllabus updation so that students become eager learner rather than running after jobs. One should remain student all your life. Students should develop an un-official syllabus and should give time to their hobbies. Faculties in IIMs are sometimes less qualified than in autonomous institutes. How many students are reading articles? How many are actually taking library seriously? How many are using computer labs effectively?

Sandeep Gupta, MD, Gupta Tutorial

He discussed about virtual classroom and the need of virtual classroom. We should develop virtual classroom environment. Dr. APJ Kalam has also emphasized on making learning an experience of joy and use of technology. Virtual classrooms are five times more effective than conventional technologies. It helps in better understanding of the subject, enhances long term memory and also helps to cover syllabus in limited time span. The use of colorful moving pictures makes presentation interesting.

Dr. Rajendra Singh, Director, IMS, DAVV, Indore

He congratulated students that their thinking is changing. He said that we can see that professors are not after money rather they look for peaceful and quality education. There is no Model to earn money and no such system developed. The education system has changed a lot. He also discussed about the Reservation quota issue. He asked Is money solution to all problems? Had this been true money would have become medicine to all problems? We should understand that money is not the solution to all problems in education. This is why no model of money making is framed in education.

Dr. V. Tokekar, Professor, IET, DAVV, Indore

She discussed about higher education at Global Level, various regulatory bodies and bills, about accreditations and the changes brought in recent regulations etc. she said that there should be less interference of politics in education. Government is providing lot of automation to the colleges. It is the responsibility of State Government to create and develop good education institutes and should be given more autonomy. This will enable them to compete in global world.

Mr. Sandeep Atre, CHIMC, Indore

He discussed about Personality, the way students choose friends, way they live decide their personality. He shared a short story to the students. Most people realize that what they want / they desire they don't get. Rather they get what they deserve. He said if you deserve, the success will come to you. Success does not come on our own will. In job we focus "what" and in career we focus on "why". A degree cannot be wrong the people who are pursuing may be wrong. A personality is how others are doing in your presence, rather than what you are doing. A Manager is one who is interested in others success not on his own.

Dr. MPS Chawla, Professor, SGSITS, Indore

He said that the topics are innovative for discussion in the conference. There should be never ending literature survey. The result processing is difficult and lot of failures can be seen. He shared about different aspects of education system.

Dr. Anil Gorani, Director, Gorani Industries, Indore; CA R. K Khandelwal, Practising Chartered Accountant; CA Dr. P. K. Jain, Principal, Pioneer Institute, Indore; Dr. Pawan Patni, Director (MBA), Pioneer Institute, Indore; Dr. V. K. Jain, Director (MCA), Pioneer Institute, Indore:-

The management of the college and the dignitaries from industries discussed at length in the Inaugural Session. Further, they were raising questions for discussion and were involved in overall co-ordination and smooth conduct of the National Seminar. CA Prashant Jain, Executive Director, recorded all minute by minute proceedings of the seminar.

Mr. Jaideep Karnik, Naidunia

He appreciated the concept of education problems raised by conference at Pioneer Institute. He mentioned that at least an initiative has been taken and discussion has started. Problems will definitely get solved if discussion is raised. He mentioned that lot of good positions in media is vacant and there are lots of colleges opened for media in Indore. But still we are not able to find good candidates who can become good media representative. He said that good students are formed by good education and mentioned about TCS, Wipro to be arriving in Indore but still we are worried about infrastructure in Indore. There are no good roads, water and other infrastructure available. How will these companies come and survive? He talked about IIT, IIM and education hub at Indore – atleast 60% students should get placed and reach to the top else what is the use of being so big hub? The students are aware about songs but not about the recent updates. Priorities need to be fixed by the students. They must realize that just by paying good fee they won't become good professionals. Parents are complaining that they are paying so many amount of money and still their children are not getting placed. The thinking that paying fee will result in placement is wrong. Fundamental strength needs to be inculcated in the student. Students don't know about the VC, Mayor, etc at Indore i.e. the current updates.

CA Sanjay Gupta, Atharva Business Solutions, Indore

Discussed at Inaugural Session by Welcome Address

Mr. Aditya Singh Parmar, DNA Times

He said that we work from a view point of a common man. He also raised important issues and said that education is becoming a business; education should not become an industry. He asked are we really preparing students to become managers. We need to stress on aspect of quality education. School education is not up to the standards. Students are retained by offering free meals. Students want only degree or knowledge – is a question. Three points observed by him are:-

- Higher education in India lacks practicality. In west, always practical aspects are touched. In India we touch upon only on theory and we ignore practical aspects.
- Universities in west are concerned about social problems, real life research, etc. Research is not happening in India.
- Inter disciplinary committee is not happening. Students remained confined in one area. Students must strive to reach satisfaction level and not on saturation level.

Prof. Amiya Pahare, Director Swami Vivekanand Career Guidance Scheme, Govt. of M.P.

He convened the panel discussion. He was the Moderator of the Panel discussion.

Udbhav 24-25 February, 2012

Udbhav is the biggest stage for cultural events a Pioneerian can look for. The best singers, groovy dancers, mimickers, marketers, painters, actors, budding directors, choreographers, acclaimed musicians, all came down to achieve and be recognized at the largest of platforms.



On 24th and 25th February, 2012, Udbhav had into its fold, an assortment of events lined up, starting with all the in-house events on the first two days and nights to set the tempo for the remainder of the events. Putting the Cultures into motion was our second day i.e. 24th February, 2012, where a string of events not only tested the skills but also to check their fun quotient. As our grand finale, we had the rocking show where we had leading DJ to ease the banging of heads and the swaying of bodies.

We most heartily waited for them with the most happening strums and drum rolls.



Pioneer kept the spirit of merry making live and kicking by hosting its much awaited Cultural Evening. The evening which was enlivened with the rhythmic beats was a class apart as the performing artists charmed everyone into shaking legs. The irrepressible charm of peppy music exalted one and all to a different realm of ecstasy. The evening was further embellished with interesting

competitions and prizes and merry making and gaiety continued late onto the night.

It was an Annual Extravaganza, where the program was embellished by the presence of Mr. and Mrs. Kulkarni. The program was well attended by the members of the Pioneer Society, Faculty and Students. Many shining stars, very fine and sensitive dancers and singers left everyone spellbound by their expressive and dynamic performance. On this day the Institute made a conscious effort to promote their rich cultural tapestry amongst the students in order to facilitate an awareness of their deeper and subtler values.

DETAILS OF EVENTS

NAME	DETAILS
<i>Brand Tambola</i>	<i>Brand Quiz</i>
<i>What an idea sir ji!</i>	<i>Ad Mad Show</i>
<i>Pirates of Pioneer</i>	<i>Treasure Hunt</i>
<i>Shayar –e - Azam</i>	<i>Poetry</i>
<i>Nukkad natak</i>	<i>Skit</i>
<i>Bollywood ka baazigar</i>	<i>Movie Quiz</i>
<i>Anjaana Anjaani</i>	<i>1 min Games</i>
<i>Rockstar</i>	<i>Singing</i>
<i>Chance pe dance</i>	<i>Theme Dance</i>
<i>Stunt mania</i>	<i>Hurdle Race</i>
<i>Rainbow</i>	<i>Face Painting</i>
<i>Cricket</i>	--
<i>Volleyball</i>	--
<i>Badminton</i>	--

ENTREPRENEUR DEVELOPMENT CELL (EDC)

On *February 8, 2012*, a lecture was organized by *Mr. Sanjeev Gupta, Director, Veltronics Indore*. He is B. Tech, NIT Kalikut and GMP from IIM Indore. He worked in various companies and then in 1991, he started his business in the name of Veltronics. It is an ISO 9001 Certified Company. The co. is into hardware and software business having a strength approx. 40 employees.



He motivated the students to choose a field in which they are willing to do the business. Then give results. It is important to choose a field that interests you. Exchange information and get information if you want to be an Entrepreneur. Utilize time and utilize every moment of life. When you do a job, your status is different and when you do a business, your status is different.

PHD (Progress Harmony and Development) SEMINER ON FACILITATING CREDIT MSME IN M.P

On *March 28 2012*, a team of *Three Faculty and Seven Students* attended *One Day Seminar on EDC*.

Date	: 28-03-2012
Timings	: 10 AM to 5PM
Venue	: Hotel Crown Palace
Sponsors	: SBI SIDBI Central Bank of India



The Key note Speakers were:

- **Mr. Salil Bhandari, President, PHD Chamber of Commerce**
- **CA Jitendra Tiwari (Executive Director, CED MAP)**
- **Manish Kalani, Owner of Treasure Island**
- **Mr. Rishi Dwivedi (DGM), SIDBI**
- **Ms. Sushmita Shekher, Secretary General**
- **Mr. Satapal (AGM), SIDBI**
- **Mr. Nilesh Dadpe (Regional Manager) MSME Rating Agency in India.**
- **Mr. Bafna, Central Bank of India**
- **Mr. Ashok Jaisval (Owner of SMT company)**
- **Mr. R.G. Dwivedi, Chief Organizer of the Program**

Students who participated were:



1. **Gorakh Nath Dwivedi**
2. **Pragya Tiwari**
3. **Harshwardhan Dhakad**
4. **Basant Rajput**
5. **Swati Gupta**
6. **Shiv Sagar Awasthi**
7. **Dusiyant Kumar**

Faculty Members who participated were:

Dr. Mona Tawar
Prof. Anish Patel
Prof. Varun Keshari

PLACEMENTS

Recent Placement Information (Year 2012)

SNO	DATE	COMPANY	DESIGNATION	PACKAGE	LOCATION	SELECTED
1	20/11/11	E Clerks	Business Analyst	2.10+ benefits	Mumbai, Pune	1
2	18/12/11	HMS & JRF Agro	Management Trainee	1.80+benefits	Indore	1
3	29/12/11	Idea Cellular	Management Trainee	2.0+benefits	Indore	10
4	30/12/11	Tikona Digital	Corporate Sales Executive	1.20+benefits	Indore	10
5	6/1/2012	ICICI Securities	Relationship Manager	2.25 to 3.0+benefits	Indore,Pune	10
6	8/1/2012	Intech	Management Trainee	1.80+benefits	Indore	3
7	16/1/2012	Capital Star	Business Annalyst	1.80+benefits	Indore	8
8	18/1/2012	Jaro Education	Education Manager career Development	5.22 All inclusive	Mumbai and other location	1
9	21/1/2012	IBM	Executive Operations	2.0 + Benefits	All Metros	6
10	24/1/2012	Capital Heights	Business Development Executive	2.30+ benefits	All Metros	12
11	25/1/2012	Onicra	Business Development Executive & Manager	1.50 to 2.50 & 2.50 to 4.0	PAN INDIA	38
12	31/1/2012	DBI Marketing	Business Development Executive	1.80 +BENEFITS	INDORE	13
13	14/2/2012	Angel Broking	Business Development Executive & Manager	1.20+benefits	INDORE	16
14	15/2/2012	HDFC Life	Sales development Executive	1.8 to 2.0+benefits	All MP Locations including Indore	33
15	5/3/2012	Dial n Get Pvt Ltd	Business development Executive	1.80 + Insentives	Delhi & Indore	15
16	5/3/2012	CRISIL	Finance Operation Executive	2.0+ benefits	Mumbai and other location	0

17	10/3/2012	Capital Via	Business Analyst/Business Development Executive	2.28 ctc (Initial 3 mnths 5K INC)	Indore	2
18	19/3/2012	Reliance Communication	Sales development Executive	1.5 to 1.8 p.a	MP	9
19	23/3/2012	BFY Career connsellors Pvt Ltd	Marketing Execurive	1.5 to 1.8 p.a	PAN INDIA	4
20	30/3/2012	MALL 8 DOOR	Sales/Marketing Management Intern	1.2 to 1.8 p.a	Indore/ Other Districts Head Quarters in Madhya Pradesh	23

RECRUITMENT 2010-2012			
S NO.	NAME OF STUDENT	NAME OF COMPANY	PACKAGE
1	Richa Bhatt	Reliance Communication	1.44+Benefits
2	Priya Chourasiya	Reliance Communication	1.44+ Benefits
3	Priyanka Shrivastava	Reliance Communication	1.44+ Benefits
4	Surbhi Tiwari	Reliance Communication	1.44+ Benefits
5	Aashish Kumar Dwevedi	Reliance Communication	1.44+Benefits
6	Namrata Singh	Reliance Communication	1.44+Benefits
7	Surat Singh	Reliance Communication	1.44+Benefits
8	Ravi Pawar	Reliance Communication	1.44+Benefits
9	Rupesh Baghel	Reliance Communication	1.44+Benefits
10	Priyadarshini Gupta	Capital Via	2.28 ctc
11	Sachin Gupta	Capital Via	2.28 ctc
12	Aamir Warsi	Angel Brooking	1.20 Ctc
13	Surendra Singh Rajput	Angel Brooking	1.2
14	Mukesh Kumar Carpenter	Angel Brooking	1.2
15	Aditya Gupta	Angel Brooking	1.2
16	Jaya Gehani	Angel Brooking	1.2
17	Sourabh Dubey	Angel Brooking	1.2

18	Surat Singh Patel	Angel Brooking	1.2
19	Ashish Kumar Dwivedi	Angel Brooking	1.2
20	Deepak Chouhan	Angel Brooking	1.2
21	Shashank Bhatia	Angel Brooking	1.2
22	Pankaj Kumar Gupta	Angel Brooking	1.2
23	Rupesh Baghel	Angel Brooking	1.2
24	Devendra Puri Goswami	Angel Brooking	1.2
25	Jyoti Prakash Tiwari	Angel Brooking	1.2
26	Vinay Singh	Angel Brooking	1.2
27	Nitesh Bhavsar	Angel Brooking	1.2
28	Rahul Wanode	Onicra	5.22ctc
29	Manish Shitlani	E Clerx	2.10+ Benefits
30	Shilpi Jain	FMCG	1.80 + Benefits
31	Ajay Tuteja	ICICI Securities	2.25 to 3.0
32	Anupam Sharma	ICICI Securities	2.25 to 3.0
33	Chhavi Lunawat	ICICI Securities	2.25 to 3.0
34	Manish Shitlani	ICICI Securities	2.25 to 3.0
35	Kaushal Israni	ICICI Securities	2.25 to 3.0
36	Hitesh Bhagwani	ICICI Securities	2.25 to 3.0
37	Pankaj Goplani	ICICI Securities	2.25 to 3.0
38	Swati Gupta	ICICI Securities	2.25 to 3.0
39	Tanuj Sharma	ICICI Securities	2.25 to 3.0
40	Vikrant Kasyap	ICICI Securities	2.25 to 3.0
41	Chhavi Lunawat	Idea Cellular	2.0 + Benefits
42	Hari Narayan Patkar	Idea Cellular	2.0 + Benefits
43	Harsh Shrivastava	Idea Cellular	2.0 + Benefits
44	Kaushal isran	Idea Cellular	2.0 + Benefits
45	Manish shitlani	Idea Cellular	2.0 + Benefits
46	Satendra.tripathi	Idea Cellular	2.0 + Benefits
47	shailendra yadav	Idea Cellular	2.0 + Benefits
48	Sourabh Dubey	Idea Cellular	2.0 + Benefits
49	Upendra Bagmar	Idea Cellular	2.0 + Benefits
50	Sonali Sharma	Idea Cellular	2.0 + Benefits
51	Anupam Sharma	Tikona Digital Network	1.20 + Benefits
52	Mukesh kumar carpenter	Tikona Digital Network	1.20 + Benefits
53	Neha Chouhan	Tikona Digital Network	1.20 + Benefits
54	Om prakash Tiwari	Tikona Digital Network	1.20 + Benefits
55	Pankaj Gupta	Tikona Digital Network	1.20 + Benefits
56	Shashank Bhatia	Tikona Digital Network	1.20 + Benefits
57	Shrikrishna Manjhi	Tikona Digital Network	1.20 + Benefits
58	Somnath Thakre	Tikona Digital Network	1.20 + Benefits

59	Sourabh dubey	Tikona Digital Network	1.20 + Benefits
60	Tanuj Sharma	Tikona Digital Network	1.20 + Benefits
61	Suvarna telang	Capital Star	1.80 + Benefits
62	Rupesh Baghel	Capital Star	1.80 + Benefits
63	Vivek Suryawanshi	Capital Star	1.80 + Benefits
64	Jaya Gehani	Capital Star	1.80 + Benefits
65	Kapila Purohit	Capital Star	1.80 + Benefits
66	Sumit Barve	Capital Star	1.80 + Benefits
67	Mukesh chouhan	Capital Star	1.80 + Benefits
68	Rakesh Kumar Patel	Capital Star	1.80 + Benefits
69	Rahul Shukla	JARO Education	5.22 etc
70	Hitesh Bhagwani	IBM	2.0 + Benefits
71	Pankaj Goplani	IBM	2.0 + Benefits
72	Sonali Sahoo	IBM	2.0 + Benefits
73	Sonali Sharma	IBM	2.0 + Benefits
74	Abhijeet Singh Thakur	IBM	2.0 + Benefits
75	Kaushal Israni	IBM	2.0 + Benefits
76	Shahid Raza	Capital Heights	2.30 + Benefits
77	Shivendra Singh	Capital Heights	2.30 + Benefits
78	Alok Mahajan	Capital Heights	2.30 + Benefits
79	Mahak Bhandari	Capital Heights	2.30 + Benefits
80	Ratna Tiwari	Capital Heights	2.30 + Benefits
81	Shashank Bhatiya	Capital Heights	2.30 + Benefits
82	Maya Rai	Capital Heights	2.30 + Benefits
83	Mayuri Chaturvedi	Capital Heights	2.30 + Benefits
84	Ankita Jain	Capital Heights	2.30 + Benefits
85	Shivanghi Gupta	Capital Heights	2.30 + Benefits
86	Shilpi Jain	Capital Heights	2.30 + Benefits
87	Rupal Garg	Capital Heights	2.30 + Benefits
88	Shilpa Sahoo	Force Motors	Negotiable
89	Subhi Modi	Force Motors	Negotiable
90	Suchi Modi	Force Motors	Negotiable
91	Dimple Kriplani	DBI Marketing	1.2-1.5
92	Rajesh Patel	DBI Marketing	1.2-1.5
93	Ashish Dwivedi	DBI Marketing	1.2-1.5
94	Praful Kr. Khare	DBI Marketing	1.2-1.5
95	Amrit Kaur	DBI Marketing	1.2-1.5
96	Aditya Gupta	DBI Marketing	1.2-1.5

97	Dhanchand Patel	DBI Marketing	1.2-1.5
98	Anil Lilhare	DBI Marketing	1.2-1.5
99	Rahul Shukla	DBI Marketing	1.2-1.5
100	Jyoti Mishra	DBI Marketing	1.2-1.5
101	Subhi Modi	DBI Marketing	1.2-1.5
102	Deepak Chechani	DBI Marketing	1.2-1.5
103	Krishanakant Dubey	DBI Marketing	1.2-1.5
104	Rohan Konde	SYSTEMATIX INFOTECH	1.20 CTC
105	Narayan singh	M.P PASCHIM VIDYUT	Undisclosed
106	Gaurav	COHORY CONCEPTS	Undisclosed
107	Suvarna telang	HDFC sales	Undisclosed
108	Richa Bhatt	appco & support direct	Undisclosed
109	Prasanna ku mar vyas	94.3 MY FM	Trainee+Benefits
110	Sonali Sahoo	Ranbaxy	Undisclosed
111	Gourav kumar Gour	Kewalram transport	Undisclosed
112	Kanhaiya lal dhakad	Teleperformance	Undisclosed
113	Hari Narayan Patkar	Primeone workforce	Undisclosed
114	Shashank Bhatiya	SYSTEMATIX INFOTECH	Undisclosed
115	Jaya Gehani	SYSTEMATIX INFOTECH	Undisclosed
116	Arif Mohammad	LBF publications	Undisclosed

Publications
List of Cases and Research Papers
(Session 2011- 12)

1. **Ankita Singhai, CA Prashant Jain**, Institute – Industry Gap , published in Generating Leaders: Changing Mindsets, December 2012
2. **Kush Sharma, CA Prashant Jain**, Quality Of Work Life, published in Generating Leaders: Changing Mindsets, December 2012
3. **Dr. Pawan Patni, Dr. P.K. Jain (2012)** Looking Ahead for Evidence Based Management, published in Generating Leaders: Changing Mindsets, December 2012
4. **Dr. Mona Tawar, Rashmi Farkiya, Divya Uikey, Rashmi Badjatya (2011):** It's Time to Pack Up!!! Published in Shodh- Pioneer Journal of IT & Management Vol 7 No. 2 Dec 2011 pp 117-118
5. **Nidhi Kothari, Rashmi Choudhary, Ankita Jain, Nidhi Shukla, Vidushi Sharma (2011):** Suvidha Bank: Changing with Time published in Shodh- Pioneer Journal of IT & Management Vol 7 No. 2 Dec 2011 pp 119-121
6. **Dr. V. K. Jain, Sumit Zokarkar, Nidhi Agrawal, Sadique Khan, Preeti Jain (2011)** Education to Placement: A Win Win Approach, published in Shodh –Pioneer Journal of IT & Management Vol 6 (2) & 7 (1) Dec 2010- June 2011 pp 103-105
7. **Dr. Ajay Joshi, Kumkum Sinha, Shweta Mogre, Himanshu Gupta, Anish Patel (2011)** Get Ready for a New Dimension, published in Shodh- Pioneer Journal of IT & Management Vol 6 (2) & 7 (1) Dec 2010- June 2011 pp 106-107
8. **Priyanks Phadnis, Dr. Mona Tawar, Satnam Kour Ubeja (2011),** Distribution Management at Nutan Mumbai Tiffin Box Suppliers Association published in Shodh- Pioneer Journal of IT & Management Vol 6 (2) & 7 (1) Dec 2010- June 2011 pp 91-102
9. **Dr. Mona Tawar, Satnam Ubeja,** Positive Attitude in Organization published in Generating Leaders: Changing Mindsets, December 2012
10. **Manish Jain, Dr. V. K. Jain,** New Paradigm in Supply Chain Management, published in Generating Leaders: Changing Mindsets, December 2012
11. **Dr. Mona Tawar, Satnam Ubeja,** Breeding Effective Leaders And Generating EQ published in Generating Leaders: Changing Mindsets, December 2012
12. **Dr. Mona Tawar, Satnam Ubeja,** Attitude Transformation And The Desired Attitude In An

Organization, published in Generating Leaders: Changing Mindsets, December 2012

13. Kumkum Sinha, Consumer And Service Providers Confidence With Online Shopping On The Rise Every Year!, published in Generating Leaders: Changing Mindsets, December 2012

14. Vidushi Sharma, FDI In Indian Retail Sector: Good Or Bad, published in Generating Leaders: Changing Mindsets, December 2012

15. Prachi Mishra, Dr. Mona Tawar, Business Strategies of Subhiksha & Bigbazar, published in Generating Leaders: Changing Mindsets, December 2012

Participation of Faculty as Experts:

1. Dr. P. K. Jain Participated in the Panel Discussion on Strategies for Quality Improvements in Higher Education in the 13th National Conference on Mapping for Excellence: Challenges Ahead organized on Feb 16, 2012.

2. CA Prashant Jain Participated in the Panel Discussion on Strategies for Quality Improvements in Higher Education in the 13th National Conference on Mapping for Excellence: Challenges Ahead organized on Feb 16, 2012.

3. Dr V.K. Jain Chaired Best Ph.D. Thesis Competition in the Third PIMG International Conference on Transformation and Survival of Business Organizations: Challenges and Opportunities held at Prestige Institute of Professional Studies, Gwalior during December 28-30, 2011.

4. Dr. V. K. Jain Chaired a Technical Session in the International Conference PrCON 2012 on Developing Strategies for Organizations in Global Economies: Prospects, Issues and Challenges organized by Prestige Institute of Management, Dewas during Feb 04-05, 2012.

5. Dr. Pawan Patni Participated in the Panel Discussion on Strategies for Quality Improvements in Higher Education in the 13th National Conference on Mapping for Excellence: Challenges Ahead organized on Feb 16, 2012.

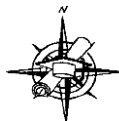
6. Dr. V. K. Jain Participated in the Panel Discussion on Strategies for Quality Improvements in Higher Education in the 13th National Conference on Mapping for Excellence: Challenges Ahead organized on Feb 16, 2012.

7. Dr. V. K. Jain Delivered a Keynote Speech on TQM in Higher Education in the National Conference ICON 2012 organized by SKN Singhad Business School, Pandharpur, Solapur

organized during March 2-3, 2012.



PIONEER



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