

Darpan

Volume VI, Issue-I, 2013 (January-March)

*People demand freedom of speech to make up for
the freedom of thought which they avoid."*

- Soren Aabye Kierkegaard (1813-1855)



*"I do not feel obliged to believe that the same God who has endowed us with sense,
reason, and intellect has intended us to forgo their use."*

- Galileo Galilei (1564-1642)

PIONEER



Diligence & Excellence
Since 1996

Dr. Mona Tawar

CA Prashant Jain

PIONEER INSTITUTE OF PROFESSIONAL STUDIES™

(An Autonomous Institution Established in 1996)

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Message from the Desk of The Chairman



We consider students regardless of their age, class, ethnicity, or background, considering each student has his/her own individuality, special skills, and talents and so we nurture their talents and overcome shortcomings by providing appropriate, all-encompassing education. This enables the student to develop their personality and equips the student to face the challenges of existence.

Managers are the backbone of any nation's trade and industrial development and with globalization, the struggle in all walks of life has just become double. In this context, an institute like ours which is at the top in disseminating an excellent environment, compassionate for human kindliness and determined to maintain the quality of education to match the demands of the time, is really exceptional. This is revealed in the placements of the students. I can say with self-reliance that the Institute is a role model for others and students getting an opportunity to be associated with us have every reason to expect the best.

I welcome to you to this unique family and look forward to your valuable association with us for better tomorrow. Four years of management education at Pioneer Institute of Professional Studies will not only earn you a degree but will transform your personality, empowering you to lead a successful life.

CADr. P.K. Jain

Message from the Desk of The Executive Director



We inspire our faculty to provide an atmosphere for finding, where students are encouraged to be innovative and inquisitive, instead of regularly loading with academics. We are thus relentlessly improving our lessons and methods so that it turns learning into a combination of classroom study and research.

Pioneer Institute of Professional Studies is born of a conscious effort by a group of distinguished personalities, exceedingly competent for managing professional and education institutions.

The institute is engaged in various socio-economic, educational and humanitarian activities under the leadership of CA Dr. P.K. Jain who is putting all his efforts to provide quality education of standard brilliance

The institute provides the environment of academic excellence including research facilities, activities related to physical, spiritual, knowledge and management skills so that our students conserve the nation with self-esteem and self respect.

CA Prashant Jain

Message from the Desk of The Director



The future of the world lies in the advancement of managerial education. We wish to fulfill this cherished desire and to participate in the development of the nation.

We constantly work to develop a sense of discipline and good moral character, where all students are expected to conform to high disciplinary standards and to develop values of tolerance, fair play, compassion, integrity, and fortitude. This is imperative because as Rose F. Kennedy, mother of John F. Kennedy, once said, “Neither comprehension nor learning can take place in an atmosphere of anxiety.”

I have great gratification in expressing my thoughts as the Director of Pioneer Institute. Our institute holds the multiple distinction of being amongst the best when one considers the present status of Management and IT education today. We pride ourselves for offering services in the field of education with Indian cultural ethos from the last many years. The effort is to impart value based education to all is uppermost in the minds of our Chairman.

Dr. Mona Tawar

Message from the Desk of The Professor



The beautiful and secure campus nestled amidst serene and pollution free environment, away from the dissonance of urban life is the culmination of our vision to harmoniously blend the finest in Indian and European educational practices.

PIPS endeavors to provide the best infrastructural facilities and all the prerequisites of a wonderful Institute life, including spacious well ventilated classrooms, hightech lab, well-stocked library and open playgrounds in the lap of scenic beauty and luxury at its best.

Keeping in view the growing needs of industry and society, we are committed to creating an environment, which will raise the intellectual and moral standards of our students. Our endeavor is to strive for the overall development of students, thereby enabling them to accept challenges. In tune with this, our vision is

We have a vision to promote Indian values & ethics, enhance career options with industry-institute interaction, Inculcate Entrepreneurial mindset and to focus on applied research.

Prof. Isha Jain

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January 14, 2013 : Seminar on 'Green'

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



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

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

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

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

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

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



7 March 2013 - Seminar by RSS:

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



Social & Entrepreneurship Cell

22 February 2013: Health Awareness Seminar by Mr. Love Soni

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



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Free Medical Camp: 03.03.2013 (Multispecialty Free Medical Camp)

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

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



Patriotism

26th January Celebration

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

Partnering in Presentation for Under Graduates 2013

PARTNERING PRESENTATION EVENT was started with the motive of boosting the Under Graduates from 19/02/2013 and the summarized report is as under:

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

S. No.	Semester	Stream	Date	Attendance Registered	No. Of Taken Presentation	Presentation Registered But Still To Present
DAY 1						
1	Second	BBA	19/03/2013	22		-x-
2		B.Com. (P + CA)		27	01	
3		BCA		02		
4		B.Sc.		06	01	
5	Fourth	BCA		02		
6	Sixth	BBA		07		
		TOTAL		66	02	
DAY 2						
1	Second	BBA	20/03/2013	24	03	10
2		B.Com. (P + CA)		24	04	
3		BCA		00	00	
4		B.Sc.		00	01	
5	Fourth	BCA		00	00	
6		BBA		03	00	
7	Sixth	BBA		03	00	
		TOTAL		54	08	
DAY 3						
1	Second	BBA	23/02/2013	20	04	10+4=14
2		B.Com. (P + CA)		14	02	
3		BCA		05		
4		B.Sc.		09		
5	Fourth	BCA				
6		BBA		01		
7		B.Com. (P + CA)		04		
8	Sixth	BBA		05	01	
		TOTAL		58	07	

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

Total No. of Presentation:

24 (48 Students Approx. Participated in the event)

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

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

Overall Result:

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

CONCLUDING REMARK: Students were handed over with CERTIFICATES OF ACHIVEMENT which added to the motivation level and the students.

The Event Coordinator was Prof. Kumkum Sinha.



Placements

IBM Global - 16 January, 2013



Shivshakti Group - 21 January, 2013



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Ventura Securities - 12 January, 2013



TCS - 30 January, 2013



Genpact - 6 February, 2013



Industrial Visit Report for MBA II March 2013

Purpose of Industrial Visit: MBA II Semester

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

Date	Company Name	Company Coordinator	Place	No. Of Students	Semester/ Stream	College Coordinator
07/03/13	SAF Express Pvt. Ltd.	Mr. Sanjeevan Prasad Bhatt, Head- Operations	Manglia	24	MBA 2nd SEM	Mr. P.K. Tiwari

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

DATE: - 07th March 2013.

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

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

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

INDUSTRY TYPE: - Logistic

SUMMARY:-

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

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

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

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

LIST OF STUDENTS PARTICIPATED (MBA IIInd SEMESTER)

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

Industrial Visit - Safe Express



Industrial Visit Report for MBA II March 2013

Purpose of Industrial Visit: MBA II Semester

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

Date	Company Name	Company Coordinator	Place	No. Of Students	Semester/ Stream	College Coordinator
23/03/13	SAF Express Pvt. Ltd.	Mr. Sanjeevan Prasad Bhatt, Head- Operations	Manglia	24	MBA 2nd SEM	Mr. P.K. Tiwari

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

DATE: - 23th March 2013.

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

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

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

INDUSTRY TYPE: - Logistic

SUMMARY:-

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

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

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

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

INDUSTRIAL VISIT SAFEXPRESS PVT.LTD.MANGLIA

LIST OF STUDENTS PARTICIPATED IN: (BBA IIND SEMESTER)

- | | |
|--------------------|------------------------|
| 1. AKASH SONI | 13. RAJAN KUMAR SINGH |
| 2. AYUSH GUPTA | 14. CHANDRAKANT SHUKLA |
| 3. AKSHAY JAIN | 15. SWATI PATEL |
| 4. RAJAT PATIDAR | 16. ANURAG SAHU |
| 5. ANKIT PATIDAR | 17. HAMANI PADGIL |
| 6. SURAJ SHARMA | 18. RUBY YADAV |
| 7. ASHISH DEWEDI | 19. SANSKRITI |
| 8. ADWAT MUKATI | 20. KAMLESH |
| 9. KAMLESH MEWAD | 21. ARCHIT KESARIA |
| 10. ANKIT SHRIMALI | 22. ANJALI PRAMAR |
| 11. ANKUR BHATT | 23. KIRAN KUMAWAT |
| 12. SANU KUMAR | 24. RUCHI JAIN |

15th National IT Conference

On

Emerging Trends In IT

Sponsored by UGC

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

Pioneer Institute organized 15th National Conference on “Emerging Trends in IT”, Sponsored by UGC on February 16, 2013. The conference was inaugurated by Chief Guest Dr. P.N. Mishra [Professor-IMS DAVV, Indore] and Guest of Honour Dr. K. P. Maheshwari [Principal Investigator DST Project, University of Kota], Keynote speaker Dr. Sanjay Tanwani [Professor and Head, School of Computer Science and IT DAVV Indore], the Special Invitees Mr. Krishna Nair [Head IT at Impetus Technologies Indore] and Dr. Rajeev Choudhary (in absentia)



[Rajas Eye Clinic Indore], CA Prashant Jain, Executive Director, Dr Pawan Patni , Director (MBA), Pioneer Institute, Dr. Mona Tawar, Director (MCA), by lamp lighting ceremony. The program proceeded by the Institute Presentation by Prof. Rashmi Badjatya.

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

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

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

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



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

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

resulting in saving of time and money both.

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

- Data Warehousing and Data Mining
- Artificial Intelligence
- Information and Data Analysis
- Neural Networks
- Web Mining and Web Application
- Information Security Management
- Bluetooth Technology
- Knowledge Management
- Data-Reengineering
- VLSI Design
- Expert System
- Cyber Security Laws
- Cloud Computing
- Nano Technology
- Grid Computing
- Cryptography
- Distributed Computing
- ERP
- Soft Computing
- e-Learning
- Green Computing
- e-SCM
- Embedded Systems
- e-Business

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

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

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



16th National Youth Conference

Saturday, 16th March'2013

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



Inaugural Session:

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



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



Welcome address by Dr. Pawan Patni:

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



Welcome Address by CA Dr. P.K. Jain

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

Young participation is important because youth are the country's power. Youth recognize problems and

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

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



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

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

Welcome address by Dr. P.N. Mishra

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

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



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Welcome address by Mr. Vinod Purohit

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



Welcome address by Father Varghese

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



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

Welcome address by Mr. Sandeep Atre

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



motivational speech to youth and the entire conference hall wanted to hear him again and again.

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

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

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

SESSION: 2 PANEL DISCUSSION

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



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

Generation

- ▶ What is generation GAP?
- ▶ How far your parents are responsible in creating gap between generations? Are they bridging the gap or digging the gap?
- ▶ What is the reason behind gap in generation? Is it the fast paced development in the society?
- ▶ With Gap in generation there is difference in choice also. Your parents needed cycle in their teenage but you demand for car. Why so?
- ▶ How does the present generation feel when their demands are not fulfilled?
- ▶ How do you rate yourself?
- ▶ Do you think lack of parental involvement takes them away from the track?
- ▶ Does this generation have sense of belongingness?
- ▶ How far you feel that community is responsible in misguiding the youth? What should be the role of community mentor?
- ▶ Why can't they abide by rules and laws?
- ▶ Why misunderstandings are created in two generation?
- ▶ What are your parameters for parents to understand the changing world?
- ▶ How far is home environment responsible to bring gap in generations?
- ▶ How can this term “GAP” be prevented?
- ▶ The youth is entering the world of crime because of the gap. He is unable to explain himself? Comment.

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AGGRESSION

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

PERCEPTION

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

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

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

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Session: 3 Technical Session

Technical Session

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

Valedictory Session

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



Conclusion:

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

New Initiatives

Field Work for Post Graduate & Under Graduate Students

Field Work for MBA

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

Standard Guidelines for Field Work Survey Report

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

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

S. No.	Gr No.	Student Name	Faculty Name	Field Work Topic
1	1	Ankita Farkiya	Prof. Anish	Shortfalls & Benefits In Brts
2		Archana Tiwari	Patel	From Niranjapur To Mig
3	2	Ashwin Sannase	Prof. Anish	Shortfalls & Benefits In Brts
4		Divya Rathore	Patel	From Mig To Nehru Stadium
5	3	Garima Somani	Prof. Anish	Shortfalls & Benefits In Brts
6		Joshil Patel	Patel	From Mig To Nehru Stadium
7	4	Juzer Rotiwala	Prof. Anish	Shortfalls & Benefits In Brts From
8		Manish Bimal	Patel	Bhawarkuan To Rajiv Gandhi Chowk
9	5	Neelam Dharmani	Prof. Anish	Total Real Estate Players In Indore:
10		Neeraj Chaturvedi	Pate	With Special Reference To Super Corridor
11	6	Neha Gangeya	Prof. Ketan	Comparative Study Of Silver Spring &
12		Awdhesh Kumar Shah	Mulchandani	Omaxe.
13	7	Piyush Singh Baghel	Prof. Shweta	Comparative Study Of Bcm Heights &
14		Priyanka Mishra	Mogre	Appolo Db City
15	8	Rishi Kumar Jain	Prof. Shweta	Comparative Study Of Balaji Heights &
16		Sameer Chawla	Mogre	Nariman Point

17	9	Veena Patankar	Prof. Shweta	Comparative Study Of Space Park &
18		Vinak Kedurkar	Mogre	Nariman Point
19	10	Zarina Qureshi	Prof. Shweta	A Study Of Public Opinion Of
20		Roshni Firdous	Mogre	Commuters Towards Brts.
21	11	Ramakant Sonavane	Prof. Shweta	A Study Of Public Opinion Of Shoppers
22		Aanchal Bansal	Mogre	Towards Brts.
23	12	Aaroohi Chouhan	Prof. Shweta	A Study Of Public Opinion Of Shop Keeper /
24		Abhiram Khare	Mogre	Shop Owners Towards Brts.
25	13	Abhishek Ku. Pandey	Prof. Anish	A Study Of Public Opinion Of
26		Abhishek Kumar Rai	Patel	Transporters Towards Brts.
27	14	Abhishek Singh	Prof. Aastha	A Study Of Public Opinion Of
28		Ajay Joshi	Tarey	Authority Towards Brts.
29	15	Alice Das	Prof. Aastha	A Comparative Study Of Market Price &
30		Amit Kumar Singh	Tarey	Guideline Provided By Govt. Properties In Indore: Special Reference To By Pass
31	16	Amit Mishra	Prof. Aastha	A Comparative Study Of Market Price &
32		Amit Sahu	Tarey	Guideline Provided By Govt. Properties In Indore: Special Reference To Area Between Ring Road & By Pass
33	17	Anirudha Singh Jat	Dr. Mona	A Comparative Study Of Market Price
34		Anjali Khare	Tawar	& Guideline Provided By Govt. Properties In Indore: Special Reference To Palasia To Niranjapur
35	18	Ankit Patidar	Dr. Mona	A Comparative Study Of Market Price &
36		Ankit Singh Baghel	Tawar	Guideline Provided By Govt. Properties In Indore: Special Reference To Mhow Naka To Rajendra Nagar
37	19	Ankit Singh Parihar	Dr. Mona	A Comparative Study Of Market Price &
38		Apoorv Dubey	Tawar	Guideline Provided By Govt. Properties In Indore: Special Reference To Bada Ganpati To Aerodrome.
39	20	Apoorva Dubey	Prof. Aastha	A Comparative Study Of Market Price &
40		Arunendra Tripathi	Tarey	Guideline Provided By Govt. Properties In Indore: Special Reference To Bhawarkuan To Rajendra Nagar

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

71	36	Meet Tiwari	Prof. Radheshyam	Public Opinion Survey For Parking Problems
72		Megha Khare	Acholiya	In Sarafa.
73	37	Nagendra Sen	Prof. Radheshyam	Public Opinion Survey For Parking Problems
74		Namrata Singh	Acholiya	In Marothia Bazar.
75	38	Narendra Singh Pal	Prof. Radheshyam	Public Opinion Survey For Parking Problems
76		Nidhi Didawat	Acholiya	In Cloth Market.
77	39	Nidhi Singh	Prof. Radheshyam	Public Opinion Survey For Parking Problems
78		Nikita Gangrade	Acholiya	In Kothari Market.
79	40	Nitesh Dupare	Prof. Kumkum	Public Opinion Survey For Parking Problems
80		Nitesh Sharma	Sinha	In Malls.
81	41	Pankaj Dhameja	Prof. Kumkum	Schools Are Charging High Fees Are They
82		Pankaj Dhuware	Sinha	Justifying It
83	42	Pankaj Patidar	Prof. Pratyasha	Play School Are Necessary Or Just A New
84		Pavan Kumar Tiwari	Jain	Money Making Business
85	43	Pooja Depan	Prof. Pratyasha	Impact Of Destroying The Black Films On
86		Pooja Kushwaha	Jain	Crime Rate
87	44	Poonam Chauhan	Prof. Varun	Smartphone Is The Really Needed Or It Is Just
88		Praveen Kumar Soni	Keshri	A Time Killing Machine
89	45	Preeti Upadhyay	Prof. Varun	People Those Are Going To Health Club Are
90		Pritam Gupta	Keshri	They Really Health Conscious
91	46	Priyanka Aale	Prof. Varun	Mcdonalds & Dominos Acceptable Due To
92		Priyanka Agrawal	Keshri	Lower Price Or Due To Other Reason
93	47	Priyanka Kharat	Prof. Varun	Salary Satisfaction Of School Teachers In
94		Purobi Chakraborty	Keshri	Indore
95	48	Pushpendra Ku. Mishra	Prof. Kumkum	Survey On Awareness Of Public For Life
96		Pushpendra Son	Sinha	Insurance.
97	49	Rahul Kumar	Prof. Ketan	Survey On Awareness Of Public For Mutual
98		Rahul Nandanwar	Mulchandani	Fund.
99	50	Rajeev Biswas	Prof. Kumkum	Can Cc Tv Cameras Decrease The Crime Rate
100		Rakesh Prasad Shukla	Sinha	In Indore?
101	51	Raksha Mishra	Prof. Ketan	Mushrooming Of Hostel & Are They Providing
102		Ram Govind Shah	Mulchandani	Quality Life As Compare To They Are
				Charging

103 104	52	Ravishankar Mishra Reema Khatri	Prof. Ketan Mulchandani	Coaching Classes Are Growing Due To Bad Qualities Of Teaching In Colleges Or Students Are Not Paying Attention In Colleges
105 106	54	Rishi Kesh Pandey Ritesh Tikotkar	Prof. Sadhna Mandloi	Public Awareness About Stop Line And Zebra Crossing
107 108	55	Rohit Jain Rohit Jat	Prof. Sadhna Mandloi	A Comparative Study Of Marriage Garden In Indore City
109 110	56	Rupa Sharma Rupali Jaiswal	Prof. Sadhna Mandloi	Awareness Of People About The Traffic Rules
111 112	57	Rupesh Pathak Sabina Khan	Prof. Sadhna Mandloi	Awareness Of People About Health(bone Density Test/swine Flue/tb/diabetes/medical Check Up)
113 114	58	Saloni Jaiswal Sandipa Meshram	Prof. Rashmi Farkiya	Student Opinion Towards Marking V/s Grading System.
115 116	59	Saniya Khan Santosh Singh Rajput	Prof. Sumit Zokarkar	Find Parameters To Evaluate Schools.
117 118	60	Sapna Shrivastava Satya Prakash Jain	Prof. Sumit Zokarkar	Awareness Of People About Govt .scheme Rti
119 120	61	Satyarth Mishra Sheetal Saxena	Prof. Sumit Zokarkar	Awareness Of People About Govt. Scheme Jnnurm
121 122	62	Shilpa Shaktawat Shiv Singh Rajawat	Prof. Sumit Zokarkar	Awareness Of People About Govt. Scheme Mnrega
123 124	63	Shivraj Tomar Siddharth Mehta	Prof. Sumit Zokarkar	Awareness Of People About Govt. Scheme Adhar Card
125 126	64	Sinki Verma Sonal Keshari	Prof. Durgesh Gour	Awareness Of People About Income Tax Slab
127 128	65	Sudeep Kumar Shukla Sumit Singh Sisodiya	Prof. Sumit Zokarkar	Awareness Of People About Pan Card
129 130	66	Sunny Ahuja Suryakant Shukla	Prof. Varun Keshri	Effectiveness Of Radio Advertisement
131 132	67	Suyash Jain Swati Chauhan	Prof. Kumkum Sinha	Most Prefer Food Junction And Food Item Of Indore
133 134	68	Swati Gupta Swati Singh Baghel	Prof. Kumkum Sinha	The Paradigm Shift To Fast Food From Traditional Foods

135 136	69	Tarun Kumar Pandey Teerath Prasad Vishwakarma	Prof. Durgesh Gour	Public Opinion Survey About Deforestation Because Of Colonization.
137 138	70	Vicky Choukse Vidhya Mahajan	Prof. Chetan Raikwar	Public Opinion Survey For Need Of Fly Over In Indore City.
139 140	71	Vivek Mishra Vivek Shukla	Prof. Sadhna Mandloi	Public Opinion Survey For Need Of Train Connectivity In Indore
141 142	72	Yogesh Sharma Anarudha Prasad Dwivedi	Prof. Durgesh Gour	Preference The Mode Of Transportation In Malwa Region.
143 144	73	Nitin Sonavane Sameer Khan	Prof. Rashmi Farkiya	A Comparative Study Between Laptop V/s Tablets
145 146	74	Yogesh Mahajan Praveen Banwari	Prof. Chetan Raikwar	A Comparative Study Between Tablets V/s Phablates
150 151	75	Madhuri Sharma Yogesh Waidkar	Prof. Chetan Raikwar	A Study Of Awareness And Acceptance Of E- Banking.
152 153	76	Aastha Awasthi Abha Mishra	Prof. Chetan Raikwar	Effect On The Business Of Small Shopkeepers Due To Best Price
154 155	77	Akhilesh Upadhyay Anshuman Mishra	Prof. Chetan Raikwar	Effect On The Business Of Small Shopkeepers Due To Metro
156 157	78	Anuj Singh Ehtesham Khan	Prof. Radheshyam Acholiya	Which Dth Connection You Have (to Do Comparison Between Cable And Dish Tv)
158 159	79	Lalita Banjara Meeshika Vishwakarma	Prof. Chetan Raikwar	Police Behavior Observation & Problem Finding
160 161	80	Nadeem Khan Pankaj Kumar Mishra	Prof. Ketan Mulchandani	Survey On Awareness Of Public For Medical Insurance.
162 163	81	Rahul Singh Lodhi Siddhant Jain	Prof. Rashmi Farkiya	Public Opinion Survey For Traffic Problems In Sarafa
164 165	82	Sunil Kumar Gupta Manish Kumar Pyashi	Prof. Rashmi Farkiya	Public Opinion Survey For Road Problems In Sarafa.
166 167	83	Sarvesh Tripathi Sonu Dubey	Prof. Rashmi Farkiya	Public Opinion Towards Branded Clothing Vs Non Branded
168 169	84	Vishal Mishra Abdul Faizan Khan	Prof. Rashmi Farkiya	A Competitive Study Between Govt. Vs. Pvt. Hospital

170	85	Anil Kumar Shah	Prof. Durgesh	Comparative Study Of Silver Spring & Dlf.
171		Manoj Ku. Chaurasia	Gour	
172	86	Pawan Tripathi	Prof. Durgesh	Comparative Study Of Silver Spring
173		Siddharth Dwivedi	Gour	& Vistara
174	87	Vivek Kumar Shah	Prof. Durgesh	Comparative Study Of Sahara City
175		Kailash Panwar	Gour	& Kalindi Kunj
176	88	Mukesh Gupta	Prof. Durgesh	Comparative Study Of Sahara
		Vaibhav Kumar Khede	Gour	City & Omaxe Li

New Initiatives

Field Work for BBA

Format for Writing Fieldwork Assignment Reports

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

1 Preliminary Section

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

1.1 Title Page

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

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

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

1.2 Recommendation Sheet

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

1.3 Acknowledgements

The student should write a preface. It should contain a brief statement of the purpose, scope and the

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organization of the report. In addition to this, thanks may be expressed to those who gave him substantial help, guidance, or assistance in completing the fieldwork project.

1.4 Table of Contents

This occupies a separate page. It gives the readers a bird's eye view of the report and enables them to locate quickly each section of it. In addition to providing an easy means of referring to particular sections, it serves as an outline of the subject matters. The chapter headings should be typed in capital letters. The first letter of each word except to the preposition and article in sub-divisions should be in capital. These headings appear in the exact words or order that they are in the report, each followed by the correct page citation. An example of a table of contents is given in Appendix 1.3.

1.5 List of Tables and Figures

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

2 The Main Text of the Report

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

2.1 Introduction

All reports require some introduction. The wider the scope of the report, the more extensive the introduction required. The introduction orients the reader. It gives him a clear understanding of the background, scope, and purpose of the study. The other information to be included in the introduction chapter of a fieldwork are literature survey, the fieldwork procedures, and the data collection methods used. In short, the introduction tells the reader what the report is about, what the writer did and how he/she went about it.

2.2 Presentation and Analysis of Data

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

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

2.3 Summary and Conclusions

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

3 Supplementary Sections

3.1 Bibliography

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

3.2 Appendix

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

1.1: Format of Cover Page

TITLE OF THE FIELDWORK REPORT

By:

Student's Full Name

Roll No. :

A Fieldwork Report

Submitted to:

Name of the Campus

Pioneer Institute of Professional Studies

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

Name of Place

Date, Month, Year

Appendix 1.2: Format of *Recommendation Page*

Pioneer Institute of Professional Studies

RECOMMENDATION

This is to certify that the fieldwork assignment report:

Submitted by

Name of the Student

Entitled

Title of the Fieldwork

has been prepared as approved by this Department.

This fieldwork assignment report is forwarded for examination.

.....
Guide

Appendix 1.3: Format of *Table of Contents*

TABLE OF CONTENTS

Acknowledgements

Page

Chapter I: INTRODUCTION

1.1 Background of the Fieldwork Project1

1.2 Purpose of the Fieldwork

1.3 Fieldwork Procedures

1.4 Methods of Data Collection

Chapter II: PRESENTATION OF THE DATA

2.1 Presentation of Data

2.2 Analysis of Data

2.3 Study Result

Chapter III: SUMMARY AND CONCLUSIONS

3.1 Summary

3.2 Conclusions

BIBLIOGRAPHY

APPENDIXES

Appendix 1.4: Format of *List of Tables*

LIST OF TABLES

Table

Page

1.1 Real Estate players in Indore city

1.1 Numbers of private hospital in Indore city

Appendix 1.5: Format of *List of Figures*

LIST OF FIGURES

Figure

Page

1.1 FDI investment amount in different sector in India

1.2 Market price of different stocks

FIELD WORK FOR BBA II SEMESTER STUDENTS

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

41. 42. 43. 44.	Ravi Sodani Richa Puranik Rishant Mehta Rishi Yadav	Public Opinion Survey for Traffic Problems in Bhanwar Kunwa
45. 46. 47. 48.	Ritesh Jaiswal Ruby Yadav Ruchi Jain Sagar Sonwane	Public Opinion Survey for Traffic Problems in Annapurna
49. 50. 51. 52.	Sanjay Gurjar Sanskriti Sanu Kumar Saha Shantanu Shrivastava	Public Opinion Survey for Traffic Problems in Rajwada
53. 54. 55. 56.	Shivam Gupta Shivam Singh Parihar Shubham Naik Swati Patel	Public Opinion Survey for Parking Problems in Rajwada
57. 58. 59. 60.	Tushar Agrawal Vaibhav Gangrade Varsha Lovanshi Vipul Walaskar	Public Opinion Survey for Parking Problems in Sarafa
61. 62. 63. 64.	Yogesh Dubey Anuja Shrivastava Diksha Dubey Mayank Kanare	Public Opinion Survey for Parking Problems in Cloth Market
65. 66. 67. 68.	Nilesh Vishwakarma Rajive Mishra Vansh Arora Atul Rajarwal	Public Opinion Survey for Parking Problems in Kothari Market
69. 70. 73. 72.	Ankit Patidar Archit Kesaria Chandrakant Shukla Suraj Sharma	A Study of Public Opinion of Transporters Towards BRTS.
73. 74. 75. 76.	Adwait Mukati Jaspreet Singh Rajan Kumar Singh Rajat Patidar	Comparative Study of Balaji Heights & Nariman Point
77. 78. 79. 80.	Ankit Kumar Patel Anshu Kumar Ashutosh Dhurve Aquib Ur Rahman	Public Opinion Survey for Parking Problems in Kothari Market.
81. 82. 83. 84.	Ayush Joshi Kumari Khushboo Mohd. Adnan Farooqui Priya Bansod	Public Opinion Survey for Parking Problems in Malls

85. 86. 87. 88.	Rahul Pardhi Ramiz Raja Sarathak Jain Shifa Jain	Schools are Charging High Fees are They Justifying it
89. 90. 91. 92.	Subham Bhatewara Saurabh Shrivastava Rahul Dutt Tripathi Saroj	McDonalds & Dominos Acceptable due to Lower Price or due to Other Reason

Field Work for BBA VI Sem Students

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

Format for Writing Fieldwork Assignment Reports

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

1 Preliminary Section

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

1.1 Title Page

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

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

All the items of the title page should be centered between the margins of the page.

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

1.2 Recommendation Sheet

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

1.3 Acknowledgements

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

1.4 Table of Contents

This occupies a separate page. It gives the readers a bird's eye view of the report and enables them to locate quickly each section of it. In addition to providing an easy means of referring to particular sections, it serves as an outline of the subject matters. The chapter headings should be typed in capital letters. The first letter of each word except to the preposition and article in sub-divisions should be in capital. These headings appear in the exact words or order that they are in the report, each followed by the correct page citation. An example of a table of contents is given in Appendix 1.3.

1.5 List of Tables and Figures

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

2 The Main Text of the Report

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

2.1 Introduction

All reports require some introduction. The wider the scope of the report, the more extensive the introduction required. The introduction orients the reader. It gives him a clear understanding of the background, scope, and purpose of the study. The other information to be included in the introduction Chapter of a fieldwork are the fieldwork procedures, and the data collection methods used. In short, the introduction tells the reader what the report is about, what the writer did and how he/she went about it.

2.2 Presentation and Analysis of Data

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

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

2.3 Summary and Conclusions

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

3 Supplementary Sections

3.1 Bibliography

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

3.2 Appendix

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

Appendix

1.1: Format of Cover Page

TITLE OF THE FIELDWORK REPORT

By:

Student's Full Name

Roll No. :

A Fieldwork Report

Submitted to:

Name of the Campus

Pioneer Institute of Professional Studies

In partial fulfillment of the requirements for the degree of Bachelors of Business Administration (B.B.A.)

Name of Place

Date, Month, Year

Appendix 1.2: Format of Recommendation Page

Pioneer Institute of Professional Studies

RECOMMENDATION

This is to certify that the fieldwork assignment report:

Submitted by

Name of the Student

Entitled

Title of the Fieldwork

has been prepared as approved by the College.

This fieldwork assignment report is forwarded for examination

.....
Guide

Appendix 1.3: Format of *Table of Contents*

TABLE OF CONTENTS

Acknowledgements

Page

Chapter I: INTRODUCTION

- 1.1 Background of the Fieldwork Project
- 1.2 Purpose of the Fieldwork
- 1.3 Fieldwork Procedures
- 1.4 Methods of Data Collection

Chapter II: PRESENTATION OF THE DATA

- 2.1 Presentation of Data
- 2.2 Analysis of Data
- 2.3 Study Result

Chapter III: SUMMARY AND CONCLUSIONS

- 3.1 Summary
- 3.2 Conclusions

BIBLIOGRAPHY

APPENDIXES

Appendix 1.4: Format of *List of Tables*

LIST OF TABLES

Table Page

- 1.1 Real Estate players in Indore city
- 1.2 Numbers of private hospital in Indore city

Appendix 1.5: Format of *List of Figures*

LIST OF FIGURES

Figure Page

- 1.1 FDI investment amount in different sector in India
- 1.2 Market price of different stock

The coordinator of Field Work Presentation was Prof. Rashmi Farkiya and Prof. Ketan Mulchandani.

Inter Institute Participation

March 9, 2013

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

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

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

The following students attended the Seminar:

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



Entrepreneurship Development Cell

ADDENDUM

Day	Morning Session I	Session Session II	Afternoon Session III	Session Session IV	Key Note Speaker
19.11.12	Program Objective & Orientation	Historical Background - Indian Values vis-a-vis entrepreneurship & the present scenario	Why Entrepreneurship : Entrepreneurship - Concept	Why Entrepreneurship : Entrepreneurship - Concept	Mr. Shishir Jain
20.11.12	EDPs- methodologies & strategies- promotional work & developmental inputs	EDPs- methodologies & strategies- promotional work & developmental inputs	Skills of an entrepreneur	How to Identify and Select Potential Entrepreneurs: various tool and techniques	Mr. Abhishek Phadia
21.11.12	Business Environment Scanning	Market survey: tools and techniques	Project Identification & opportunity guidance	Project Identification & opportunity guidance	Mr. Harleen Singh Sethi
22.11.12	How to start a SSI unit (general concept about the govt. formalities, rules & regulations etc.)	Agencies involved in promoting & assisting SSI units	Role of Supporting Agencies- DIC, SIDC	Role of Financial Institutions Banks	Mr. Anil Gorani
23.11.12	How to start a MSI unit (general concept about the govt. formalities, rules & regulations etc.)	How to start a MSI unit (general concept about the govt. formalities, rules & regulations etc.)	How to start a MSI unit (general concept about the govt. formalities, rules & regulations etc.)	How to start a MSI unit (general concept about the govt. formalities, rules & regulations etc.)	Mr. Anil Gorani
24.11.12	Environmental/ Pollution control and Energy saving / Non-conventional energy sources aspects	Ist session to be continued	Technology assistance from R&D labs & other institutions	Promotion & Support to Technology Development Schemes of DST & other agencies including Venture Capital Fun	Dr P. K. Jain

Day	Morning Session I	Session Session II	Afternoon Session III	Session Session IV	Key Note Speaker
19.11.12	Program Objective & Orientation	Historical Background - Indian Values vis-a-vis entrepreneurship & the present scenario	Why Entrepreneurship : Entrepreneurship - Concept	Why Entrepreneurship : Entrepreneurship - Concept	Mr. Shishir Jain
26.11.12	Financial aspects of SSI units: Project cost, Source of finance, Cost of production & Profitability	Financial Aspects of SSI Unit- financial projections, BEP, working capital assessment etc	Marketing management & marketing support available to SSI units	IIIrd session to be continued.	Mr. Harleen Singh Sethi
27.11.12	How to prepare a Business Plan (Project Report)	Ist session to be continued.	Problem solving & decision making	Problems & Issues in the management of SSI units	Mr. Ashish Soni
28.11.12	Factory Visit	Factory Visit	Factory Visit	Factory Visit	
29.11.12	Communication skills- interacting with people for better results	Managerial Aspects (Including Labour Legislation Commercial Acts etc)	How to make proposal for EACs and EDPs and how to organising an EAC, EDP	Interface with successful entrepreneur & success stories	Mr. Ashish Soni
29.11.12	Action Plan and Feed Back	Valedictory			

Glimpses of various activities conducted by EDC....

19.11.12 MR. SHISHIR JAIN:

PROGRAM OBJECTIVE & ORIENTATION:

The main objectives of an entrepreneurial development programme are:

1. To identify and train the potential entrepreneurs in the region;
2. To develop necessary knowledge and skills among the participants in EDPSs.
3. To impart basis managerial knowledge and understanding;
4. To provide post-training assistance;
5. To develop and strengthen entrepreneurial quality and motivation;
6. To analyze the environmental issues related to the proposed project;

7. To help in selecting the right type of project and products;
8. To formulate the effective and profitable project;
9. To enlarge the supply of entrepreneurs for rapid industrial development;
10. To develop small and medium enterprises sector which is necessary for employment generation and wider dispersal of industrial ownership;
11. To industrialize rural and backward regions;
12. To provide gainful self-employment to educated young men and women;
13. To diversity the source of entrepreneurship;
14. To know the pros and cons of being an entrepreneur.
15. To provide knowledge and information about the source of help, incentives and subsidies available from government to set up the project;
16. To impart information about the process, procedure and rules and regulations for setting up a new projects.

Therefore, entrepreneurial development programmes have become imperative for exploiting vast untapped human skills and to channelize them into accelerating industrialization.

HISTORY OF ENTREPRENEURSHIP DEVELOPMENT:

- 1) Nigerian history of entrepreneurship
- 2) Evolution of Canadian history of student entrepreneurs
- 3) History of entrepreneurship in India
- 4) Entrepreneurship in Greece

Conclusion: In this era of globalization, the pace of growth of entrepreneurship has increased in leaps and bounds and it has sky as its limit. Entrepreneurship has shown drastic changes in almost all economies of the world providing the mankind with new domains of globalization. It has turned the world into a global village and has made the world a better place to live in.

WHY ENTREPRENEURSHIP:

Entrepreneurship includes:

- creativity, innovation and risk taking
- ability to plan and manage projects in order to achieve objectives
- support in daily life at home and in society
- employees being aware of the context of their work
- being able to seize opportunities
- a foundation for more specific skills and knowledge needed in establishing social or commercial activity

To address the challenges of unemployment, poverty, inequality, globalisation and climate change the benefits of entrepreneurship must be shared, with Ideas being turned into Actions.

Darpan

The economies, the wealth creation, the employment markets and the future of the planet reside in the hands of entrepreneurs those capable, innovative, driven individuals and organisations that can effect change and make things happen.

We believe that through communication, commitment and conscience we can create a community which speaks with one voice. Our community will share, inspire, mentor, support and celebrate. It will have the power to influence and transform relevant policy for the good of all entrepreneurs across the globe. If you are willing to contribute, happy to share, want to create a fairer society, and want to create and share wealth, then you've come to the right place.

Social benefits

Economic benefits

Environmental benefits

20.11.12 MR.ABHISHEK PHADIA:

EDPS-METHODOLOGIES & STRATEGIES-PROMOTIONAL WORK & DEVELOPMENTAL INPUTS

Entrepreneurship is regarded as one of the important determinants of the industrial growth of the country. The dearth of the entrepreneurial and managerial skill is one of the most common problems being faced by all under developed economies. Entrepreneurship is to promoted to help alleviate the unemployment problem, to overcome the problem of stagnation and to increase the competitiveness and growth of business and industries. Various attempts have been made to promote and develop entrepreneurship. By giving specific assistance to improve the competence of the entrepreneur and his enterprise so as to make him and his entrepreneurial so that more people become entrepreneurs.

In order to meet the global demand and the new challenges thrown to the Indian industry and also to generate employment, entrepreneurship development has to be given a priority.

The entrepreneurs should possess required skills, ability to grasp opportunities which offer economic advantages, orientation towards applying knowledge to maximize gains, business skills, and leadership qualities and above all confidence that one can make things happen. In this context a trained entrepreneur has a number of advantages. In order to accelerate the growth of industries generate employment and utilities the national human potential there is a need to channelise the youth and women of the country for useful and productive purpose. There is also a need to motivate the guide the youth to enable them to take a step forward and take up a carrier of self employment and setup a small or micro enterprise as an entrepreneur..

SKILLS OF AN ENTREPRENEUR:

A wide range of competences are seen as entrepreneurial and useful to entrepreneurs, these include knowledge, skills and personal traits:

- Management skills the ability to manage time and people (both oneself and others) successfully
- Communication skills (e.g. the ability to sell ideas and persuade others)
- The ability to work both as part of a team and independently

- Able to plan, coordinate and organise effectively
- Financial literacy
- Able to research effectively (e.g. available markets, suppliers, customers and the competition)
- Self-motivated and disciplined
- Adaptable
- An Innovative and creative thinker
- The ability to multi-task
- Able to take responsibility and make decisions
- The ability to work under pressure
- Perseverance
- Competitiveness
- Willingness to take risks (or at least not risk averse)
- Ability to network and make contacts

HOW TO IDENTIFY AND SELECT POTENTIAL ENTREPRENEURS: VARIOUS TOOL AND TECHNIQUES

The proper identification and selection of potential entrepreneurs is the first and foremost step in EDP. Utmost care should be taken to identify the right candidates for training. Tests, group discussion and interviews may be used in the selection of entrepreneur.

Identifying Entrepreneurial Traits:

Every participant must have a minimum level of eligibility for developing into an entrepreneur. The entrepreneurial traits are broadly classified into two groups:

(I) Socio Personal Characteristics:

(II) Human Resource Factors:

(I) Socio-Personal Characteristics

(i) Age

(ii) Education

(iii) Family background

(iv) Size of family

(v) Working hands

(vi) Social participation

Human Resource Factors: Human resources factor includes:

(i) Achievement Motivation

(ii) Risk taking willingness

(iii) Influence Motivation

(iv) Personal efficiency

(v) Aspirations

(Vi) Identification of Enterprise

21.11.12 MR. HARLEEN SINGH SETHI:

BUSINESS ENVIRONMENT SCANNING:

Environmental scanning is one component of the global environmental analysis. Environmental monitoring, environmental forecasting and environmental assessment complete the global environmental analysis. The global environment refers to the macro environment which comprises industries, markets, companies, clients and competitors. Consequently, there exist corresponding analyses on the micro-level. Suppliers, customers and competitors representing the micro environment of a company are analyzed within the industry analysis.

Environmental scanning can be defined as 'the study and interpretation of the political, economic, social and technological events and trends which influence a business, an industry or even a total market'.

MARKET SURVEY:

Market survey is a valuable tool to help minimize risks and increase the probability of success. However, that doesn't mean it is a sure-shot way to eliminate risk and guarantee complete success. You should undertake market assessment with a survey before you finalize marketing plans for your product or service. This chapter aims to explain what a market survey is and how to conduct it.

Markets are changing rapidly, becoming complex and competitive. It is difficult to keep pace with the rapidly changing demand and supply patterns as an entrepreneur is unable to respond quickly to a new environment. He needs better market understanding and a market survey puts him in contact with the market. A systematic use of this tool can reduce risks in decision-making.

PROJECT IDENTIFICATION & OPPORTUNITY GUIDANCE:

It includes discussion of:

- Recognizing a restoration oppor
- Project identification, feasibility, and planning highlight projetunity;
- Regional-scale planning;
- Characteristics of a potential tidal hydrology restoration site;
- Evaluation of project feasibility; andct

22.11.12:

MR. ANIL GORANI:

HOW TO START A SSI UNIT (GENERAL CONCEPT ABOUT THE GOVT. FORMALITIES, RULES & REGULATIONS ETC.)

Anyone can start a unit, whether

- Existing entrepreneur or fresh to business,
- With or without a business background in the family,
- Educated or Uneducated,
- Rural area / Backward area persons, Women, Physically Handicapped persons, Minorities, SC-ST have special incentives available to them.

A strong “will” to set up industry, essential skills, ability of hard work, and ability to take “calculated risk” are the key requirements.

AGENCIES INVOLVED IN PROMOTING & ASSISTING SSI UNITS

- Small Industries Development Bank of India (SIDBI)
- Direct Assistance Schemes
- Indirect Assistance Schemes

ROLE OF SUPPORTING AGENCIES- DIC, SIDC:

Spark Regional Incubator Network

- Funding & Incentives
- Business Idea Submission Form
- Portfolio Companies
- Additional Resources

ROLE OF FINANCIAL INSTITUTIONS BANKS:

Both governments and various industrial promotion and support institutions are making considerable efforts to facilitate the process of emergence of new entrepreneurs for setting up enterprises in small scale sector. These efforts involved making attractive schemes for availability of finance and various other assistances including technical know how, training, sales, purchases, etc. It is believed that these efforts have made a favorable impact on the growth of these enterprises in the State as well as in the region. There are today a large number of organizations like North Eastern Industrial and Technical Consultancy Organization (NEITCO), National Institute of Small Industry Extension Training (NISIET) [till it was merged with the Indian Institute of Entrepreneurship (IIE)] and the North Eastern Industrial Consultants Ltd (NECON) who has been actively involved in entrepreneurship development activities in the region. Their efforts have been supported by the North Eastern Council (NEC) in general and financial institutions like Industrial Development Bank of India (IDBI), Small Industries Development Bank of India (SIDBI), North Eastern Development Finance Corporation Limited (NEDFi) and various commercial banks in particular. The present paper in this regard is an attempt to examine the role of financial institutions in promoting small scale and tiny industries in terms of growth of entrepreneurs, enterprises and its contribution to State Domestic Products.

23.11.12:

MR. ANIL GORANI:

HOW TO START A MSI UNIT (GENERAL CONCEPT ABOUT THE GOVT. FORMALITIES, RULES & REGULATIONS ETC.)

The precise definition of small-scale, medium-scale and large-scale industry varies depending on a number of factors. There are two key ways the U.S. government defines the size of a business: the number of employees and the amount of revenues. The definition is also dependent on the specific industry. Some industries are a lot more labor intensive, and the definition of "small" may include a large number of employees. Other industries, especially those that rely on technology or specific skills of an individual,

may reach only a low employee number before being bumped up into the next size category.

Plastic Making

Small/Medium Scale Industries

Machines for Plastic-Making

[A] Plastic Injection Moulding Machines [Horizontal Hydraulic]

[B] Plastic Injection Moulding Machines [Vertical]

[C] Plastic Injection Moulding Machines [Fully Automatic]

[D] Plastic Injection Moulding Machines [Semi-Automatic]

Food Processing

Small/Medium Scale Industries

[A] BAKERY EQUIPMENT

- 1 Auto flour sifter
- 2 Water batching tank
- 3 Dough kneader
- 4 Dough hoist
- 5 First proofer
- 6 Dough molder
- 7 Bread slice/ High speed bread slice machines
- 8 Spiral mixer
- 9 High speed mixer
- 10 Dough divider
- 11 Dough rounder
- 12 Electric deck oven
- 13 Diesel Rotary rack oven
- 14 Bun Divider [round moulder]
- 15 Bun slicer

[B] DRINKING/ MINERAL WATER BOTTLING MACHINES

- 1 Rinser --- Filler Capper Monoblock three in- one machine

[C] MINI OIL MILL MACHINERY

- 1 Expeller with kettle
- 2 Decorticator
- 3 Boiler
- 4 Filter pump
- 5 Filter press

[D] GRINDING MACHINES/ PULVERIZERS/ETC

- 1 Vertical and Horizontal grinding mills
- 2 Hammer mills
- 3 Impact pulverizes
- 4 Mini pulverizes
- 5 Poultry and cattle feed mill
- 6 Mini rice mill
- 7 Sugar cane crushers
- 8 Wafer biscuits making machines
- 9 Rolled sugar cone making machines

24.11.12

DR. P.K. JAIN:

ENVIRONMENTAL/POLLUTION CONTROL AND ENERGY SAVING / NON-CONVENTIONAL ENERGY SOURCES ASPECTS:

The contribution of manufacturing industries in the economic development of India is significant. However, industries have increased pollution and degraded environment. Industries create four types of pollution, namely air, water, land and noise.

The smoke emitted by the industries pollutes air and water very badly. Air pollution is caused by the presence of a higher proportion of undesirable gases, such as carbon monoxide and carbon dioxide. Air-borne particulate materials consist of both solid and liquid particles. Dust, fume, mist, spray and smoke contain both types of particles. Human-made sources of pollutants are normally industrial and solid wastes. Air pollution affects human health, animals, plants, materials and the atmosphere.

TECHNOLOGY ASSISTANCE FROM R&D LABS & OTHER INSTITUTIONS:

Pollution Control Research Institute (PCRI) set up under United Nations Development Programme evolve technologies and provides consultancy services to industrial pollution with respect to air, water, noise and solid waste.

PCRI is equipped with most modern monitoring and analytical facilities and powered by a team of highly qualified engineers and scientists. The expertise available at PCRI is continually upgraded through association with renowned experts in the field, strengthening the capabilities of the Institute.

It is one of the great ironies of the twentieth century that we should be threatened by a cloud of pollution created by our own technological progress-and we are challenged to use our ingenuity to eliminate the production of pollutants that destroy property, damage plant life, endanger human health, and rob us of our enjoyment of natural beauty in our urban areas. Unfortunately, the job of control is not an easy one. There are as many potential sources of air pollution as there are manufacturing operations, motor vehicles, home heaters, power plants, and incinerators, to list some of the major sources.

Darpan

In the area of control of pollution from stationary sources, major research and development is now concentrated on the control of sulfur oxides. In the future there will be expanded programs for other pollutants, especially nitrogen oxides.

Major emphasis on control of emissions from motor vehicles is now focused on reduction of carbon monoxide and hydrocarbons. Future efforts will focus on control of nitrogen oxides and particulates and on unconventional vehicles with low pollution potential, such as electric-powered and steam-powered cars.

Instruments and techniques are now available for measuring many pollutants, especially inorganic gases, but there is a need for automated, smaller-sized instruments both for stationary sampling stations and for airborne sampling of the atmosphere. There is also a need for remote-type monitors capable of measuring stack emissions from a distance.

In the area of meteorology, a number of urban diffusion models and an air pollution potential forecast program are now operational; improved models and quantitative forecasting methods are under development.

PROMOTION & SUPPORT TO TECHNOLOGY DEVELOPMENT SCHEMES OF DST & OTHER AGENCIES INCLUDING VENTURE CAPITAL FUN VENTURE CAPITAL FUND SCHEME FOR DAIRY/POULTRY - SPONSORED BY GoI

Objectives

- ▶ To promote setting up modern dairy farms for production of clean milk .
- ▶ To bring structural changes in the unorganised dairy & poultry sectors to improve the hygiene and quality of the products.
- ▶ For establishing the poultry breeding farms with low input technology birds and also for creating the necessary infrastructure facilities such as feed godown, feed mixing unit, egg grading, packing and storage for export, retail poultry dressing units etc.
- ▶ The Venture Capital Schemes Manual (VCM) contains HM Revenue and Customs guidance on a group of schemes and reliefs that aim to encourage investment in small unquoted trading companies. These schemes are the Enterprise Investment Scheme, Seed Investment Scheme, Venture Capital Trust scheme, Share Loss Relief and Corporate Venturing Scheme.

Eligible Criteria for Funding

- a. Project should be in agriculture or allied sector basically perishables namely horticulture, floriculture, medicinal and aromatic plants, minor forest produce, apiculture, and fisheries. However, poultry and dairy projects will not be covered under the scheme.
- b. Project should provide assured market to farmers/ producer groups.
- c. Project should encourage farmers to diversify into high value crops, to increase farms incomes.
- d. Project should be accepted by banks (mentioned above) for grant of term loan.

26.11.12:

MR. HARLEEN SINGH SETHI:

FINANCIAL ASPECTS OF SSI UNITS: PROJECT COST, SOURCE OF FINANCE, COST OF PRODUCTION & PROFITABILITY:

Small Scale industries encompass vast scope covering activities like manufacturing, servicing, financing, construction, infrastructure etc. In view of Government of India's ever increasing importance given to the small scale industries in the national economy more & more small scale industries are to be set up in the years to come. By contributing it's increasing share to the national production, employment & exports, small scale industries also contribute to the economic development of the country.

However, these industries are also plagued by the problems of raw material, finance, marketing, underutilization of capacity, etc. cash has become a big problem for small & even big businesses today. Lack of finance has driven many small business units into bankruptcy. Unfortunately many small businesses will become bankrupt because their owners have neglected the principal of cash management which normally determines their successes or failure. Cash is like oxygen to a business. Small scale enterprises, given their small resources find it difficult to have these own. Finance has been the important resource to start & run an enterprise because it facilitates the entrepreneur to procure land, labour, material, machine & so on from different parties to run his/her enterprise. Report of third all India censuses also clearly indicate that lack of demand & shortage of working capital are the main reasons behind sickness/ incipient sickness of registered & unregistered small scale industries. Developing cash forecast is essential for new business because early sales do not generate enough cash to keep the company afloat. Better financial management can lead the company ahead in competition as well as it will help the entrepreneur to avoid the situation of bankruptcy & industrial sickness.

MARKETING MANAGEMENT & MARKETING SUPPORT AVAILABLE TO SSI UNITS:

The importance of the cottage and small scale industries to the National Economy was recognised by the Government as early as in 1948 under the Industrial Policy Resolution. In pursuance of this Policy, a comprehensive program for the development of the Sector was drawn in early 50's. The marketing assistance to the small scale units through preferential purchase by the Central and State Purchase Organizations was emphasized. The emphasis was reiterated in the Government Policy in 1991.

The small scale sector has grown significantly in the last 4-5 decades. The Sector has certain distinct advantages from the point of view of Indian economy viz. low intensity capital investment, high employment potential, low intensity of import in export production etc.

27.11.12:

MR. ASHISH SONI:

HOW TO PREPARE A BUSINESS PLAN (PROJECT REPORT):

A Business Plan/Project Report submitted should include the following information:

1. Description of the project.
2. Promoters, Management and Technical Assistance:

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3. Market and sales:
4. Technical feasibility, manpower, raw material resources, and environment:.
5. Investment requirements, project financing, and returns:
6. Government support and regulations:
7. Timetable envisaged for project preparation and completion.

INDICATIVE INFORMATION REQUIRED IN PROJECT REPORT

- Company/firm
- Proposal
- Background Of Promoters/directors And Their Experience
- Background Of The Project
- Organizational Structure And Management
- Technology/collaboration
- Product, Marketing And Selling Arrangement
- Location And Land
- Process Raw Material & Consumables
- Utilities Details Of Engineering Consultants, Technical Consultants And Architects
- Cost Of The Project
- Financial Analysis
- Land Documents

INDICATIVE CHECKLIST OF DOCUMENTS TO BE SUBMITTED WITH THE DETAILED PROJECT REPORT

- Proposal
- Company/ Firm/associated Companies
- Promoters/directors

PROBLEM SOLVING & DECISION MAKING:

Define the problem:

What can you see that causes you to think there's a problem?

1. Where is it happening?
2. How is it happening?
3. When is it happening?

4. With whom is it happening? (HINT: Don't jump to "Who is causing the problem?" When we're stressed, blaming is often one of our first reactions. To be an effective manager, you need to address issues more than people.)
 5. Why is it happening?
 6. Write down a five-sentence description of the problem in terms of "The following should be happening, but isn't ..." or "The following is happening and should be: ..." As much as possible, be specific in your description, including what is happening, where, how, with whom and why. (It may be helpful at this point to use a variety of research methods.
- Defining complex problems:
 - Verifying your understanding of the problems:
 - Prioritize the problems:
 - Understand your role in the problem:
 - Look at potential causes for the problem
 - Identify alternatives for approaches to resolve the problem
 - Select an approach to resolve the problem
 - Plan the implementation of the best alternative (this is your action plan)
 - Monitor implementation of the plan
 - Verify if the problem has been resolved or not

A person with this preference often prefers using a comprehensive and logical approach similar to the guidelines in the above section. For example, the rational approach, described below, is often used when addressing large, complex matters in strategic planning.

PROBLEMS & ISSUES IN THE MANAGEMENT OF SSI UNITS:

All over the world, the unorganized manufacturing sector is known as Small and Medium Enterprises (SMEs) while in India this is known as SSI defined in terms of investment in plant and machinery. During last 50 years, the limit of investment has changed from Rs. 5 lacs in the sixties to Rs. 100 lacs in 1999. Within the SSI sector, two sub segments have been created: one for Tiny Units having investment in plant and machinery up to Rs. 25 lacs and the other for industry Related Service and Business Enterprise (SS and BE) sector defined as having investment in fixed assets excluding land and building not exceeding Rs. 10 lacs. The SP Gupta Study Group on Small Enterprises (1999), in its interim report, has recommended that the time is ripe to move from Industry to Enterprise and also to include Medium Enterprises within the SSI sector. This is essential in order to bring Indian SSI sector at par with the global Small Medium Enterprises (SMEs) sector.

29.11.12:

MR.ASHISH SONI:

COMMUNICATION SKILLS- INTERACTING WITH PEOPLE FOR BETTER RESULTS:

According to a book entitled, Business Communication: Strategies and Skills, roughly 75% of all managerial time is spent in verbal one-to-one exchange. This means that as a business owner and manager, you will be spending most of your time talking to other people customers, suppliers, employees and others. But moreover, aside from verbal communication, one will also spend time in doing non-verbal correspondence such as letters, memo and email. Such is the importance of having proper business communication skills when you want to succeed as an entrepreneur.

Check yourself against these five business communication skills and see which areas you could train yourself to improve on and excel further:

Writing Skills

Social Networking Skills

Presentation and Public Speaking Skills

Sales and Marketing Skills

Negotiation Skills

MANAGERIAL ASPECTS (INCLUDING LABOUR LEGISLATION COMMERCIAL ACTS ETC):

There is a need for capable individuals who are prepared to accept the brunt of risk, to assist in job creation and assist in positive growth in the economy. We are part of a capitalistic Society. Entrepreneurship offers the total solution. It places no risk on government or the employee, while having the ability to assist in the creation of jobs and with the alleviation of poverty. Entrepreneurship needs to be positively influenced and encouraged so as to fill the void emanating from high unemployment, and help the economy further. Potential entrepreneurs find themselves lost in a maze of legalities and tax laws, coupled with the unavailability of capital and heavy taxes on any positive returns, creating a barrier to entry for entrepreneurs. Labor is a very real necessity in the need for progress and actual implementation of opportunities. The essence of labor laws is to ensure no exploitation of workers, create fair working conditions and reward for the worker. South Africa has a very turbulent labor history. The characteristics of the labor market are commitment to the social contract; removal of obstacles in the way of international trade and production; reduction in unemployment. There are three players in the labour market, being employers, employees and government, who all have to contribute their shares before successful production can take place.

Commercial entrepreneurs are:

- a) individuals and collective persons which, in their own name, themselves or through third parties, exercise a commercial enterprise;
- b) commercial companies.

HOW TO MAKE PROPOSAL FOR EACS AND EDPS AND HOW TO ORGANISING AN EAC, EDP

- Name & address of Institution: (with phone/fax no's)
- Brief introduction of the Institution:
- Venue:
- Name of the Camp Coordinator, his qualifications and training/experience/exposure in the field of entrepreneurship development:
- Have the organization conducted similar program in past: Yes/No
- If yes, No. and date of the sanction :
- Program schedule & course contents :
- Details of Faculty to be associated:
- Target Group:
- Organizing business plan / new venture competitions.
- Organizing start-up and jump-start workshops.
- Mentoring students from the initial phase of evaluating ideas, developing business plans, and supporting the implementation.
- Building relationships and facilitating interaction with venture capitalists, technology providers, enterprise-promoting agencies, commercial banks, and other financial institutions.
- Creating an ecosystem of external mentors from different fields to provide guidance for specific project ideas.

INTERFACE WITH SUCCESSFUL ENTREPRENEUR & SUCCESS STORIES:

- | | |
|----------------------|------------------------|
| • Dhirubhai Ambani | • JRD Tata |
| • Jamsetji Tata | • Adi Godrej |
| • Anil Ambani | • Dr. K. Anji Reddy |
| • Azim Premji | • Bhai Mohan Singh |
| • B.M. Munjal | • Ekta Kapoor |
| • Ratan Tata | • Raunaq Singh |
| • Subhash Chandra | • Subroto Roy |
| • Sunil Mittal | • Kumar Mangalam Birla |
| • Lalit Suri | • M.S. Oberoi |
| • Mukesh Ambani | • Nandan Nilekani |
| • Kasturbhai Lalbhai | • S.L. Kirloskar |
| | • A.M. Naik |

29.11.12:

ACTION PLAN AND FEED BACK

VALEDICTORY

CADr. P.K. Jain

CA Prashant Jain

Dr. Mona Tawar

CA Vijay Thakkar

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Mahalaxmi Nagar, Opp. Bombay Hospital, Ring Road, Indore-10.
Ph. : 0731-2570645. Fax : 0731-2550866. Mobile : 94253-22230, 98939-360465
E-mail : pipsind@gmail.com Website : www.pioneerinstitute.net | www.pioneerjournal.in



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CBSE Affiliation No. 1030162

Mahalaxmi Nagar, Opp. Bombay Hospital, Indore-10.
Tel. : 0731-2551098, 98264 52840. Mobile : 94253-22230, 98939-360465
E-Mail : pio.convent1@gmail.com Website : www.pioneerconvent.com

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Mahalaxmi Nagar, Opp. Bombay Hospital, Ring Road, Indore-10.
Ph. : 0731-2570645. Fax : 0731-2550866. Mobile : 94253-22230, 98939-360465.
E-mail : pioneerhomoeopathy@gmail.com Website : www.pioneerhomoeopathy.com

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