



Dr. D. Y. PATIL EDUCATIONAL FEDERATION

Dr. D. Y. Patil Institute of Management and Entrepreneur Development

Approved by AICTE, Affiliated to SPPU Pune

Address: - Sr. No. 27/A/1/2C, Near Talegaon Railway Station, Towards HP Service Station, Varale, Talegaon, Pune, Maharashtra 410507. Website: dypatilef.com. dypatilimed.com E-mail- director.dypimed@dypatilef.com

Dr. D. Y. Patil

Dr. Sushant Patil

Dr. Priyanka A. Singh

Founder Dr. D Y Patil Group

President

Director

CRITERION III -RESEARCH INNOVATION & EXTENSION

3.3 :- Research Publication & Awards

3.2.2 Number of workshops/seminars/conferences including programs conducted on Research Methodology, Intellectual Property Rights (IPR) and entrepreneurship during the last five years.

Supporting Documents for 2019

Year	Name of the workshop/ seminar/ conference	Number of Participants	Date From – To	Link to the Activity report on the website
2019	Understanding the patenting process	36	January 11, 2019	
2019	Strategies for building and managing an IP portfolio	38	April 10, 2019	
2019	Importance of a systematic approach to research.	28	Apr 12, 2019	
2019	IP Commercialization: From Research to Market	42	April 20, 2019	
2019	How to identify and protect intellectual property in startup ventures	29	Apr 25, 2019	
2019	Methods for generating and evaluating business ideas.	30	May 12, 2019	
2019	Sales and Customer Acquisition Techniques	29	Nov 14, 2019	
2019	Marketing and Branding Strategies for Startups	44	Dec 21, 2019	



Priyanka A. Singh
DIRECTOR
DR.D.Y.P.I.M.E.D.
Varale, Maval, Pune 410 507



Dr. D. Y. PATIL EDUCATIONAL FEDERATION
Dr. D. Y. Patil Institute of Management and Entrepreneur Development
Approved by AICTE, Affiliated to SPPU Pune

Address: - Sr. No. 27/A/1/2C, Near Talegaon Railway Station, Towards HP Service Station, Varale, Talegaon, Pune, Maharashtra 410507. **Website:** dypatilef.com. dypatilimed.com **E-mail-** director.dypimed@dypatilef.com

"NOTICE"

Date: 18/04/2019

Dear MBA Students,

Subject: Seminar on "IP Commercialization: From Research to Market"

This is to inform all MBA students (1st & 2nd Year) that an important seminar on Intellectual Property Rights (IPR) has been scheduled for:

Speaker: Prof. Pravin Thorat- INDIRA COLLEGE OF ENGINEERING & MANAGEMENT-PUNE

Date: 20/04/2019

Timing: 10 to 01 PM

Venue: Seminar Hall, Dr. D Y Patil Institute of Management & Entrepreneur Development

The seminar aims to provide valuable insights into the significance of "IP Commercialization: From Research to Market" in the business world. Understanding IPR is crucial in today's competitive landscape, and this seminar will cover key aspects related to patents, trademarks, copyrights, and trade secrets.

We encourage all students to actively participate in this session, as it will not only enhance your knowledge but also contribute to your academic and professional growth.

Best Regards,
Co-Coordinator

[Prof. Ratikanta ray]

Director

[Dr. R. M. Indi]



DIRECTOR
DR.D.Y.P.I.M.E.D.
Varale, Maval, Pune 410 507



Dr. D. Y. PATIL EDUCATIONAL FEDERATION
Dr. D. Y. Patil Institute of Management and Entrepreneur Development
Approved by AICTE, Affiliated to SPPU Pune

Address: - Sr. No. 27/A/1/2C, Near Talegaon Railway Station, Towards HP Service Station, Varale, Talegaon, Pune, Maharashtra 410507. **Website:** dypatilef.com. dypatilimed.com **E-mail-** director.dypimed@dypatilef.com

Dr. D. Y. Patil

Founder Dr. D Y Patil Group

Dr. Sushant Patil

President

Dr. Priyanka A. Singh

Director

17/04/2019

To,
Prof. Pravin Thorat
Indira College of Engineering and Management,
Prantwari, Pune

Sub: - Invitation to speak on "IP Commercialization: From Research to Market." as a keynote speaker.

Dear Prof. Pravin Thorat,

Warm greetings from Dr. D. Y. Patil Institute of Management & Entrepreneur Development! I am writing to extend a cordial invitation to you to be a distinguished speaker at our upcoming seminar on the topic of "IP Commercialization: From Research to Market." The event is scheduled to take place on the 20th of April 2019.

We are aware of your expertise and extensive knowledge in the field of intellectual property (IP) commercialization, and we firmly believe that your participation as a speaker will significantly enrich our seminar. The seminar aims to explore the processes and strategies involved in successfully transforming research-based intellectual property into marketable products and services. We intend to discuss topics such as IP valuation, licensing, technology transfer, and the challenges and opportunities in IP commercialization.


As a distinguished speaker, we kindly request you to deliver a keynote address for approximately 3 hours, followed by a 15-minute question and answer session. Your insights and perspectives on IP commercialization will provide invaluable guidance to our participants, who will include students, researchers, professionals, and academicians.

We kindly request you to confirm your availability and willingness to participate in the seminar as a speaker. If you have any specific requirements or preferences, please let us know, and we will do our utmost to accommodate them.

Yours sincerely,

Dr. R. M. Indi
Director




DIRECTOR
DR.D.Y.P.I.M.E.D.
Varale, Maval, Pune 410 507



Dr. D. Y. PATIL EDUCATIONAL FEDERATION
Dr. D. Y. Patil Institute of Management and Entrepreneur Development
Approved by AICTE, Affiliated to SPPU Pune

Address: - Sr. No. 27/A/1/2C, Near Talegaon Railway Station, Towards HP Service Station, Varale, Talegaon, Pune,
Maharashtra 410507. **Website:** dypatilef.com. dypatilimed.com **E-mail-** director.dypimed@dypatilef.com

Seminar report on "IP Commercialization: From Research to Market"

Speaker: By Prof. Pravin Thorat- INDIRA COLLEGE OF ENGINEERING & MANAGEMENT-PUNE

Date: 20/04/2019

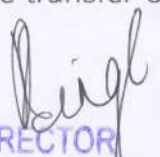
Chief guest Dr. Sanjay Dharmadhikari (Director),

Venue: Seminar Hall, Dr. D Y PATIL INSTITUTE OF MANAGEMENT & ENTREPRENEUR DEVELOPMENT -PUNE

Introduction: This report aims to provide a summary of the seminar titled "IP Commercialization: From Research to Market" delivered by Professor Pravin Thorat from Indira College of Engineering & Management, Pune. The seminar took place on 20/04/2019 and was attended by Dr. Sanjay Dharmadhikari, the Chief Guest and Director of Dr. D Y Patil Institute of Management & Entrepreneur Development, Pune. The event was held at the Seminar Hall of Dr. D Y Patil Institute of Management & Entrepreneur Development.

1. Seminar Overview Professor Pravin Thorat commenced the seminar by highlighting the importance of intellectual property (IP) commercialization as a vital process that bridges the gap between research and the market. He emphasized that IP, which includes patents, trademarks, copyrights, and trade secrets, holds immense value and has the potential to drive economic growth and innovation.
2. Understanding IP Commercialization Prof. Thorat elaborated on the concept of IP commercialization, explaining the process by which intellectual property assets is transformed into commercially viable products or services. He emphasized the need for researchers and inventors to strategically manage their intellectual property and explore avenues for its successful commercialization.
3. Key Steps in IP Commercialization The seminar provided insights into the key steps involved in IP commercialization. Prof. Thorat discussed the importance of conducting IP audits to assess the value and potential of intellectual property assets. He highlighted the significance of protecting IP through patents, trademarks, or copyrights, and outlined the procedures and requirements associated with these forms of protection. Prof. Thorat also addressed licensing and technology transfer as effective means of commercializing IP, emphasizing the need for collaboration between academia, industry, and entrepreneurs.
4. Role of Research Institutions Prof. Thorat emphasized the role of research institutions in fostering a culture of IP commercialization. He discussed the need for universities and research centers to promote awareness of intellectual property among researchers and provide support for protecting and commercializing their innovations. He also highlighted the importance of technology transfer offices in facilitating the transfer of technology from academia to industry.




DIRECTOR
DR.D.Y.P.I.M.E.D.
Varale, Maval, Pune 410 507



Dr. D. Y. PATIL EDUCATIONAL FEDERATION
Dr. D. Y. Patil Institute of Management and Entrepreneur Development
Approved by AICTE, Affiliated to SPPU Pune

Address: - Sr. No. 27/A/1/2C, Near Talegaon Railway Station, Towards HP Service Station, Varale, Talegaon, Pune, Maharashtra 410507. **Website:** dypatilef.com. dypatilimed.com **E-mail-** director.dypimed@dypatilef.com

5. Success Stories and Challenges The seminar featured success stories of IP commercialization, showcasing instances where innovative research ideas were successfully translated into marketable products or services. Prof. Thorat also discussed the challenges and potential barriers faced during the commercialization process, such as legal complexities, funding constraints, and market uncertainties. He encouraged researchers and entrepreneurs to develop a resilient mindset and seek appropriate support and guidance to overcome these challenges.
6. In conclusion, Professor Pravin Thorat's seminar on "IP Commercialization: From Research to Market" shed light on the significance of IP commercialization in driving innovation and economic growth. The seminar provided valuable insights into the steps involved in IP commercialization, the role of research institutions, and the challenges and opportunities associated with this process. The presence of Dr. Sanjay Dharmadhikari, Director of Dr. D Y Patil Institute of Management & Entrepreneur Development, Pune, as the Chief Guest added prestige to the event and further emphasized the importance of IP commercialization in the academic and entrepreneurial ecosystem.



Dr. D. Y. Patil
DIRECTOR
DR.D.Y.P.I.M.E.D.
Varale, Maval, Pune 410 507



Dr. D. Y. PATIL EDUCATIONAL FEDERATION

Dr. D. Y. Patil Institute of Management and Entrepreneur Development

Approved by AICTE, Affiliated to SPPU Pune

Address: - Sr. No. 27/A/1/2C, Near Talegaon Railway Station, Towards HP Service Station, Varale,
Talegaon, Pune, Maharashtra 410507. Website: dypatilef.com, dypatilimed.com E- mail-
director.dypimed@dypatilef.com

Dr. D. Y. Patil

Founder Dr. D Y Patil Group

Dr. Sushant Patil

President

Dr. Priyanka A. Singh

Director

Attendance Sheet

Stream : MBA

Seminar Topic:

Date:

IP Commercialization from Research to Mar
20/4/2019

Sr.No.	Name of the student	Sign
1	KARAN GOVIND MAHAJAN	Karan Mahajan
2	AMIT KUMAR SRIVASTAVA	Amit
3	PATIL PRASAD MAHADEO	Prasad
4	BISANI KHUSHBU NARESH	Bhushbu
5	CHAUDHRI SWAPNIL ANILRAO	Swapnali
6	ASHISH ANIL FOKMARE	Ashish
7	SHUBHANGI SUBHASH BALKATE	Shubhangi
8	KHARAT AKSHAY ASHOK	Akhay
9	PRAJAY BALKRUSHNA GHATGE	P.G.
10	SWAPNIL BHAUSAHEB UGALE	Ugale
11	PREM KRUSHNAT KARANDE	Prem.
12	KOMAL DATTATRAY GADE	Komal
13	KAJAL ANIL BANSE	Kajal
14	JAYANT ASHOK SANKPAL	Jayant
15	ARTI BAJRANG KSHIRSAGAR	Arti
16	VISHAL VISHNU BHUSE	Vishal
17	NIHALRAJE NAGNATH PATIL	Nihal Patil
18	AKASHKUMAR SANJAY BODKHE	Akash
19	KAUSHAL PIRAJI BHOSALE	Kaushal
20	SWAPNALI SACHIN GADE	Swapnali
21	DEEPAK PUNDLIK HELALE	Deepak
22	MANISH VILAS BAVISKAR	Manish
23	PRADNYA ANIL CHAVAN	Pradnya
24	YOGESH PANDIT AHER	Yogesh Aher
25	SHIRSAT ADARSH NAGORAO	Adarsh
26	TEJAL MAHENDRA NAGARALE	Tejal
27	DARSHANA SACHIN MORE	Darshana
28	DHANANJAY VASANTA NIMJE	Dhananjay
29	VAIBHAV NAMDEV ZOMAN	Vaibhav
30	SANDIP RAMESH CHANDGUDE	Sandip
31	KUNAL TUKARAM PEDNEKAR	Kunal
32	ADITYA MANIKRAO DABHADE	Aditya



Priyanka A. Singh
DIRECTOR
DR.D.Y.P.I.M.E.D.
Varale, Maval, Pune 410 507



Dr. D. Y. PATIL EDUCATIONAL FEDERATION
Dr. D. Y. Patil Institute of Management and Entrepreneur Development
Approved by AICTE, Affiliated to SPPU Pune

Address: - Sr. No. 27/A/1/2C, Near Talegaon Railway Station, Towards HP Service Station, Varale, Talegaon, Pune, Maharashtra 410507. **Website:** dypatilef.com. dypatilimed.com **E-mail-** director.dypimed@dypatilef.com

“NOTICE”

Date: 11/11/2019

Dear MBA Students,

Subject: SEMINAR on “Sales and Customer Acquisition Techniques”

This is to inform all MBA students (1st & 2nd Year) that an important seminar on “Sales and Customer Acquisition Techniques” has been scheduled for:

Speaker: Dr. Bharti Jagdale, - Sinhgad Institute of Business Administration & Computer Application,

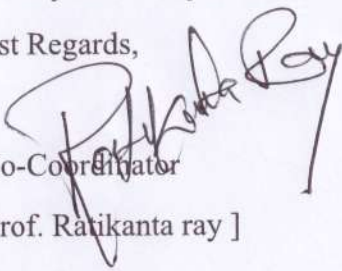
Date: 14/11/2019

Timing: 02 to 05 PM

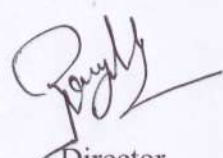
Venue: Seminar Hall, Dr. D Y Patil Institute of Management & Entrepreneur Development

The seminar aims to provide valuable insights into the significance of Entrepreneur development in the business world. We encourage all students to actively participate in this session, as it will not only enhance your knowledge but also contribute to your academic and professional growth.

Best Regards,

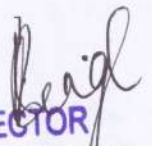

Co-Coordinator

[Prof. Ratikanta ray]


Director

[Dr. R. M. Indi]




DIRECTOR
DR.D.Y.P.I.M.E.D.
Varale, Maval, Pune 410 507



Dr. D. Y. PATIL EDUCATIONAL FEDERATION
Dr. D. Y. Patil Institute of Management and Entrepreneur Development
Approved by AICTE, Affiliated to SPPU Pune

Address: - Sr. No. 27/A/1/2C, Near Talegaon Railway Station, Towards HP Service Station, Varale, Talegaon, Pune, Maharashtra 410507. **Website:** dypatilef.com. dypatilimed.com **E- mail-** director.dypimed@dypatilef.com

Dr. D. Y. Patil

Founder Dr. D Y Patil Group

Dr. Sushant Patil

President

Dr. Priyanka A. Singh

Director

17/12/2019

To,
Dr. Bharti Jagdale
Sinhgad Institute of Business Administration & Computer Application
Lonavala, Pune

Sub: - Invitation to speak on "Sales and Customer Acquisition Techniques." as a key note speaker

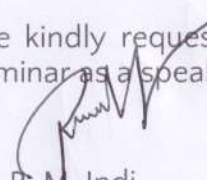
Dear Dr. Bharti Jagdale,

Warm greetings from Dr. D. Y. Patil Institute of Management & Entrepreneur Development! I am writing to extend a cordial invitation to you to be a distinguished speaker at our upcoming seminar on the topic of "Sales and Customer Acquisition Techniques." The event is scheduled to take place on the 21st of December 2019.

We are well aware of your expertise and extensive experience in the field of sales and customer acquisition. Your insights and knowledge would be invaluable for our seminar, which aims to provide participants with a comprehensive understanding of effective sales strategies and techniques to acquire and retain customers.

We kindly request you to deliver a session of approximately 3 hours, allowing ample time for an in-depth exploration of the topic. Your expertise and perspectives on sales and customer acquisition techniques will undoubtedly provide valuable guidance to our participants, who will include students, aspiring sales professionals, and entrepreneurs.

We kindly request you to confirm your availability and willingness to participate in the seminar as a speaker. Yours sincerely,


Dr. R. M. Indi
Director

Dr. D. Y. Patil Institute of Management & Entrepreneur Development




DIRECTOR
DR.D.Y.P.I.M.E.D.
Varale, Maval, Pune 410 507



Dr. D. Y. PATIL EDUCATIONAL FEDERATION
Dr. D. Y. Patil Institute of Management and Entrepreneur Development
Approved by AICTE, Affiliated to SPPU Pune

Address: - Sr. No. 27/A/1/2C, Near Talegaon Railway Station, Towards HP Service Station, Varale, Talegaon, Pune, Maharashtra 410507. **Website:** dypatilef.com. dypatilimed.com **E- mail-** director.dypimed@dypatilef.com

Report On

SEMINAR TOPIC: "Sales and Customer Acquisition Techniques"

Date 14/11/2019,

Speaker Dr. Bharti Jagdale, - Sinhgad Institute of Business Administration & Computer Application,

Venue: Dr. D. Y. PATIL INSTITUTE OF MANAGEMENT & ENTREPRENEUR DEVELOPMENT - Seminar Hall,

Institute Director: Dr R M Indi

Introduction : This report provides an overview of the seminar on "Sales and Customer Acquisition Techniques" delivered by Dr. Bharti Jagdale from Sinhgad Institute of Business Administration & Computer Application. The seminar took place on 21/12/2019 at the Seminar Hall of Dr. D Y Patil Institute of Management & Entrepreneur Development, Pune. The event was graced by Dr. R. M. Indi, the Director of the institute.

1. **Seminar Overview** Dr. Bharti Jagdale initiated the seminar by emphasizing the importance of effective sales techniques and customer acquisition strategies for business success. She highlighted that sales play a pivotal role in generating revenue and expanding the customer base. The seminar aimed to provide insights into various sales techniques and customer acquisition strategies that can help businesses thrive in a competitive market.
2. **Understanding Sales Techniques** The seminar delved into the fundamental concepts of sales techniques. Dr. Jagdale discussed the significance of effective communication, relationship-building, and persuasive skills in the sales process. She emphasized the need for understanding customer needs and tailoring the sales approach accordingly. The seminar aimed to equip participants with practical knowledge and skills to enhance their sales effectiveness.
3. **Customer Acquisition Strategies** Dr. Jagdale focused on customer acquisition strategies to help businesses attract and retain customers. She discussed the importance of market segmentation, targeting the right audience, and positioning the product or service effectively. The seminar explored various customer acquisition channels, including traditional marketing, digital marketing, referrals, and partnerships. Dr. Jagdale highlighted the significance of developing a comprehensive customer acquisition plan and continuously evaluating and optimizing the strategies for better results.
4. **Relationship Building and Customer Retention** The seminar emphasized the importance of building strong relationships with customers to foster loyalty and repeat business. Dr. Jagdale discussed techniques for effective relationship building, such as personalized communication, excellent customer service, and post-sales support. She highlighted the value of customer feedback and the role it plays in improving products, services, and overall customer satisfaction.



Bharti Jagdale
DIRECTOR
DR.D.Y.P.I.M.E.D.
Varale, Maval, Pune 410 507



Dr. D. Y. PATIL EDUCATIONAL FEDERATION

Dr. D. Y. Patil Institute of Management and Entrepreneur Development

Approved by AICTE, Affiliated to SPPU Pune

Address: - Sr. No. 27/A/1/2C, Near Talegaon Railway Station, Towards HP Service Station, Varale,
Talegaon, Pune, Maharashtra 410507. Website: dypatilef.com. dypatilimed.com E- mail-
director.dypimed@dypatilef.com

Dr. D. Y. Patil

Founder Dr. D Y Patil Group

Dr. Sushant Patil

President

Dr. Priyanka A. Singh

Director

Attendance Sheet

Stream : MBA

Seminar Topic:

Date:

Sales & Customer Acquisition Techniques

14/11/2019

Sr.No.	Name of the student	Sign
1	KARAN GOVIND MAHAJAN	Karan
2	AMIT KUMAR SRIVASTAVA	Amit
3	PATIL PRASAD MAHADEO	Prasad
4	BISANI KHUSHBU NARESH	Khushbu
5	CHAUDHRI SWAPNIL ANILRAO	Swapnil
6	ASHISH ANIL FOKMARE	Ashish
7	SHUBHANGI SUBHASH BALKATE	Shubhangi
8	KHARAT AKSHAY ASHOK	Akshay
9	PRAJAY BALKRUSHNA GHATGE	Prajay
10	SWAPNIL BHAUSAHEB UGALE	Swapnil
11	PREM KRUSHNAT KARANDE	Prem
12	KOMAL DATTATRAY GADE	Komal
13	KAJAL ANIL BANSE	Kajal
14	JAYANT ASHOK SANKPAL	Jayant
15	ARTI BAJRANG KSHIRSAGAR	Arti
16	VISHAL VISHNU BHUSE	Vishal
17	NIHALRAJE NAGNATH PATIL	Nihalraje
18	AKASHKUMAR SANJAY BODKHE	Akash
19	KAUSHAL PIRAJI BHOSALE	Kaushal
20	SWAPNALI SACHIN GADE	Swapnali
21	DEEPAK PUNDLIK HELALE	Deepak
22	MANISH VILAS BAVISKAR	Manish
23	PRADNYA ANIL CHAVAN	Pradnya
24	YOGESH PANDIT AHER	Yogesh
25	SHIRSAT ADARSH NAGORAO	Shirsat
26	TEJAL MAHENDRA NAGARALE	Tejal
27	DARSHANA SACHIN MORE	Darshana
28	DHANANJAY VASANTA NIMJE	Dhananjay
29	VAIBHAV NAMDEV ZOMAN	Vaibhav
30	SANDIP RAMESH CHANDGUDE	Sandip
31	KUNAL TUKARAM PEDNEKAR	Kunal



DIRECTOR
DR.D.Y.P.I.M.E.D.
Varale, Maval, Pune 410 507



Dr. D. Y. PATIL EDUCATIONAL FEDERATION
Dr. D. Y. Patil Institute of Management and Entrepreneur Development
Approved by AICTE, Affiliated to SPPU Pune

Address: - Sr. No. 27/A/1/2C, Near Talegaon Railway Station, Towards HP Service Station, Varale, Talegaon, Pune, Maharashtra 410507. **Website:** dypatilef.com. dypatilimed.com **E-mail-** director.dypimed@dypatilef.com

Dr. D. Y. Patil

Founder Dr. D Y Patil Group

Dr. Sushant Patil

President

Dr. Priyanka A. Singh

Director

09/10/2019

To,
Dr. Rajesh Jhalawala
Symbiosis School of Business Management
Pune

Sub: - Invitation to speak on "Marketing and Branding Strategies for Startups." as a keynote speaker.

Dear Dr. Rajesh Jhalawala,

Warm greetings from Dr. D. Y. Patil Institute of Management & Entrepreneur Development! I am writing to extend a heartfelt invitation to you to be a distinguished speaker at our upcoming seminar on the topic of "Marketing and Branding Strategies for Startups." The event is scheduled to take place on the 19th of October 2019.

We are well aware of your expertise and extensive experience in the field of marketing and branding, particularly for startups. Your insights and knowledge would be invaluable for our seminar, which aims to provide aspiring entrepreneurs and students with a comprehensive understanding of effective marketing and branding strategies to foster the growth of startups.

We kindly request you to deliver a session of approximately 3 hours, allowing ample time for an in-depth exploration of the topic. Your expertise and perspectives on marketing and branding strategies for startups will undoubtedly provide valuable guidance to our participants, who will include students, aspiring entrepreneurs, and professionals.

Dr. D. Y. Patil Institute of Management & Entrepreneur Development will cover all your travel expenses, including airfare and accommodation. Additionally, we would be delighted to offer you an honorarium as a token of our appreciation for your valuable time and contribution. We will make all necessary arrangements to ensure a smooth experience during your presentation, including providing audio-visual equipment and any other presentation aids you may require.




DIRECTOR
DR.D.Y.P.I.M.E.D.
Varale, Maval, Pune 410 507



Dr. D. Y. PATIL EDUCATIONAL FEDERATION
Dr. D. Y. Patil Institute of Management and Entrepreneur Development
Approved by AICTE, Affiliated to SPPU Pune

Address: - Sr. No. 27/A/1/2C, Near Talegaon Railway Station, Towards HP Service Station, Varale, Talegaon, Pune, Maharashtra 410507. **Website:** dypatilef.com. dypatilimed.com **E-mail-** director.dypimed@dypatilef.com

Dr. D. Y. Patil

Founder Dr. D Y Patil Group

Dr. Sushant Patil

President

Dr. Priyanka A. Singh

Director

We kindly request you to confirm your availability and willingness to participate in the seminar as a speaker

We sincerely hope that you will accept our invitation and join us at Dr. D. Y. Patil Institute of Management & Entrepreneur Development to share your expertise on marketing and branding strategies for startups. Your presence will undoubtedly contribute to the success and intellectual vibrancy of the seminar.

Thank you for your time and consideration.

Yours sincerely,

Dr. R. M. Indi
Director

Dr. D. Y. Patil Institute of Management & Entrepreneur Development



Priyanka Singh
DIRECTOR
DR. D. Y. P. I. M. E. D.
Varale, Pune 410 507



Dr. D. Y. PATIL EDUCATIONAL FEDERATION
Dr. D. Y. Patil Institute of Management and Entrepreneur Development
Approved by AICTE, Affiliated to SPPU Pune

Address: - Sr. No. 27/A/1/2C, Near Talegaon Railway Station, Towards HP Service Station, Varale, Talegaon, Pune, Maharashtra 410507. **Website:** dypatilef.com. dypatilimed.com **E- mail-** director.dypimed@dypatilef.com

"NOTICE"

Date: 16/12/2019

Dear MBA Students,

Subject: Workshop on "Marketing and Branding Strategies for Startups"

This is to inform all MBA students (1st & 2nd Year) that an important seminar on Entrepreneurship Development has been scheduled for you and details are:

Speaker: Dr. Rajesh Jhalawala - Symbiosis School of Business

Date: 21/12/2019

Timing: 10 to 01 PM

Venue: Seminar Hall, Dr. D. Y. Patil Institute of Management & Entrepreneur Development

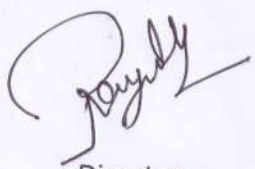
The seminar aims to provide valuable insights into the significance of Entrepreneurship development in the business world. Understanding ED is crucial in today's competitive landscape.

We encourage all students to actively participate in this session, as it will not only enhance your knowledge but also contribute to your academic and professional growth.

Best Regards,


Co-Coordinator

Prof. Ratikanta ray


Director

Dr. R.M. Indi


DIRECTOR

DR.D.Y.P.I.M.E.D.

Varale,Maval,Pune 410 507





Dr. D. Y. PATIL EDUCATIONAL FEDERATION
Dr. D. Y. Patil Institute of Management and Entrepreneur Development
Approved by AICTE, Affiliated to SPPU Pune

Address: - Sr. No. 27/A/1/2C, Near Talegaon Railway Station, Towards HP Service Station, Varale, Talegaon, Pune,
Maharashtra 410507. **Website:** dypatilef.com. dypatilimed.com **E-mail-** director.dypimed@dypatilef.com

Workshop report on “Marketing and Branding Strategies for Startups”

By Dr. Rajesh Jhalawala - Symbiosis School of Business

Date 21/12/2019

Chief guest Dr. R.M. INDI (Director),

Venue: Seminar Hall, Dr. D Y PATIL INSTITUTE OF MANAGEMENT & ENTREPRENEUR DEVELOPMENT -PUNE.

Introduction: This report aims to summarize the workshop on "Marketing and Branding Strategies for Startups" conducted by Dr. Rajesh Jhalawala from Symbiosis School of Business. The workshop took place on 21/12/2019 at the Seminar Hall of Dr. D Y Patil Institute of Management & Entrepreneur Development, Pune. Dr. R.M. Indi, the Director of the institute, graced the event as the Chief Guest.

1. **Workshop Overview** Dr. Rajesh Jhalawala initiated the workshop by emphasizing the significance of effective marketing and branding strategies for startups. He explained that in today's competitive business landscape, startups need to differentiate themselves and build a strong brand identity to succeed. The workshop aimed to provide insights into various marketing techniques and branding strategies that can help startups establish their presence in the market.
2. **Importance of Marketing for Startups** The workshop delved into the importance of marketing for startups. Dr. Jhalawala discussed the role of marketing in creating awareness, generating leads, and driving customer acquisition. He emphasized the need for startups to understand their target audience, conduct market research, and develop effective marketing campaigns to reach and engage potential customers.
3. **Branding Strategies for Startups** Dr. Jhalawala highlighted the significance of branding for startups and explained how it contributes to building trust, loyalty, and a distinct identity in the market. He discussed the elements of branding, including brand positioning, brand messaging, visual identity, and brand personality. The workshop focused on helping startups develop their unique brand proposition and effectively communicate it to their target market.
4. **Digital Marketing Techniques** The workshop provided insights into various digital marketing techniques that startups can leverage to enhance their visibility and reach. Dr. Jhalawala discussed the importance of having a strong online presence through website development, search engine optimization (SEO), content marketing, social media marketing, and email marketing. He emphasized the need for startups to embrace digital channels and utilize them strategically to connect with their target audience.
5. **Case Studies and Best Practices** The workshop incorporated case studies and best practices to illustrate successful marketing and branding strategies employed by




DIRECTOR
DR.D.Y.P.I.M.E.D.
Varale, Maval, Pune 410 507



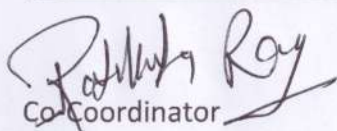
Dr. D. Y. PATIL EDUCATIONAL FEDERATION
Dr. D. Y. Patil Institute of Management and Entrepreneur Development
Approved by AICTE, Affiliated to SPPU Pune

Address: - Sr. No. 27/A/1/2C, Near Talegaon Railway Station, Towards HP Service Station, Varale, Talegaon, Pune, Maharashtra 410507. Website: dypatilef.com. dypatilimed.com E-mail- director.dypimed@dypatilef.com

startups. Dr. Jhalawala shared examples of startups that effectively utilized innovative marketing approaches to create a strong brand presence and achieve rapid growth. He encouraged participants to learn from these examples and adapt the strategies to suit their own startup ventures.

6. Conclusion In conclusion, the workshop on "Marketing and Branding Strategies for Startups" conducted by Dr. Rajesh Jhalawala provided valuable insights into the essential role of marketing and branding for startup success. The workshop offered practical guidance on developing effective marketing campaigns, building a strong brand identity, and leveraging digital channels for maximum impact. The presence of Dr. R.M. Indi, Director of Dr. D Y Patil Institute of Management & Entrepreneur Development, Pune, as the Chief Guest added prestige to the event and highlighted the institute's commitment to fostering entrepreneurial excellence.



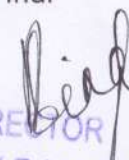

Co-Coordinator

Prof. Ratikanta ray


Director

Dr. R.M. Indi




DIRECTOR
DR.D.Y.P.I.M.E.D.
Varale, Maval, Pune 410 507



Dr. D. Y. PATIL EDUCATIONAL FEDERATION

Dr. D. Y. Patil Institute of Management and Entrepreneur Development

Approved by AICTE, Affiliated to SPPU Pune

Address: - Sr. No. 27/A/1/2C, Near Talegaon Railway Station, Towards HP Service Station, Varale,
Talegaon, Pune, Maharashtra 410507. Website: dypatilef.com. dypatilimed.com E- mail-
director.dypimed@dypatilef.com

Dr. D. Y. Patil

Dr. Sushant Patil

Dr. Priyanka A. Singh

Founder Dr. D Y Patil Group

President

Director

Attendance Sheet

Stream : MBA

Seminar Topic:

Date:

Marketing and Branding Strategies for startups
21/12/2019.

Sr.No.	Name of the student	Sign
1	KARAN GOVIND MAHAJAN	
2	AMIT KUMAR SRIVASTAVA	
3	PATIL PRASAD MAHADEO	
4	BISANI KHUSHBU NARESH	
5	CHAUDHRI SWAPNIL ANILRAO	
6	ASHISH ANIL FOKMARE	
7	SHUBHANGI SUBHASH BALKATE	
8	KHARAT AKSHAY ASHOK	
9	PRAJAY BALKRUSHNA GHATGE	
10	SWAPNIL BHAUSAHEB UGALE	
11	PREM KRUSHNAT KARANDE	
12	KOMAL DATTATRAY GADE	
13	KAJAL ANIL BANSE	
14	JAYANT ASHOK SANKPAL	
15	ARTI BAJRANG KSHIRSAGAR	
16	VISHAL VISHNU BHUSE	
17	NIHALRAJE NAGNATH PATIL	
18	AKASHKUMAR SANJAY BODKHE	
19	KAUSHAL PIRAJI BHOSALE	
20	SWAPNALI SACHIN GADE	
21	DEEPAK PUNDLIK HELALE	
22	MANISH VILAS BAVISKAR	
23	PRADNYA ANIL CHAVAN	
24	YOGESH PANDIT AHER	
25	SHIRSAT ADARSH NAGORAO	
26	TEJAL MAHENDRA NAGARALE	
27	DARSHANA SACHIN MORE	
28	DHANANJAY VASANTA NIMJE	
29	VAIBHAV NAMDEV ZOMAN	
30	SANDIP RAMESH CHANDGUDE	
31	KUNAL TUKARAM PEDNEKAR	



DIRECTOR
DR.D.Y.P.I.M.E.D.
Varale, Maval, Pune 410 507



Dr. D. Y. PATIL EDUCATIONAL FEDERATION
Dr. D. Y. Patil Institute of Management and Entrepreneur Development
Approved by AICTE, Affiliated to SPPU Pune

Address: - Sr. No. 27/A/1/2C, Near Talegaon Railway Station, Towards HP Service Station, Varale, Talegaon, Pune, Maharashtra 410507. **Website:** dypatilef.com. dypatilimed.com **E- mail-** director.dypimed@dypatilef.com

Date:25/09/2019

To,

Mr. Kishan Patil

Subject: Invitation to Speak at "Strategies for building and managing an IP portfolio" on Intellectual Property Rights (IPR)

I hope this message finds you well. I am writing to extend a formal invitation to you to be a distinguished speaker at our upcoming event, Strategies for building and managing an IP portfolio which will focus on the critical topic of Intellectual Property Rights (IPR).

Date: 04/10/2019

Time: 10 to 12: 00 O Clock

Your extensive expertise in this field makes you an ideal candidate to share valuable insights and perspectives on the complexities of intellectual property rights. Our learners are eager to gain a deeper understanding of the current trends, challenges, and opportunities in the realm of IPR.

We believe that your presence will greatly enhance the quality of our event, and we look forward to the possibility of welcoming you as a distinguished speaker.

Thank you for considering our invitation. We appreciate your time and expertise, and we eagerly await your response.

Best regards,

Prof. Shantilal Jadhav

Event Coordinator

Dr. R. M. Indi

Director, DYPIMED



DIRECTOR
DR.D.Y.P.I.M.E.D.
Varale,Maval,Pune 410 507



Dr. D. Y. PATIL EDUCATIONAL FEDERATION
Dr. D. Y. Patil Institute of Management and Entrepreneur Development
Approved by AICTE, Affiliated to SPPU Pune

Address: - Sr. No. 27/A/1/2C, Near Talegaon Railway Station, Towards HP Service Station, Varale, Talegaon, Pune, Maharashtra 410507. **Website:** dypatilef.com. dypatilimed.com **E- mail-** director.dypimed@dypatilef.com

Notice

Date -28/9/2019

Subject: "Strategies for building and managing an IP portfolio"

Date: 4/10/2019

Time: 10:00 AM to 12:00 PM

To all interested participants,

This session will delve into effective strategies for constructing and overseeing an Intellectual Property (IP) portfolio, a crucial aspect of modern business and innovation.

All faculty members, researchers, and students are encouraged to attend this valuable session, where **Mr. Kishan Patil**, an expert in the field, will share his knowledge and insights.

Thank you, and we look forward to your presence at this informative event.

Prof. Shantilal Jadhav

Event Coordinator

Dr. R.M. Indi

Director, DYPIMED



DIRECTOR
DR.D.Y.P.I.M.E.D.
Varale, Maval, Pune 410 507



Dr. D. Y. PATIL EDUCATIONAL FEDERATION
Dr. D. Y. Patil Institute of Management and Entrepreneur Development
Approved by AICTE, Affiliated to SPPU Pune

Address: - Sr. No. 27/A/1/2C, Near Talegaon Railway Station, Towards HP Service Station, Varale, Talegaon, Pune, Maharashtra 410507. **Website:** dypatilef.com. dypatilimed.com **E- mail-** director.dypimed@dypatilef.com

Date:04/10/2019

To,
Mr. Kishan Patil

Subject: Appreciation for Your Outstanding Contribution to Strategies for building and managing an IP portfolio

On behalf of DYPIMED, I would like to express our sincere gratitude for your exceptional presentation on Intellectual Property Rights (IPR) during our recent event Strategies for building and managing an IP portfolio

Your insights, expertise, and engaging delivery captivated our audience and contributed significantly to the success of the session. The feedback we received from attendees has been overwhelmingly positive, with many expressing appreciation for the depth of knowledge you shared and the clarity with which you conveyed complex concepts.

We believe that your contributions have played a crucial role in advancing the understanding of IPR within our community, and we are confident that the knowledge gained will have a lasting impact on our attendees.

Thank you, and we look forward to the possibility of working together again.

Best regards,

Prof. Shantilal Jadhav

Event Coordinator

Dr. R.M. Indi

Director, DYPIMED



DIRECTOR
DR.D.Y.P.I.M.E.D.
Varale,Maval,Pune 410 507



Dr. D. Y. PATIL EDUCATIONAL FEDERATION
Dr. D. Y. Patil Institute of Management and Entrepreneur Development
Approved by AICTE, Affiliated to SPPU Pune

Address: - Sr. No. 27/A/1/2C, Near Talegaon Railway Station, Towards HP Service Station, Varale, Talegaon, Pune, Maharashtra 410507. **Website:** dypatilef.com. dypatilimed.com **E-mail-** director.dypimed@dypatilef.com

Date: 04/10/2019

A Seminar Report on topic : Strategies for Building and Managing an IP Portfolio

Introduction:

The seminar on "Strategies for Building and Managing an IP Portfolio" aimed to provide participants with insights into effective approaches for developing and overseeing an intellectual property (IP) portfolio. Mr. Kishan Patil, an expert in IP management, shared valuable strategies during this informative session.



Seminar Highlights:

- Mr. Kishan Patil delivered an engaging presentation, providing practical insights into the strategic aspects of building and managing an IP portfolio.
- The offline format allowed for face-to-face interactions, enabling participants to directly engage with the speaker and share their experiences.



Kishan Patil
DIRECTOR
DR.D.Y.P.I.M.E.D.
Varale, Maval, Pune-410507



Dr. D. Y. PATIL EDUCATIONAL FEDERATION
Dr. D. Y. Patil Institute of Management and Entrepreneur Development
Approved by AICTE, Affiliated to SPPU Pune

Address: - Sr. No. 27/A/1/2C, Near Talegaon Railway Station, Towards HP Service Station, Varale, Talegaon, Pune, Maharashtra 410507. **Website:** dypatilef.com. dypatilimed.com **E- mail-** director.dypimed@dypatilef.com

Seminar Details:

- Seminar Topic: Strategies for Building and Managing an IP Portfolio
- Speaker: Mr. Kishan Patil
- Date: 04/10/2019
- Timing: 10:00 AM to 12:00 PM
- Venue: Seminar Hall
- Event Coordinator: Prof. Shantilal Jadhav

Conclusion:

The seminar on "Strategies for Building and Managing an IP Portfolio" proved to be a valuable resource for professionals and businesses seeking to optimize their intellectual property assets. Mr. Kishan Patil's expertise and the active participation of the audience contributed to the success of the event, providing actionable strategies for the effective management of IP portfolios.

Prof. Shantilal Jadhav

Event Coordinator

Dr. R. M. Indi

Director, DYPIMED



DIRECTOR
DR.D.Y.P.I.M.E.D.
Varale, Maval, Pune 410 507



Dr. D. Y. PATIL EDUCATIONAL FEDERATION
Dr. D. Y. Patil Institute of Management and Entrepreneur Development
Approved by AICTE, Affiliated to SPPU Pune

Address: - Sr. No. 27/A/1/2C, Near Talegaon Railway Station, Towards HP Service Station, Varale, Talegaon, Pune,
Maharashtra 410507. Website: dypatilef.com. dypatilimed.com E-mail- director.dypimed@dypatilef.com

"Strategies for building and managing an IP portfolio"

ATTENDANCE SHEET

DATE: 4/10/2019

SR. NO.	NAME	SR. NO.	NAME
1	PATIL JYOTSNA SANTOSH	22	JOSHI HRISHIKESH CHANDRASHEKHAR
2	VARPE PRIYANKA VISHNU	23	JAMBHULKAR ANUJ VIJAY
3	DNYANESHWAR VIJAY RANAWARE	24	AMTE NANASAHEB MANOHAR
4	VIKAS GOKUL PATIL	25	FUSATE AMRPALI BHAGWAN
5	LAXMINARAYAN CHANDAN CHAKRABARATY	26	JADHAV POOJA BALASAHEB
6	SHITAL ANIL DIVEKAR	27	INGALE VIKRAM PRATAPRAO
7	SONAWANE ANKUSH MILIND	28	BORADE KISHOR RAMESHRAO
8	BHALERAO VISHAL DNYANESHWAR	29	POHARKAR HIMANSHU DNYANESHWAR
9	AWASARMOL AVINASH BALIRAM	30	PAWAR SANDIP DATTATRAYA
10	PATIL VIRAJ VILAS	31	SHEVKAR PRATIK RAJARAM
11	TIKONE SOMNATH SABAJI	32	PATIL AMOL SUBHASH
12	RAJE RUTUJA AVINASH	33	GHOHARE SAMARJEET RAJENDRA
13	KALAMKAR VAIBHAV GORAKSHA	34	KAMBALE DEEPAK GAUTAM
14	PANDAV SHUBHAM BHAGWAT	35	CHAVAN SOPAN LAXMAN
15	BAGADE PRIYANKA PRALHAD	36	PATIL AMAR HARI
16	BIRAJDAR ATUL LAXMAN	37	PHADTARE SUNIL ANILRAO
17	POOJARI SAMPAT SATISH	38	RANPISE ANIKET GAUTAM
18	PUSAVALI KOMAL SAVANTA	39	
19	DETHE PRAJAKTA RAMDAS	40	
20	KULKARNI SHUBHAM PRAKASHRAO		
21	NARKHEDE VAIBHAV GAJANAN		

Dr. Jadhav
Prof. Shantilal Jadhav **Event Coordinator**

Dr. R. M. Indi **Director, DYPIMED**



Dr. R. M. Indi
DIRECTOR
DR.D.Y.P.I.M.E.D.
Varale, Maval, Pune 410 507

Strategies for Building and Managing an IP Portfolio

Event
Coordinator
Prof. Shantilal
Jadhav



Event Details:

Speaker: Mr. Kishan
Patil

Date: 04/10/2019

Bergal
DIRECTOR

DR.D.Y.P.I.M.E.D.

Varadaval, Pune 410 507

Director: Dr R M Indi



DR. D.Y.PATIL
INSTITUTE OF
MANAGEMENT &
ENTREPRENEUR
DEVELOPMENT





Dr. D. Y. PATIL EDUCATIONAL FEDERATION
Dr. D. Y. Patil Institute of Management and Entrepreneur Development
Approved by AICTE, Affiliated to SPPU Pune

Address: - Sr. No. 27/A/1/2C, Near Talegaon Railway Station, Towards HP Service Station, Varale, Talegaon, Pune, Maharashtra 410507. **Website:** dypatilef.com. dypatilimed.com **E-mail-** director.dypimed@dypatilef.com

Date: 23/10/2019

To,

Dr. Arifa S. Makandar,

Subject: Invitation to Speak at Intellectual Property Rights Seminar

I am writing to extend a formal invitation to you to be a distinguished speaker at our upcoming IPR event on the "**Understanding the patenting process**".

Date: 01/11/2019

Time: 02 to 04:00 PM

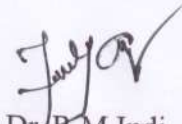
We kindly request your presence to share your valuable knowledge and experiences during a 2hrs. session. Your talk could encompass key topics such as the strategic management of IP, the safeguarding of innovations, and the benefits of establishing a strong IP portfolio.

Kindly confirm your availability at your earliest convenience. We are hopeful that you can join us and contribute to making this event a resounding success.

Thank you for considering our invitation, and we look forward to the possibility of your participation.

Best regards,


Prof. Ratikanta Ray
Event Coordinator


Dr. R.M. Indi
Director, DYPIMED




DIRECTOR
DR.D.Y.P.I.M.E.D.
Varale, Maval, Pune 410 507



Dr. D. Y. PATIL EDUCATIONAL FEDERATION
Dr. D. Y. Patil Institute of Management and Entrepreneur Development
Approved by AICTE, Affiliated to SPPU Pune

Address: - Sr. No. 27/A/1/2C, Near Talegaon Railway Station, Towards HP Service Station, Varale, Talegaon, Pune, Maharashtra 410507. **Website:** dypatilef.com. dypatilimed.com **E- mail-** director.dypimed@dypatilef.com

Notice

Date -25/10/2019

Subject: "Understanding the patenting process"

Date: 1/11/2019

Time: 02 to 04:00 PM

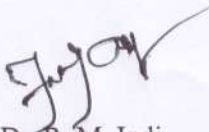
To all interested participants,

In this session, **Dr. Arifa S. Makandar**, an esteemed expert in the field, will shed light on the intricacies of the patenting process. This event is an excellent opportunity for students, faculty, and researchers to gain valuable insights into the world of patents and intellectual property

Thank you, and we look forward to your presence at this informative event.

Prof. Ratikanta Ray

Event Coordinator


Dr. R. M. Indi

Director, DYPIMED




DIRECTOR
DR.D.Y.P.I.M.E.D.
Varale, Maval, Pune 410 507



Dr. D. Y. PATIL EDUCATIONAL FEDERATION
Dr. D. Y. Patil Institute of Management and Entrepreneur Development
Approved by AICTE, Affiliated to SPPU Pune

Address: - Sr. No. 27/A/1/2C, Near Talegaon Railway Station, Towards HP Service Station, Varale, Talegaon, Pune, Maharashtra 410507. **Website:** dypatilef.com, dypatilimed.com **E- mail-** director.dypimed@dypatilef.com

Date: 01/11/2019

To,

Dr. Arifa S. Makandar

Subject: Appreciation for Your Outstanding Contribution to “Understanding the patenting process” on Intellectual Property Rights.

On behalf of DYPIMED, I would like to express our heartfelt gratitude for your exceptional presentation at Understanding the patenting process focused on Intellectual Property Rights (IPR).

The positive feedback we have received from attendees underscores the impact of your presentation. Your ability to distill complex concepts into accessible information and your willingness to address questions during the Q&A session demonstrated a true commitment to knowledge sharing.

Your participation added tremendous value to our event, and we are genuinely grateful for the time and effort you dedicated to preparing and delivering such a thought-provoking session. We believe that your contribution has left a lasting impression on our audience, inspiring further exploration and discussion within the field of intellectual property rights.

Thank you, and we hope to have the pleasure of working with you again in the future.

Best regards,

Prof. Ratikanta Ray
Event Coordinator

Dr. R.M.Indi
Director,DYPIMED



DIRECTOR
DR.D.Y.P.I.M.E.D.
Varale,Maval,Pune 410 507



Dr. D. Y. PATIL EDUCATIONAL FEDERATION
Dr. D. Y. Patil Institute of Management and Entrepreneur Development
Approved by AICTE, Affiliated to SPPU Pune

Address: - Sr. No. 27/A/1/2C, Near Talegaon Railway Station, Towards HP Service Station, Varale, Talegaon, Pune, Maharashtra 410507. Website: dypatilef.com. dypatilimed.com E- mail- director.dypimed@dypatilef.com

Date: 01/11/2019

A Seminar Report on: Understanding the Patenting Process

Seminar Details:

- Seminar Topic: Understanding the Patenting Process
- Speaker: Dr. Arifa S. Makandar
- Date: 01/11/2019
- Timing: 02:00 PM to 04:00 PM
- Venue: MBA Seminar Hall
- Event Coordinator: Prof. Ratikanta Ray



Being
DIRECTOR

DR.D.Y.P.I.M.E.D.
Varale, Maval, Pune 410 507



Dr. D. Y. PATIL EDUCATIONAL FEDERATION
Dr. D. Y. Patil Institute of Management and Entrepreneur Development
Approved by AICTE, Affiliated to SPPU Pune

Address: - Sr. No. 27/A/1/2C, Near Talegaon Railway Station, Towards HP Service Station, Varale, Talegaon, Pune, Maharashtra 410507. **Website:** dypatilef.com. dypatilimed.com **E-mail-** director.dypimed@dypatilef.com

Key Topics Covered:

Introduction to Patents:

- Definition and importance of patents
- Role of patents in promoting innovation
- Types of inventions eligible for patent protection

Patenting Process Overview:

- Preparing and filing a patent application
- Patent examination and prosecution
- Patent grant and issuance
- Post-grant procedures and maintenance

Acknowledgments:

- Director: Dr. R. M. Indi
- Event Coordinator: Prof. Ratikanta Ray

The success of this seminar was made possible through the support and guidance of Dr. R. M. Indi, the director of the institution, and the organizational efforts of Prof. Ratikanta Ray, the event coordinator.

Conclusion:

The seminar on "Understanding the Patenting Process" proved to be an invaluable resource for individuals seeking insights into the intricacies of obtaining patents. Dr. Arifa S. Makandar's expertise and the active participation of the audience contributed to the success of the event, providing a solid foundation for comprehending and navigating the patenting process.

Prof. Ratikanta Ray
Event Coordinator

Dr. R.M.Indi

Director, DYPIMED



DIRECTOR
DR.D.Y.P.I.M.E.D.

Varale, Maval, Pune 410 507



Dr. D. Y. PATIL EDUCATIONAL FEDERATION
Dr. D. Y. Patil Institute of Management and Entrepreneur Development
Approved by AICTE, Affiliated to SPPU Pune

Address: - Sr. No. 27/A/1/2C, Near Talegaon Railway Station, Towards HP Service Station, Varale, Talegaon, Pune, Maharashtra 410507. **Website:** dypatilef.com. dypatilimed.com **E-mail-** director.dypimed@dypatilef.com

Notice

Date -25/10/2019

Subject: "Understanding the patenting process"

Date: 1/11/2019

Time: 02 to 04:00 PM

To all interested participants,

In this session, **Dr. Arifa S. Makandar**, an esteemed expert in the field, will shed light on the intricacies of the patenting process. This event is an excellent opportunity for students, faculty, and researchers to gain valuable insights into the world of patents and intellectual property

Thank you, and we look forward to your presence at this informative event.

Prof. Ratkanta Ray

Event Coordinator

Dr. R. M. Indi

Director, DYPIMED



DIRECTOR
DR.D.Y.P.I.M.E.D.
Varale, Maval, Pune 410 507



Dr. D. Y. PATIL EDUCATIONAL FEDERATION
Dr. D. Y. Patil Institute of Management and Entrepreneur Development
Approved by AICTE, Affiliated to SPPU Pune

Address: - Sr. No. 27/A/1/2C, Near Talegaon Railway Station, Towards HP Service Station, Varale, Talegaon, Pune, Maharashtra 410507. **Website:** dypatilef.com. dypatilimed.com **E- mail-** director.dypimed@dypatilef.com

Date: 01/11/2019

To,

Dr. Arifa S. Makandar

Subject: Appreciation for Your Outstanding Contribution to “Understanding the patenting process” on Intellectual Property Rights.

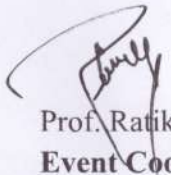
On behalf of DYPIMED, I would like to express our heartfelt gratitude for your exceptional presentation at Understanding the patenting process focused on Intellectual Property Rights (IPR).

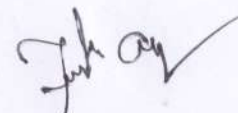
The positive feedback we have received from attendees underscores the impact of your presentation. Your ability to distill complex concepts into accessible information and your willingness to address questions during the Q&A session demonstrated a true commitment to knowledge sharing.

Your participation added tremendous value to our event, and we are genuinely grateful for the time and effort you dedicated to preparing and delivering such a thought-provoking session. We believe that your contribution has left a lasting impression on our audience, inspiring further exploration and discussion within the field of intellectual property rights.

Thank you, and we hope to have the pleasure of working with you again in the future.

Best regards,


Prof. Ratikanta Ray
Event Coordinator


Dr. R.M. Indi
Director, DYPIMED




DIRECTOR
DR.D.Y.P.I.M.E.D.
Varale, Maval, Pune 410 507



Dr. D. Y. PATIL EDUCATIONAL FEDERATION
Dr. D. Y. Patil Institute of Management and Entrepreneur Development
Approved by AICTE, Affiliated to SPPU Pune

Address: - Sr. No. 27/A/1/2C, Near Talegaon Railway Station, Towards HP Service Station, Varale, Talegaon, Pune, Maharashtra 410507. **Website:** dypatilef.com. dypatilimed.com **E-mail-** director.dypimed@dypatilef.com

Date: 01/11/2019

A Seminar Report on: Understanding the Patenting Process

Seminar Details:

- Seminar Topic: Understanding the Patenting Process
- Speaker: Dr. Arifa S. Makandar
- Date: 01/11/2019
- Timing: 02:00 PM to 04:00 PM
- Venue: MBA Seminar Hall
- Event Coordinator: Prof. Ratikanta Ray




DIRECTOR
DR.D.Y.P.I.M.E.D.
Varale, Maval, Pune 410 507



Dr. D. Y. PATIL EDUCATIONAL FEDERATION
Dr. D. Y. Patil Institute of Management and Entrepreneur Development
Approved by AICTE, Affiliated to SPPU Pune

Address: - Sr. No. 27/A/1/2C, Near Talegaon Railway Station, Towards HP Service Station, Varale, Talegaon, Pune, Maharashtra 410507. Website: dypatilef.com, dypatilimed.com E-mail- director.dypimed@dypatilef.com

Key Topics Covered:

Introduction to Patents:

- Definition and importance of patents
- Role of patents in promoting innovation
- Types of inventions eligible for patent protection

Patenting Process Overview:

- Preparing and filing a patent application
- Patent examination and prosecution
- Patent grant and issuance
- Post-grant procedures and maintenance

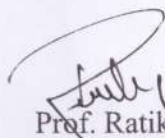
Acknowledgments:

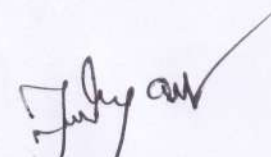
- Director: Dr. R. M. Indi
- Event Coordinator: Prof. Ratikanta Ray

The success of this seminar was made possible through the support and guidance of Dr. R. M. Indi, the director of the institution, and the organizational efforts of Prof. Ratikanta Ray, the event coordinator.


Conclusion:

The seminar on "Understanding the Patenting Process" proved to be an invaluable resource for individuals seeking insights into the intricacies of obtaining patents. Dr. Arifa S. Makandar's expertise and the active participation of the audience contributed to the success of the event, providing a solid foundation for comprehending and navigating the patenting process.


Prof. Ratikanta Ray
Event Coordinator


Dr. R.M.Indi
Director, DYPIMED




DIRECTOR
DR.D.Y.P.I.M.E.D.
Varale, Maval, Pune 410 507



Dr. D. Y. PATIL EDUCATIONAL FEDERATION
Dr. D. Y. Patil Institute of Management and Entrepreneur Development
Approved by AICTE, Affiliated to SPPU Pune


Address: - Sr. No. 27/A/1/2C, Near Talegaon Railway Station, Towards HP Service Station, Varale, Talegaon, Pune,
Maharashtra 410507. Website: dypatilef.com. dypatilimed.com E- mail- director.dypimed@dypatilef.com

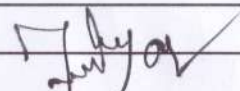
"Understanding the patenting process"

ATTENDANCE SHEET

DATE: 4/10/2019

SR. NO.	NAME	SR. NO.	NAME
1	CHITLANGE MEGHA RADHESHAM	22	TALEKAR YOGESH HINDURAO
2	SUTAR SHAILESH SAYAJI	23	LOKRE SACHIN BALBHIM
3	MAHIND RISHIKESH SAMBHAJIRAO	24	SONAWANE CHAITALI DILIP
4	VARAPE AMAR VISHNU	25	RAJPUT MUKESH RAJARAM
5	KOLTE RAHUL JAGANNATH	26	GUND PALLAVI VIJAY
6	VAIDYA RASHMI AANAND	27	MUNDEKAR RAGHINEE SANJAY
7	PATIL JYOTSNA SANTOSH	28	PARODE SHRUTIKA RAVINDRA
8	VARPE PRIYANKA VISHNU	29	KHOLE SHRADDHA DATTATRAYA
9	DNYANESHWAR VIJAY RANAWARE	30	SONAVANE PRADNESH SATISH
10	VIKAS GOKUL PATIL	31	PATEKAR DARSHANA VISHWAS
11	LAXMINARAYAN CHANDAN CHAKRABARATY	32	WAGH VISHAL HIRAMAN
12	SHITAL ANIL DIVEKAR	33	PATIL NIKHIL KHUSHAL
13	SONAWANE ANKUSH MILIND	34	RASAL SHWETALI ANIL
14	BHALERAO VISHAL DNYANESHWAR	35	GAIKWAD ASHWINI SANJAY
15	AWASARMOL AVINASH BALIRAM	36	MARATHE SAYALI RAVAJI
16	PATIL VIRAJ VILAS	37	
17	TIKONE SOMNATH SABAJI	38	
18	RAJE RUTUJA AVINASH	39	
19	KALAMKAR VAIBHAV GORAKSHA	40	
20	PANDAV SHUBHAM BHAGWAT		
21	BAGADE PRIYANKA PRALHAD		


Prof. Ratikanta Ray
Event Coordinator


Dr. R. M. Indi

Director, DYPIMED




DIRECTOR
DR.D.Y.P.I.M.E.D.
Varale, Maval, Pune 410 507



Dr. D. Y. PATIL EDUCATIONAL FEDERATION
Dr. D. Y. Patil Institute of Management and Entrepreneur Development
Approved by AICTE, Affiliated to SPPU Pune

Address: - Sr. No. 27/A/1/2C, Near Talegaon Railway Station, Towards HP Service Station, Varale, Talegaon, Pune, Maharashtra 410507. **Website:** dypatilef.com. dypatilimed.com **E- mail-** director.dypimed@dypatilef.com

Date: 23/10/2019

To,

Dr. Arifa S. Makandar,

Subject: Invitation to Speak at Intellectual Property Rights Seminar

I am writing to extend a formal invitation to you to be a distinguished speaker at our upcoming IPR event on the "**Understanding the patenting process**".

Date: 01/11/2019

Time: 02 to 04:00 PM

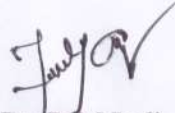
We kindly request your presence to share your valuable knowledge and experiences during a 2hrs. session. Your talk could encompass key topics such as the strategic management of IP, the safeguarding of innovations, and the benefits of establishing a strong IP portfolio.

Kindly confirm your availability at your earliest convenience. We are hopeful that you can join us and contribute to making this event a resounding success.

Thank you for considering our invitation, and we look forward to the possibility of your participation.

Best regards,


Prof. Ratikanta Ray
Event Coordinator

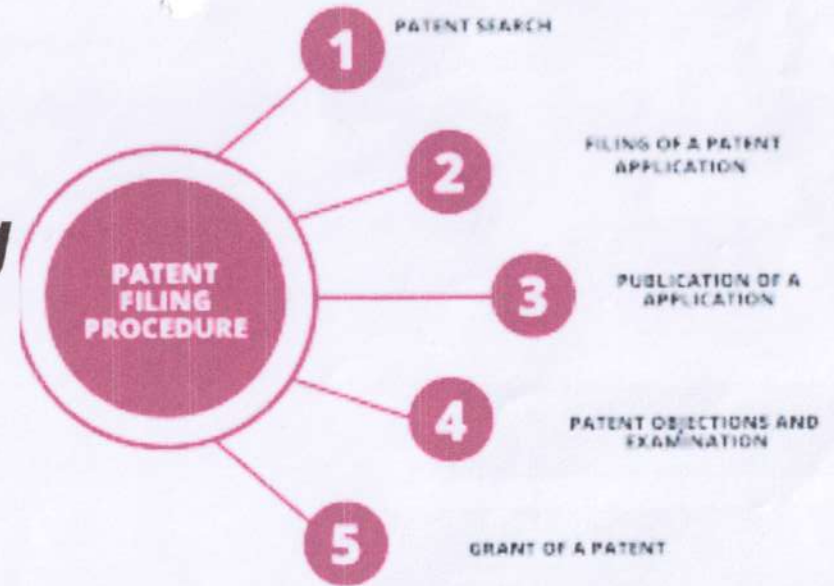

Dr. R.M. Indi
Director, DYPIMED




DIRECTOR
DR.D.Y.P.I.M.E.D.
Varale, Maval, Pune 410 507

”

Understanding the patenting process



Event Details

Speaker: Dr. Arifa S. Makandar

Date: 01/11/2019

Time: 02 to 04:00 PM

**Event
Coordinator
Prof. Ratikanta Ray**



DR. D.Y.PATIL INSTITUTE OF MANAGEMENT & ENTREPRENEUR DEVELOPMENT



Indi
**DIRECTOR
DR.D.Y.P.I.M.E.D.
Varale, Maval, Pune 410 507**

**Director
Dr R M Indi**



Dr. D. Y. PATIL EDUCATIONAL FEDERATION
Dr. D. Y. Patil Institute of Management and Entrepreneur Development
Approved by AICTE, Affiliated to SPPU Pune

Address: - Sr. No. 27/A/1/2C, Near Talegaon Railway Station, Towards HP Service Station, Varale, Talegaon, Pune, Maharashtra 410507. Website: dypatilef.com. dypatilimed.com E-mail- director.dypimed@dypatilef.com

Date: 15/04/2019

To,

Dr. C.S.Yatnalli ,

Subject: Invitation to Speak at Intellectual Property Rights Seminar

We are excited to extend an invitation to you to be a distinguished speaker at our upcoming IPR seminar on "How to identify and protect intellectual property in startup ventures"

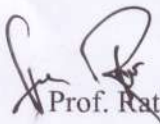
Date: 25/04/2019

Time: 10 to 12: 00 O Clock

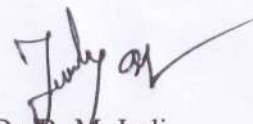
If you are available and willing to join us, we would be honored to have you as our esteemed speaker. Please let us know your availability and any specific requirements you may have.

We are confident that your participation will make our event more informative and engaging. Thank you for considering our invitation, and we look forward to the possibility of welcoming you to our event.

Regards,


Prof. Ratikanta Ray

Event Coordinator


Dr. R. M. Indi

Director, DYPIMED




DIRECTOR
DR.D.Y.P.I.M.E.D.
Varale, Maval, Pune 410 507



Dr. D. Y. PATIL EDUCATIONAL FEDERATION
Dr. D. Y. Patil Institute of Management and Entrepreneur Development
Approved by AICTE, Affiliated to SPPU Pune

Address: - Sr. No. 27/A/1/2C, Near Talegaon Railway Station, Towards HP Service Station, Varale, Talegaon, Pune, Maharashtra 410507. Website: dypatilef.com. dypatilimed.com E- mail- director.dypimed@dypatilef.com

Notice

Date -18/04/2019

Subject: "How to identify and protect intellectual property in startup ventures"

Date: 25/04/2019

Time: 10:00 AM to 12:00 PM

To all interested participants,

In the dynamic landscape of startup ventures, understanding how to identify and protect intellectual property is crucial for success. **Dr. C.S. Yatnalli**, an expert in the field, will guide attendees through the intricacies of safeguarding intellectual property in startup ventures.

This session provides an excellent opportunity for entrepreneurs, students, and faculty to gain valuable insights into the strategies and mechanisms for identifying and protecting intellectual property.

Thank you, and we look forward to your presence at this informative event.

Prof. Ratikanta Ray

Event Coordinator

Dr. R. M. Indi

Director, DYPIMED



DIRECTOR
DR.D.Y.P.I.M.E.D.
Varale, Maval, Pune 410 507



Dr. D. Y. PATIL EDUCATIONAL FEDERATION
Dr. D. Y. Patil Institute of Management and Entrepreneur Development
Approved by AICTE, Affiliated to SPPU Pune

Address: - Sr. No. 27/A/1/2C, Near Talegaon Railway Station, Towards HP Service Station, Varale, Talegaon, Pune, Maharashtra 410507. Website: dypatilef.com. dypatilimed.com E-mail- director.dypimed@dypatilef.com

Date: 25/04/2019

To,

Dear Dr. C.S.Yatnalli,

Subject: Appreciation for Your Outstanding Contribution to "How to identify and protect intellectual property in startup ventures" on IPR

On behalf of DYPIMED, I would like to express our heartfelt gratitude for your exceptional presentation at our recent event, focused on Intellectual Property Rights (IPR).

Your commitment to excellence and your willingness to share your expertise played a pivotal role in the success of our event. We have received overwhelmingly positive feedback from attendees who found your presentation to be enlightening and thought-provoking.

Once again, thank you for your valuable contribution to How to identify and protect intellectual property in startup ventures. We hope to have the privilege of collaborating with you again in the future. If there is anything we can do to reciprocate the kindness you've shown us, please do not hesitate to let us know.

Wishing you continued success in all your endeavors.

Best regards,

fer

Prof. Ratikanta Ray

Event Coordinator

Dr. R. M. Indi

Director, DYPIMED



DIRECTOR
DR.D.Y.P.I.M.E.D.
Varale, Maval, Pune 410 507



Dr. D. Y. PATIL EDUCATIONAL FEDERATION
Dr. D. Y. Patil Institute of Management and Entrepreneur Development
Approved by AICTE, Affiliated to SPPU Pune

Address: - Sr. No. 27/A/1/2C, Near Talegaon Railway Station, Towards HP Service Station, Varale, Talegaon, Pune, Maharashtra 410507. **Website:** dypatilef.com. dypatilimed.com **E- mail-** director.dypimed@dypatilef.com

Date: 25/04/2019

Seminar Report: Identifying and Protecting Intellectual Property in Startup Ventures

Seminar Highlights:

- Dr. C.S. Yatnalli delivered a comprehensive presentation, providing practical insights into identifying and protecting intellectual property in startup ventures.
- The online format allowed participants from diverse locations to engage in real-time discussions and share their perspectives.

Acknowledgments:


- Director: Dr. R. M. Indi
- Event Coordinator: Prof. Ratikanta Ray

The success of this seminar was made possible through the support of Dr. R. M. Indi, the director of the institution, and the organizational efforts of Prof. Ratikanta Ray, the event coordinator.

Details :-

- Seminar Topic: How to Identify and Protect Intellectual Property in Startup Ventures
- Speaker: Dr. C.S. Yatnalli
- Date: 25/04/2019
- Timing: 10:00 AM to 12:00 PM
- Venue: MBA Seminar Hall




DIRECTOR
DR.D.Y.P.I.M.E.D.
Varale, Maval, Pune 410 507



Dr. D. Y. PATIL EDUCATIONAL FEDERATION
Dr. D. Y. Patil Institute of Management and Entrepreneur Development
Approved by AICTE, Affiliated to SPPU Pune

Address: - Sr. No. 27/A/1/2C, Near Talegaon Railway Station, Towards HP Service Station, Varale, Talegaon, Pune, Maharashtra 410507. **Website:** dypatilef.com. dypatilimed.com **E-mail-** director.dypimed@dypatilef.com

Event Coordinator: Prof. Ratikanta Ray



Key Topics Covered:

Understanding Intellectual Property (IP):

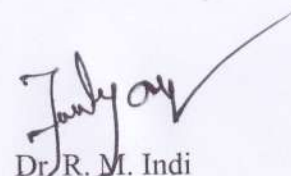
- Overview of different types of intellectual property (patents, trademarks, copyrights, trade secrets)
- Importance of IP in startup ecosystems
- Link between intellectual property and innovation

Identifying Intellectual Property in Startups:

- Methods for identifying innovative concepts and unique ideas
- Recognizing potential IP assets within startup ventures
- Case studies illustrating successful identification of IP in startups



Prof. Ratikanta Ray

Event Coordinator


Dr. R. M. Indi

Director, DYPIMED




DIRECTOR
DR.D.Y.P.I.M.E.D.
Varale, Maval, Pune 410 507



Dr. D. Y. PATIL EDUCATIONAL FEDERATION
Dr. D. Y. Patil Institute of Management and Entrepreneur Development
Approved by AICTE, Affiliated to SPPU Pune

Address: - Sr. No. 27/A/1/2C, Near Talegaon Railway Station, Towards HP Service Station, Varale, Talegaon, Pune,
Maharashtra 410507. **Website:** dypatilef.com. dypatilimed.com **E- mail-** director.dypimed@dypatilef.com

"How to identify and protect intellectual property in startup ventures"

ATTENDANCE SHEET

DATE: 25/04/2019

SR. NO.	NAME	SR. NO.	NAME
1	TALEKAR YOGESH HINDURAO	22	LOKHANDE AVINASH ARVIND
2	LOKRE SACHIN BALBHIM	23	MORE NITESH LAXMAN
3	SONAWANE CHAITALI DILIP	24	PAWARA SUVARNA DHANAJI
4	RAJPUT MUKESH RAJARAM	25	HIRVE PANCHASHILA
5	GUND PALLAVI VIJAY	26	GHODE HEMANT DAMU
6	MUNDEKAR RAGHINEE SANJAY	27	KHEDEKAR TEJAS NANDU
7	PARODE SHRUTIKA RAVINDRA	28	PAWAR MAYUR SANJAY
8	KHOLE SHRADDHA DATTATRAYA	29	PAWARA SANGITA DEVIDAS
9	SONAVANE PRADNESH SATISH	30	
10	PATEKAR DARSHANA VISHWAS	31	
11	WAGH VISHAL HIRAMAN	32	
12	PATIL NIKHIL KHUSHAL	33	
13	RASAL SHWETALI ANIL	34	
14	GAIKWAD ASHWINI SANJAY	35	
15	MARATHE SAYALI RAVAJI	36	
16	INGULKAR RUSHIKESH RAJESH	37	
17	WADKAR SAYALI KESHAV	38	
18	HARBAK SHUBHAM KASHINATH	39	
19	KENGAR SUNIL SHIVAJI	40	
20	GAIKWAD MANGESH RAVINDRA		
21	PALKAR GANESH GORAKHNATH		

Prof. Ratikanta Ray

Event Coordinator

Dr. R. M. Indi

Director, DYPIMED



DIRECTOR
DR.D.Y.P.I.M.E.D.
Varale, Maval, Pune 410 507

**DR. D.Y.PATIL INSTITUTE OF MANAGEMENT &
ENTREPRENEUR DEVELOPMENT**

**How to
identify and
protect
intellectual
property in
startup
ventures**



**Intellectual
Property
Rights
For Startups**



Event Coordinator

Ratikanta Ray
Prof. Ratikanta ray

DIRECTOR: Dr R M Indi

SPEAKER:

DR.C.S.YATNALLI

DATE: 25/04/2019

TIME: 2-4 O 'CLOCK

**WE REQUEST YOUR
PRESENCE AT THE
EVENT TO LEARN
ABOUT INTELLECTUAL
PROPERTY IN
STARTUPS**



Dr. D.Y. Patil
DIRECTOR
DR.D.Y.P.I.M.E.D.
Varale, Maval, Pune 410 507



Dr. D. Y. PATIL EDUCATIONAL FEDERATION
Dr. D. Y. Patil Institute of Management and Entrepreneur Development
Approved by AICTE, Affiliated to SPPU Pune

Address: - Sr. No. 27/A/1/2C, Near Talegaon Railway Station, Towards HP Service Station, Varale, Talegaon, Pune, Maharashtra 410507. **Website:** dypatilef.com. dypatilimed.com **E- mail-** director.dypimed@dypatilef.com

Date:24/11/2019

To,
Dr. Sadanand Havangi,

Subject: Invitation to Speak on Research Methodology

I am writing to extend a formal invitation to you to be a distinguished speaker at our upcoming event focused on Research Methodology.

Date: 04/12/2019

Time: 2:00PM-4:00P.M.

Topic: **Importance of a Systematic Approach to Research**

Your extensive expertise in the field of research methodology is highly regarded, and we believe that your insights will greatly benefit our audience, which comprises academics, researchers, and students keen on enhancing their understanding of robust research practices.

Warm Regards,

Prof. Anuradha Phadnis

Event Coordinator

Dr. R. M. Indi

Director, DYPIMED



DIRECTOR
DR.D.Y.P.I.M.E.D.
Varale,Maval,Pune 410 507



Dr. D. Y. PATIL EDUCATIONAL FEDERATION
Dr. D. Y. Patil Institute of Management and Entrepreneur Development
Approved by AICTE, Affiliated to SPPU Pune

Address: - Sr. No. 27/A/1/2C, Near Talegaon Railway Station, Towards HP Service Station, Varale, Talegaon, Pune, Maharashtra 410507. Website: dypatilef.com. dypatilimed.com E- mail- director.dypimed@dypatilef.com

Notice

Date -27/11/2019

Subject: "Importance of a Systematic Approach to Research"

Date: 04/12/2019

Time: 02 to 04:00 PM

To all interested participants,

Discover the significance of adopting a systematic approach to research with **Dr. Sadanand Havangi**, an esteemed expert in the field. This session will delve into the methodologies and strategies that contribute to the success of a structured research process.

Your participation is highly encouraged, and your presence will enrich the event.

Prof Anuradha Phadnis

Event Coordinator

Dr. R. M. Indi

Director, DYPIMED



DIRECTOR

DR.D.Y.P.I.M.E.D.

Varale, Maval, Pune 410 507



Dr. D. Y. PATIL EDUCATIONAL FEDERATION
Dr. D. Y. Patil Institute of Management and Entrepreneur Development
Approved by AICTE, Affiliated to SPPU Pune

Address: - Sr. No. 27/A/1/2C, Near Talegaon Railway Station, Towards HP Service Station, Varale, Talegaon, Pune, Maharashtra 410507. **Website:** dypatilef.com. dypatilimed.com **E- mail-** director.dypimed@dypatilef.com

Date: 04/12/2019

To,

Dr. Sadanand Havangi

Subject: Gratitude for Your Insightful Presentation on Research Methodology

On behalf of DYPIMEDI would like to express our sincere gratitude for your exceptional contribution as a speaker at our event on **Importance of a Systematic Approach to Research.**

Your presentation on research methodology was not only informative but also incredibly insightful. The depth of your knowledge and the clarity with which you conveyed complex concepts left a lasting impression on our audience, composed of academics, researchers, and students.

Once again, thank you for being an integral part of our event. We hope to have the pleasure of welcoming you again in the future.

Warm regards,

Prof. Anuradha Phadnis

Event Coordinator

Dr. R. M. Indi

Director, DYPIMED



DIRECTOR
DR.D.Y.P.I.M.E.D.

Varale, Maval, Pune 410 507



Dr. D. Y. PATIL EDUCATIONAL FEDERATION
Dr. D. Y. Patil Institute of Management and Entrepreneur Development
Approved by AICTE, Affiliated to SPPU Pune

Address: - Sr. No. 27/A/1/2C, Near Talegaon Railway Station, Towards HP Service Station, Varale, Talegaon, Pune, Maharashtra 410507. **Website:** dypatilef.com. dypatilimed.com **E- mail-** director.dypimed@dypatilef.com

Date: 04/12/2019

Report on Research Methodology- Importance of a Systematic Approach

Seminar Details:

- Seminar Topic: Research Methodology - Importance of a Systematic Approach
- Speaker: Dr. Sadanand Havangi
- Date: 04/12/2019
- Timing: 02:00 PM to 04:00 PM
- Venue: MBA seminar Hall
- Event Coordinator: Prof. Anuradha Phadnis



Sigh
DIRECTOR
DR.D.Y.P.I.M.E.D.
Varale, Maval, Pune 410 507



Dr. D. Y. PATIL EDUCATIONAL FEDERATION
Dr. D. Y. Patil Institute of Management and Entrepreneur Development
Approved by AICTE, Affiliated to SPPU Pune

Address: - Sr. No. 27/A/1/2C, Near Talegaon Railway Station, Towards HP Service Station, Varale, Talegaon, Pune, Maharashtra 410507. **Website:** dypatilef.com. dypatilimed.com **E- mail-** director.dypimed@dypatilef.com

Introduction:

The seminar on the "Importance of a Systematic Approach to Research Methodology" aimed to emphasize the significance of adopting a structured and methodical approach in the research process. Dr. Sadanand Havangi, an experienced researcher, shared insights into the benefits of systematic research during this enlightening session.

Key Topics Covered:

Research Methodology Overview:

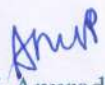
- Definition and components of research methodology
- Role of research design and structure
- Importance of systematic planning in research

Seminar Highlights:

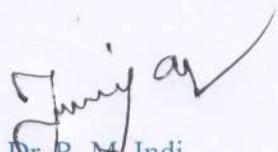
- Dr. Sadanand Havangi delivered a thought-provoking presentation, stressing the importance of a systematic approach in every stage of the research process.
- The offline format facilitated direct interaction between the speaker and participants, enabling a more engaging learning experience.

Conclusion:

The seminar on the "Importance of a Systematic Approach to Research Methodology" provided valuable insights into the benefits of adopting a structured methodology in research. Dr. Sadanand Havangi's expertise and the active participation of the audience contributed to the success of the event, leaving attendees with a deeper appreciation for the systematic approach in the research domain.



Prof. Anuradha Phadnis

Event Coordinator


Dr. R. M. Indi

Director, DYPIMED




DIRECTOR
DR.D.Y.P.I.M.E.D.
Varale, Maval, Pune 410 507



Dr. D. Y. PATIL EDUCATIONAL FEDERATION
Dr. D. Y. Patil Institute of Management and Entrepreneur Development
Approved by AICTE, Affiliated to SPPU Pune

Address: - Sr. No. 27/A/1/2C, Near Talegaon Railway Station, Towards HP Service Station, Varale, Talegaon, Pune,
Maharashtra 410507. Website: dypatilef.com, dypatilimed.com E- mail- director.dypimed@dypatilef.com

"Importance of a systematic approach to research."

ATTENDANCE SHEET

DATE: 4/12/2019

SR. NO.	NAME	SR. NO.	NAME
1	WAGHE SHRIKANT SHAHURAJ	22	GOPNARAYAN AMOL
2	KUMARI PINKI	23	DHEWALE AJINKYA
3	SHINDE SHUBHAM RAJENDRA	24	NAPHADE SHUBHAM
4	FAHAD MOHD ARIF	25	PAGARE DNYANESHAWAR
5	SAMAD ABDUL ARIF	26	NIKUMBHA AKSHAY
6	SHINDE VITTHAL GANPAT	27	KHARCHE AKASH
7	SALVE VISHAL ARUN	28	THORAT VIJAY LAXMAN
8	MAURYA SACHIN SHIVNARAYAN	29	
9	NAGARE ANKITA DASHARATH	30	
10	SOLANKE RAVI VIJAYRAO	31	
11	JADHAO ANAND RAVINDRA	32	
12	BHOSALE PRAVIN SAMBHAJI	33	
13	OLOKAR AMAR RAVINDRA	34	
14	NAND KEVIN KISHOR	35	
15	TAJANE VIJAY VISHNU	36	
16	KOTLAPURE ANURADHA BABRUWAN	37	
17	SHINDE TRUPTI BALASAHEB	38	
18	SHINDE MUKUND LIMBAJI	39	
19	RAHATE SHUBHAM RAMESH	40	
20	GAIKWAD ANKIT VINAYAKRAO		
21	JAWANJAL SHUBHAM VIJAY		

Anuradha
Prof Anuradha Phadnis

Event Coordinator

Indi
Dr. R. M. Indi

Director, DYPIMED



High
DIRECTOR
DR.D.Y.P.I.M.E.D.
Varale, Maval, Pune 410 507

Event Details:

Speaker

Dr.
Sadanand
Havangi

Date

04/12/2019

Time

02 to
04:00 PM

Event
Coordinator:

Prof Anuradha
Phadnis

Director
Dr R M Indi

Importance of a
Systematic
Approach to
Research.



ORGANISED BY:

DR. D.Y.PATIL
INTITUTE OF
MANAGEMENT &
ENTREPRENEUR
DEVELOPMENT



DIRECTOR
DR.D.Y.P.I.M.E.D.
Varale, Maval, Pune 410 507



Dr. D. Y. PATIL EDUCATIONAL FEDERATION
Dr. D. Y. Patil Institute of Management and Entrepreneur Development
Approved by AICTE, Affiliated to SPPU Pune

Address: - Sr. No. 27/A/1/2C, Near Talegaon Railway Station, Towards HP Service Station, Varale, Talegaon, Pune,
Maharashtra 410507. **Website:** dypatilef.com. dypatilimed.com **E-mail-** director.dypimed@dypatilef.com

Date:25/11/2019

To,

Mr. Pradeep Kulkarni

Subject: Invitation to Speak at Entrepreneur Development Summit

I am writing on behalf of DYPIMED, and we are thrilled to extend an invitation for you to be a keynote speaker at our upcoming Entrepreneur Development Summit.

Date: 05/12/2019

Time: 2:00-4:00PM

Topic: Methods for Generating and Evaluating Business Ideas

We believe that your perspective on Methods for Generating and Evaluating Business Ideas will greatly contribute to the success of our event, and your presence will undoubtedly motivate and guide aspiring entrepreneurs on their journey to success.

If you are available and interested in being part of this exciting event, please let us know at your earliest convenience. We would be happy to provide more details, discuss any specific requirements you may have, and finalize the logistics.

Thank you for considering our invitation. We look forward to the possibility of having you join us and share your valuable insights with our enthusiastic audience.

Regards,

Prof. Anuradha Phadnis

Event Coordinator

Dr. R. M. Indi

Director, DYPIMED

DIRECTOR
DR.D.Y.P.I.M.E.D.

Varale, Maval, Pune 410 507





Dr. D. Y. PATIL EDUCATIONAL FEDERATION
Dr. D. Y. Patil Institute of Management and Entrepreneur Development
Approved by AICTE, Affiliated to SPPU Pune

Address: - Sr. No. 27/A/1/2C, Near Talegaon Railway Station, Towards HP Service Station, Varale, Talegaon, Pune, Maharashtra 410507. **Website:** dypatilef.com. dypatilimed.com **E- mail-** director.dypimed@dypatilef.com

Notice

Date -28/11/2019

Subject: "Methods for generating and evaluating business ideas."

Date: 05/12/2019

Time: 02 to 04:00 PM

To all interested participants,

This session will provide valuable insights into various methods for generating and evaluating business ideas. Mr. Pradeep Kulkarni, a seasoned expert in the field, will share practical strategies and techniques to inspire innovative thinking and assess the viability of business concepts.

There will be opportunities for interactive discussions and networking during the session.

Anuradha

Prof Anuradha Phadnis

Event Coordinator

R. M. Indi

Dr. R. M. Indi

Director, DYPIMED



High
DIRECTOR
DR.D.Y.P.I.M.E.D.
Varale, Maval, Pune 410 507



Dr. D. Y. PATIL EDUCATIONAL FEDERATION
Dr. D. Y. Patil Institute of Management and Entrepreneur Development
Approved by AICTE, Affiliated to SPPU Pune

Address: - Sr. No. 27/A/1/2C, Near Talegaon Railway Station, Towards HP Service Station, Varale, Talegaon, Pune, Maharashtra 410507. **Website:** dypatilef.com. dypatilimed.com **E- mail-** director.dypimed@dypatilef.com

Date: 05/12/2019

To,

Mr. Pradeep Kulkarni

Subject: Expression of Gratitude for Your Inspiring Talk on Entrepreneur Development

On behalf of DYPIMED, I would like to express our deepest gratitude for your invaluable contribution as a speaker at our recent event on entrepreneur development.

We appreciate the time and effort you invested in preparing and delivering such a compelling presentation. Your willingness to share your expertise has undoubtedly contributed to the success of our event.

Once again, thank you for your outstanding contribution to our entrepreneur development initiative. We look forward to the possibility of collaborating with you in the future and continuing to empower aspiring entrepreneurs through shared knowledge and experiences.

Warm regards,


Prof. Anuradha Phadnis

Event Coordinator


Dr. R. M. Indi

Director, DYPIMED




DIRECTOR
DR.D.Y.P.I.M.E.D.
Varale, Maval, Pune 410 507



Dr. D. Y. PATIL EDUCATIONAL FEDERATION
Dr. D. Y. Patil Institute of Management and Entrepreneur Development
Approved by AICTE, Affiliated to SPPU Pune

Address: - Sr. No. 27/A/1/2C, Near Talegaon Railway Station, Towards HP Service Station, Varale, Talegaon, Pune, Maharashtra 410507. Website: dypatilef.com. dypatilimed.com E- mail- director.dypimed@dypatilef.com

Date: 05/12/2019

Report on Methods for Generating and Evaluating Business Ideas

Seminar Details:

- Seminar Topic: Methods for Generating and Evaluating Business Ideas
- Speaker: Mr. Pradeep Kulkarni
- Date: 05/12/2019
- Timing: 02:00 PM to 04:00 PM
- Venue: Seminar Hall
- Event Coordinator: Prof. Anuradha Phadnis

Introduction:

The seminar on "Entrepreneur Development" focused on exploring effective methods for generating and evaluating business ideas. Mr. Pradeep Kulkarni, a successful entrepreneur and business mentor, shared valuable insights to inspire and guide participants on their entrepreneurial journey during this interactive session.



High
DIRECTOR
DR.D.Y.P.I.M.E.D.
Varale, Maval, Pune 410 507



Dr. D. Y. PATIL EDUCATIONAL FEDERATION
Dr. D. Y. Patil Institute of Management and Entrepreneur Development
Approved by AICTE, Affiliated to SPPU Pune

Address: - Sr. No. 27/A/1/2C, Near Talegaon Railway Station, Towards HP Service Station, Varale, Talegaon, Pune, Maharashtra 410507. Website: dypatilef.com. dypatilimed.com E- mail- director.dypimed@dypatilef.com



Key Topics Covered:

Entrepreneurial Mindset:

- Cultivating an entrepreneurial mindset
- Recognizing opportunities in the market
- Overcoming challenges in idea generation

Methods for Generating Business Ideas:

- Brainstorming and ideation techniques

Acknowledgments:

- Director: Dr. R. M. Indi
- Event Coordinator: Prof. Anuradha Phadnis

The success of this seminar was made possible through the support and guidance of Dr. R. M. Indi, the director of the institution, and the organizational efforts of Prof. Anuradha Phadnis, the event coordinator.



Dr. R. M. Indi
DIRECTOR
DR.D.Y.P.I.M.E.D.
Varale, Maval, Pune 410 507

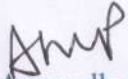


Dr. D. Y. PATIL EDUCATIONAL FEDERATION
Dr. D. Y. Patil Institute of Management and Entrepreneur Development
Approved by AICTE, Affiliated to SPPU Pune

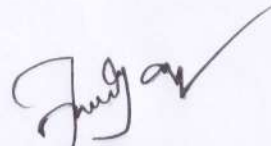
Address: - Sr. No. 27/A/1/2C, Near Talegaon Railway Station, Towards HP Service Station, Varale, Talegaon, Pune, Maharashtra 410507. **Website:** dypatilef.com, dypatilimed.com **E- mail-** director.dypimed@dypatilef.com

Conclusion:

The seminar on "Entrepreneur Development - Methods for Generating and Evaluating Business Ideas" served as an invaluable resource for aspiring entrepreneurs. Mr. Pradeep Kulkarni's expertise and the active participation of the audience contributed to the success of the event, leaving attendees inspired and better equipped for entrepreneurial success.


Prof. Anuradha Phadnis

Event Coordinator


Dr. R. M. Indi

Director, DYPIMED




DIRECTOR
DR.D.Y.P.I.M.E.D.
Varale, Maval, Pune 410 507



Dr. D. Y. PATIL EDUCATIONAL FEDERATION
Dr. D. Y. Patil Institute of Management and Entrepreneur Development
Approved by AICTE, Affiliated to SPPU Pune

Address: - Sr. No. 27/A/1/2C, Near Talegaon Railway Station, Towards HP Service Station, Varale, Talegaon, Pune, Maharashtra 410507. **Website:** dypatilef.com, dypatilimed.com **E- mail-** director.dypimed@dypatilef.com

"Methods for generating and evaluating business ideas

ATTENDANCE SHEET

DATE: 5/12/2019

SR. NO.	NAME	SR. NO.	NAME
1	BIRAJDAR ATUL LAXMAN	22	KUMARI PINKI
2	POOJARI SAMPAT SATISH	23	SHINDE SHUBHAM RAJENDRA
3	PUSAVALE KOMAL SAVANTA	24	FAHAD MOHD ARIF
4	DETHE PRAJAKTA RAMDAS	25	SAMAD ABDUL ARIF
5	KULKARNI SHUBHAM PRAKASHRAO	26	SHINDE VITTHAL GANPAT
6	NARKHEDE VAIBHAV GAJANAN	27	SALVE VISHAL ARUN
7	JOSHI HRISHIKESH CHANDRASHEKHAR	28	MAURYA SACHIN SHIVNARAYAN
8	JAMBHULKAR ANUJ VIJAY	29	NAGARE ANKITA DASHARATH
9	TEKADE AJAY DNYANESHWATR	30	
10	PISAL SHANKAR PANDURANGRAO	31	
11	YERNE HEMLATA ASHOK	32	
12	GAIKWAD PAWAN RAMDAS	33	
13	SOLANKI RAHUL DILIP	34	
14	SHAIKH SALIM ISMAIL	35	
15	GAWAI PANKAJ RAMESH	36	
16	SONUNE SANDIP SHRIRAM	37	
17	PATIL SNEHAL PRAVIN	38	
18	ASHTEKAR AKSHAY NANDKUMAR	39	
19	LOUIS ALLEN MOSES	40	
20	BHAPKAR SONALI MANIKRAO		
21	WAGHE SHRIKANT SHAHURAJ		

Anup
Prof Anuradha Phadnis **Event Coordinator**

Jayant
Dr. R. M. Ind **Director, DYPIMED**



Biagh
DIRECTOR
DR.D.Y.P.I.M.E.D.
Varale, Maval, Pune 410 507

Event Details:

Speaker

Mr. Pradeep
Kulkarni

Date

05/12/2019

Time

02 to 04:00
PM

Event
Coord
inator:

Prof Anuradha
Phadnis



Director

Dr R M Indi



Methods for Generating and Evaluating Business Ideas

DIRECTOR

DR.D.Y.P.I.M.E.D.

Varale, Maval, Pune 410 507

DR. D.Y.PATIL INTITUTE OF
MANAGEMENT &
ENTREPRENEUR
DEVELOPMENT