



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

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Founder Dr. D.Y. Patil Group

Dr. Sushant Patil

President

Dr. Priyanka A. Singh

Director

2. Once the candidate shortlist is published, students will attend the next event. Students must adhere to the norms of discipline and personal conduct during their interactions with company officials and their conduct in company offices. Any misbehaviour/indiscipline will attract disciplinary action which may result in permanent debar from the placement process.

Pre-Placement Training of DYPIMED

Guest Session Report: Futuretech Explorer - IT Career Counselling

I. Event Overview

- **Date:** 24th February 2024
- **Speaker:** Mr. Ajinkya Ban
- **Designation:** Automation Test Engineer & Full Stack Developer
- **Organization:** Inuxu Digital Media Pvt. Ltd.
- **Audience:** MBA Students
- **Total Attendees:** 65



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4. Key Themes & Takeaways

A. Emerging Trends in IT

- The increasing importance of **automation and AI** in business decision-making
- Adoption of **cloud technologies, data analytics, and cybersecurity**
- The rise of **cross-functional professionals** who understand both tech and business

B. Career Opportunities in IT for MBAs

- Roles such as **Business Analyst, Product Manager, Digital Transformation Consultant, and IT Strategy Lead**
- Demand for hybrid profiles that combine **technical skills** with **management insight**
- Advantages of certifications (like Google Analytics, AWS, Scrum Master, etc.) for career growth

C. Skill Development & Upskilling

- The speaker emphasized **continuous learning** via MOOCs (Coursera, Udemy, edX)
- Recommended focus areas:
 - Python or SQL for data-driven roles
 - Agile frameworks for project management



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- Cybersecurity
- Product Management
- Blockchain & FinTech
- Conduct **hands-on workshops** or bootcamps for technical exposure
- Explore **industry-academia partnerships** for internships, mentoring, and live projects
- Initiate a **Tech Talk Club** to regularly bring in professionals from various domains

7. Acknowledgments

We extend our heartfelt thanks to **Mr. Ajinkya Ban** for delivering an insightful and thought-provoking session. His generous contribution of time and knowledge significantly enhanced the learning experience for our MBA students.

Special thanks to:

- The faculty event coordinators for organizing the session
- The technical and logistics teams
- The enthusiastic participation of all students



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Guest Session Report: Individual Career Counselling

Date: 10-08-2024

Speakers:

- Prof. Bharti Jagdale (SIBACA, Lonavala)
- Prof. Sonali Bhujbal (IBMR, Chakan)

Topic: Individual Career Counselling for MBA Students

Objective:

The session aimed to offer MBA students personalized career guidance, helping them understand their strengths, align their career goals with industry expectations, and prepare effectively for the job market.

Key Takeaways:

1. Self-Assessment and Goal Setting:

- Both speakers emphasized the importance of self-reflection and identifying individual strengths, weaknesses, and aspirations. Self-assessment tools and exercises were shared to help students align their career interests with personal skills and passions.



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- Goal setting was highlighted as crucial for directing career efforts effectively. Long-term and short-term goals were discussed, with actionable steps to achieve them.

2. Industry Expectations and Career Options:

- A detailed discussion was held on the various career paths available for MBA graduates across different sectors such as finance, marketing, operations, HR, and consulting.
- The speakers shared insights into the skills required by employers and the importance of staying updated with industry trends, as well as the value of internships and work experience.

3. Practical Tips for Career Advancement:

- **Resume Building:** Prof. Jagdale and Prof. Bhujbal discussed the key components of an effective resume, highlighting the need for clear, concise formatting and tailored content for each job application.
- **Interview Techniques:** Mock interview tips were shared, focusing on how to present oneself confidently, anticipate common questions, and demonstrate industry knowledge.
- **Networking:** The session emphasized the importance of networking, both in-person and online, especially using LinkedIn. Building a strong professional network can be a game changer in career advancement.

4. Emerging Trends in Career Development:



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- Both speakers discussed the growing importance of digital skills and adaptability in the job market. Emphasis was placed on the necessity to learn new technologies and adapt to remote working environments, which are becoming increasingly prevalent in many sectors.

Student Feedback:

- **Positive Response:**

The session was well-received, with students appreciating the personalized, practical advice offered by the speakers. Many students reported feeling more confident about their career planning and job search strategies after attending.

- **Engagement:**

Students actively participated in discussions, particularly enjoying the interactive Q&A sessions where they could ask questions related to their own career paths. The speakers provided real-world examples that made the content more relatable and actionable.

Academic Records:

- **Number of Students Attended:** 45 MBA students

- **Course:** MBA

- The students were primarily in their final year of study, actively preparing for their post-graduation career journey.



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Recommendations for Future Sessions:

- **Industry-Specific Sessions:**

Future sessions could focus on career options in specific industries such as finance, tech, healthcare, and consulting. Tailoring content to these fields will allow students to receive more relevant advice and insights.

- **One-on-One Counselling:**

To offer more personalized guidance, it is recommended that one-on-one counselling sessions be introduced. This will help students receive focused advice based on their unique career aspirations and challenges.

- **Skill Development Workshops:**

Organizing workshops that focus on skill development, such as leadership training, communication, and advanced technical skills (e.g., data analysis, project management), could be beneficial for students to gain a competitive edge in the job market.

Acknowledgments:

We extend our gratitude to **Prof. Bharti Jagdale** and **Prof. Sonali Bhujbal** for their invaluable insights and expertise. Their guidance has greatly helped in shaping the students' understanding of career development and providing them with practical tools to advance their careers successfully.



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Guest Session Report: Interview Cracking Technique

Date: 20-02-2024

Speaker: Mr. Sarvesh Dhumal

Topic: Interview Cracking Technique

Objective:

The session aimed to provide MBA students with essential strategies and skills to excel in job interviews, ensuring they approach the interview process with confidence and professionalism.

Key Takeaways:

1. Understanding the Interview Process and Formats:

Mr. Dhumal began by explaining the structure and formats of interviews, including one-on-one, panel, and group interviews. He emphasized the importance of understanding the company culture and tailoring responses to align with the organization's values and job requirements. Students were introduced to different types of interviews, such as technical, behavioral, and HR, each requiring distinct preparation approaches.

2. Building Confidence and Handling Common Interview Questions:

The speaker provided insights on how to handle typical interview questions like "Tell me about yourself," "What are your strengths and weaknesses?" and "Where do you see yourself in five years?" He encouraged students to formulate answers that reflect both their skills and aspirations, while remaining authentic. Mr. Dhumal shared techniques to boost confidence, such as practicing responses, visualizing success, and maintaining a



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positive mindset throughout the process.

3. Effective Communication and Body Language:

A significant part of the session was dedicated to non-verbal communication. Mr. Dhumal highlighted how body language plays a key role in forming a first impression. Tips on maintaining eye contact, having a firm handshake, and sitting upright were discussed to project confidence and professionalism. Additionally, clear, concise, and structured communication was stressed to ensure students could express their thoughts effectively under pressure.

4. Post-Interview Etiquette:

The session concluded with advice on what to do after an interview, including sending thank-you notes and following up on the interview status. Mr. Dhumal stressed that this small gesture could set a candidate apart from others and leave a positive lasting impression.

Student Feedback:

- **Positive Reception:** Students found the session extremely valuable, with many stating that the practical tips on interview techniques helped them feel more prepared and confident for their job interviews.
- **Key Insights:** The advice on body language and post-interview etiquette was particularly appreciated, as many students had not fully considered these aspects before.
- **Actionable Guidance:** Several students mentioned that the session provided them with tangible strategies to apply in real interviews, particularly in how to answer difficult questions with clarity and poise.



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Academic Records:

- **Number of Students Attended:** 72 MBA students
- **Course:** MBA
 - The students were primarily in the final stages of their MBA program and were actively preparing for recruitment and placement activities.

Recommendations:

1. Industry-Specific Interview Preparation:

Future sessions could focus on preparing students for interviews specific to certain industries like consulting, finance, or tech. Industry-specific tips, challenges, and expectations would allow students to tailor their preparations accordingly.

2. Mock Interview Sessions:

To provide more hands-on experience, organizing mock interviews with industry professionals could help students simulate real interview conditions, practice their responses, and receive constructive feedback. This would also allow students to fine-tune their communication and body language in a low-stakes environment.

3. Advanced Communication Workshops:

Offering workshops on advanced communication skills, such as storytelling and presenting under pressure, could further enhance students' interview readiness, ensuring they stand out in competitive job markets.



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Acknowledgments:

We express our sincere gratitude to **Mr. Sarvesh Dhumal** for his insightful session and practical advice. His expertise has significantly contributed to preparing MBA students for successful job interviews and the transition from academia to the professional world. His contribution has been invaluable in shaping their career paths.





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common pitfalls in data interpretation and how to avoid them to improve accuracy.

3. **Improving Problem-Solving Speed and Efficiency:**

To enhance students' problem-solving abilities, Mr. Louis provided techniques to improve speed without compromising accuracy. He highlighted the importance of practicing mental math, recognizing common number patterns, and understanding the underlying logic behind problems. The session emphasized that improving speed is key to performing well under exam conditions and in high-pressure work environments.

Student Feedback:

- **Positive Reception:** Students expressed that the session was not only informative but also practical. Many noted that the strategies shared were easy to understand and implement in their exam preparations.
- **Confidence Boost:** The focus on problem-solving speed and data interpretation techniques gave students a sense of empowerment, allowing them to approach quantitative problems with greater confidence.
- **Valuable Insights:** Feedback revealed that the tips on time management and handling complex data problems were particularly valuable for students who had struggled with these areas before.



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Academic Records:

- **Number of Students Attended:** 65 MBA students
- **Course:** MBA
 - The session was attended by students primarily in their final year, who are preparing for various competitive exams, internships, and placements in sectors that require strong quantitative and analytical skills.

Recommendations:

1. **Advanced Quantitative Techniques:**

Future sessions could explore more advanced quantitative topics such as probability theory, advanced statistical analysis, or optimization techniques, which would benefit students preparing for roles in finance, consulting, and analytics.
2. **Interactive Practice Sessions or Workshops:**

To reinforce the concepts learned in the session, organizing interactive workshops or practice sessions focused on real-world data sets would allow students to apply their learning in a hands-on environment. Mock exams or timed quizzes could also help students test their problem-solving skills under pressure.
3. **Customized Sessions for Industry Needs:**

Offering sessions tailored to the specific quantitative and data analysis requirements of industries like banking, finance, and technology could further enhance students' preparedness for the job market.



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Acknowledgments:

We extend our sincere thanks to **Mr. Allen Moses Louis** for sharing his valuable insights and expertise on quantitative aptitude and data interpretation. His session provided students with actionable strategies and techniques that will help them succeed in competitive exams and their future professional careers. His contribution has been instrumental in enhancing the students' analytical and problem-solving capabilities.





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Guest Session Report: Value Added Course on "Data Analytics for Business"

Date: 05-08-2024

Speaker: Prof. Yogesh Sharma

Topic: Data Analytics for Business

Objective:

The session aimed to provide MBA students with an introduction to the world of data analytics and its significance in business. The focus was on equipping students with essential tools and techniques to analyze business data and leverage it for strategic decision-making.

Key Takeaways:

1. Introduction to Data Analytics and Its Importance in Business:

Prof. Sharma began by explaining the growing role of data analytics in modern business. He highlighted how data-driven decision-making has become integral to gaining a competitive edge, improving operational efficiency, and understanding customer behavior. The importance of data analytics in driving innovation, performance, and growth was discussed, with examples from various industries.

2. Data Visualization and Interpretation Techniques:

The session delved into the fundamental techniques of data visualization, emphasizing the significance of presenting data in clear, understandable formats like graphs, charts, and dashboards. Prof. Sharma introduced several data visualization tools and methods, guiding students on how to interpret visual data for actionable business insights. He also emphasized the need for clarity in communicating complex data to stakeholders.



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3. Applications of Data Analytics in Business Strategy and Decision-Making:

Prof. Sharma explored the real-world applications of data analytics in business, including market analysis, risk management, financial forecasting, and customer segmentation. He explained how businesses use analytics to make informed strategic decisions, optimize resources, and improve customer satisfaction. The session included case studies and examples of businesses successfully utilizing data analytics to drive profitability and innovation.

Student Feedback:

• **Informative and Engaging:**

Students appreciated the depth and breadth of the session, particularly the practical insights into data analytics and its relevance to business. They found the session engaging and valuable, as it provided them with a solid foundation in a crucial business skill.

• **Real-World Application:**

The students found the examples and case studies shared by Prof. Sharma particularly beneficial, as it helped them connect theoretical knowledge to real-world business scenarios. Many students expressed their interest in learning more about how businesses implement data analytics on a day-to-day basis.

• **Positive Impact on Skill Development:**

Feedback revealed that students felt more confident in their ability to apply data analytics techniques to solve business problems. The session sparked an interest in further exploring data analytics as a potential career path.



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Academic Records:

- **Number of Students Attended:** 55 MBA students
- **Course:** MBA
- **Value Added Course:** Data Analytics for Business
 - The session was part of a value-added course aimed at enhancing students' employability by giving them a competitive edge in the increasingly data-driven business environment. The students attending were primarily from their second year of the MBA program, looking to refine their skills in data analysis and its application in business strategy.

Recommendations:

1. Advanced Data Analytics Topics or Tools:

Future sessions could delve deeper into more advanced topics in data analytics, such as machine learning, predictive analytics, or data mining. Introducing specific analytics tools like Python, R, or Tableau could further enhance students' technical proficiency.

2. Hands-on Training or Project-Based Learning:

To complement the theoretical knowledge, it is recommended to incorporate more hands-on training sessions, where students can work on real-world data sets and projects. This would give them practical experience in using data analytics tools and applying them to business problems. Collaborative group projects focusing on data analysis could also be valuable for fostering teamwork and problem-solving skills.



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3. Industry-Specific Applications:

Introducing sessions tailored to the specific applications of data analytics in different industries such as finance, healthcare, retail, or supply chain management could further prepare students for specialized roles in these sectors. Industry experts could be invited to share insights and case studies, adding depth to students' understanding of analytics in various contexts.

Acknowledgments:

We sincerely thank **Prof. Yogesh Sharma** for his exceptional contribution to the session. His expertise in data analytics has provided our MBA students with invaluable knowledge and skills that will aid them in making data-driven decisions in their future careers. His session has significantly enriched the value-added course and set a strong foundation for further exploration of data analytics in business contexts





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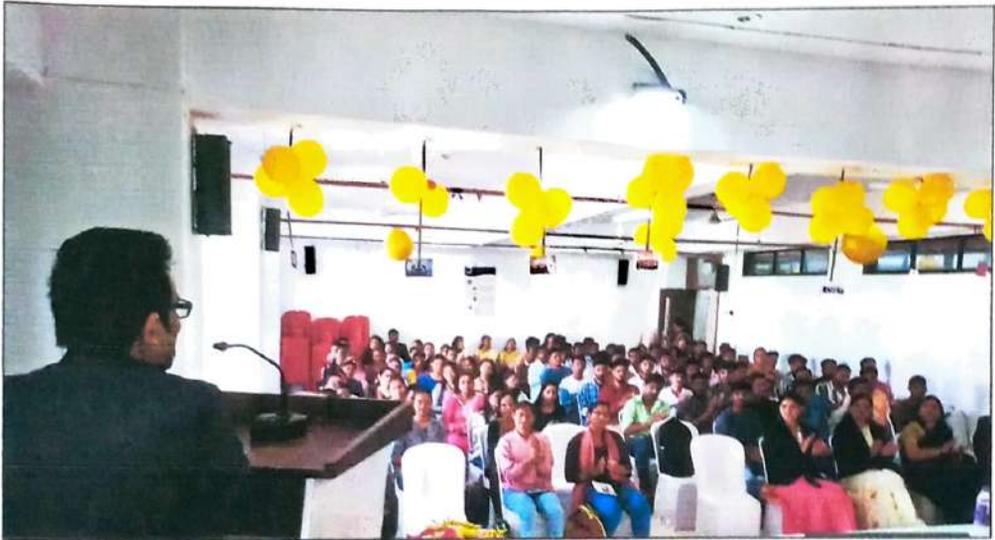
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Guest Session Report: Resume Building Activity

Date: 28/10/2024

Speaker: Mrs. Bhavna Dhupar

Topic: Resume Building Activity

Objective:

The session aimed to equip MBA students with essential skills for creating effective and professional resumes, focusing on structure, formatting, and tailoring resumes for specific job opportunities.

Key Takeaways:

1. Resume Structure and Formatting Guidelines:

Mrs. Dhupar provided a comprehensive overview of the standard resume structure, emphasizing the importance of a clean, concise, and visually appealing layout. She discussed key sections, including contact information, a professional summary, skills, experience, and education, highlighting what employers look for in each section.

2. Tips for Highlighting Skills and Experiences:

The session focused on how to effectively showcase skills, achievements, and work experience in a manner that aligns with job descriptions. Mrs. Dhupar stressed the importance of quantifying achievements with data (e.g., "increased sales by 30%") and tailoring content to highlight relevant competencies based on the job role.

3. Best Practices for Tailoring Resumes to Job Applications:

Mrs. Dhupar emphasized the significance of customizing resumes for each job application. She shared strategies for aligning resumes with specific job descriptions, using relevant keywords, and adjusting the format to suit the target industry or company,



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making the resume more impactful and increasing the likelihood of catching a recruiter's attention.

Student Feedback:

• **Informative and Practical:**

Students expressed that the session was highly practical and informative. They appreciated learning about the finer details of resume building and how to structure their resumes in a way that attracts potential employers.

• **Improved Confidence:**

Many students mentioned that they felt more confident in preparing their resumes after attending the session, with clearer guidance on how to present their skills and experiences effectively.

• **Valuable Insights:**

Students particularly valued the real-time feedback on their draft resumes. The opportunity to receive expert advice helped them refine their resumes and understand how to better position themselves for job opportunities.

Academic Records:

- **Number of Students Attended:** 66 MBA students

- **Course:** MBA

The session was part of the MBA program's career development activities, helping students enhance their employability by improving one of the most important components of job applications—the resume.



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Outcomes:

• **Draft Resumes Created:**

Students actively participated in creating draft resumes during the session, applying the tips and techniques learned. Each student received personalized feedback from Mrs. Dhupar, enabling them to refine their resumes further.

• **Improved Understanding of Resume-Building Best Practices:**

Students left the session with a clearer understanding of how to structure and tailor resumes for different job roles, and how to emphasize their most relevant skills and experiences.

Recommendations:

1. **Focus on Interview Preparation:**

Future sessions could expand into interview preparation, helping students to complement their resumes with strong interview techniques and strategies to improve their chances of securing job offers.

2. **LinkedIn Profile Optimization:**

Given the increasing importance of LinkedIn in the recruitment process, a session on optimizing LinkedIn profiles to complement resumes could be beneficial for students in building a consistent professional brand across platforms.

3. **One-on-One Resume Review Sessions:**

Offering personalized, one-on-one resume reviews could provide students with tailored feedback and suggestions for improvement, further enhancing the quality of their resumes.



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Acknowledgments:

We would like to thank **Mrs. Bhavna Dhupar** for her valuable expertise in resume building. Her guidance has provided MBA students with practical skills to improve their resumes, thereby enhancing their chances of success in the job market. Her efforts have contributed significantly to the career development of our students.





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Session Report: Program on Advanced Excel, PowerPoint, and Word

Date: 07-11-2024

Topic: Advanced Microsoft Office Tools (Excel, PowerPoint, and Word)

Objective: To enhance MBA students' skills in using advanced features of Microsoft Office tools.

Key Takeaways:

- Advanced Excel formulas and functions
- Effective PowerPoint presentation techniques
- Advanced Word features for document preparation

Student Feedback:

- Students found the session informative and helpful in improving their Microsoft Office skills
- Valuable insights into advanced features and best practices

Academic Records:

- Number of students attended: 42
- Course: MBA
- Semester: I

Outcomes:

- Students gained hands-on experience with advanced Microsoft Office tools
- Improved productivity and efficiency in document preparation and presentation



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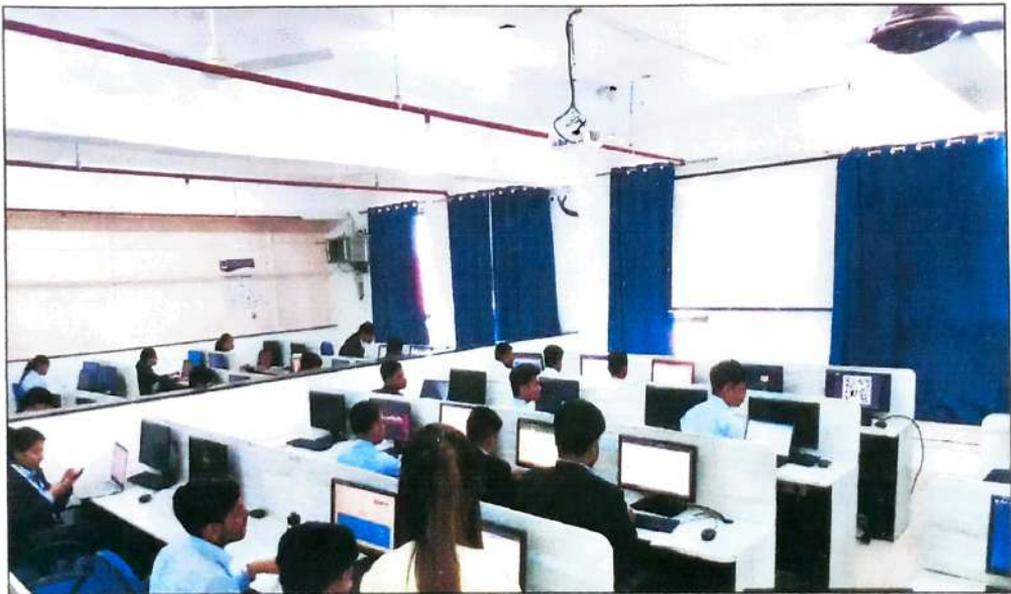
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Recommendations:

- Future sessions can focus on other software or tools relevant to MBA students
- Practice sessions or workshops can be organized for students

Acknowledgments:

We thank **Excel-R, Pune** for conducting the session and sharing expertise with our MBA students.





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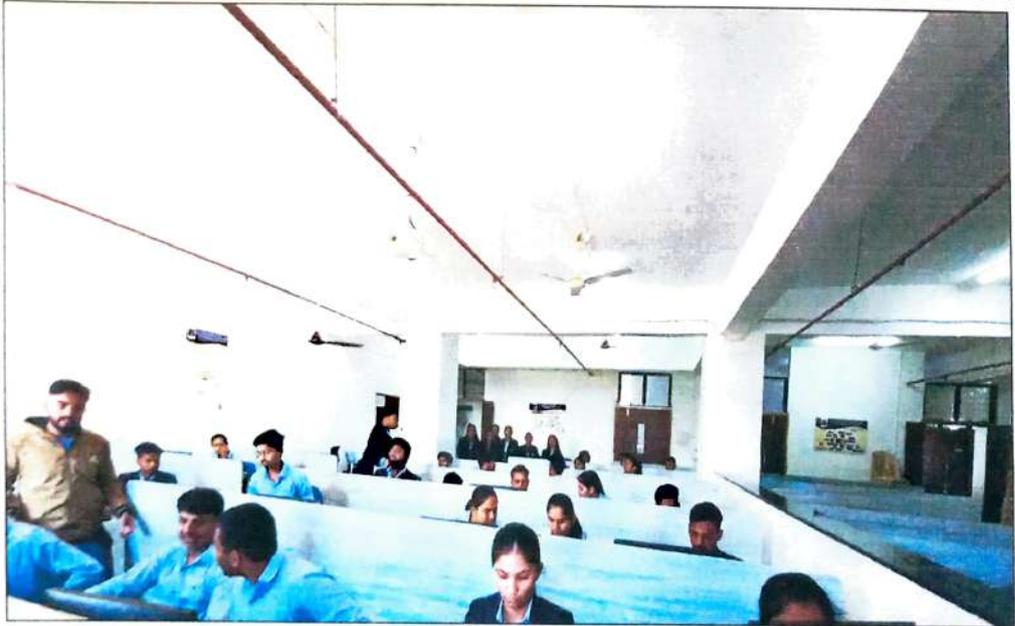
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Guest Session Report: ChatGPT and Artificial Intelligence EDL Program

Date: 08-01-2024

Organizer: Excel-R, Pune

Topic: ChatGPT and Artificial Intelligence

Objective: To introduce MBA students to the concepts and applications of ChatGPT and Artificial Intelligence.

Key Takeaways:

- Overview of ChatGPT and its applications
- Introduction to Artificial Intelligence and its industry relevance
- Potential impact of AI on business and management

Student Feedback:

- Students found the session informative and engaging
- Valuable insights into the applications and future scope of AI and ChatGPT

Academic Records:

- Number of students attended: 51
- Course: MBA
- Semester: IV

Outcomes:



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- Students gained a better understanding of AI and ChatGPT concepts
- Awareness of potential applications and industry relevance

Recommendations:

- Future sessions can focus on advanced AI topics or industry-specific applications
- Hands-on training or projects can be incorporated

Acknowledgments:

We thank **Excel-R, Pune**, for organizing the session and sharing expertise with our MBA students.





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Guest Session Report: Developing Aptitude Skills

Date: 01/02/2024

Speaker: Mr. Vikrant Sukhantkar, Aptitude & Soft Skill Trainer

Topic: Developing Aptitude Skills

Objective: To enhance MBA students' aptitude skills for competitive exams and industry requirements.

Key Takeaways:

- Strategies for solving quantitative aptitude problems
- Tips for improving logical reasoning and problem-solving skills
- Practice exercises and mock tests

Student Feedback:

- Students found the session informative and helpful in improving their aptitude skills
- Valuable insights into problem-solving techniques and strategies

Academic Records:

- Number of students attended: 60
- Course: MBA
- Value Added Course: Developing Aptitude Skills

Outcomes:

- Students gained confidence in solving aptitude problems



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- Improved problem-solving skills and logical reasoning

Recommendations:

- Future sessions can focus on advanced aptitude topics or industry-specific skills
- Regular practice sessions or workshops can be organized

Acknowledgments:

We thank Mr. Vikrant Sukhantkar for sharing his expertise and providing valuable guidance to our MBA students.





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Guest Session Report: Certification on Basics of Computers

Date: 02/01/2024

Speaker: Dr. Sheena Abraham

Topic: Basics of Computers

Objective:

The session aimed to provide MBA students with a foundational understanding of computers, focusing on both hardware and software applications essential for their academic and professional development.

Key Takeaways:

1. Introduction to Computer Hardware and Software:

Dr. Abraham provided an overview of computer components, both hardware (such as processors, storage devices, and peripherals) and software (operating systems and applications). She emphasized the role of these components in the overall functioning of computers and their importance in daily business operations.

2. Basics of Operating Systems and Networking:

The session included a fundamental introduction to operating systems, covering key functions such as file management, system security, and software execution. Dr. Abraham also provided an overview of networking basics, helping students understand how computers communicate within networks and the role of the internet in business.

3. Fundamentals of Microsoft Office Applications:

A significant portion of the session was dedicated to the practical use of essential Microsoft Office applications, including Word, Excel, and PowerPoint. Dr. Abraham



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demonstrated how these tools can be used efficiently for creating documents, analyzing data, and preparing presentations, which are essential skills for MBA students.

Student Feedback:

● **Informative and Engaging:**

Students found the session to be clear, informative, and well-structured. They particularly appreciated the practical tips provided on using Microsoft Office applications more efficiently, which they found immediately useful in their coursework and personal tasks.

● **Improved Computer Literacy:**

Many students expressed that the session significantly improved their understanding of computer basics, especially in areas they were less familiar with, such as networking and system operations.

● **Valuable for Professional Growth:**

The practical applications of computer skills were noted as an important takeaway, as students recognized the relevance of these skills in both academic assignments and professional tasks in the business world.

Academic Records:

- **Number of Students Attended:** 45
- **Course:** MBA
- **Semester:** III Semester
- **Certification Program:** Basics of Computers



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- The certification program aimed to enhance students' computer literacy, preparing them for a technology-driven business environment.

Outcomes:

- **Solid Foundation in Computer Basics:**
Students gained a strong understanding of computer fundamentals, which will serve as a foundation for more advanced IT-related topics in the future.
- **Increased Confidence in Using Software Applications:**
Through practical examples, students developed confidence in using various software tools, improving their ability to apply these skills in real-world business contexts.

Recommendations:

1. **Focus on Advanced Computer Topics or Specialized Software:**
Future sessions could explore more advanced computer topics, such as data analysis tools, programming, or specialized software commonly used in business, such as enterprise resource planning (ERP) systems or customer relationship management (CRM) tools.
2. **Hands-on Training Sessions:**
Offering hands-on training sessions where students can practice using software applications and tools in real-time would further enhance their technical proficiency and readiness for professional challenges.



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We would like to express our sincere thanks to **Dr. Sheena Abraham** for sharing her valuable knowledge and expertise on computer basics. Her session has equipped MBA students with the essential skills to navigate the technology-driven business landscape effectively.





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