

Distinctive Practice - 1

7.3.1 Describe / explain the performance of the institution in one area distinctive to its vision, priority and thrust (500 words)

Title of the Practice – Ignition Point

We do our BEST for your BEST.....

MBA programme is all about how one can start his own venture. Institute with this vision right in the Semester 1 when the students are admitted at the Institute we try to identify the special abilities and passion of the students. It is observed that many students have creative business ideas but do not have roadmap or guidance to shape their Idea into reality. Considering this institute came up with an idea of starting the club namely “**IGNITION POINT (IPo)**”.

The main objective of this club is to provide a platform to the student who have entrepreneurial aptitude and genuinely want pursue their dream. SBPIM is proud to mention here that since its inception approximately 50 students have started their own ventures and become successful entrepreneurs.

The IPo is a platform where these students discuss their ideas with their senior students. In Ignition Point (IPo) students can explore entrepreneurial resources, network with entrepreneurs, understand businesses and share ideas.

Growing interest of SBPIM students towards starting their own venture we decided to start the initiate the concept of IPo, where budding entrepreneurs can discuss their Ideas, Challenges and Roadmap with existing entrepreneurs. Along with this club activity institute supported the students by providing them guidance needed to shape their ideas by carrying out various activities on Saturday and Sunday. There are various activities which are commonly conducted for all the students.

Various activities are conducted to support *Ignition Point* idea like –

Sr. No	Activity	Outcome
1	Company Presentation	The presentation helps them to understand a particular company in a particular sector



2	Company SWOT Analysis	The SWOT analysis teaches the students that every company goes through good and bad phases.
3	Sector presentation	The sector presentation helps the students to increase their knowledge in a particular sector
4	Case Study Session	The case study solving gives the students an insight to think in different ways to solve a problem
5	Business Gurus	Studying Business gurus teaches the students the qualities needed to be a business guru, appreciated and criticized decisions taken by the leader, expansion of business and many other aspects to be a Business Guru.
6	Presentation on Business Plan	The presentation helps the students to work on their presentation skills, update their knowledge and increase the level of confidence.
7	Campus to Corporate (C2C)	Various Industry experts share their experiences and knowledge about latest technology, innovation, processes and the new products in the market
8	Panel Discussions with entrepreneurs	The discussion conducted with the entrepreneur gives answers to all the student's queries.
9	Discussion with an entrepreneur	The entrepreneur invited discusses on various risk, difficulties and responsibilities on being an entrepreneur



10	Coffee with an entrepreneur	Many of the times the informal discussion conducted with a cup of coffee results into great learning is the intention of this activity.
11	Industrial Visit	The visit to an Industry helps to understand the processes and actual working in the Industry
12	Funfair – Best Business man, Best Marketer	Zing, a cultural event conducts Funfair wherein the students can set their own stalls. In order to motivate the entrepreneur amongst the students various competitions like Best Business man and best marketer awards are declared.
13	National Conference	The National Conference conducted at the institute offers a platform to the students to listen to various experts from Industry and Academia
14	Entrepreneurship Awareness Camp	IPO along with MCED conducts camps to create the awareness to be a successful entrepreneur
15	Inter Collegiate Events – Business Plan	These events help the students to understand the business aspect and also helps in improving the knowledge and confidence.

These activities helped to increase the number of students who are opted to become entrepreneurs today. Initially only 11 students started their business which gradually increased and reached to approximately 50 in 2017 and the count is still growing.

The various activities conducted on the campus in tune to this are very helpful to these students.

IPO club is very fortunate to get the support and backing from the Alumni students by affectionately participating in various activities conducted under IPO.



Distinctive Practice - 2

7.3.1 Describe / explain the performance of the institution in one area distinctive to its vision, priority and thrust (500 words)

Title of the Practice – IDEAL (Individual Development and enrooting Activity of Life)

The learning experience of a life time.....

Student Development is committed to transformational education through student engagement and leadership, cultural competence, interpersonal growth, and civic engagement. Awareness, knowledge, and skills are essential components of student success both academically and personally. Programs and services focus specifically on helping students:

- Explore and discover opportunities to engage in College life (Student Engagement)
- Develop an awareness and understanding of individual and others through cultural lenses (Cultural Competence)
- Build and engage in meaningful relationships, social capital, and mentoring (Interpersonal Growth)
- Understand and engage in global and local community partnerships, advocacy, and political action (Community Engagement)
- Develop and practice student leadership competencies (Leadership Development)

Need for Program –

- In the dynamic global changes MBA students always need ready to accept the various professional as well as personal challenges.
- Knowledge gap can be filled in regular classroom teaching process by the profession and personal grooming gap need the various supporting programmes. This programme caters the employability and personality need of the students.
- The programme helps the student to polish their various hidden and potential hidden talents to surface by participating in various activities under the programme.
- The programme help in bridging the skill gap by conducting range of programmes on topics like general knowledge, aptitude test, personal grooming, interview techniques motivation, stress management , management lessons of various management gurus, case studies, current trends etc.



Participants for Program –

- The program will be exclusively for Semester I students.

Duration -

- This programme will start at the end of semester-I.
- After Exams of Semester I, all students will be offered this programme for complete one week. (tentatively 15Dec to 22 Dec)

Process -

- The students will be communicated about the programme through notice and mails.
- Sessions will be conducted by Director Sir and other trainers .
- At the end of the programme students will be evaluated through MCQ exam.
- The students scoring minimum 60% marks will be awarded with the Certificate.
- To evaluate the benefits of the programme all the stakeholders will give their feedback for improvisation.
- On the basis of feedback next year programme will be enriched.

Expected Benefits to Students:-

- This programme will help the students to learn life skills.
- Help the faculty members to understand students.
- Create team spirit among students.
- Create Sense of responsibility and ownership among students
- Basic moral values to be instilled through the process
- Help the students to take decisions
- Reduce the gap between students and teachers.
- Create an environment of mutual Understanding among students and teachers.

The events covered the following points -

1. Professional Grooming
2. Self -Awareness
3. Oral Communication
4. Written Communication



A thirty hours certification program is designed for student's development by Dr. Daniel Penkar. This Compulsory certification activity is for first semester Students. The program was started in 2014-15 where the lectures series was conducted by Dr. Daniel Penkar throughout the semester and IDEAL name was not given for the same activity. After the success of lecture series of 2014- 15 , a feedback (which includes objectives and outcome) of entire lecture series was collected from Students, Faculty & Director Sir and after analysis of feedbacks the lecture series was named as IDEAL and content of series was planned. **IDEAL** came in Picture Since 2015-16 in proper shape. Lectures were conducted before winter vacation for one week (i.e. 15- 22 Dec). After the completion of lectures, a test is conducted and after clearing the test, students are awarded with certificate for the IDEAL.

After the certification feedback is collected from Students, Faculty & Director Sir and after feedback analysis the lecture series for next year IDEAL is planned.

On the basis of feedback of Director Sir & faculties the students are categorized in two categories (i.e. Emergers & Achievers).

The topics covered under IDEAL from 2014 – 15 to 2017 – 18 are as follows –

Sr No	2014 - 15	2015 - 16	2016 - 17	2017 - 18
1	Motivation	Group Discussion Techniques	PLC and its Marketing Strategies	Identifying the real you – What's your inclination?
2	Stephen Covey	Group Discussion	Life Skills	How to overcome shyness and fear?
3	Leadership	Case Study Presentation	Management Principle	GAP Analysis – Where do I stand today and where do I need to be?
4	Stevejobs	Case Study	Motivation and	Activity on



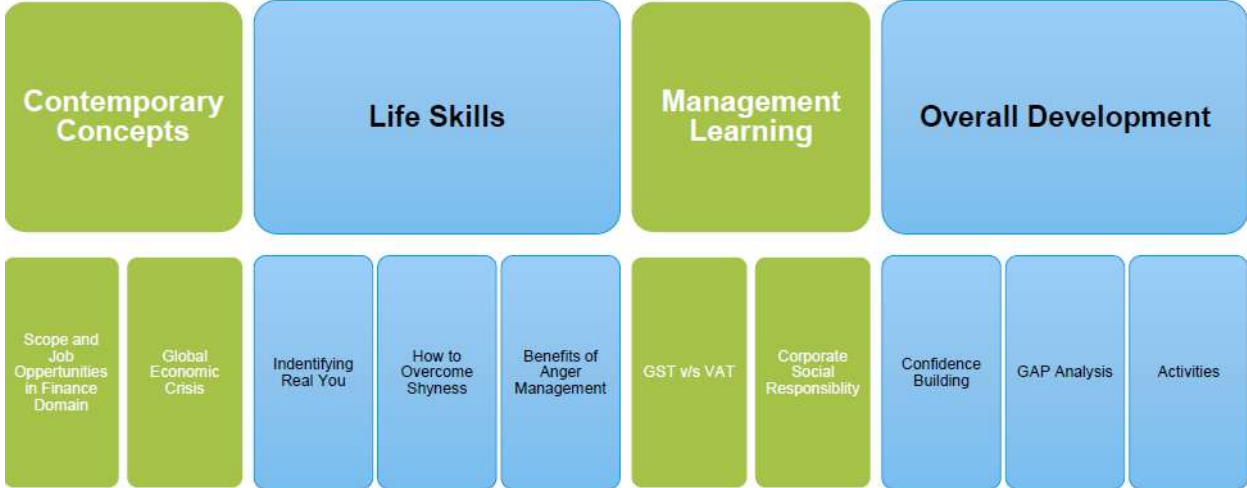
	Philosophy		case Study	GAP Analysis
5	Leadership Theories	What MBA Requires	Impact of FDI on Indian Economy	GST v/s VAT
6	Toyota Production System	90/10 Stephen Covey	Recent Trends in Banking Sector in India	Scope and Job Opportunities in Finance Domain
7	CaseStudy Management	Management Principle	Session on Group Dynamics	Confidence Building
8	Case Study on Organization Behaviour	Motivation and case Study	Activity on Group Dynamics	Confidence Building Exercises
9	Case Study on Interpersonal Relations and Organizational	Impact of FDI on Indian Economy	Need of Green Marketing	Personal Goals In Life
10	Leadership lessons from Richard Branson	Recent trends in Banking Sector in India -I	Overview of Geo Politics and its impact on Business	Corporate Social responsibility
11	Personal Interview	Recent trends in Banking Sector in India -II	Self SWOC Analysis	Global Economic Crises



12		Resume Writing Skills	Activity on Self SWOC Analysis	Benefits Of Anger Management
13		Greece Economy		

IDEAL

(Individual Development & Enrooting Activity for Life)




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