



REPORT ON WORKSHOPS/SEMINARS CONDUCTED ON RESEARCH METHODOLOGY,
ENTREPRENEURSHIP AND SKILL DEVELOPMENT

2017-18

Inauguration Session

Time: 10:00AM to 11:30AM

The formal inaugural ceremony began with invoking blessings of Goddess Saraswati by lighting ceremonial lamp and was presided over by Mr. Pradeep Gupta, Chairman, Cyber Media India Ltd, Ms. Jyothi Rathi, Vice President, Deloitte US India, Mr. Gaurav Tripathi, Senior HR Manager, Gionee.

Dr. Kavita Pathak in her welcome address emphasized that lot of opportunities around the world is opening up now-a-days thereby giving ample opportunities to explore. She had made clear to the new batch of students that they are the pilots of their plane and faculty and staff are just the facilitators who help them to take a huge flight.

She said that now it is the right time to start the new journey. These two years at Jaipuria will transform students' lives. She said the Jaipuria Noida has many things in place such as

- robust academic environment;
- experience faculty with diverse industry experience
- mentoring, guide and philosopher to students

She underlined that the student



should get connect with their peers to take advantage and explore the opportunities available. Lastly she motivated students to be a good learner and innovator.

Guest of honor Mr. Gaurav Tripathi has sensitized the students to become good human beings, responsible citizens and competent professional. He shared Golden Mantras of Success of being “JOB READY”. He said that a student has to intellectual strong, behaviorally groomed and has global connect. He probed students to be innovative and make good use of two years at Jaipuria. He brought the lessons from the movie “3 Idiots” to the students.

Ms. Jyothi Rathi, Chief Guest, started her address by those tiny crystals of dream for joining Deloitte and peer companies. She talked about two aspects of management i.e. customer and employees. Both are human and are difficult to manage. It needs high EQ to handle the people. She also talked about the celebrated concept of EFCS – Employee First and Customer second. She has left the takeaways for students in terms of building trust and relationships, be innovative and fantasizing big and think out of the box.



Mr. Pradeep Gupta, shared his vast experience with the students. He emphasized to believe in one's value system. He walked down the memory lane of 1975's in IIM, Kolkatta. By the means of narrating his entire journey in form of story were well appreciated by students and kept them engaged. He touched upon how he started his corporate life and how he realized the power of being entrepreneur. He shared that to be a good entrepreneur what is required is the skill to manage the people. He told the students that after establishing his own venture, Cyber Media India Ltd., how he with a team of 6 people have started helping others in starting their ventures. He enthralled the audience during his speech during Inaugural session. He had advised students to LEARN – UNLEARN – RELEARN.

Activity: Micro Lab

Time: 11:45AM to 1:00PM

Micro lab session as conducted by Dr. Swati Agrawal with PGDM(G), section A. Session has an activity for knowing each other followed by group activity. The purpose of the session was to make students feels comfortable, help them know each other and give then an experience of team work. Students enjoyed the session and were happy to know their peer group.



The ice breaking session conducted by Dr. Shalini Srivastava in PGDM (G) Section B students. The sessions incorporated the introduction of the students, a team building activity where the students' level of engagement was quite appreciated. Students'' showed their creativity and innovation during the activity. One team out of eight was declared as winner.

Micro lab session as conducted by Prof. Ajay Bansal with PGDM(M). Session has an activity for knowing each other followed by group activity. The purpose of the session was to make students feels comfortable, help them know each other and give then an experience of team work. Students enjoyed the session and were happy to know their peer group.

Leadership Meet 14th - 15th May 2017 @ Agra		
14th May 2017		
Date/Time	Activity	Remarks
2:30pm - 2:45pm	Welcome Address and Set the Tone	Sh. Shreevats Jaipuria
2:45pm - 3:00pm	Presentation by Noida Campus on vision and roadmap for 2017-18	<p>Presentation followed by discussion</p> <p>Theme of the Presentation:</p> <ol style="list-style-type: none"> 1. Innovation at the Campus/ Deptt. 2. Challenges in 2016-17 3. Goals/Roadmap for 2017 -18
3:00pm - 3:15pm	Presentation by the VP MDP	
3:15pm - 3:45pm	Presentation by DGM Finance	
Tea Break 3.45 to 4.15pm		
4:15pm - 4:30pm	Presentation by the Admission Head on vision and roadmap for 2017-18	
4:30pm - 4:45pm	Presentation by Lucknow Campus on vision and roadmap for 2017-18	
4:45pm - 5:00pm	Presentation by the Placement Head on vision and roadmap for 2017-18	
5:00pm - 5:15pm	Presentation by Indore Campus on vision and roadmap for 2017-18	
5:15pm - 5:30pm	Presentation by Jaipur Campus	

	on vision and roadmap for 2017-18	
5:30pm - 6:00pm	Review of Vision, Goals & Targets for Jaipuria for 2017-18	Open House
Leadership Dinner 8:30pm onward		

15 th May 2017		
9:30am - 10:00am	Learning, Innovation and Academic Integrity	Dr. Kavita Pathak
10:00am - 10:30am	IT Innovations @ Jaipuria	Mr. Pawanpreet
10:30am - 11:00am	International Alliances and Outreach	Dr. Poonam Sharma
11:00am - 11:30am	Tea Break	
11:30am - 12:00pm	Faculty/Staff development and Mentoring	Mr. Prasuon Tripathi
FDP 2017 15th – 18th MAY 2017 FDP at ITC Maurya, Agra PROGRAMME SCHEDULE 15th May, 2017		
2:00 pm to 2:30 pm	Introductory by the Vice Chairman	
Campus Presentations 2.30pm to 6.00pm		
2.30pm - 3.15pm	Lucknow	a. Learning and Implementation from previous FDP b. New and Innovative Initiatives at campus c. Plan for 2017-18
3.15pm - 4.00pm	Noida	

4:00 pm to 4:30 pm – Tea Break		
4.30pm to 5.15pm	Jaipur	
5.15pm to 5.30pm	Indore	
16th May, 2017		
9:30 am to 11:30 am	<i>Outcomebased Teaching and Assessment by Dr. Somayajulu G.</i>	Introdction of the Expert by Dr. Rajiv R Thakur
11:30 am to 12:00 pm- Tea Break		
12:00 pm to 2:00 pm	Motivational Speaker	
2:00 pm to 3:00 pm- Lunch		
3:00 pm to 6:30 pm	Curriculum Review	<p>The Faculty will split Areawise and Based on Pre-work done by PAN Area Chair in coordination with area faculty.</p> <p>Outcome To develop effective learning outcomes (at the course level), design suitable assessment strategies and determine acceptable evidence of student learning, and plan instructional activities and learning experiences that are likely to ensure the achievement of identified learning outcomes.</p> <p>Further, We must follow a Taxonomy which is already discussed and agreed between Area Chair, Dean Academics and Director.</p>
Stand-up comedy in evening		
17th May , 2017		
9:15 am - 9:30 am	Set the agenda of the day	Dr. Prabhat Pankaj
9:30 am to 1:00 pm-	<i>Areawise FDP on Teaching Effectiveness (Teaching Refresher)</i>	Demonstration by External Expert and two Senior Jaipuria Faculty. This will be areawise presentations in different rooms as per annexure-A
1:00pm to 2:00 pm- Lunch		

2:00 pm to 5:30 pm	Teaching demonstration and feedback	Teaching Demonstration by Jaipuria Faculty, who are chosen by Area and duly communicated. Observations and suggestions by the Experts. The Senior Jaipuria faculty are advised to Pick -up at least one mentee and groom them over a year on various aspects of teaching.
5.30pm to 6.00pm	Felicitation of Experts by the Vice Chairman	Facilitated by Dr. Harsh Halve
Gala Dinner & Ghazal		
18th May, 2017		
9:30 am to 11:30 am	Valedictory and Interaction with the Leadership	(10 Minutes Each) Dr. M. Ashraf Rizvi (Director, Lucknow) Dr. Rajiv R. Thakur (Director, Noida) Dr. Prabhat Pankaj (Director, Jaipur) Dr. Harshvardhan (Director, Indore) Shri Shreevats Jaipuria (Vice Chairman) Open House (20 Minutes)
11:30 am to 12:00 pm- Tea Break		
12:00 pm to 1:00 pm	Interaction with Mr. Rajan Saxena	Honourable member of BOG Vote of Thanks by Dr. M. Ashraf Rizvi
Lunch and Departure		

Annexure A		
FDP Facilitators on 17th May 2017		
<i>Purpose of Teaching Refresher</i>		
The purpose is to Learn from recognized “teaching and learning” Experts, discover new pedagogical practices that work, new tools and resources. Find inspiration from senior faculty from Pan Jaipuria and choose mentors for self-growth.		
Area	Expert	Facilitators
Marketing & Strategy	Dr. Neelu Bhullar and Dr. Jaydeep	Dr. Rajiv Thakur
		Dr. Poonam Sharma

	Mukherjee (Both From MDI)	Dr. Kavita Pathak
Economics	Dr. Sanjay Kr. Singh IIM Lucknow	Dr. Prabhat Pankaj
		Dr. Ritika Gugnani
		Dr. Rk Ojha
Finance	Dr. Sankarshan Basu, IIM B	Dr. Pratibha Wasan
		Dr. Dheeraj Mishra
		Dr. Anurag Singh
HR & OB	Dr. Ajay Jain	Dr. Swati Agrawal
		Dr. Shalini Srivastava
		Dr. Manisha Seth
Business Communication	Dr. R. L. Raina, Vice Chancellor - JKLU	Dr. Ashraf Rizvi
		Dr. Abhijit Nair
		Prof Ashok Advani
Operations & QT	Dr. PK Bhaumik	Dr. Prashant Gupta
		Dr. Masood Siddiqui
		Dr. Lokesh Vijayvargiya
IT	Dr. Ashwani Kumar, IIM Lucknow	Dr. H. Halve
		Dr. Ankit Mehrotra

FACULTY DEVELOPMENT PROGRAM

“Of all the hard jobs around, one of the hardest is being a Teacher”

Teachers are the true asset of any educational institution who provides constant knowledge and exposure to their students and, for same they prepare themselves through various methods which require lot of efforts and time.

Like all other institutions who invest in their teachers for their welfare and knowledge enhancement, Jaipuria Institute of Management, Noida, on 20th December 2018, in association with Research Club, organized a workshop on Faculty Development Program on the theme “Covariance-Based Structural Equation Modeling {CB-SEM}”.

The guest speaker for this workshop was Dr. Damodar Suar from IIT Kharagpur. This workshop also saw the presence of faculties from institutions like Amity Business School, IMS Noida, CDAC and IMT Ghaziabad along with faculties of Jaipuria Institute of Management. The workshop started with felicitating the guest speaker by Dr. Surendra Kumar. The workshop aimed at training faculties with newer version of SPSS 20 using AMOS to enhance the visualization of data and to increase the efficiency and consistency of data for a particular research. Also, modeling concept was used that has application of equation which further gives more control over data and better insights. The session was fruitful for all the faculties, learnings of which

can be incorporated in their skill set and can be further taught to students. The workshop was interactive and Dr. Damodar delivered great insights on the theme. The Research Club students along with Prof. Shalini Srivastava were also present to attend the workshop. The session came to an end with gathering at Lunch which was organized by the committee followed by escorting of guest faculties.

Industry interface on career and job opportunities in Finance area

10:30AM – 11:45AM

Ms. Megha Sharma, Head Talent Acquisition Team, North Zone, Janalakshmi, spoke about the job opportunities in the finance domain especially in the BFSI. She explained the concept of micro finance and the job opportunities in the said area and with large commercial banks and small banks. She sensitized the students on various skill sets needed to start a career in the BFSI.



Industry Speaker: Ms. Shewta Sharma, Founder- Dhruvan Services
Faculty Coordinator: Dr. Pratibha Wasan

The session began with Dr. Wasan felicitating and introducing the guest speaker to the students. The session had detailed discussion on understanding of what financial services are and what different roles it offers. Financial services as an industry is for decision makers and not decision takers. As takers are followers and not leaders, the speaker motivated students to lead and not to follow. She also asked students to learn well by citing examples to show that treasurers command salary based on their knowledge and an analyst due to his research skills. Ms. Shewta motivated students to develop out of the box thinking, taking charge of their tasks and establishing accountability in their performance. She advised to students to research well on their dream company and offered tips on how to research about a company.

The speaker stated that qualification and initiative were the criteria for growth and also discussed on how one moves across the corporate ladder and how promotions keep shrinking towards the top. She highlighted for the students that as they will move to the upper ladder, more struggle will start and speed of growth will lower.

Ms. Sharma outlined various job profiles in Finance area and discussed in details on the following competencies needed by financial services companies.

- Adaptability
- Integrity
- Teamwork
- Decision making
- Drive for results
- Business knowledge
- Initiative

Industry interface on career and job opportunities in Marketing area
10:30AM – 11:45AM

Industry Speaker: Mr. Rajesh Chaudhary, Head HR, Fortis Healthcare
Faculty Coordinator: Dr. Rajesh Sharma

Mr. Rajesh Chaudhary, Head HR, Fortis Healthcare was the guest speaker in Audi I. He has 15 years of work experience in companies like Pizza Hut, Domino's, Pantaloon & DS group.

He was given a floral welcome and introduced to audience by Dr. Rajesh Sharma. Mr. Chaudhary began his speech by giving the details of services sector and opportunities in Sales & Marketing. He discussed the career graphs of MBA students in different sectors. He also discussed the various OD interventions for improving the performance of Sales and Marketing Teams. Then the session was opened for Q & A. The students actively participated in the discussion and posed questions. The session closed with vote of thanks.



Industry Speaker: Mr. Abhishek Bhasin, Regional Head, Home Credit Finance Ltd.

Faculty Coordinator: Dr. Banasree Dey

The session began with the introductory comments of Dr. Dey who introduced the theme of the session. She introduced the guest speaker, Mr. Bhasin to the students. Prof. Lalit Sharma welcomed the guest with a bouquet of flowers. It was an interactive session wherein Mr. Bhasin engaged the students with discussion and examples. He began by highlighting the difference between Marketing and Sales before pointing out the importance of Sales as an initial career option for freshers. He shared his conviction that an initial exposure in sales would help students to acquire the necessary experience of interacting with customers and channel members which would eventually stand them in good stead throughout their career. He moved on to a discussion regarding 'why choose a sales career' and justified sales as a lucrative career option using examples from his own experience. He pointed out that even a few years in sales provides excellent opportunities for networking. He also shared certain career opportunities in the field of Sales and Marketing. Towards the end, Mr. Bhasin shared some guidelines regarding preparing for a sales career as well as a few downsides of this option. Thereafter, the guest answered the queries of eager students. The session ended with a vote of thanks from Dr. Dey.





Session on case based pedagogy

A number of leading B-schools world-wide have been using case based teaching learning as an important pedagogical tool in sharpening the critical thinking and problem solving skills of the management graduates. This student-centric approach of teaching learning emphasizes participatory and dialogical technique of engaging students through group discussions of actual events. This offers a sound platform for providing an 'experiential' learning through reflection or experimentation. The sessions led by Dr. Vinita Srivastava, Dr. Rajesh Sharma, Dr. Pratibha Wasan, Dr. Swati Agarwal and Dr. Abhijit Nair who engaged students in discussions of different business related scenarios that resembled or typically were real world examples. The students were actively engaged in these sessions as active participants while the faculty played the role of facilitating the discussions towards a logical conclusion.

Industry interface on career and job opportunities in IT and Operations area

The students were very excited about this session. The session was graced by Mr. Rajesh Tripathi & Mr. Kundan Raj Singh. Mr. Rajesh Tripathi started with a hard fact of life that skills and knowledge are worthless when they aren't put to use. Experience, no matter how vast, is useless when it is not shared with others. The smaller your business the more likely you are to be an expert in your field; transferring those skills to others is relatively easy. But you can't train enthusiasm, a solid work ethic, and great interpersonal skills--and those traits can matter a lot more than any skills a candidate brings.

According to one study, only 11% of the new hires that failed in the first 18 months failed due to deficiencies in technical skills. The vast majority failed due to problems with motivation, willingness to be coached, temperament,

and emotional intelligence.





Finally he shared that we can train almost any skill, but it's nearly impossible to train attitude. Candidate who lacks certain hard skills as a cause for concern, but the candidate who lacks interpersonal skills and enthusiasm are giant red flag. He also shared many live examples of industries like Manufacturing, Telecom, IT and Pharmaceuticals. Vote of thanks was delivered by Mr. Narayan Samant who requested the guest for continued mentoring of the students. As per overall feedback it was really a very fruitful and enjoying session for the students.

Business Orientation Project (BOP) Presentations (July 7, 2017)

“Business Orientation Project” competition was announced at the time of admission for all first year students. Three themes were given for the competition.

- Study of a Business on the Street
- Success Story of a Business Man of your locality
- My Dream Business

In total twenty-four project were shortlisted for final presentations. Each student was given 7-10 minutes for presenting their idea. 5 Minutes were given for question and answer round. Dr. Rajesh Sharma, Dr. Abhijit Nair, Dr. Poonam Sharma, Prof. Moid Uddin Ahmad, Dr. Punnet Dublish, Dr. Pratibha Wasan, Prof. Ashok Advani, Dr. Surender Kumar, Prof. Abdul Qadir were the judges for the event. The presentations were held simultaneously in five rooms. The results will be announced shortly after the second round which comprised of evaluating the final reports of top fifteen presenters. The top three projects will be awarded cash prizes and nine best projects will get appreciation certificates.

Branding Logistics session by
Deloitte Consulting India Pvt. Ltd.

9-08-2017

"THE AURA A BIG COMPANY SPEAKS FOR ITSELF"

There is no need for describing the aura of one of the big fours, Deloitte that visited Jaipuria Institute of Management, Noida, today. They came here for a branding session with the aspiring students. Gracing the dais were Bindu Bandanpudi (Senior Manager, BTS), Sakshi Arya (Talent Acquisition) and Shweta Mishra (Tax Senior), who also took an interactive session with the Finance Batch of 2016-18. Their floral felicitation was done by Professor Nidhi Singh. The session began with a video where they showed how Deloitte focusses on their people on helping them grow as an individual along with the organization. Their motto "Community is indeed our business" as they represent the culture of the organization in a simple diagram "Clients—People—Community", which shows how people are their core and how they efficiently render to their clients and also give it back to the society. Further, the new recruitment process was explained and they told about that they will be looking for Finance students for Tax Profile and the probable date of arrival for recruitment is in September, queries were resolved as they arose.



They came here with a pleasant surprise, as two of our students worked as part of their SIP with Deloitte, they performed so well that they got their PPO(Pre Placement Offer) today in midst of

the session. Sakshi Arya extended the job offer to Sonam Marwaha and Pranith Gembali, which was accepted cheerfully by the two and the crowd cheered for them.



Closing the session they gave away some goodies to 4 students for being most attractive a gracious memento was presented to them by the Vice President of Placement Committee, Jitendra Kumar.

Individual Development Programme 2 August 31st - September 1st, 2017

The 2nd phase of the Individual Development Programme, also known as the IDP 2, was successfully conducted on the Campus on 31st August and 1st September for its second-year students (Batch 2016-18), where students got to meet the best of Industry experts excelling in

their field to discuss about their Summer Internship Experience, dream company, desired job profile and aspired career industry.

The objective of IDP – 2 is to help the students understand their strengths with reference to the skills which are essential for the industry. It was a way to introduce the students to a potential interview environment and enable them to understand the expectations and requirements of the industry. The main areas of IDP evaluation included subject knowledge, content application, and general awareness. In IDP -2 the Summer internship understanding and performance was also discussed and evaluated.

The Individual Development Programmes is a fast-track, structured and an intense development program which aims at grooming high-potential MBA aspirants for future leadership roles. It is one platform where students get to meet the bests from the Industry without them expecting anything in return and where students have a wonderful opportunity to ask any and every question that has ever crept their mind concerning their career and work profile.

The program was a two-day session and the interviews were conducted by a panel consisting of Faculty Members and Industry Experts

The students also had a chance to learn and get answers to their queries directly from the experts and to know the insights about what a company expects from young aspirants and professionals.