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THE PRISM ANNUAL REPORT 2017

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P I O N E E R



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The Institute

Pioneer Institute of Professional Studies, Indore was founded in the year 1996 with visualization of endowing eminence and education in the field of IT and Management. Within the short span of its naissance, the institute has carved a niche for itself amongst the top reputed business schools in India. Its reputation is fast growing in not only the Under Graduate and Post Graduate programmes but also for Academic Research, National Level Students Convention, National Level Workshops, Seminars and Projects, Teaching Developmental Activities and National and International Conferences. **The Institute is conferred with permanent affiliation from Devi AhilyaVishwaVidhyalaya, Indore and is recognized as a reputed Research centre in Management.**

We at PIPS believe in the all round development of the apprentice, which includes the fortitudes of prodigy like Vivekananda and Bill Gates. We want to create an environment where our ethnicity and traditions go hand in hand with the material world. In broader aspects, we intend to bring out the best of both the material and spiritual sides of a student.

At Pioneer, we are tenacious in bringing out the best in all students by acceding them to explore their full potential, resulting in a confident, committed and a successful individual.

Pioneer Proffers

1. Autonomous Institute
2. Highest Certifications
3. Updated & Spirited Syllabus
4. Distinct Web Presence
5. Idiosyncratic Co-Curricular Activities
6. Experienced & Assertive Faculty
7. 360 degree Growth of Students
8. Significant Placements
9. Timely Examination & Award of Degree
10. Constructive, Vigorous & Participative Management
11. Strong Institute Industry Interface
12. Remarkable Methodology of Summer Internship Program
13. Frequent Industrial Visits
14. Experts Lectures from Business Magnets & Prominent Academicians
15. Substantial Entrepreneurship Development cell

Special Achievements/Recognitions

- Autonomous Status
- NAAC “A” Grade Accreditation
- College with Potential for Excellence (CPE) Status
- AICTE Approval
- AICTE Approved PGDM
- Permanent Affiliation with DAVV, Indore
- Research Centre for Ph. D. in Management
- Recognition Under Section 2(f) by UGC, New Delhi
- Recognition under Section 12(B) by UGC, New Delhi
- Ranked amongst Top 40 B- Schools of Country (Grading of the best B-schools in India, by Just Careers)
- Placement in Top fortune 500 Companies.
- Institutional Membership of CSI
- Institutional Membership of IMA
- Institutional Membership of ISTE
- Institutional Membership of AIMS
- CSI Student Branch
- Institute is largest Examination Centre of DAVV, Indore
- Won best Library Award
- Chapter of ISTE
- Examination Centre of Institute of Chartered Accountants of India
- Examination Centre of AIEEE, CBSE, New Delhi
- Examination Centre of VYAPAM, Bhopal for MET
- Examination Centre of Annamalai University
- Examination Centre of UGAT (AIMA, New Delhi)
- Recognition of Faculty members at National and International Level. as faculty are on Review Panel of International Journal, Ph. D. Guide for DAVV, Indore and BITS, Mesrax, Ranchi and Bharthiyar university, Coimbatore

Vision

“To establish ourselves as one of the biggest learning solution organizations of the country by offering educational services of the highest quality matched by none. The focus is not just on academics but also on personality enrichment to enable future leaders to take shape.”

Mission

“To professionalize Indian management through teaching, research, training and Institution building to achieve dynamic and challenging positions.”

Departments

- Department of Management, Established in 1996
- Department of Computer Application, Established in 2001
- Department of Commerce, Established in 2006

THREE DAYS NATIONAL WORKSHOP ON

RESEARCH METHODOLOGY

SPONSORED BY AIMS

19-21 JANUARY, 2017

Pioneer Institute of Professional Studies organized a Three Days National Workshop on “Research Methodology” sponsored by AIMS dated 19-21 January 2017. The workshop started with a formal Inaugural session. The workshop was inaugurated by Dr. S.S Bhakar, Director, Prestige Institute of Management, Gwalior, Dr. P.K. Jain, Chairman, Pioneer Institute of Professional Studies, Indore, Dr. Mona Tawar, Director, Pioneer Institute of Professional Studies, Indore. The workshop was attended by Academicians, Research Scholars and Students. Dr. P.K. Jain, Chairman of Pioneer Institute of Professional Studies welcomed the participants and also spoke about the importance and rigor of this program and advised the participants about conducting research from a long term career prospective.

Sessions:

Day 1

The first session of the workshop was by Dr. S.S Bhakar, Professor and Director, Prestige Institute of Management, Gwalior, who introduced the participants to the basic aspects of research, its importance, its characteristics and process. He described the types of research on the basis of various parameters like purpose of research, nature of data, degree of utility or applicability, process followed by the researcher while conducting a research.

In the post lunch session he discussed about various parameters used while writing a research paper/PhD Theses/MRPs such as how to decide a research title, conduct a literature review, deciding methodology, developing a tool for the research, testing the validity and reliability of such techniques and cautioned the participants of the possible errors that may arise in using the various techniques, designing a sample etc.

On day one, a group of two participants were formed who were asked to prepare a research paper based on their understanding of the workshop.

Day 2

The session was taken by Dr. Vivek Sharma, Assistant Professor, IMS, DAVV, Indore. The session applied more focus on research design which is a critical part in the research process. Sampling techniques classification into probability and non-probability sampling along with

types and forms of hypothesis was discussed in detail. He also gave a brief overview about Multivariate analysis. The session also summarized about the various tests to be adopted for qualitative and quantitative data and explained where a Chi square would apply and where a t-test or Z- test or correlation should be used. He brought out the differences between different scales and explained them with detailed examples.

He also discussed the various methods in multivariate analysis and introduced the participants to a gist of the dependence and interdependence methods under this technique. Participants were made to understand the differences between testing and scaling using examples and the session ended with the discussion on the various tools or instruments used for data collection and understanding the tests they have to be put through to validate the research process.

In this session all the participants with their group members have framed their topic for research and were asked to explain about their research title and objective of their study. All the group of participants discussed their topic with the speaker to get an insight in to it.

The post lunch session was a lab session where in a group of two the participants were asked to do an extensive review of literature on a topic, deciding the variables for the study through conceptual understanding of the topic they have chosen.

Day 3

In first half there was a lab session where all the group of participants have made their synopsis wherein they have included the title of the research paper, variables used, rationale of the study, objectives of their study, methodology they have adopted for research paper writing. Once the groups were finished with their proposal they are asked to present their proposal in front of the experts and all the participants and inputs were given by experts and other groups to presenters for further improvements.

The second half of the workshop had its valedictory session. It began with a brief outline of the sessions of the workshop by Dr. S.S Bhakar, Professor and Director, Prestige Institute of Management Gwalior and Dr. Vivek Sharma, Assistant Professor, IMS, DAVV, Indore. This was followed by a brief feedback session from the participants of the workshop. All participants expressed their satisfaction about the workshop. The Certificates of the workshop were presented to the participants by the Dr. Mona Tawar, Director, Pioneer Institute of Professional Studies, Indore. The workshop concluded with a Vote of Thanks from the organizing secretary.

**2ND INTERNATIONAL CONFERENCE ON
A ROAD MAP TO GLOBALIZATION IN THE PRESENT
DIGITAL ERA
(11 MARCH, 2017)**

Pioneer Institute of Professional Studies, Indore organized 2nd International Conference on “A Road Map to Globalization in the Present Digital Era” on 11th March 2017. Delegates from various fields marked their presence in the International Conference. Hon’ble Dr. Narendra Dhakad, Vice Chancellor DAVV, Indore was the Chief Guest in the conference. Dr. Ram Shrivastav, Former Principal Holker Science College Indore was the Advisor for the Conference. Dr. Sunita Didi Chandak, International Management Consultant and CEO, Spiritual Quotient Consulting Centre Surat & Dr. Sanjay Mishra, Professor of Computer Engineering at Covenant University, OTA, Nigeria were the Key Note Speakers who enlightened all the participants by sharing their deep knowledge related to the subject. Dr. Kavita Tiwari, Faculty of Management, CORE Birla Institute of Technology UAE, addressed the conference through Video Conferencing from UAE and added value to the conference. Dr. P.N. Mishra, Professor, IMS DAVV Indore & Conference advisor addressed the conference.

Dr. CA.P.K. Jain, Chairman, Pioneer Institute of Professional Studies, Dr. CA Prashant Jain, Executive Director and Conference Chairperson, Dr. Mona Tawar, Director and Conference Secretary were present in Inaugural Session of Conference.

The Digital Revolution is an idea to bridge the digital divide and promote digital literacy. With the help of Digital India Program, the nation can be transformed into a digitally empowered society and knowledge economy. Today, a more digital form of globalization has opened the door to developing countries, to small companies and start-ups, and to billions of individuals. The technological choices that an organization makes to create its digital future determine its differentiators. Tens of millions of small and midsize enterprises worldwide have turned themselves into exporters by joining e-commerce marketplaces and this is possible only with the help of “Digital Transformation”. The conference aims at bringing together industrialist,

academicians, researchers, students, policy makers and professionals to be a part of an international community with the goal of participating in educational and developmental activities concerned with digital era.

OBJECTIVES OF THE CONFERENCE:

- ✚ To explore the technological advancement that is central source in the overall progression of nation.
- ✚ To visualize the role and integration of digital technologies in shaping India into a digitally empowered nation and knowledge economy.
- ✚ To analyze the influence of Digital India movement in increasing the employability and establishing entrepreneurial ventures.
- ✚ To find the impact of transformation due to digitalization IoT in different public and private sectors.
- ✚ To discuss the role of Start-ups, Entrepreneurs & Innovate business models in Technology & Social Inclusions.

SUB THEMES

- ✚ Digital Transformation and Finance: Issues & Risk factors
- ✚ Impact of Digital Technologies on the Economy, Society and Business
- ✚ Financial Growth in Digital World
- ✚ Digitalization and Innovation
- ✚ Digital Marketing: Support Mechanisms, Strategies and Innovative Practices
- ✚ Thriving for HR Excellence: Enhancing Employability, Talent Management etc.
- ✚ Impact of Digitalization on Organizational Development and related People issues
- ✚ Impact of Digitalization on life style, at work place and overall business scenario
- ✚ Internet of Things (IoT) : Current Trends, Avenues and Challenges
- ✚ Digital Transformation and Cyber Law, Cyber Securities and IPR
- ✚ Global Competitive and sustainable Development, while embracing Technologies for Business growth
- ✚ e-Governance – Issues and Challenges
- ✚ Contemporary Issues in Digitalization Movement

The sub-themes were not exhaustive, any other topic relevant to the overall theme of conference were invited.

Original Research Papers (both Empirical and Conceptual) were invited from Academicians, Industry Practitioners, Research Scholars and Students on the sub-themes given above. The committee of experts reviewed all the submitted papers. Accepted papers will be published in the Journal and on e-journal.

PARTICIPANTS WHO ATTENDED

Students: UG / PG / Research Scholars / Professional Courses

Management Trainees & Technical Trainees / Associates

Academicians / Faculty Members

Librarians & Library Professionals, Information Officers, etc.

Corporate Professionals and Domain Experts

Entrepreneurs/ Consultants / Business Practitioners/Policy Makers/Industrialists

FIRST SESSION

INAUGURAL SESSION: The inaugural session started at 10.00 A.M.

The Inaugural Session started by welcoming the guest, followed by sarswati vandana where all the guests along with Management lightened the lamp. It was then followed by Institute video presentation that demonstrate every aspects of the Institute like Ranking and Affiliations, Classes conduction, Sports, NSS Camp, Placement Record of the Institute, Alumni Meet , UDBHAV-Annual Fest etc.

WELCOME Address by Dr. CA Prashant Jain (Conference Chairperson)

Dr. CA Prashant Jain started his speech by saying that 11th March 2017 is a very special day as the Institute completes 21 years of providing quality education. Institute has gained lot of fame and earned lots of special achievements during last so many years. Specifically few to mention: Autonomous Status, CPE Status from UGC New Delhi, NAAC “A” Grade Accreditation, ISO

Certification. Institute has produced more than 5000 Alumni most of them are enjoying elite positions in top companies across India and Abroad.

He continued by saying today's International conference "A Road Map to Globalization in the Present Digital Era" has been conceptualized with an objective to explore and address various challenges in digitalization and Digital India Transformation. Government of India has been very actively involved in making India digital. Most of the Government departments have become paperless and digital in every respect. The efforts of the Government to make cashless economy is significant and this will definitely have a great impact in curbing black money.

Further Dr. Jain emphasized that there are lot of issues which needs government attention. These issues are related to Safety and Security, Infrastructure, Digital Literacy etc. Dr. Jain said that today our Social Media environment poses new challenges. Digital World has its own Positive and Negative. Social Media Kings like Facebook and Google + change their interface technology every month. The question arises is "How to cope with this rapidly changing technology?"

About the conference by Dr. Mona Tawar (Conference Secretary)

Dr. Mona Tawar said that Our Hon'ble Prime Minister Narendra Modi pushed for a "Digital India" in his first Independence Day speech. "The world used to think we are a land of snake charmers and black magic. But our youth has surprised the world with IT skills. It was once said railways connects India, today I say IT connects India." I grew up in a physical world, and I speak English, the next generation is growing up in a digital world, and they speak social".

Further she discussed about the conference. The conference aimed at improvement at larger administrative and institutional reforms, aiming improvement in internal efficiency, effectiveness, rationalization, simplification and other reform-related goals. In this conference Institute had received papers from UAE, Rajkot, Ujjain, Mumbai, Barla, Hyderabad, Bangalore, Jaipur, Karaikal, Indore, Bhopal, Pondicherry and other parts of nation and so we had a firehose of information. Transformation due to digitalization in different Public and Private sectors like IT, Information Services, Service Sector, Marketing, Sales, Banking & Finance, Retail, HR, Manufacturing, Operations, Quality, Education, Entertainment, Agribusiness, Governance,

Health, and Sport etc. She discussed the impact of Digital India Movement in enhancing employability and entrepreneurial ventures.

Address by Dr. P.N. Mishra (Conference Advisor)

Dr. P. N. Mishra illuminated the audience with the beautiful thought “Technology change everything but we should stick to our culture and value system while adapting these changes”. He said that technology changes rapidly, but to keep in pace one needs to hold the culture first. Technological changes create new kind of opportunities, challenges, diseases & social problems. By keeping our feet planted in the soil of culture we can easily overcome from these diseases and social problems. He made the students realize that Culture; Values and Ethics are very important in this era of digitalization. If we want to grow we must have in depth knowledge of our culture first.

Address by Dr. Ram Srivastava (Conference Advisor)

In today’s globalized era we should not forget our mother tongue i.e. “Hindi Language”. Further he emphasized that all the Indian researches must be in Hindi language like in China all the researches are done in Chinese language, in Japan all the researches are done in Japanese language so as to be in India also. He further added that for a developing nation like India it is highly recommended to adopt advanced technologies which will connect us with nations that are already developed as this will show us the path which we need to walk on for growth.

Address by Dr. Narendra Dhakad (Conference Chief Guest)

Hon’ble Dr. Narendra Dhakad started his speech by saying that knowledge is now available in single click. In past it was very difficult to acquire the knowledge. Further he asked few questions from the audience like are you all cultured? Can you read, write and speak your mother tongue? How many of you know all the features of your mobile phone? Do you have computer knowledge? How many of you want to become employer or entrepreneur? To sustain in this globalization era everyone should be excel in above discussed questions. Dr. Dhakad further said to have a fruitful life I recommend don’t be a part of race in which everyone is participating rather be a leader, do something different and you will find people following you.

Address by Dr. Sunita Didi Chandak (Key Note Speaker)

Dr. Sunita Didi Chandak emphasized on change of mindset. Transformational change is increasing exponentially. She said there are two circles around every individual first is circle of condition and second is circle of consciousness. First circle is not in our control and second circle can be controlled by every individual. So everyone should control their consciousness while adapting changes.

She further said that MIS is going within our body. Here MIS stands for Mind, Intellect & Sanskar. Many thoughts arise in our mind, our intellect decides which thoughts to execute after executing thoughts several times it becomes our habits and habits become our sanskars. Intellect has four barriers i.e. Mental positioning, Mental conditioning, Associated Memories and Mental Disposition. She added by saying that our body is greater limitation & Meditation is only cure for inner peace.

Address by Mr. Sanjay Mishra (Key Note Speaker)

Mr. Sanjay Mishra illuminated the audience on “A Road Map for increasing Institutional ranking globally in Present Era”. He highlighted that global ranking is very important for global presence of the institutions. Further he discussed about various important ranking agencies like Times Higher Education (THE) world university ranking, Shanghai Jiao Tong University Ranking (SJTUR), Webometrics Ranking.

Address by Dr. Kavita Tiwari (Key Note Speaker)

Dr. Kavita Tiwari illuminated the audience on the importance of online Ads by presenting her research work on “The impact of Online Ads on purchasing decision of passenger car”. She discussed various tools available for online Ads like Websites, Banner, Social Media, Reviews, Display Ads, and Mobile Ads etc. The findings of the research study show that online Ads have crucial impact on the Automobile Industry. People rely on the information which are available online.

After the Inaugural the technical sessions were started.

Technical Session I

Welcome and Introduction of Key Note Speaker **Dr. Shaligram Prajapat**

Technical Session II

Welcome and Introduction of Session Chair **Mr. Shalin Trivedi**

Paper Presentation

The following research work were presented in the conference

S.No	Author	Co-Author (1)	Co-Author (2)	Name of the Organisation	Paper Title
1	Dr. Kshama Gangiwale	Dr. Vishnu N. Mishra		Shri Vaishnav Institute of Management	Retaining Diligent Employees Through Career Development: With Reference to IT Industry
	Dr. Kshama Gangiwale	Hussain Zaveri	Bhagyashree Shekhawat	Shri Vaishnav Institute of Management	Digitalization Glitter And Gluster with reference to India
2	Dr. Kshama Gangiwale	Hussain Zaveri	Bhagyashree Shekhawat	Shri Vaishnav Institute of Management	Digitalization Glitter And Gluster with reference to India
3	Dr. Kshama Gangiwale	Hussain Zaveri	Bhagyashree Shekhawat	Shri Vaishnav Institute of Management	Digitalization Glitter And Gluster with reference to India
4	Hiteshwari Jadeja	Bhishma Raj Singh Jhala	Dr. Suneet Saxsena	Marwadi Education Foundations Group of Institutions, Rajkot	An Assessment of Academic Stress and its Manifestations among University Teachers in Digital Era.
5	Hiteshwari Jadeja	Bhishma Raj Singh Jhala	Dr. Suneet Saxsena	Marwadi Education Foundations Group of Institutions, Rajkot	An Assessment of Academic Stress and its Manifestations among University Teachers in Digital Era.
6	Dr. Meenakshi Gupta			Ujjain Engineering College Ujjain	Communication a Powerful Link towards Globalization (The awareness and Precaution)

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7	Sanjay Sinha	Pinky Agrawal		ITM B School	Prospective Movement of Alternative Finance Products towards Digital Media: Challenges and Opportunities
8	Sanjay Sinha	Pinky Agrawal		ITM B School	Prospective Movement of Alternative Finance Products towards Digital Media: Challenges and Opportunities
9	Dr. Dharmendra Mehta	Dr. Naveen Kumar Mehta	Aasif Rashid Wani	Sanchi University of Buddhist-INDIC Studies, Barla	Using IT Driven Tools For Enhancing Communication in English : Need of the Hour
10	Dr. Dharmendra Mehta	Dr. Naveen Kumar Mehta	Aasif Rashid Wani	FMS Pt JNIBM, VU, Ujjain (M.P.)	Using IT Driven Tools For Enhancing Communication in English : Need of the Hour
11	Dr. Dharmendra Mehta	Dr. Naveen Kumar Mehta	Aasif Rashid Wani	Sanchi University of Buddhist-INDIC Studies, Barla	Using IT Driven Tools For Enhancing Communication in English : Need of the Hour
12	S Sreekanth	Dr. Y Jahangir		Department of Business Management, Osmania University	Digital Marketing: Strategies for Building Brand Image.
13	S Sreekanth	Dr. Y Jahangir		Department of Business Management, Osmania University	Digital Marketing: Strategies for Building Brand Image.
14	K B Sarala			S D Singnodik P G College	Delivering Services Digitally- A Conceptual Frame Work
15	K Kiran Kumar			Department of Business Management, Osmania University	Delivering Services Digitally- A Conceptual Frame Work
16	Vaibhav Jain			Bharat Sanchar Nigam Limited	NOFN Project- Shaping India into Digitally Empowered Nation

17	Nagasubramanya G	D H Malini		Sri Venkateshwara First Grade College	Demonitisation and possible alternatives for going cashless in India
18	Nagasubramanya G	D H Malini		Pondicherry University	Demonitisation and possible alternatives for going cashless in India
19	Ms. Makkena Lalithya Sai	Dr. U.Suma	Ms. Kirti Kiran	Sri Satya Sai Institute of Higher Learning Anantpur Campus	Mass Customization of Healthcare: Mapping Trends in Digitization of Healthcare Industry
20	Prof. Neha Maheshwari	Prof. Parag Parandkar		Acropolis Technical Campus	Barriers in Digitalizing India: A realistic Review
21	Dr. Deepal Mehrotra			Jagran Lake City University	A Study on the Impact of E-Commerce on Retail Marketing in Present Digital Era with special reference to Tourism Sector
22	Jasmin Khare			Jagran Lake City University	Cashless Economy in India- Challenges and Opportunities
23	Kavya Shree K M	Dr. Manasa Nagabhushanam		Mysore University, ISBR Research Center, Bangalore	Perception And Attitude of Generation Cohorats towards ICT for Buying Decision
24	Sanjana Chinnu Jacob			AIMS Institute of Higher Education	The Use Of Social Media In Recruitment
25	Indulekha Manayil			AIMS Institute of Higher Education	The Use Of Social Media In Recruitment
26	Swati Dhavale	Dr Anand Sapre		NA	The Impact of Online Purchasing on Medical Tourism in Maharashtra State
	Swati Dhavale	Dr. Anand Sapre		NA	The emerging Medical Tourism Industry in Maharashtra State

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27	Ankit Jain	Anukul Hyde		SVIM	The Impact of Digital Technology on HRM and its function
28	Achal Hardia	Dr Kapil Sharma	Dr. P N Mishra	IMS	Measuring Compatibility of Faculty Members while using ICT for academic management of Higher Education
29	Aditi Bhawsar	Mr Vijay Prakash		SVITS, Indore	Unified Data protection Model (UDPM) for User assured protection in Cloud Computing
30	CA Deepti Achaliya	Dr. Prashant Jain		PIPS	How Digital India initiative can revive the education sector
31	Mr Varun Kehari	Dr P K Jain		PIPS	Digital India Programme: Importance and Impact
32	CA Chandni Bhagat	CA Rohit Jain	Dr P K Jain	PIPS	Digital Transformation and Finance: Issues & Risk Factors
33	Ms Kumkum Sinha	Kali Charan Modak	Dr P K Jain	PIPS	Digital Education in India: Empowering education through technology
34	Dr CA Prashant Jain			PIPS	Digital Marketing: Super Mechanisms Strategies and Innovative Practices
35	Dr Mona Tawar	Dr. Isha Jain		PIPS	DIGITAL INDIA: A VISUALIZATION TOWARDS EMPOWERMENT
36	Dr Rashmi Badjatiya	Dr P K Jain		PIPS	Role of Human Resources in Digital Transformation
37	Ms Suchi Mody	Subhi Mody	Dr. Priyanka Mokshmar	PIPS	IMPACT OF DIGITALIZATION ON OVERALL BUSINESS AND WORK PLACE
38	Mr Radheshyam Acholiya	Dr P K Jain		PIPS	Challenges of Digitalization in the Present Era

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39	Ms Aditi Bhawsar	Dr. Isha Jain		PIPS	Digital Transformation and IPR
40	Dr Tanu Shrivastava	Mr Bhagwati Charan Shukla	Dr. P K Jain	PIPS	E- GOVERNANCE ISSUES AND CHALLENGES
41	Dr Shweta Mogre	Dr P K Jain		PIPS	Issues and Challenges in Digitalization Movement in India
42	Mr Sumit Zokarkar	Dr. Isha Jain		PIPS	IoT: Challenges & Avenues in India

Valedictory Session: Conference Hall

- Feedback by Delegates and Students
- Summarizing Session
- Certificate Distribution to Delegates and Students
- Concluding Remarks by **Dr. CA P.K.Jain, Principal**
- Vote of Thanks by **Dr. Tanu Srivastava Conference Joint Secretary**

CO-CURRICULAR ACTIVITIES

HBR ARTICLE PRESENTATIONS

HARVARD BUSINESS REVIEW (HBR) ARTICLE DETAILS: MBA IV			
S.No	Name of Student	Issue	Title of the Article
1	Ateet Bisen	2003 January	The best laid incentive plan by Steve Kerr
		2003 January	Beyond empowerment: building a company of citizens by Brook manVille and Josiah Ober
		2003 January	How to motivate your problem people by Nigel Nicholson
		2003 January	What's wrong with executive compensation? By Charles Elson
		2003 February	A Consultant's Comeuppance by Robert Buday
		2003 February	Why bad projects are so hard to kill by Isabelle Royer
		2003 February	Who is bringing you hot ideas by Thomas H Davenport, Laurence Prusak and H James Wilson
		2003 February	The enemies of trust by Robert Gallford and Annie Seibold Drapeau
2	Ayush Joshi	2003 March	A rose by any other name by Daniel B Stone
		2003 March	Bottle feeding for blockbuster businesses by David Rosenblum, Diug Tomlinson and Larry Scott
		2003 March	Predictable surprises: the disasters you should have seen coming by Michael D Watkins and Max H Bazerman.
		2003 March	Why Hierarchies thrive by Harold J Leavitt
		Apr-03	Keeping to the Fairway by Thomas J WAite
		Apr-03	luxury for the masses by Michael J Silverstein and Neil Fiske
		Apr-03	Tipping point leadership by w chan Kim and Renee Mauborgne
		Apr-03	R&D comes to services: bank of America's pathbreaking experiments

3	Balendra K Kushwaha	2003 May	Leadership development: Perk or priority? By idalene F Kesner
		2003 May	Is the silence is killing your company? By Leslie Pierlow and Stephanie Williams
		2003 May	Global gamesmanship by Ian C Macmillan, Alexander B van Putten and Rita Gunther McGrath
		2003 May	The high cost of accurate knowledge by Kathleen M Sutcliffe and Klaus Weber
		2003 May	Hedging customers by Ravi Dhar and Rashi Glazer
		2003 June	The global brand of face-off by Anand p Raman
		2003 June	Leadership and the psychology of turnarounds by Rosabeth Moss Kanter
		2003 June	Managing by commitments by Donald N Sull
4	Deepak Saraf	2003 June	Let's hear it for B players by Thomas GD long and Vinita VijayRaghavan
		2003 July	Do something-he's about to snap by Eileen Roshe
		2003 July	What really works by Nithin Nohira, William Joyce and Bruce Roberson
		2003 July	Delusions of success: how optimism undermines executive's decisions by Dan Lovallo and Daniel Kehneman
		2003 July	How the quest for efficiency corroded the market by Paul M Haley and Krishna G Palepu
		2003 August	Trouble in paradise by Katherine Xin and Vladimir Pucik
		2003 August	In search of Global Leaders by Stephen Green, Fred Hassan, Jeffery Immelt, Michael Marks and Daniel Meiland
		2003 August	What is Global Manager by Christopher A Bartlett and Sumantra Ghoshal
5	Hemant Chadokar	2003 August	Thriving locally in global economy by Rosabeth Moss Kanter
		2003 September	A blogger in their midst by Halley Suitt
		2003 September	The quest for Resilience by Gary Hamel and Lisa Valikangas
		2003 September	Innovating for Cash by James P Andrew and Harold L Sirkin

		2003 September	Mind your pricing Cues by Eric Anderson and Duncan simester
		2003 October	And now, a word from our sponsor by M Ellen peebles
		2003 October	The harder they fall by Rodrick M Kramer
		2003 October	The real economy by Diane Farrell
6	Himani Padgil	2003 October	The Chinese Negotiation by John L Graham and N Mark Lam
		2003 October	The great transition by Kenneth Lieberthal and Geoffrey Liberthal
		2003 November	In the world of pay by Bronwyn Fryer
		2003 November	The five minds of a manager by Jonathan Gosling and Henry Mintzberg
		2003 November	3-D Negotiation: playing the whole game by David A Lax, and James K Sebenius
		2003 November	The forgotten Strategy by Pankaj Ghemawat
		2003 December	They bought in. Now they want to bail out by Eric McNulty
		2004 December	The one number you need to grow by Frederick F Reichheld
7	Mahesh Bhati	2004 December	How unethical are you? By Mahzarin R Babaji, Max H Bazerman and Dolly Chugh
		2004 December	Growth outside the core by Chris Zook and James Allen
		2000 January-February	When the boss won't budge by Regina Fazio
		2000 January-February	The brand Report card by Kevin Lane Keller
		2000 January-February	A market driven approach to retaining talent by peter capelli
		2000 January-February	Coopting customer competence by Michael Maccoby
		2000 March-April	When everything isn't half enough by Suzy wetlaufer
		2000 March-April	Leadership that gets results by Daniel Goleman
8	Rahul Rajeev	2000 March-April	Going Global: lessons from late movers by Christopher A Bartlett

		2000 March-April	Transforming life,transforming business: the life sciences revolution by Juan Enriquez
		2000 May June	The ghost in the family business by Warren D Miller
		2000 May June	Cracking the code of change by Michael beer and Nithin Nohira
		2000 May June	Building and innovation factory by Andrew Hargadon
		2000 May June	Don't hire the wrong CEO by Warren Bennis
		2000 July august	Entrepreneurs versus executives at socaba.com by Regina Fazio Maruca
		2000 July august	Change without pain by Pankaj Ghemawat and Faribroz Ghadar
9	Taha Hasan	2000 July august	Stop fighting fires by Eric Abraham son
		2000 July august	Rocket science retailing is almost here are you ready? By Marshall L fisher
		2000 September October	It wasn't about race. Or was it? By Jeffrey C Connor
		2000 September October	Why should anyone be led by you by Robert goffee
		2000 September October	Managing away bad habits by James waldroop
		2000 September October	Knowing of winning business idea when you see one by W Chan Kim
		2000 november December	Too old to learn by Diane L Coutu
		2000 november December	Contextual marketing: the real business of the Internet by David Kenny and John F Marshall
10	Uday Ganguly	2000 november December	Seven rules of international distribution by David Arnold
		2000 november December	Saving money, saving lives by Jon meliones
		1999 January February	Can this Marjorie be saved? By Sarah cliffee
		1999 January February	Creating new market space by W Chan Kim
		1999 January February	Disciplined decisions: aligning strategy with the financial markets by Martha Amaram
		1999 January February	The new landscape for nonprofits by William P Ryan

		1999 March April	Web sites blues by Regina Fazio MaRuca
		1999 March April	New thinking on how to link executive be with performance by Alfred Rapaport
11	Yogendra K Urkude	1999 March April	Unbuilding the corporation by John hageJ III and Mark Singer
		1999 March April	What is your strategy for managing knowledge by Morten t. Hansen
		1999 May June	Will this open space work? By Jacqueline Vischer
		1999 May June	How risky is your company? By Robert Simons
		1999 May June	Firing up the frontline by Jon R Katzenbach
		1999 May June	The smart talk trap by Jeffrey Pfeffer
		1999 July August	The case of the religious network group by Ray Friedman
		1999 July August	Turning goals into results: the power of Catalytic Mechanisms by Jim Collins
12	Yogesh Patil	1999 July August	What hi tech managers need to know about brands by SCOTT WARD
		1999 July August	Hiring without firing by Claudio Fernandes
		1999 September October	A question of character by Suzy Wetlaufer
		1999 September October	Bringing silicon valley inside by Gary Hamel
		1999 September October	Origanigraphs: drawing how companies really work by Henry Mintzberg
		1999 September October	The new meaning of quality in the information age by CK Prahlad and MS Krishnan
		1999 November December	what is he waiting for? By Robert Galford
		1999 November December	Getting real about virtual commerce by Philip Evans
13	Ushed Sheikh	1999 November December	How process Interprises really work by Michael Hammer
		1999 November December	The Lure of global branding by David A Aacker
		2002 January	Bob's melt down by Nicholis G Carr

		2002 January	Leading in times of trauma by Jane E Dutton
		2002 January	Getting it right the second time by Gabriel Szulanski
		2002 January	Inside Microsoft: balancing creativity and discipline by Robert G Herbold
		2002 February	stick to the four-or go for more? By Thomas J Waite
		2002 February	Beware the busy manager by Hike bruch
14	Mohd. Rizwan	2002 February	They are not in the noise, they are people by Peter F Drucker
		2002 February	Are you picking the right leaders? By Melvin sorcher
		2002 March	the coach we got poached by idalene F Kesner
		2002 March	The virtue matrix : calculating the return on corporate responsibility by Roger L Martin
		2002 March	The hidden Challenger of cross border negotiations by James K sebenius
		2002 March	Making sense of corporate venture capital by Henry W Chesbrough
		2002 April	the cost centre that made its way by Julia Kirby
		2002 April	Maneuver warfare: can modern military strategy lead you to victory? By Eric K Clemons
15	Ajay Soni	2002 April	Executive women and the myth of having it all by Sylvia ann hawlett
		2002 April	Customers as innovators: a new way to create value by stiffen Thomke and Eric Von Hippel
		2002 may	A pain in the (supply) chain by John Butman
		2002 may	Change the way you persuade by Gary A Williams and Robert B Miller
		2002 may	Why business models matter by Joan Magretta
		2002 may	Disruptive change: when trying harder is part of the problem by Clark Gilbert and joseph L Bower
		2002 June	the skeleton in the corporate closet by Julia Kirby
		2002 June	Charting your companies future by W Chan Kim and Renne Mauborgne

16	Aman Jaiswal	2002 June	The very real dangers of executive coaching by Steven berglas
		2002 June	Value acceleration : lessons from private equity Masters by Paul Rodgers
		2002 June	The people who make organisations go-or stop by Rob cross and Lawrence Prusac
		2002 July	the best intentions by John Humphreys
		2002 July	When paranoia makes sense by Rodrick M Kramer
		2002 July	Campaigning for change by Larry Hirschhorn
		2002 July	The growth of crisis-and how to escape it by Adrian J Slywotzky
		2002 August	this sputtering R&D machine by Martha Craumer
17	Apurva Yadav	2002 August	Creativity under the gun by Teresa M amabile
		2002 August	The failure-tolerant leader by Richard farson
		2002 August	Breaking out of the innovation box by John D Wolpert
		2002 October	welcome aboard (but don't change a thing) Eric McNulty
		2002 October	leveraged growth: expanding sales without sacrificing profits by John Hagel III
		2002 October	Open market innovation by Darrll Rigby
		2002 October	A letter to the chief executive by joseph fuller
		2002 November	the moonlighter by Bronwyn Fryer
18	Deepak Farkiya	2002 November	The Empire strikes back: counterrevolutionary strategies for industry leaders by Richard D Aveni
		2002 November	"Dear white bass... " by Keith A Caver
		2002 November	Six ITdecisions your IT people shouldn't make by Jenny W Ross
		2001 January	who goes, who stays? By David A Light
		2001 January	Level five leadership: the triumph of humility and fierce resolved by Jim Collins

		2001 January	Where value lives in a networked world by Mohanbir Sawhney
		2001 January	Strategy as simple rules by Kathleen M Eisenhardt
		2001 February	Too soon to IPO? By David campaign
19	Deepanshi Wanle	2001 February	Enlightened experimentation: the new imperative for innovation by Stefan Thomke
		2001 February	Finally, away to put your Internet portfolio in order by Anthony K Tjan
		2001 February	Breakthrough bargaining by Deborah M Kolb
		2001 March	Mommy-track backlash by Alden M Hayashi
		2001 March	Strategy and the Internet by Michael M Porter
		2001 March	Building the emotional intelligence of groups by Vanessa Urch Druskat
		2001 March	Introducing T-shaped managers: knowledge management's next generation by Martin D Hansen
		2001 April	when no news is good news by Bronwyn Fryer
20	Deepika Gupta	2001 April	Conquering a culture of indecision by Ram Charan
		2001 April	Six habits of nearly effective negotiators by James k Sebenius
		2001 April	The truth about mentoring minorities: Race matters by David A Thomas
		2001 may	when salaries Aren't secret by Jon case
		2001 may	Transforming Corner -office strategy into frontline action by Orit Gadiesh
		2001 may	Get inside the lives of your customers by Patrica B Seybold
		2001 may	Lead from the centre: how to manage divisions dynamically by Michael E Raynor
		2001 June	Go global-or no? By Walter kuemmerle
21	Lovish Hotwani	2001 June	Want to perfect your companies service? Use behavioural science by Richard B chase
		2001 June	How to invest in social capital by Lawrence Prusak

		2001 June	Moving upward in a downturn by Darrell Rigby
		2001 September	what a star-what a jerk by Sarah Cliffe
		2001 September	In praise of middle managers by QUY NGUYEN
		2001 September	The super efficient company by Michael Hammer
		2001 September	The weird rules of creativity by Robert I Sutton
		2001 October	off with his head? David Campion
22	Manvi Gupta	2001 October	Have missing the signs of persuasion by ROBERT B CILIDENI
		2001 October	Torment your best customers (they'll love it) by Stephen Brown
		2001 October	Radical change, the quiet way by Debra E Mayerson
		2001 November	are some customers more equal than others? By Paul F Nunes
		2001 November	Stake to where the money will be by Clayton M Christensen
		2001 November	The real reason people won't change by Robert Kagan
		2001 November	Corporate Budgeting is broken-let's fix it by Michael Jensen
		2001 December	Primal leadership: the hidden driver of great performance by Daniel Goleman
23	Priya Wankhede	2001 December	What titans can teach us by Richard S Tedlow
		2001 December	What leaders really do by John P Kotter
		2001 December	The hardwork of being a soft manager by William H peace
		2005 January	almost ready: how leaders move up by Dan Ciampa
		2005 January	Do your commitments match your convictions? By Donald N Sull
		2005 January	Into the fray by M eLlen pebbles
		2005 January	The new Road to the top by Peter Cappelli

		2005 February	springing into a swan dive? By Ajit Kambil
24	Ritesh Jaiswal	2005 February	Ending the CEO succession crisis by Ram Charan
		2005 February	Productive friction: how difficult business partnerships can accelerate innovation by John Hagel I I I
		2005 February	Should nonprofits seek profits? By William Foster
		2005 March	The shakedown by Phil bodrock
		2005 March	Lean consumption by James P Womack
		2005 March	What great managers do by Marcus Buckingham
		2005 March	Market busting: strategies for exceptional business growth by Rita Gunther
		2005 April	class-or Mass? By Idalene F Kesner
25	Rohit Sharma	2005 April	How strategists really think: tapping the power of analog E by Giovanni Gevetti
		2005 April	Seven transformations of leadership by David Rooke
		2005 April	Countering the biggest risk of all by Adrain J Slywotzky
		2005 May	fat chance Bronwyn Fryer
		2005 May	Building breakthrough businesses within established organisations by Vijay GovindaRajan
		2005 May	Your company's secret change agents by Richard Tanner
		2005 May	Break free from the product life-cycle by youngme moon
		2005 June	holding fast by John T Gaurville
26	Sahamuddin Khan	2005 June	This apprising economics of a "people business "by Felix barber
		2005 June	Competent jerks, lovable fools, and the formation of social networks by Tiziana Casciaro
		2005 June	Developing first level leaders Andreas Priestland

		2005 July August	feed Rand D-or farm it out? By Nithin Nohira
		2005 July August	Toward a theory of high performance by Julia Kirby
		2005 July August	When failure isn't an option by Michael R Hillman
		2005 July August	Strategic intent by Gary Hamel and CK Prahlad
		2005 September	The tug of war by Yossi Sheffei
27	Shariq Soheli Khan	2005 September	Fixing healthcare from the inside, Today by Steven J spear
		2005 September	All strategy is local by Bruce Greenwald
		2005 September	Strategy as active waiting by Donald N Sull
		2005 October	The Cane mutiny: managing greying workforce by Cornelia Geissler
		2005 October	The office of strategy management by Robert S Kaplan
		2005 October	Information technology and the board of directors by Richard Nolan
		2005 October	The hard side of change management by Harold L Sirkin
		2005 November	riding the Celtic Tiger by Eileen Roche
28	Shivangi Gupta	2005 November	Innovation versus complexity: what is too much of a good thing? By Mark gottfredson
		2005 November	Leadership in your midst: Tapping the hidden strengths of minority executives by Sylvia Ann Hewlett
		2005 November	You have more capital than you think by Robert C Merton
		2005 December	just in time for the holidays by Eric McNulty
		2005 December	Strategy and your stronger hand by Geoffrey A Moore
		2005 December	Managing authenticity: the paradox of great leadership by Rob Goffee
		2005 December	How to build your network by Brian Uzzy

		2014 January February	Can a strong culture be too strong by David A Garvin
29	Shiwangini Jaiswal	2014 January February	Find the coaching in criticism by Sheila Heen
		2014 January February	The new patterns of innovation by RashikParmar
		2014 January February	The big Lie of strategy planning by Roger L Martin
		2014 March	when the Twittiverse turns on you by Jana
		2014 March	Why China can't innovate by Regina M Abrame
		2014 March	Tiebreaker selling by James C Anderson
		2014 March	The boardrooms quite revolution by the Richard D Parsons
		2014 April	Can an ethical bank support guns and Fracking? By Christopher Marquis
30	Sourabh Sahu	2014 April	The limits of scale by Hanna Halaburda
		2014 April	Coaching the toxic leader by Manfred F R
		2014 April	Making business person by Robert Kagan
		2014 May	Beware the next big thing by Julian Birkinshaw
		2014 May	Managing the invisibles by David zweig
		2014 May	Dealing with cultural minefields by Erin Meyer
		2014 May	Can a volunteer-staffed company scale? By Robert I Sutton
		2014 June	Are investors bad for business? The capitalists dilemma by Clayton M Christensen
31	Swati Shahi	2014 June	The priceof wall street's powerby Gautam Mukunda
		2014 June	Career choices when life is short by Joshua D Margolis
		2014 June	Women, find your voice by Kathryn health
		2014 July	Four parhs to business model innovation by Karan Girotra

		2014 July	The crisis in retirement planning by Robert C Merton
		2014 July	Where to launch in Africa by EUGENE SOLTES
		2014 July	Becoming a first class notices by Max H Bazerman
		2014 January	Strategy under uncertainty by HUGH COURTNEY
32	Yogesh S Sisodiya	2014 January	Learning to live with complexity by GUKCE SCRGUT
		2014 January	Six rules for effective forecasting by Paul saffo
		2014 January	The six mistakes executives make in risk management by Nassim N Taleb
		February-July 2014	Leadership that gets results by Daniel Goleman
		February-July 2014	How great companies think differently by Rosabeth Moss Kanter
		February-July 2014	Designing high performance jobs by Robert Simons
		February-July 2014	Culture As communication by Stever Robbins
		August-January 2015	extreme productivity by Robert C Pozen
33	Soni Salotre	August-January 2015	Do you play to win-or to not loose?
		August-January 2015	Six ways to supercharge your productivity by Tony Schwartz
		August-January 2015	Will focus make you happier? By Edward hallowell
		July August 2005	managing for creativity by Richard Florida
		July August 2005	Turning great strategy into great performance by Michael C Mankins
		July August 2005	Moments of greatness: entering the fundamental state of leadership by Robert E Quinn
		2015 March	Can one business unit have more than one revenue models? By Marco Bertini
		2015 March	Managing psychological distance by Rebecca Hamilton
34	Aaradhana Venugopal	2015 March	Technology doesn't always beat labour by Walter Frick

		2015 March	Reaching the rich world's poorest customers by Muhammad Yunus
		2015 April	how to launch your digital platform by Benjamin Edelmann
		2015 April	Reinventing performance management by Marcus Buckingham
		2015 April	Can A work at home policy hurt morale? By Sangeeta Shah Bharadwaj
		2015 April	CEOs need mentors to buy Suzanne D Janasz
		2015 may	Balancing privacy and profits by the Timothy Morey
		2015 may	Two keys to sustainable social enterprise by Roger L Martin
35	Kanchan Kushwaha	2015 may	Stretch the mission? By US William A Sahlman
		2015 may	Why are we so hard on female CEOs? By AMy Bernstein
		2015 June	Humour or harassment? By Dianne Bavelander
		2015 June	Conquering digital distraction by Larry Rosen
		2015 June	Luxury's talent factories by Andrew shipilove
		2015 June	You need an innovation strategy by Gary P Pisano
		July-August 2015	Bright, shiny objects and the future of HR by John Boudreau
		July-August 2015	People before strategy: A new roll for the CHRO by Ram Charan
36	Khushal Umaraiya	July-August 2015	Why we love to hate HR.dot dot and what can we do about it by Peter Cappelli
		July-August 2015	How to negotiate with powerful suppliers by Petros Pararikas
		August-December 2012	competing on analytics by Thomas H Davenport
		August-December 2012	Managing oneself by Peter F Drucker
		August-December 2012	What is strategy? Michael E porter
		August-December 2012	Innovation: the classic traps Rosabeth Moss canter

		July-August 2012	what good are shareholders? Justin Fox
		July-August 2012	Bonuses in bad times by Daniela Bayersdorfer
37	Kratika Choubey	July-August 2012	Disrupt yourself by Whitney Johnson
		July-August 2012	The growth opportunity that lies next door by Geoffrey Jones
		2012 September	should you listen to the customer? By Thomas J Delong
		2012 September	You, by the numbers by H James Wilson
		2012 September	Simple rules for a complex world by Donald Sull
		2012 September	Your strategy needs and strategy by Martin Reeves
		2012 October	target the right market by Jill Avery
		2012 October	No, you can't have it all by Eric C Sinoway
38	Olisha Dubey	2012 October	Making advanced analytics work for you by Dominic Barton
		2012 October	Big data: the management revolution by Andrew McAfee
		2012 November	Does management really work? By Nicholas Bloom
		2012 November	A whole new way of looking at the world by Nitin Nohira
		2012 November	How high should you push diversity? By Martin N Davidson
		2012 November	A campaign strategy for you career by doorie Clark
		2012 December	surviving disruption by Maxwell Wessel
		2012 December	How much is sweat equity worth ? By Christopher Marquis
39	Priya Chauhan	2012 December	Reclaim your creative confidence by Tom Kelly
		2012 December	The microwork solution by Francesca Gino
		January-February 2012	the economics of well-being by Justin Fox

		January-February 2012	Creating sustainable performance by Gretchen Spreitzer
		January-February 2012	Play it safe at home, or take a risk abroad? By Michael Chu
		January-February 2012	Three skills every 21st century manager names by Andrew L Molinsky
		2012 March	why US competitiveness matters to all of us by Nitin Nohira
		2012 March	New project? don't analyse-act. by Leonard a Schlesinger
40	Swati Patel	2012 March	Enriching the Eco system by Rosabeth Moss Kanter
		2012 March	Green rules to drive innovation by the Daniel C esty
		2012 April	the new science of building great teams by Alex Pentland
		2012 April	Coming through when it matters most by Heidi Gardner
		2012 April	Went to drop an unprofitable customer by Robert S Kaplan
		2012 April	While there are nice leadership-on the job by Jon Kenengieter
		2012 May	Do social deal sites really work? By marco Bertini
		2012 May	Make your enemies your allies by Brian Uzzi
41	Usha Napit	2012 May	To keep your customers, keep it simple by Karen freeman
		2012 June	How managers become leaders by Michael d Watkins
		2012 June	Reality check at the bottom of the pyramid by Eric Simanis
		2012 June	When he employs clash by H Irving Groesbeck
		2012 June	Learning chair is mum by John Antonakis
		2011 January February	preserve the luxury or extend the brand? By Daniella Beyerdorfer
		2011 January February	Stop holding yourself back by Annie Morris
42	Shivangee Chobey	2011 January February	Surviving twin challenges-at home and work by Alison beard

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	2011 January February	How to make the most of your company's strategy by Stephen Bungay
	2011 March	An angel investor with an agenda by Regina E herzlinger
	2011 March	Zoom in, zoom out by Rosabeth Moss Kanter
	2011 March	I step-by-step guide to smart business experiments by Eric T Anderson
	2011 March	Capitalism for long term by Dominic Barton
	2011 April	a rush to failure? By Tom Cross
	2011 April	Can you handle failure? By Den Battner

HARVARD BUSINESS REVIEW (HBR) ARTICLE DETAILS: MBA II			
S.No	Name of Student	Issue	Title of the Article
1	Laxmi Rai	2011 April	Ethical breakdowns by Max H Bazerman
		2011 April	Strategies for learning from failure by Amy C Edmondsun
		2011 May	The power of small wins by Teresa M Amabile
		2011 May	Challenge the boss or stand down? By W Earl Sasser
		2011 May	Extreme productivity by Robert C Pozen
		2011 May	The frontline advantage by Fred Hassan
		2011 July-August	Winning in the age of hyper specialisation by Thomas W Malone
		2011 July-August	The gentleman's "three" by brain J Hall
2	Rahul Dubey	2011 July-August	Model way to network by Rob Cross
		2011 July-August	At the lesson in local politics by Daniel Macginn
		2011 September	Three myths about healthcare exploded by Robert S Kaplan and Michael E porter
		2011 September	EBay's founder on innovative social change by Pierre Omidyar
		2011 September	How great buses in gauge their employees by C HERELEMBO VLECHOUTSICOS
		2011 September	Culture clash in the boardroom by Katherine Zin
		2011 October	the cure for horrible bosses by Rosabeth Moss Kanter
		2011 October	Applying "lean "principles to knowledge work by Bradley R staats
3	Abhishek Bhati	2011 October	The mission versus the bottom line by William A Sahlman
		2011 October	The relationship you need to get right by Sylvia Ann Hewlett
		2011 November	the great repeatable business model by Chris Zook
		2011 November	Everything you need to know about "the cloud " by Andrew McAfee

		2011 November	What businesses can learn from organised crime by Marc Goodman
		2011 November	The expat dilemma by Boris Groysberg
		2011 December	Who really makes the big decisions? By Bob Frisch
		2011 December	First, let's fire all the managers by Gary Hamel
4	Amit Kumar Deshmukh	2011 December	Don't let your supply chain controlling all business by Thomas Choi
		2011 December	Can nice guys finish first? By Jeffrey Pfeffer
		2013 January February	Smarter information, smarter consumers by Richard H Thalia
		2013 January February	Will our partner steal our IP? By Willy C Shih
		2013 January February	Strategic leadership: the essential skills by Paul GH Schoemaker
		2013 January February	Negotiating with emotions by Kimberlyn Leary
		2013 March	The case for stealth innovation by Paddy Miller
		2013 March	Big-bang disruption by Larry Downes
5	Anilesh Singh	2013 March	Fighting a government threat by Francesca Gino
		2013 March	Why "fair value" is the rule by Karthik Ramana
		2013 April	When TED lost control of TEDx by Nelofer Merchant
		2013 April	Innovation and risk: make smarter decisions by Robert C Merton
		2013 April	In search of a second act by Ellie Ofek
		2013 April	Make yourself an expert by Dorothy Leonard
		2013 May	The unmanageable star performer by Abhishek Goel
		2013 May	The limits of social influence by Sina Aral
6	Ankush Trivedi	2013 May	The performance frontier: innovating for a sustainable strategy by Robert G Eccles
		2013 May	Join the global elite by Gregory C Unruh
		2013 June	Giving a killer presentation by Chris Anderson

		2013 June	The new employer-employee compact by Reid Hoffman
		2013 June	Dysfunction in the boardroom by Boris Groysburg
		2013 June	The ex-CEO contemplates a coup by William C Kirby
		Aug-13	how to balance competence and warmth by and Amy JC kuddy
		Aug-13	Growth traps to avoid by Donald I Laurie
7	Arpit Dubey	Aug-13	Getting the most out of your Quants by Thomas H Davenport
		Aug-13	Learning to play in the new "shared economy "by Suzanne Fournier
		Sep-13	Make time for the work that matters Julian Brikshaw
		Sep-13	The truth about customer experience by Alex Rawson
		Sep-13	Variables in the workplace by H James Wilson
		Sep-13	Escaping the discount trap by Eric T Anderson
		2010 October	radically reinvent your supply chain by Hau L Lee
		2010 October	The emerging capital market for nonprofits by Robert S Kaplan
8	Arun Mittal	2010 October	How to save good ideas by Jess Kohoe
		2010 October	Setting up shop in a political hot spot by Patrick Chun
		2010 November	finding entrepreneurial opportunity in adversity by Bhaskar Chakravarty
		2010 November	What's your personal social media strategy? Saumitra Dutta
		2010 November	Play it safe or take a stand? By Tresh Gorman
		2010 November	The next scientific revolution by Tony hey
		2010 December	the Case for professional boards by Robert C Pozen
		2010 December	What brain science tells us about how to excel by Edward hallowell
9	Ashish Patidar	2010 December	Let emerging market customers be your teachers by Guillermo D'Andrea

		2010 December	China versus the world: who is technology is it? By Thomas M hout
		2006 March	eliminate the middleman? By Ming-Hue-Huang
		2006 March	Connect and develop: inside Procter and Gamble's new model for innovation by Larry Huston
		2006 March	Managing middlesense by Robert Morrison
		2006 March	Customer value propositions in business markets by James C Anderson
		2013 October	secrets of the worlds greatest coach by Anita Elberse
		2013 October	The strategy that will fix healthcare by Michael E water
10	Avinash Kanare	2013 October	Disruption: lookout, consultant. You are next by Clayton M Christensen
		2013 October	It's my turn by Jim sharp
		2013 November	Dismantling the sales machine by burnt Adamson
		2013 November	Emotional agility by Suzanne David
		2013 November	Delivering world-class health care, affordably by Vijay GovindaRajan
		2013 November	Bet on one big idea-or diversify? By Toby E Stewart
		2013 December	how Google sold its engineers on management by David A Garvin
		2013 December	When marketing is strategy by Neeraj Dawar
11	Deepa Patel	2013 December	A short sellers crashes the party by Suraj Sreenivasan
		2013 December	Be seen as a leader by Adam D Galinsky
		2010 January - February	Five ways to bungle a job change by Boris Groysburg
		2010 January - February	Are CEOs challenge by Eileen Roche
		2010 January - February	Exhilarating corporate transformations by Robert H miles
		2010 January - February	Rethinking marketing by Ronald T Rust

		2010 March	who do these bankers think they are? By Joseph E Stilitz
		2010 March	Finding out your strategy after the crisis by Pankaj Ghemawat
12	Deepika Ailani	2010 March	Creating a capital market for inventions by Nathan Myhrvold
		2010 March	Bold retreat: A new strategy for old technologies by Ron Adner
		2010 June	start and entrepreneurial revolution by Daniel G isenberg
		2010 June	Strategies for green product development by Gregory Unruh
		2010 June	Turn the job you have into the job you want by Amy Wrzesniewski
		2010 June	Are you a high potential by Douglas a ready
		2010 July-August	how to stop the innovation wars by Vijay GovindRajan
		2010 July-August	Unleash your employees on social media by Josh Bernoff
13	Dharmendra Kumar Mishra	2010 July-August	Job-hopping to the top and other Career fallacies by Monica Hamori
		2010 July-August	The upstarts Assault by Marco bertini
		2010 September	why men still get more promotions than woman by Herminia Ibarra
		2010 September	The boss as Human shield by Robert I Sutton
		2010 September	When the long time star fails by Jimmy gutterman
		2010 September	For mistakes leaders keep making by Robert H Schaffer
		2006 April	how long will you go? By Mary Edie
		2006 April	When should a leader apologise-and when not? By Barbara kellerman
14	Dhayal Hasmukh N	2006 April	Localisation: the revolution in consumer markets by Darrell k week Rigby
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		1999 March April	What is your strategy for managing knowledge by Morten t. Hansen
		1999 May June	Will this open space work? By Jacqueline Vischer
		1999 May June	How risky is your company? By Robert Simons
		1999 May June	Firing up the frontline by Jon R Katzenbach
18	Azam Khan	1999 May June	The smart talk trap by Jeffrey Pfeffer
		1999 July August	The case of the religious network group by Ray Friedman

		1999 July August	Turning goals into results: the power of Catalytic Mechanisms by Jim Collins
		1999 July August	What hi tech managers need to know about brands by SCOTT WARD
		1999 July August	Hiring without firing by Claudio Fernandes
19	Charupma Soni	1999 Sept Oct	A question of character by Suzy Wetlaufer
		1999 Sept Oct	Bringing silicon valley inside by Gary Hamel
		1999 Sept Oct	Origanigraphs: drawing how companies really work by Henry Mintzberg
		1999 Sept Oct	The new meaning of quality in the information age by CK Prahlad and MS Krishnan
		1999 Nov Dec	what is he waiting for? By Robert Galford
20	Deepanshu Sharma	1999 Nov Dec	Getting real about virtual commerce by Philip Evans
		1999 Nov Dec	How process Interprises really work by Michael Hammer
		1999 Nov Dec	The Lure of global branding by David A Aacker
		2002 January	Bob's melt down by Nicholis G Carr
		2002 January	Leading in times of trauma by Jane E Dutton
21	Deepesh Kushwah	2002 January	Getting it right the second time by Gabriel Szulanski
		2002 January	Inside Microsoft: balancing creativity and discipline by Robert G Herbold
		2002 February	stick to the four-or go for more? By Thomas J Waite
		2002 February	Beware the busy manager by Hike bruch
		2002 February	They are not in the noise, they are people by Peter F Drucker
22	Dharmendra K Tiwari	2002 February	Are you picking the right leaders? By Melvin sorcher
		2002 March	the coach we got poached by idalene F Kesner

		2002 March	The virtue matrix : calculating the return on corporate responsibility by Roger L Martin
		2002 March	The hidden Challenger of cross border negotiations by James K Sebenius
		2002 March	Making sense of corporate venture capital by Henry W Chesbrough
23	Gargi Tiwari	2002 April	the cost centre that made its way by Julia Kirby
		2002 April	Maneuver warfare: can modern military strategy lead you to victory? By Eric K Clemons
		2002 April	Executive women and the myth of having it all by Sylvia ann hawlett
		2002 April	Customers as innovators: a new way to create value by stiffen Thomke and Eric Von Hippel
		2002 May	A pain in the (supply) chain by John Butman
24	Harsh Soni	2002 May	Change the way you persuade by Gary A Williams and Robert B Miller
		2002 May	Why business models matter by Joan Magretta
		2002 May	Disruptive change: when trying harder is part of the problem by Clark Gilbert and Joseph L Bower
		2002 June	the skeleton in the corporate closet by Julia Kirby
		2002 June	Charting your companies future by W Chan Kim and Renne Mauborgne
25	Harshit Pandya	2002 June	The very real dangers of executive coaching by Steven berglas
		2002 June	Value acceleration : lessons from private equity Masters by Paul Rodgers
		2002 June	The people who make organisations go-or stop by Rob cross and Lawrence Prusac
		2002 July	the best intentions by John Humphreys
		2002 July	When paranoia makes sense by Rodrick M Kramer
26	Himanshu Pal	2002 July	Campaigning for change by Larry Hirschhorn

		2002 July	The growth of crisis-and how to escape it by Adrian J Slywotzky
		2002 August	this sputtering R&D machine by Martha Craumer
		2002 August	Creativity under the gun by Teresa M amabile
		2002 August	The failure-tolerant leader by Richard farson
27	Jay Sisodiya	2002 August	Breaking out of the innovation box by John D Wolpert
		2002 October	welcome aboard (but don't change a thing) Eric McNulty
		2002 October	leveraged growth: expanding sales without sacrificing profits by John Hagel III
		2002 October	Open market innovation by Darrll Rigby
		2002 October	A letter to the chief executive by joseph fuller
28	Khushboo Sharma	2002 November	the moonlighter by Bronwyn Fryer
		2002 November	The Empire strikes back: counterrevolutionary strategies for industry leaders by Richard D Aveni
		2002 November	"Dear white bass... " by Keith A Caver
		2002 November	Six ITdecisions your IT people shouldn't make by Jenny W Ross
		2001 January	who goes, who stays? By David A Light
29	Madhu Tiwari	2001 January	Level five leadership: the triumph of humility and fierce resolved by Jim Collins
		2001 January	Where value lives in a networked world by Mohanbir Sawhney
		2001 January	Strategy as simple rules by Kathleen M Eisenhardt
		2001 February	Too soon to IPO? By David campaign
		2001 February	Enlightened experimentation: the new imperative for innovation by Stefan Thomke
30	Manjeet Patidar	2001 February	Finally, away to put your Internet portfolio in order by Anthony K Tjan

		2001 February	Breakthrough bargaining by Deborah M Kolb
		2001 March	Mommy-track backlash by Alden M Hayashi
		2001 March	Strategy and the Internet by Michael M Porter
		2001 March	Building the emotional intelligence of groups by Vanessa Urch Druskat
31	Mayank Sharma	2001 March	Introducing T-shaped managers: knowledge management's next generation by Martin D Hansen
		2001 April	when no news is good news by Bronwyn Fryer
		2001 April	Conquering a culture of indecision by Ram Charan
		2001 April	Six habits of nearly effective negotiators by James k Sebenius
		2001 April	The truth about mentoring minorities: Race matters by David A Thomas
32	Mohit Samundre	2001 May	when salaries Aren't secret by Jon case
		2001 May	Transforming Corner -office strategy into frontline action by Orit Gadiesh
		2001 May	Get inside the lives of your customers by Patrica B Seybold
		2001 May	Lead from the centre: how to manage divisions dynamically by Michael E Raynor
		2001 June	Go global-or no? By Walter kuemmerle
33	Piyush Meena	2001 June	Want to perfect your companies service? Use behavioural science by Richard B chase
		2001 June	How to invest in social capital by Lawrence Prusak
		2001 June	Moving upward in a downturn by Darrell Rigby
		2001 September	what a star-what a jerk by Sarah Cliffe
		2001 September	In praise of middle managers by QUY NGUYEN
34	Priyanshi Thakur	2001 September	The super efficient company by Michael Hammer

		2001 September	The weird rules of creativity by Robert I Sutton
		2001 October	off with his head? David Campion
		2001 October	Have missing the signs of persuasion by ROBERT B CILIDENI
		2001 October	Torment your best tcustomers (they'll love it)by Stephen Brown
	Purushottam Arande	2001 October	Radical change, the quiet way by Debra E Mayerson
		2001 November	are some customers more equal than others? By Paul F Nunes
		2001 November	Stake to where the money will be by Clayton M Christensen
		2001 November	The real reason people won't change by Robert Kagan
		2001 November	Corporate Budgeting is broken-let's fix it by Michael Jensen
36	Raghuvendra Dandir	2001 December	Primal leadership: the hidden driver of great performance by Daniel Goleman
		2001 December	What titans can teach us by Richard S Tedlow
		2001 December	What leaders really do by John P Kotter
		2001 December	The hardwork of being a soft manager by William H peace
		2005 January	almost ready: how leaders move up by Dan Ciampa
37	Riya Thakur	2005 January	Do your commitments match your convictions? By Donald N Sull
		2005 January	Into the fray by M eLlen pebbles
		2005 January	The new Road to the top by Peter Cappelli
		2005 February	springing into a swan dive? By Ajit Kambil
		2005 February	Ending the CEO succession crisis by Ram Charan
38	Sachin Raikwar	2005 February	Productive friction: how difficult business partnerships can accelerate innovation by John Hagel I I I

		2005 February	Should nonprofits seek profits? By William Foster
		2005 March	The shakedown by Phil bodrock
		2005 March	Lean consumption by James P Womack
		2005 March	What great managers do by Marcus Buckingham
39	Shivam Kumar Sahu	2005 March	Market busting: strategies for exceptional business growth by Rita Gunther
		2005 April	class-or Mass? By Idalene F Kesner
		2005 April	How strategists really think: tapping the power of analog E by Giovanni Gevetti
		2005 April	Seven transformations of leadership by David Rooke
		2005 April	Countering the biggest risk of all by Adrain J Slywotzky
40	Shruti Karodiya	2005 May	fat chance Bronwyn Fryer
		2005 May	Building breakthrough businesses within established organisations by Vijay GovindaRajan
		2005 May	Your company's secret change agents by Richard Tanner
		2005 May	Break free from the product life-cycle by youngme moon
		2005 June	holding fast by John T Gaurville
41	Shubham Garg	2005 June	This apprising economics of a "people business "by Felix barber
		2005 June	Competent jerks, lovable fools, and the formation of social networks by Tiziana Casciaro
		2005 June	Developing first level leaders Andreas Priestland
		2005 July August	feed Rand D-or farm it out? By Nithin Nohira
		2005 July August	Toward a theory of high performance by Julia Kirby
42	Shubhi Rawat	2005 July August	When failure isn't an option by Michael R Hillman

		2005 July August	Strategic intent by Gary Hamel and CK Prahlad
		2005 September	The tug of war by Yossi Sheffei
		2005 September	Fixing healthcare from the inside, Today by Steven J spear
		2005 September	All strategy is local by Bruce Greenwald
43	Tafique Ansari	2005 September	Strategy as active waiting by Donald N Sull
		2005 October	The Cane mutiny: managing greying workforce by Cornelia Geissler
		2005 October	The office of strategy management by Robert S Kaplan
		2005 October	Information technology and the board of directors by Richard Nolan
		2005 October	The hard side of change management by Harold L Sirkin
44	Vaibhavi Sharma	2005 November	riding the Celtic Tiger by Eileen Roche
		2005 November	Innovation versus complexity: what is too much of a good thing? By Mark gottfredson
		2005 November	Leadership in your midst: Tapping the hidden strengths of minority executives by Sylvia Ann Hewlett
		2005 November	You have more capital than you think bye Robert C Merton
		2005 December	just in time for the holidays by Eric McNulty
45	Vibhor Bhawsar	2005 December	Strategy and your stronger hand by Geoffrey A Moore
		2005 December	Managing authenticity: the paradox of great leadership by Rob Goffee
		2005 December	How to build your network by Brian Uzzy
		2014 Jan Feb	Can a strong culture be too strong by David A Garvin
		2014 Jan Feb	Find the coaching in criticism by Sheila Heen
46	Vishal Sahu	2014 Jan Feb	The new patterns of innovation by RashikParmar

		2014 Jan Feb	The big Lie of strategy planning by Roger L Martin
		2014 March	when the Twittiverse turns on you by Jana
		2014 March	Why China can't innovate by Regina M Abrame
		2014 March	Tiebreaker selling by James C Anderson
47	Sahil Chourasia	2014 March	The boardrooms quite revolution by the Richard D Parsons
		2014 April	Can an ethical bank support guns and Fracking? By Christopher Marquis
		2014 April	The limits of scale by Hanna Halaburda
		2014 April	Coaching the toxic leader by Manfred F R
		2014 April	Making business person by Robert Kagan
48	Joywin John Raphael	2014 May	Beware the next big thing by Julian Birkinshaw
		2014 May	Managing the invisibles by David zweig
		2014 May	Dealing with cultural minefields by Erin Meyer
		2014 May	Can a volunteer-staffed company scale? By Robert I Sutton
		2014 June	Are investors bad for business? The capitalists dilemma by Clayton M Christensen
49	Suraj Babar	2014 June	The priceof wall street's powerby Gautam Mukunda
		2014 June	Career choices when life is short by Joshua D Margolis
		2014 June	Women, find your voice by Kathryn health
		2014 July	Four parhs to business model innovation by Karan Girotra
		2014 July	The crisis in retirement planning by Robert C Merton
50	Nainika Bhawsar	2014 July	Where to launch in Africa by EUGENE SOLTES

		2014 July	Becoming a first class notices by Max H Bazerman
		2014 January	Strategy under uncertainty by HUGH COURTNEY
		2014 January	Learning to live with complexity by GUKCE SCRGUT
		2014 January	Six rules for effective forecasting by Paul saffo
51	Jaidev Sahoo	2014 January	The six mistakes executives make in risk management by Nassim N Taleb
		2014 Feb July	Leadership that gets results by Daniel Goleman
		2014 Feb July	How great companies think differently by Rosabeth Moss Kanter
		2014 Feb July	Designing high performance jobs by Robert Simons
		2014 Feb July	Culture As communication by Stever Robbins

HARVARD BUSINESS REVIES (HBR) ARTICLE DETAILS: BBA IV			
S.No	Name of Student	Issue	Title of the Article
1	Aashi Jain	2015 Aug-Jan	extreme productivity by Robert C Pozen
		2015 Aug-Jan	Do you play to win-or to not loose?
		2015 Aug-Jan	Six ways to supercharge your productivity by Tony Schwartz
		2015 Aug-Jan	Will focus make you happier? By Edward hallowell
		2005 July Aug	managing for creativity by Richard Florida
2	Abhishek Jain	2005 July Aug	Turning great strategy into great performance by Michael C Mankins
		2005 July Aug	Moments of greatness: entering the fundamental state of leadership by Robert E Quinn
		2015 March	Can one business unit have more than one revenue models? By Marco Bertini
		2015 March	Managing psychological distance by Rebecca Hamilton

		2015 March	Technology doesn't always beat labour by Walter Frick
3	Aditya S Kachchwa	2015 March	Reaching the rich world's poorest customers by Muhammad Yunus
		2015 April	how to launch your digital platform by Benjamin Edelmann
		2015 April	Reinventing performance management by Marcus Buckingham
		2015 April	Can A work at home policy hurt morale? By Sangeeta Shah Bharadwaj
		2015 April	CEOs need mentors to buy Suzanne D Janasz
4	Akash Jain	2015 May	Balancing privacy and profits by the Timothy Morey
		2015 May	Two keys to sustainable social enterprise by Roger L Martin
		2015 May	Stretch the mission? By US William A Sahlman
		2015 May	Why are we so hard on female CEOs? By AMy Bernstein
		2015 June	Humour or harassment? By Dianne Bavelander
5	Amolika Sinha	2015 June	Conquering digital distraction by Larry Rosen
		2015 June	Luxury's talent factories by Andrew shipilove
		2015 June	You need an innovation strategy by Gary P Pisano
		2015 July-Aug	Bright, shiny objects and the future of HR by John Boudreau
		2015 July-Aug	People before strategy: A new roll for the CHRO by Ram Charan
6	Anuj Gour	2015 July-Aug	Why we love to hate HR.dot dot and what can we do about it by Peter Cappelli
		2015 July-Aug	How to negotiate with powerful suppliers by Petros Paranikas
		2012 Aug-Dec	competing on analytics by Thomas H Davenport
		2012 Aug-Dec	Managing oneself by Peter F Drucker
		2012 Aug-Dec	What is strategy? Michael E porter

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7	Atul Kumar Gupta	2012 Aug-Dec	Innovation: the classic traps Rosabeth Moss canter
		2012 July-Aug	what good are shareholders? Justin Fox
		2012 July-Aug	Bonuses in bad times by Daniela Bayersdorfer
		2012 July-Aug	Disrupt yourself by Whitney Johnson
		2012 July-Aug	The growth opportunity that lies next door by Geoffrey Jones
8	Damini Mohite	2012 September	should you listen to the customer? By Thomas J Delong
		2012 September	You, by the numbers by H James Wilson
		2012 September	Simple rules for a complex world by Donald Sull
		2012 September	Your strategy needs and strategy by Martin Reeves
		2012 October	target the right market by Jill Avery
9	Deepshikha Garewal	2012 October	No, you can't have it all by Eric C Sinoway
		2012 October	Making advanced analytics work for you by Dominic Barton
		2012 October	Big data: the management revolution by Andrew McAffe
		2012 November	Does management really work? By Nicholas Bloom
		2012 November	A whole new way of looking at the world by Nitin Nohira
10	Gaurav Akhand	2012 November	How high should you push diversity? By Martin N Davidson
		2012 November	A campaign strategy for you career by doorie Clark
		2012 December	surviving disruption by Maxwell Wessel
		2012 December	How much is sweat equity worth ? By Christopher Marquis
		2012 December	Reclaim your creative confidence by Tom Kelly
11	Gracy Jain	2012 December	The microwork solution by Francesca Gino

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		2012 Jan-Feb	the economics of well-being by Justin Fox
		2012 Jan-Feb	Creating sustainable performance by Gretchen Spreitzer
		2012 Jan-Feb	Play it safe at home, or take a risk abroad? By Michael Chu
		2012 Jan-Feb	Three skills every 21st century manager names by Andrew L Molinsky
12	Jagdeep Kumar	2012 March	why US competitiveness matters to all of us by Nitin Nohira
		2012 March	New project? don't analyse-act. by Leonard a Schlesinger
		2012 March	Enriching the Eco system by Rosabeth Moss Kanter
		2012 March	Green rules to drive innovation by the Daniel C esty
		2012 April	the new science of building great teams by Alex Pentland
13	Jyoti Lakhani	2012 April	Coming through when it matters most by Heidi Gardner
		2012 April	Went to drop an unprofitable customer by Robert S Kaplan
		2012 April	While there are nice leadership-on the job by Jon Kenengieter
		2012 May	Do social deal sites really work? By marco Bertini
		2012 May	Make your enemies your allies by Brian Uzzi
14	Mayank Patidar	2012 May	To keep your customers, keep it simple by Karen freeman
		2012 May	Creating an organic growth machine by Ken Fevero
		2012 June	How managers become leaders by Michael d Watkins
		2012 June	Reality check at the bottom of the pyramid by Eric Simanis
		2012 June	When he employs clash by H Irving Groesbeck
15	Nikhil Patidar	2012 June	Learning chair is mum by John Antonakis
		2011 Jan-Feb	preserve the luxury or extend the brand? By Daniella Beyerdorfer

		2011 Jan-Feb	Stop holding yourself back by Annie Morris
		2011 Jan-Feb	Surviving twin challenges-at home and work by Alison beard
		2011 Jan-Feb	How to make the most of your company's strategy by Stephen Bungay
16	Nishit Mehra	2011 March	An angel investor with an agenda by Regina E herzlinger
		2011 March	Zoom in, zoom out by Rosabeth Moss Kanter
		2011 March	I step-by-step guide to smart business experiments by Eric T Anderson
		2011 March	Capitalism for long term by Dominic Barton
		2011 April	a rush to failure? By Tom Cross
17	Pooja Gaud	2011 April	Can you handle failure? By Den Battner
		2011 April	Ethical breakdowns by Max H Bazerman
		2011 April	Strategies for learning from failure by Amy C Edmondsun
		2011 May	The power of small wins by Teresa M Amabile
		2011 May	Challenge the boss or stand down? By W Earl Sasser
18	Sandeep Dwivedi	2011 May	Extreme productivity by Robert C Pozen
		2011 May	The frontline advantage by Fred Hassan
		2011 July-August	Winning in the age of hyper specialisation by Thomas W Malone
		2011 July-August	The gentleman's "three" by brain J Hall
		2011 July-August	Model way to network by Rob Cross
19	Sanvit Patidar	2011 July-August	At the lesson in local politics by Daniel Macginn
		2011 September	Three myths about healthcare exploded by Robert S Kaplan and Michael E porter
		2011 September	EBay's founder on innovative social change by Pierre Omidyar

		2011 September	How great buses in gauge their employees by C HERELEMBOS VLECHOUTSICOS
		2011 September	Culture clash in the boardroom by Katherine Zin
20	Shreya Laad	2011 October	the cure for horrible bosses by Rosabeth Moss Kanter
		2011 October	Applying "lean "principles to knowledge work by Bradley R staats
		2011 October	The mission versus the bottom line by William A Sahlman
		2011 October	The relationship you need to get right by Sylvia Ann Hewlett
		2011 November	the great repeatable business model by Chris Zook
21	Shivani Sharma	2011 November	Everything you need to know about "the cloud " by Andrew McAfee
		2011 November	What businesses can learn from organised crime by Marc goodman
		2011 November	The expat dilemma by Boris groysberg
		2011 December	Who really makes the big decisions? By Bob Frisch
		2011 December	First, let's fire all the managers by Gary Hamel
22	Shreya Rai	2011 December	Don't let your supply chain controlling all business by Thomas Choi
		2011 December	Can nice guys finish first? By Jeffrey Pfeffrey
		2013 Jan-Feb	smarter information, smarter consumers by Richard H Thalia
		2013 Jan-Feb	Will our partner steel our IP? By Willy C Shih
		2013 Jan-Feb	Strategic leadership: the essential skills by Paul GH Schoemaker
23	Shubham Patidar	2013 Jan-Feb	Negotiating with emotions by Kimberlyn leary
		2013 March	The case for stealth innovation by Paddy Miller
		2013 March	Big-bang disruption by Larry downes
		2013 March	Fighting a government threat by Francesca Gino

		2013 March	Why "fair value "is the rule by Karthik Ramana
24	Siddhesh Rokadiya	2013 April	when TED lost control of TEDx by Nelofer merchant
		2013 April	Innovation and risk: make smarter decisions by Robert C Merton
		2013 April	In search of a second act by Ellie Ofek
		2013 April	Make yourself an expert by Dorothy Leonard
		2013 May	The unmanageable star performer by Abhishek Goel
25	Suhani Jain	2013 May	The limits of social influence by Sinal Aral
		2013 May	The performance frontier: innovating for a sustainable strategy by Robert G Eccles
		2013 May	Join the global elite by Gregory C unruh
		2013 June	giving a killer presentation by Chris Anderson
		2013 June	The new employer-employee compact by Reid Hoffman
26	Tanvi Suryawanshi	2013 June	Dysfunction in the boardroom by Boris Groysburg
		2013 June	The ex-CEO contemplates a coup by William C Kirby
		2013 August	how to balance competence and warmth by and Amy JC kuddy
		2013 August	Growth traps to avoid by Donald I Laurie
		2013 August	Getting the most out of your Quants by Thomas H Davenport
27	Tanya Gupta	2013 August	Learning to play in the new "shared economy "by Suzanne Fournier
		2013 September	Make time for the work that matters Julian Brikshaw
		2013 September	The truth about customer experience by Alex Rawson
		2013 September	Variables in the workplace by H James Wilson
		2013 September	Escaping the discount trap by Eric T Anderson

28	Varsha Limje	2010 October	radically reinvent your supply chain by Hau L Lee
		2010 October	The emerging capital market for nonprofits by Robert S Kaplan
		2010 October	How to save good ideas by Jess Kohoe
		2010 October	Setting up shop in a political hot spot by Patrick Chun
		2010 November	finding entrepreneurial opportunity in adversity by Bhaskar Chakravarty
29	Vinayak Pandey	2010 November	What's your personal social media strategy? Saumitra Dutta
		2010 November	Play it safe or take a stand? By Tresh Gorman
		2010 November	The next scientific revolution by Tony hey
		2010 December	the Case for professional boards by Robert C Pozen
		2010 December	What brain science tells us about how to excel by Edward hallowell
30	Yogesh Chaturvedi	2010 December	Let emerging market customers be your teachers by Guillermo D'Andrea
		2010 December	China versus the world: who is technology is it? By Thomas M hout
		2006 March	eliminate the middleman? By Ming-Hue-Huang
		2006 March	Connect and develop: inside Procter and Gamble's new model for innovation by Larry Huston
		2006 March	Managing middlesense by Robert Morrison
31	Satyajeet S Kushwah	2006 March	Customer value propositions in business markets by James C Anderson
		2013 October	secrets of the worlds greatest coach by Anita Elberse
		2013 October	The strategy that will fix healthcare by Michael E water
		2013 October	Disruption: lookout, consultant. You are next by Clayton M Christensen
		2013 October	It's my turn by Jim sharp

32	Anshul Rajput	2013 November	Dismantling the sales machine by burnt Adamson
		2013 November	Emotional agility by Suzanne David
		2013 November	Delivering world-class health care, affordably by Vijay GovindaRajan
		2013 November	Bet on one big idea-or diversify? By Toby E Stewart
		2013 December	how Google sold its engineers on management by David A Garvin
33	Priyanshu Likhar	2013 December	When marketing is strategy by Neeraj Dawar
		2013 December	A short sellers crashes the party by Suraj Sreenivasan
		2013 December	Be seen as a leader by Adam D Galinsky
		2010 Jan-Feb	Five ways to bungle a job change by Boris Groysburg
		2010 Jan-Feb	Are CEOs challenge by Eileen Roche
34	Satyam Jaiswal	2010 Jan-Feb	Exhilarating corporate transformations by Robert H miles
		2010 Jan-Feb	Rethinking marketing by Ronald T Rust
		2010 March	who do these bankers think they are? By Joseph E Stiltz
		2010 March	Finding out your strategy after the crisis by Pankaj Ghemawat
		2010 March	Creating a capital market for inventions by Nathan Myhrvold
35	Mayuri Patel	2010 March	Bold retreat: A new strategy for old technologies by Ron Adner
		2010 June	start and entrepreneurial revolution by Daniel G isenberg
		2010 June	Strategies for green product development by Gregory Unruh
		2010 June	Turn the job you have into the job you want by Amy Wrzesniewski
		2010 June	Are you a high potential by Douglas a ready
36	Shivangi Sikarwar	2010 July-August	how to stop the innovation wars by Vijay GovindRajan

		2010 July-August	Unleash your employees on social media by Josh Bernoff
		2010 July-August	Job-hopping to the top and other Career fallacies by Monica Hamori
		2010 July-August	The upstarts Assault by Marco bertini
		2010 September	why men still get more promotions than woman by Herminia Ibarra
37	Tanishq Vijayvargiya	2010 September	The boss as Human shield by Robert I Sutton
		2010 September	When the long time star fails by Jimmy gutterman
		2010 September	For mistakes leaders keep making by Robert H Schaffer
		2006 April	how long will you go? By Mary Edie
		2006 April	When should a leader apologise-and when not? By Barbara kellerman
38	Shivam Bhawsar	2006 April	Localisation: the revolution in consumer markets by Darrell k week Rigby
		2006 April	Manage customer centric innovation-systematically by Larry Seldon
		2006 May	Big shoes to fill by Michael beer
		2006 May	Second in command: the miss understood the role of the chief operating officer by Nathan Bennett
		2006 May	Creating new growth platforms by Donald L Lourie
39	Palash Jain	2006 May	The five messages leaders must manage by Jon Hamm
		2006 June	Just trying to help by Julia Kirby by
		2006 June	Smarter Offshoring by Diana Ferrell
		2006 June	The wisdom of deliberate mistakes by Paul J H shoemaker
		2006 June	Leadership run amok: the destructive potential of overachievers by Scott W spreier
40	Lakshita Mapare	2006 July-August	how should the customer be by Aren Anderson

		2006 July-August	Old hand or new blood? By frank V Cespedes
		2006 July-August	Low pressure selling by Edward C bursk
		2006 July-August	This seems learning girl by Mark Leslie
		2006 September	Indispensable by Jon Beeson
41	Shraddha Goud	2006 September	10 ways to create shareholder value by Alfred Rapaport
		2006 September	With friends like these: the art of managing complimentors by David B Yoffie
		2006 September	Curveball: strategies to fool the competition by George stalk, Jr
		2006 October	what serves the customer best? By Paul F nunes
		2006 October	Emerging giants: building world-class companies in developing countries by Tarun Khanna
42	Nikita Yashod	2006 October	Strategies for two-sided markets by Thomas Eisenmann
		2006 October	What business are you in? Theodore Levitt
		2006 November	the rein of zero tolerance by Ben Gerson
		2006 November	Innovation: the classic traps by Rosabeth Moss canter
		2006 November	Managing multicultural teams by Jeanne Brett
43	Sanjeel Agrawal	2006 November	Facing ambiguous threats by Anisya Thomas
		2006 December	the CEO who couldn't keep his foot out of his mouth by Lisa Burrell
		2006 December	Managing the right tension by Dominic Dodd
		2006 December	Strategies to fight low-cost rivals by Nirmalya Kumar
		2006 December	Innovating through design by Roberto Verganti
44	Aishwarya Shekhawat	2008 January	the five competitive forces that shape strategy Michael E Porter

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	2008 January	Transforming Giants by Rosabeth Moss Kantar
	2008 January	Mastering the management system by Robert S Kaplan and David P Norton
	2008 January	How to change the world by Howard H Stevenson
	2008 February	the corporate brand: help or hinderance? By Chekitan S Dev

SUBJECT PRESENTATION: TEACHING BEYOND CURRICULUM

Teaching Beyond Curriculum Schedule: BCA II Semester		
S.No	Name of Student	Topic
1	Aayush Rai	Application of Trigonometry
2	Abhishek Gupta	Types of Functions
3	Aditya Lekhi	Binary Relations
4	Akash Pandey	Algebra of Set Theory
5	Akash Sharma	Application of Set Theory
6	Akash Sogani	Concepts of Differentiation and Chain Rule
7	Anand Choudhary	Concepts of Limits
8	Bharat Parmar	Concepts of Differentiability
9	Gourav Gargsar	Solution of Linear equations by Cramer's Rule
10	Jaya Parmar	Finding Inverse of a Matrix by Elementary Row Transformation
11	Nikeeta Anjanay	Properties of Determinant
12	Nilesh Mishra	Graphs of Trigonometric Ratios
13	Shailendra Patil	Graphs of Inverse Trigonometric Ratios
14	Yamini Bhagat	Basic Concepts of Ellipse
15	Yash Namdev	Basic Concepts of Parabola
16	Sumit Kumar Biswas	Basic Concepts of Hyperbola
17	Abhishek Pawar	Properties of Definite Integrals
S.No	Name of Student	Topic
1	Aayush Rai	Basics Properties of Wave
2	Abhishek Gupta	Dual Nature of Light
3	Aditya Lekhi	Ampere's Law and Its Applications

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4	Akash Pandey	Faraday's Law and Its Applications
5	Akash Sharma	Gauss Law and Its Applications
6	Akash Sogani	Electromagnetic Spectrum
7	Anand Choudhary	Reflection, Refraction and Diffraction
8	Bharat Parmar	Wave Guides
9	Gourav Gargsar	Propagation Medium and their Characteristics
10	Jaya Parmar	Classification of Polarization
11	Nikeeta Anjanay	Solid State LASER
12	Nilesh Mishra	Application of LASER in Healthcare
13	Shailendra Patil	Use of Electromagnetic Waves in Healthcare
14	Yamini Bhagat	Basics of MASER
15	Yash Namdev	Chemical LASER
16	Sumit Kumar Biswas	Use of LASER in Telecommunication
17	Abhishek Pawar	Use of Electromagnetic Waves in Telecommunication
S.No	Name of Student	Topic
1	Aayush Rai	Cyber & Social Terrorism
2	Abhishek Gupta	Barcode Technology
3	Aditya Lekhi	Multimedia Broadcast Multicast Service
4	Akash Pandey	Analog Communication System
5	Akash Sharma	Smart Memories
6	Akash Sogani	Airborne Internet
7	Anand Choudhary	Blue Brain
8	Bharat Parmar	Brain Fingerprinting
9	Gourav Gargsar	Self-Defending Network
10	Jaya Parmar	Mobile Phones Security

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11	Nikeeta Anjanay	Smart Card
12	Nilesh Mishra	Parallel Databases
13	Shailendra Patil	Data Leakage Detection
14	Yamini Bhagat	Mobile Phone Cloning
15	Yash Namdev	Phishing
16	Sumit Kumar Biswas	Distributed Computing
17	Abhishek Pawar	Night Vision Technology
S.No	Name of Student	Topic
1	Aayush Rai	Demonetization Impact Evaluation
2	Abhishek Gupta	Disability Bill 2016
3	Aditya Lekhi	Advantages and Disadvantages of living in a media rich society
4	Akash Pandey	Globalization and its impact on Indian Culture.
5	Akash Sharma	Advantages and disadvantages of playing video games
6	Akash Sogani	Involvement of youth in crimes is increasing at an alarming rate
7	Anand Choudhary	Has the traditional male role changed in the last 20 years?
8	Bharat Parmar	Harsh punishments are more effective in reducing crime
9	Gourav Gargsar	Violence on TV has a direct impact on our children's behavior
10	Jaya Parmar	Is it appropriate for media to cover the personal lives of celebrities to increase their TRP or readership?
11	Nikeeta Anjanay	If Women ruled the world
12	Nilesh Mishra	Analytically evaluate the solutions to traffic problems
13	Shailendra Patil	Closely knit families are being replaced by nuclear families
14	Yamini Bhagat	Global warming

15	Yash Namdev	Child obesity is a major concern of parents
16	Sumit Kumar Biswas	Why should we be proud of being Indians?
17	Abhishek Pawar	Youth Culture today

Teaching Beyond Curriculum Schedule: BCA IV Semester

S.No	Name of Student	Topic
1	Abhishek S. Chauhan	Data Warehousing
2	Akash Yadav	Mind Reading Computer
3	Devendra Kaushal	VIRUS
4	Kanika Jain	Green Cloud
5	Kunal Sharma	3D Television
6	Nayan Agrawal	Digital Jewellery
7	Neha Gupta	3D Password
8	Nishi Jain	Ethical Hacking
9	Shekhar Solanki	Digital Cash Payment System
10	Shraddha	UPI Payment System
11	Ujjwal Shrivastava	USSD Payment System
S.No	Name of Student	Topic
1	Abhishek S. Chauhan	Symbian Operating System
2	Akash Yadav	Android Operating System
3	Devendra Kaushal	4G Technology
4	Kanika Jain	5G Wireless Technology
5	Kunal Sharma	Bluetooth Technology
6	Nayan Agrawal	Multi-touch Interaction
7	Neha Gupta	Green Computing

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8	Nishi Jain	Sixth Sense Technology
9	Shekhar Solanki	Intel Core I7 Processor
10	Shraddha	Security Features of ATM
11	Ujjwal Shrivastava	Soft Computing
S.No	Name of Student	Topic
1	Abhishek S. Chauhan	Cloud computing Services
2	Akash Yadav	Data security
3	Devendra Kaushal	Mobile Computing
4	Kanika Jain	CDMA
5	Kunal Sharma	VIRTUAL PRIVATE NETWORKS (VPN)
6	Nayan Agrawal	Biometrics
7	Neha Gupta	Neural Networks
8	Nishi Jain	Artificial intelligence
9	Shekhar Solanki	GPRS
10	Shraddha	GSM
11	Ujjwal Shrivastava	Security Challenges for the Public Cloud
S.No	Name of Student	Topic
1	Abhishek S. Chauhan	Success Story of an Entrepreneur
2	Akash Yadav	Success Story of an Entrepreneur
3	Devendra Kaushal	Success Story of an Entrepreneur
4	Kanika Jain	Success Story of an Entrepreneur
5	Kunal Sharma	Success Story of an Entrepreneur
6	Nayan Agrawal	Success Story of an Entrepreneur
7	Neha Gupta	Success Story of an Entrepreneur
8	Nishi Jain	Success Story of an Entrepreneur

9	Shekhar Solanki	Success Story of an Entrepreneur
10	Shraddha	Success Story of an Entrepreneur
11	Ujjwal Shrivastava	Success Story of an Entrepreneur

Teaching Beyond Curriculum Schedule: B.Sc II Semester

S.No	Name of Student	Topic
1	Abhishek Baser	Simplification of Decimal Fractions
2	Ashish Pal	Laws of Logarithm
3	Ayazuddin	Laws of Indices
4	Dhavnit Tatarwal	Surface Area of Three Dimensional Figures
5	Dipika Yashod	Volumes of Three Dimensional Figures
6	Jagdish	Concepts of Permutation
7	Jeevan Lal	Concepts of Combination
8	Khushboo Shindwe	Basic Concepts of Probability
9	Meenu Kumari	Tabulation of Data
10	Mihir Trivedi	Application of Co-ordinate Geometry in Three dimension
11	Pooja Choudhary	Graphical Representation of Data
12	Pranshi Pandey	Application of Co-ordinate Geometry in Two dimension
13	Prashant Patel	Application of Linear Programming
14	Punit Solanki	Basic Concepts of Frustum
15	Pushendra Sahu	Concepts of Fourth Root of Unity
16	Reena Chouhan	Concepts of Stoke Theorem and Application
17	Sachin	Concepts of Time and Work Problems and its Application

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18	Sanjula Gurjar	Introduction to Trigonometry
19	Shantanu Mishra	Concepts of Gauss Theorem and Application
20	Umesh Lachoriya	Concepts of Pipes and Cisterns Problems and its Application
21	Virendra Gaud	Area of Two Dimensional Figures
22	Yogesh Patidar	Concepts of Boat and Stream Problems and its Application
23	Priyanka Verma	Application of Differential Equations
S.No	Name of Student	Topic
1	Abhishek Baser	Limitations of Statistics
2	Ashish Pal	Application of Statistics
3	Ayazuddin	Measure of Central Tendency (G.M.)
4	Dhavnit Tatarwal	Measure of Central Tendency (A.M.)
5	Dipika Yashod	Measure of Central Tendency (Median)
6	Jagdish	Measure of Dispersion (Range)
7	Jeevan Lal	Measure of Central Tendency (H.M.)
8	Khushboo Shindwe	Measure of Dispersion (Variance)
9	Meenu Kumari	Measure of Central Tendency (Mode)
10	Mihir Trivedi	Coefficient of Correlation
11	Pooja Choudhary	Measure of Dispersion (Q.D.)
12	Pranshi Pandey	Regression Lines
13	Prashant Patel	Differentiation
14	Punit Solanki	Integration
15	Pushpendra Sahu	Graphical Representation of the Data
16	Reena Chouhan	Skewness
17	Sachin	Limit & Contiuity

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18	Sanjula Gurjar	Kurtiosis
19	Shantanu Mishra	Rolle's Theorem
20	Umesh Lachoriya	Lagerages Theorem
21	Virendra Gaud	Primary & Secondary Data
22	Yogesh Patidar	Partial Fraction
23	Priyanka Verma	Sources of Primary & Secondary Data
S.No	Name of Student	Topic
1	Abhishek Baser	BHIM Application
2	Ashish Pal	AEPS (Aadhar Enabled Payment System)
3	Ayazuddin	Digital Signature
4	Dhavnit Tatarwal	LINUX
5	Dipika Yashod	CAPTCHA
6	Jagdish	GPS
7	Jeevan Lal	Real Time Application Interface
8	Khushboo Shindwe	Semantic Web
9	Meenu Kumari	Face Recognition Technology
10	Mihir Trivedi	Software Development Cycle
11	Pooja Choudhary	Working of Web Search Engine
12	Pranshi Pandey	Enterprise Resource Planning
13	Prashant Patel	Digital Audio Broadcasting
14	Punit Solanki	IPV 6 – Next Generation Protocol
15	Pushpendra Sahu	Wireless Technology
16	Reena Chouhan	MPEG Video Compression
17	Sachin	Optical Mouse
18	Sanjula Gurjar	Rain Technology

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19	Shantanu Mishra	Nano Technology
20	Umesh Lachoriya	Optical Computer
21	Virendra Gaud	RAID (Redundant Array of Independent Disk)
22	Yogesh Patidar	Internet Protocol
23	Priyanka Verma	Touch Screen Technology
S.No	Name of Student	Topic
1	Abhishek Baser	Destruction of forests in the world by human beings means self-destruction
2	Ashish Pal	Empowerment alone cannot help our women.
3	Ayazuddin	Behave decently - Children observe and learn from you.
4	Dhavnit Tatarwal	Urbanization and Its Hazards
5	Dipika Yashod	Media has a high influence on the way people in a society think
6	Jagdish	What ways do you suggest to encourage the usage of public transport among the people?
7	Jeevan Lal	Higher level positions are generally occupied by men
8	Khushboo Shindwe	Terrorism and World Peace
9	Meenu Kumari	E-Governance initiative in India and the Inclusive Growth
10	Mihir Trivedi	Religion and Indian Society
11	Pooja Choudhary	History Guides the Present Development
12	Pranshi Pandey	Pradhan Mantri Jan Dhan Yojana
13	Prashant Patel	Pradhan Mantri Fasal Bima Yojana and it's effect on agriculture sector
14	Punit Solanki	ADHAAR Project and the Right to Privacy
15	Pushpendra Sahu	Health is one of the most neglected Sectors
16	Reena Chouhan	Booming Ecommerce in India and its effects
17	Sachin	Indian Infrastructure Needs and the Government Initiative

18	Sanjula Gurjar	Food Security and the Climate Change
19	Shantanu Mishra	Agriculture Sector needs Government Investment
20	Umesh Lachoriya	GST bill: Pros & Cons
21	Virendra Gaud	Effect of simplification of FDI policy in various sectors
22	Yogesh Patidar	Unified Payment Interface
23	Priyanka Verma	Important points of 7th Pay Commission

Teaching Beyond Curriculum Schedule: B.Sc IV Semester

S.No	Name of Student	Topic
1	Aarti Gupta	Concepts of Inverse Laplace Transformation
2	Ajay Yadav	Concepts of Cube Roots of Unity
3	Akash Mjumdar	Concepts of Vector Differentiation
4	Anant Khandelwal	De-Moivre's Theorem of Trigonometry
5	Aparna Vyas	Tracing of Curves in Polar Form
6	Ayushi Pal	Concepts of Mathematical Induction
7	Diksha Jatav	Algebra of Matrices
8	Jitendra Singh Jhala	Concepts of Partial Differentiation
9	Kamal K Jayswal	Concepts and Application of Average
10	Khushbu Lodhi	Concepts of Central Tendency
11	Lokendra S. Rajput	Concepts of Vector Integration
12	Mrinali Solanki	Bayes Theorem of Probability
13	Neelesh Jain	Concepts of Vedic Mathematics and its Application
14	Nikita Agrawal	Introduction of Binary and Decimal System

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15	Rahul Chouhan	Concepts and Application of Correlation
16	Richa Yadav	Allpication of Time and Distance is Solving Real Life Problem
17	Rohit Prajapat	Various Types of Asymptotes
18	Sandeep Patil	Concepts and Application of Regression
19	Shubham Chanderiya	Various Methods of Partial Fraction
20	Sushmita Chauhan	Concepts of Group and Subgroup
21	Uday Sharma	Concepts of Laplace Transformation
22	Vaishali Negi	Matrices and Their Type
23	Himanshu Yadav	Concepts of Maclaurine's Theorem
24	Rohit Gautam	Methods of Finding Volume of 3D Figures
S.No	Name of Student	Topic
1	Aarti Gupta	Primary Data & Secondary Data
2	Ajay Yadav	Hypothesis Testing
3	Akash Mjumdar	Types of Errors in Hypothesis Testing
4	Anant Khandelwal	Analysis of Variance
5	Aparna Vyas	Parametric Test v/s Nonparametric Test
6	Ayushi Pal	Non Probability Sampling
7	Diksha Jatav	Partition Values
8	Jitendra Singh Jhala	Measure of Dispersion
9	Kamal K Jayswal	Observation Method of Data collection
10	Khushbu Lodhi	Interview Method of Data collection
11	Lokendra S. Rajput	Questionnaire Method Method of Data collection
12	Mrinali Solanki	Index Numbers
13	Neelesh Jain	Regression Analysis

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14	Nikita Agrawal	Types of Scales
15	Rahul Chouhan	Z Test
16	Richa Yadav	t Test
17	Rohit Prajapat	Chi- Square Test
18	Sandeep Patil	Graphical Representation of Data
19	Shubham Chanderiya	Correlation Analysis
20	Sushmita Chauhan	Classification & Tabulation of Data
21	Uday Sharma	Time Series
22	Vaishali Negi	Report writing
23	Himanshu Yadav	Kurtosis
24	Rohit Gautam	Measure of Skewness
S.No	Name of Student	Topic
1	Aarti Gupta	Public Key Cryptography
2	Ajay Yadav	Private Key Cryptography
3	Akash Mjumdar	Gigabit Ethernet
4	Anant Khandelwal	Param 10000
5	Aparna Vyas	XML Encryption
6	Ayushi Pal	Web Browser
7	Diksha Jatav	Search Engine Optimization
8	Jitendra Singh Jhala	E-Wallet
9	Kamal K Jayswal	Extreme Programming (XP)
10	Khushbu Lodhi	Modular Computing
11	Lokendra S. Rajput	M-Commerce
12	Mrinali Solanki	Open Source Cloud
13	Neelesh Jain	Hadoop Technology

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14	Nikita Agrawal	Big Data
15	Rahul Chouhan	CORBA
16	Richa Yadav	3D Printing
17	Rohit Prajapat	Blue Ray Disc
18	Sandeep Patil	Computer Forensics
19	Shubham Chanderiya	Direct Memory Access (DMA)
20	Sushmita Chauhan	Digital Watermarking
21	Uday Sharma	Domain Name System (DNS)
22	Vaishali Negi	Mobile Number Portability
23	Himanshu Yadav	Digital Piracy
24	Rohit Gautam	Space Mouse
S.No	Name of Student	Topic
1	Aarti Gupta	Success Story of an Entrepreneur
2	Ajay Yadav	Success Story of an Entrepreneur
3	Akash Mjumdar	Success Story of an Entrepreneur
4	Anant Khandelwal	Success Story of an Entrepreneur
5	Aparna Vyas	Success Story of an Entrepreneur
6	Ayushi Pal	Success Story of an Entrepreneur
7	Diksha Jatav	Success Story of an Entrepreneur
8	Jitendra Singh Jhala	Success Story of an Entrepreneur
9	Kamal K Jayswal	Success Story of an Entrepreneur
10	Khushbu Lodhi	Success Story of an Entrepreneur
11	Lokendra S. Rajput	Success Story of an Entrepreneur
12	Mrinali Solanki	Success Story of an Entrepreneur
13	Neelesh Jain	Success Story of an Entrepreneur

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14	Nikita Agrawal	Success Story of an Entrepreneur
15	Rahul Chouhan	Success Story of an Entrepreneur
16	Richa Yadav	Success Story of an Entrepreneur
17	Rohit Prajapat	Success Story of an Entrepreneur
18	Sandeep Patil	Success Story of an Entrepreneur
19	Shubham Chanderiya	Success Story of an Entrepreneur
20	Sushmita Chauhan	Success Story of an Entrepreneur
21	Uday Sharma	Success Story of an Entrepreneur
22	Vaishali Negi	Success Story of an Entrepreneur
23	Himanshu Yadav	Success Story of an Entrepreneur
24	Rohit Gautam	Success Story of an Entrepreneur

Teaching Beyond Curriculum Schedule: B.Com II Semester

S.No	Name of Student	Topic
1	Anubhav Shrivastav	Types of Congruency of Triangles
2	Honey Chandarana	Basic Concepts of Percentage
3	Kshitij Choudhary	Basic Concepts of Proportion
4	Monika Chouhan	Application of Linear Equations in Solving Business Problems
5	Muskan Jaiswani	Short-Tricks of Multiplication
6	Piyush Pandey	Method of Middle Term splitting in Quadratic Equations
7	Priya Verma	Heron's Formula for Calculating Area of Triangle
8	Sarthak Dutt	Solution of Linear Equations by Graphical Method
9	Shivani Jat	Uses of Factor Theorem

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10	Shubham Gurjar	Division of Polynomials by Binomials
11	Sumit	Types of Similarity of Triangles
12	Vinay Tomar	HCF and LCM of Numbers
13	Adarsh Prajapati	Finding Square Root by Long Division Method
14	Alok Kumar Jothe	Solution of Quadratic Equations by Formula Method
15	Arti Chauhan	Factorisation of Cubic Equations
16	Divya Gaurav	Application of Logarithm
17	Govind Patel	Application of Quadratic Equations
18	Krishnkant Verma	Application of BODMAS Rule
19	Madhu Sudan Patidar	Basic Concepts of Inequalities
20	Mayuri Tiwari	Basic Concepts of Lines and Angles
21	Sandeep S Shekhawat	Basic Concepts of Triangles
22	Sanket Gupta	Basic Concepts of Quadrilaterals
23	Sharaddha Khedekar	Basic Concepts of Circles
24	Shubham S Rathore	Various Methods of Finding Area of Triangles
25	Soumen Samanta	Basic Concepts of Cube
26	Subrat Dubey	Basic Concepts of Cuboid
27	Vivek Deo Pandey	Basic Concepts of Cylinder
28	Nitesh Kumar Sahu	Basic Concepts of Sphere
29	Aryaman Rajput	Concepts of Sacrificing Ratio
30	Keshav Patidar	Concepts of VAT
31	Muskan Lashkare	How to Calculate Simple Interest
32	Pramendra Singh Patel	How To Calculate Compound Interest
33	Pulkit Saini	Brokerage and Commission

34	Rahul Jain	Concepts of Profit and Loss
35	Shilpa Ramkar	Concepts of Banker's Discount
36	Tanishq Gupta	Concepts of Shares
37	Sawan Patidar	Concepts of Sales Tax
38	Akshay Choudhary	Concepts of Partnership
S.No	Name of Student	Topic
1	Anubhav Shrivastav	Business organization & It's Components
2	Honey Chandarana	Internal Social Responsibilities of business
3	Kshitij Choudhary	External social responsibilities of Business
4	Monika Chouhan	Procedural Functions of Promoters
5	Muskan Jaiswani	Factors to be considered for starting a business
6	Piyush Pandey	Qualities of Successful Promoter
7	Priya Verma	Requisites of Business Success
8	Sarthak Dutt	Stages of Promotion of Business
9	Shivani Jat	Chief Features of Sole Proprietorship Business
10	Shubham Gurjar	Classification of companies on the basis of incorporation & liability
11	Sumit	Private v/s Public company
12	Vinay Tomar	Distinctive Features of Co-operative organization
13	Adarsh Prajapati	Kinds of Co-operative Societies
14	Alok Kumar Jothe	Procedure of Formation of Company
15	Arti Chauhan	Multi National corporations - An Introduction in india
16	Divya Gaurav	Communication & it's Process
17	Govind Patel	The scharmm Model of communication
18	Krishnkant Verma	Importance of Feedback in Communication

19	Madhu Sudan Patidar	SWOT Analysis
20	Mayuri Tiwari	Need of Business communication for the growth of business
21	Sandeep S Shekhawat	Downward Communication
22	Sanket Gupta	Upward Communication
23	Sharaddha Khedekar	Horizontal communication
24	Shubham S Rathore	How to make verbal communication effective
25	Soumen Samanta	Body Language
26	Subrat Dubey	Para Language
27	Vivek Deo Pandey	Sign Language
28	Nitesh Kumar Sahu	Formal Channel of Communication
29	Aryaman Rajput	Grapevine
30	Keshav Patidar	Physical Barriers to communication
31	Muskan Lashkare	Language Barriers to communication
32	Pramendra Singh Patel	Organizational Barriers to communication
33	Pulkit Saini	Emotional Barriers to communication
34	Rahul Jain	Overcoming Communication Barriers
35	Shilpa Ramkar	Business letters & it's kind
36	Tanishq Gupta	Essentials of an effective Business Letter
37	Sawan Patidar	6c's of Business Communication
38	Akshay Choudhary	Written Business Communication
S.No	Name of Student	Topic
1	Anubhav Shrivastav	The Effects of Exchange Rate Fluctuations on Economic Growth
2	Honey Chandarana	The Effects of Currency Fluctuations on the Economy
3	Kshitij Choudhary	Monetary Policies and Their Effect on the Indian Economy

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4	Monika Chouhan	Economic Development and the Role of Currency
5	Muskan Jaiswani	The Effects of Imports and Exports on the Indian Economy
6	Piyush Pandey	Impact of Fiscal Policy on Indian Economy
7	Priya Verma	Money Vs. Barter System
8	Sarthak Dutt	Producers and Profit Maximization
9	Shivani Jat	Public Goods Vs. Private Goods
10	Shubham Gurjar	The Economy and the Role of the Indian Government
11	Sumit	The Impact of Small Businesses on the Indian Economic Development
12	Vinay Tomar	Effects of Inflation on Economy
S.No	Name of Student	Topic
1	Adarsh Prajapati	Firewalls
2	Alok Kumar Jothe	M-marketing
3	Arti Chauhan	E-marketing
4	Divya Gaurav	Proxy Server
5	Govind Patel	Wireless USB
6	Krishnkant Verma	Electronic Banking
7	Madhu Sudan Patidar	Mobile IP
8	Mayuri Tiwari	Mobile Banking
9	Sandeep S Shekhawat	Magnetic RAM
10	Sanket Gupta	E-wallet
11	Sharaddha Khedekar	Social media privacy
12	Shubham S Rathore	UNIX
13	Soumen Samanta	Biometric voting system
14	Subrat Dubey	Voice recognition

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15	Vivek Deo Pandey	USB 3.0
16	Nitesh Kumar Sahu	HDMI (High-Definition Multimedia Interface)
S.No	Name of Student	Topic
1	Aryaman Rajput	Returns under GST
2	Keshav Patidar	Deemed Assessment
3	Muskan Lashkare	Concept of GST
4	Pramendra Singh Patel	Forms under CST
5	Pulkit Saini	Stock Transfer
6	Rahul Jain	Registration under GST
7	Shilpa Ramkar	Refund under GST
8	Tanishq Gupta	Returns under GST
9	Sawan Patidar	Schedules of VAT
10	Akshay Choudhary	History of VAT
S.No	Name of Student	Topic
1	Anubhav Shrivastav	Water crisis and it's adverse effects
2	Honey Chandarana	Plastic Waste : It's Effect on Environment
3	Kshitij Choudhary	Flood Management
4	Monika Chouhan	Earthquake Management
5	Muskan Jaiswani	Cyclone Management
6	Piyush Pandey	Man induced Landslides
7	Priya Verma	Deforestation
8	Sarthak Dutt	Soil Erosion
9	Shivani Jat	Rain Water Harvesting
10	Shubham Gurjar	Water Shed Management
11	Sumit	Environmental Degradation & it's causes

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12	Vinay Tomar	Impact of Air pollution on Human health & it's control
13	Adarsh Prajapati	Water pollution causes, effects & Control
14	Alok Kumar Jothe	Noise Pollution causes, effects & Control
15	Arti Chauhan	Acid Rain
16	Divya Gaurav	Global Warming causes , effects & solution
17	Govind Patel	Energy Conservation
18	Krishnkant Verma	Sustainable development
19	Madhu Sudan Patidar	Ecosystem
20	Mayuri Tiwari	Need of Public awareness related to environment
21	Sandeep S Shekhawat	Factors responsible for world food problems & solutions
22	Sanket Gupta	Effects of Urbanization on environment'
23	Sharaddha Khedekar	Ozone layer depletion
24	Shubham S Rathore	Green House Effect
25	Soumen Samanta	Impact of Population explosion on environment
26	Subrat Dubey	Solar Energy and its application
27	Vivek Deo Pandey	Wind Energy and its application
28	Nitesh Kumar Sahu	Food chain , Food web & Ecological Pyramids
29	Aryaman Rajput	Chipko Movement
30	Keshav Patidar	Value of bio-diversity
31	Muskan Lashkare	Extinction of some species, Loss of biodiversity
32	Pramendra Singh Patel	Save the silent valley movement
33	Pulkit Saini	Solid waste Management
34	Rahul Jain	Swachh Bharat Abhiyaan

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35	Shilpa Ramkar	Conservation of Renewable Resources
36	Tanishq Gupta	Overpopulation strength or weakness for world
37	Sawan Patidar	Depletion of Surface and Ground Water
38	Akshay Choudhary	Dams- Benefits and Problems
S.No	Name of Student	Topic
1	Anubhav Shrivastav	Olympics
2	Honey Chandarana	Science and technology
3	Kshitij Choudhary	Right to Education
4	Monika Chouhan	Women Empowerment
5	Muskan Jaiswani	How technology can benefit Banking Industry
6	Piyush Pandey	Blessings of science
7	Priya Verma	Socialism
8	Sarthak Dutt	Black money
9	Shivani Jat	Financial literacy
10	Shubham Gurjar	Reservation
11	Sumit	Role of the media
12	Vinay Tomar	Knowledge is power
13	Adarsh Prajapati	Role of civil society in in democracy
14	Alok Kumar Jothe	Politics of out sourcing
15	Arti Chauhan	Disaster management
16	Divya Gaurav	Female Foeticide
17	Govind Patel	Social media Activism
18	Krishnkant Verma	Women discrimination
19	Madhu Sudan Patidar	Impact of interest rate change on economy

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20	Mayuri Tiwari	Women Safety
21	Sandeep S Shekhawat	India: An Emerging Market
22	Sanket Gupta	Agriculture: The Backbone of Indian economy
23	Sharaddha Khedekar	India's relations with its neighbours
24	Shubham S Rathore	Sanitation and Cleanliness in India
25	Soumen Samanta	Benefits of Yoga in Daily Life
26	Subrat Dubey	Corruption in India
27	Vivek Deo Pandey	Scrapping of Planning Commission
28	Nitesh Kumar Sahu	How to deal with natural disasters in India?
29	Aryaman Rajput	Unemployment in India
30	Keshav Patidar	Depreciation of Indian Rupee
31	Muskan Lashkare	India's food security plan
32	Pramendra Singh Patel	How safe are girls in India?
33	Pulkit Saini	Jan Lokpal Bill
34	Rahul Jain	Swatch Bharat Abhiyan
35	Shilpa Ramkar	Price Rise
36	Tanishq Gupta	Participating in team sports helps to develop good character.
37	Sawan Patidar	People have become overly dependent on technology.
38	Akshay Choudhary	An online class compared to a traditional class

Teaching Beyond Curriculum Schedule: B.Com IV Semester

S.No	Name of Student	Topic
1	Aditya Jain	Taylor Differential piece rate method
2	Akshay Maheshwari	Halsey Premium Method

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3	Ashi Singh	Pareto Analysis
4	Aviral Mishra	Cost sheet
5	Ayush Demre	Reciprocal Method
6	Ayushi Chopra	Step Down Method
7	Hussain Bohra	Operating Costing in Restaurants
8	Kathit Singh Gehlot	Operating Costing in Hotels
9	Keshav Patidar	Operating Costing in Hospitals
10	Pinki Patel	Operating Costing in Airline Industry
11	Prince Gupta	Pricing decision using BEP
12	Samraddhi Solanki	Product Mix using BEP
13	Sooryansh Tiwari	Job Costing vs. Batch Costing
14	Yash Tandon	Accounting of By products
15	Minakshi Sharma	Cost Accountign Standards overview
16	Amit Ambekar	Material Variance
17	Ankush Sharma	Labour Variance
18	Anshula Sonone	Overhead Variance
19	Isha Shrivastav	Fixed vs Flexible budget
20	Luckey Mishra	Learning Curve
21	Mukesh Sharma	Management Accounting
22	Namrata Singh Dhakre	Bin Card system
23	Prashant Kumar Gupta	Periodic Inventory
24	Rahul	Perpetual inventory
25	Ritesh Kundwar	FIFO
26	Rupanjali Gehlod	LIFO
27	Sachin Jadav	Weighted Average

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28	Shivani Hardiya	Specific Identification
29	Shriram Patel	Absorption vs marginal Costing
30	Shubham Jaiswal	Tender price using BEP
31	Shubham Keshri	Gantt Pemium
32	Shubham Vagle	Cost audit under companies Act, 2013
33	Suneel Yadav	Limiting Factor Analysis
34	Yashpal Singh Pawar	Cost allocation to joint products
35	Ashutosh Pal	Emerson Efficiency Plam
36	Suraj Kashyap	Rowan Method
S.No	Name of Student	Topic
1	Aditya Jain	Management & it's Process
2	Akshay Maheshwari	Significance of Management
3	Ashi Singh	Roles of Managers
4	Aviral Mishra	Management is both Science and Art
5	Ayush Demre	Scientific Management approach
6	Ayushi Chopra	Administrative Management
7	Hussain Bohra	Management v/s Administrartion
8	Kathit Singh Gehlot	Human Relation Approach of Management
9	Keshav Patidar	Social Responsibilities of Management
10	Pinki Patel	Management By Objective
11	Prince Gupta	Management By Exception
12	Samraddhi Solanki	Planning & it's Process
13	Sooryansh Tiwari	Principles of Planning
14	Yash Tandon	Types of Planning
15	Minakshi Sharma	Organization-Nature & Principles

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16	Amit Ambekar	Decision Making process with examples
17	Ankush Sharma	Objectives & it's types
18	Anshula Sonone	Functional Organizational Structure
19	Isha Shrivastav	Divisional Organizational Structure
20	Luckey Mishra	Formal & Informal Organization
21	Mukesh Sharma	Departmentation & it's Basis
22	Namrata Singh Dhakre	Delegation & it's Basis
23	Prashant Kumar Gupta	Span of Management
24	Rahul	Centralization & Decentralization
25	Ritesh Kundwar	Line & staff Relationship
26	Rupanjali Gehlod	SWOT analysis
27	Sachin Jadav	Maslow's Need Hierarchy theory of Motivation
28	Shivani Hardiya	Financial & Non Financial Incentives
29	Shriram Patel	Leadership & Qualities of Good Leaders
30	Shubham Jaiswal	Principles of Directing
31	Shubham Keshri	Elements & Importance of Directing
32	Shubham Vagle	Controlling & Importance of Controlling
33	Suneel Yadav	Control Techniques
34	Yashpal Singh Pawar	Sources of Recruitment
35	Ashutosh Pal	Selection Process
36	Suraj Kashyap	Promotion & it's basis
S.No	Name of Student	Topic
1	Aditya Jain	Effects of social networking
2	Akshay Maheshwari	Banking practices in India

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3	Ashi Singh	Communication skills
4	Aviral Mishra	Importance of health insurance
5	Ayush Demre	Job satisfaction among Non-resident Indians
6	Ayushi Chopra	Credit appraisal by banks
7	Hussain Bohra	Passengers satisfaction on Indian Railways
8	Kathit Singh Gehlot	Implications of Demonetisation
9	Keshav Patidar	Start up India : oppurtunities and challenges
10	Pinki Patel	Women Empowerment
11	Prince Gupta	Tourism Industry in India
12	Samraddhi Solanki	Challenges faced by small and medium scale enterprises
13	Sooryansh Tiwari	Credit appraisal by banks
14	Yash Tandon	Over population : strength or weakness for the country?
15	Minakshi Sharma	New beginnings in Indian Financial System
S.No	Name of Student	Topic
1	Amit Ambekar	Data Mining
2	Ankush Sharma	3 D Searching
3	Anshula Sonone	Mind Reading Computer
4	Isha Shrivastav	Virtual Keyboard
5	Luckey Mishra	Wireless LAN Technology
6	Mukesh Sharma	Grid Computing
7	Namrata Singh Dhakre	Digital Cinema
8	Prashant Kumar Gupta	Kerberos
9	Rahul	E-Paper Technology

10	Ritesh Kundwar	Image Processing
11	Rupanjali Gehlod	Clint Server Architecture
12	Sachin Jadav	Internet as Marketing Tool
13	Shivani Hardiya	DNA Based Computing
14	Shriram Patel	Cyber Crime
15	Shubham Jaiswal	64- Bit Computing
16	Shubham Keshri	Storage Area Network
17	Shubham Vagle	Radio Netwrok Controller
18	Suneel Yadav	Laser Communication
19	Yashpal Singh Pawar	3G vs WiFi
20	Ashutosh Pal	Itanium Processor
21	Suraj Kashyap	Home Netwroking
S.No	Name of Student	Topic
1	Aditya Jain	Critical Success Factors of a Product/Service
2	Akshay Maheshwari	Critical Success Factors of a Product/Service
3	Ashi Singh	Critical Success Factors of a Product/Service
4	Aviral Mishra	Critical Success Factors of a Product/Service
5	Ayush Demre	Critical Success Factors of a Product/Service
6	Ayushi Chopra	Critical Success Factors of a Product/Service
7	Hussain Bohra	Critical Success Factors of a Product/Service
8	Kathit Singh Gehlot	Critical Success Factors of a Product/Service
9	Keshav Patidar	Critical Success Factors of a Product/Service

10	Pinki Patel	Critical Success Factors of a Product/Service
11	Prince Gupta	Critical Success Factors of a Product/Service
12	Samraddhi Solanki	Critical Success Factors of a Product/Service
13	Sooryansh Tiwari	Critical Success Factors of a Product/Service
14	Yash Tandon	Critical Success Factors of a Product/Service
15	Minakshi Sharma	Critical Success Factors of a Product/Service
16	Amit Ambekar	Critical Success Factors of a Product/Service
17	Ankush Sharma	Critical Success Factors of a Product/Service
18	Anshula Sonone	Critical Success Factors of a Product/Service
19	Isha Shrivastav	Critical Success Factors of a Product/Service
20	Luckey Mishra	Critical Success Factors of a Product/Service
21	Mukesh Sharma	Critical Success Factors of a Product/Service
22	Namrata Singh Dhakre	Critical Success Factors of a Product/Service
23	Prashant Kumar Gupta	Critical Success Factors of a Product/Service
24	Rahul	Critical Success Factors of a Product/Service
25	Ritesh Kundwar	Critical Success Factors of a Product/Service
26	Rupanjali Gehlod	Critical Success Factors of a Product/Service
27	Sachin Jadav	Critical Success Factors of a Product/Service
28	Shivani Hardiya	Critical Success Factors of a Product/Service
29	Shriram Patel	Critical Success Factors of a Product/Service

30	Shubham Jaiswal	Critical Success Factors of a Product/Service
31	Shubham Keshri	Critical Success Factors of a Product/Service
32	Shubham Vagle	Critical Success Factors of a Product/Service
33	Suneel Yadav	Critical Success Factors of a Product/Service
34	Yashpal Singh Pawar	Critical Success Factors of a Product/Service
35	Ashutosh Pal	Critical Success Factors of a Product/Service
36	Suraj Kashyap	Critical Success Factors of a Product/Service

S.No	Name of Student	Topic
1	Aditya Jain	Effects of Social Networking Sites
2	Akshay Maheshwari	Racism and Prejudice
3	Ashi Singh	The effect of a parent, teacher, or friend on your life
4	Aviral Mishra	Volcano eruptions — causes and effects
5	Ayush Demre	What are the effects of illiteracy?
6	Ayushi Chopra	Neglecting a child, causes and effects
7	Hussain Bohra	Why people exercise
8	Kathit Singh Gehlot	What kids can learn from grandparents and great-grandparents
9	Keshav Patidar	The effects of fast food on your health
10	Pinki Patel	Cell phones, television, computers...luxuries or necessities
11	Prince Gupta	Modern-day heroes and idols for young people
12	Samraddhi Solanki	Recycling should be mandatory...why or why not?

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13	Sooryansh Tiwari	How your diet is influenced by religious beliefs
14	Yash Tandon	The impact of overpopulation
15	Minakshi Sharma	Unnecessary operations by surgeons / corruption in the health care industry
16	Amit Ambekar	Euthanasia / Death with dignity
17	Ankush Sharma	What every father/mother should know about raising children
18	Anshula Sonone	Poverty fosters crime... Yes or no?
19	Isha Shrivastav	Should colleges have admissions quotas?
20	Luckey Mishra	Animals in the zoo. Is it fair to keep them in cages?
21	Mukesh Sharma	Books and computers. Who will win in future?
22	Namrata Singh Dhakre	Military service should be mandatory
23	Prashant Kumar Gupta	Nowadays teenagers' behavior is shaped more by their peers than by their parents.
24	Rahul	The Internet has made our life a lot easier.
25	Ritesh Kundwar	Shopping online is not safe or secure.
26	Rupanjali Gehlod	Computers will soon be more intelligent than people.
27	Sachin Jadav	Post offices should close. In the age of the Internet, they are no longer necessary
28	Shivani Hardiya	Should a student begin a career or enter university at 18?
29	Shriram Patel	Reservation: A Social Boon or Bane?
30	Shubham Jaiswal	One Rank One Pension and its feasibility
31	Shubham Keshri	Rural Upliftment Programme in India
32	Shubham Vagle	Role of judiciary in the country today
33	Suneel Yadav	Brain Drain

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34	Yashpal Singh Pawar	Are we happier than our forefathers?
35	Ashutosh Pal	Value of Newspapers
36	Suraj Kashyap	India is a world power

RESEARCH & DEVELOPMENT

MINOR RESEARCH PROJECT: MBA II SEMESTER

S.No.	Name of Students	Group No.	Topic	Name of Supervisor
1	Abhishek Bhati	1	A Study of Aided and Unaided Brand Recall of Footware	Dr. Rashmi Farkiya
2	Amit K Deshmukh			
3	Anilesh Singh			
4	Ankush Trivedi			
5	Arpit Dubey	2	A Comparative Analysis of Job Satisfaction between Part Time Employee and Full Time Employee	Dr. Rashmi Badjatiya
6	Arun Mittal			
7	Ashish Patidar			
8	Avinash Kanare			
9	Deepa Patel	3	A Study of Decision Making Factors For Buying Cars	Mr. Sandeep Kumar
10	Deepika Ailani			
11	Dharmendra K Mishra			
12	Dhayal Hasmukh			
13	Garima Jaiswal	4	A Study of Impact of Demographics on Employee Retention	Dr. Rashmi Farkiya
14	Gaurav Choudhary			
15	Gourav Solanki			
16	Himanshu Gupta			
17	Lovely Sharma	5	A Study of Entrepreneur Tendencies among Fresh Graduates	Mr. Varun Keshari
18	Mahavir Kushwaha			
19	Mohit Chaturvedi			
20	Naina Pandey			
21	Nitya Yadav	6	Perception of Employees Towards Overtime In Academics	Ms. Suchi Mody
22	Nupur Mathur			
23	Palak Bansal			
24	Pooja Nahatkar			
25	Prasanna Mitawalker	7	A Study of Political Interest Among Fresh Graduates	Mr. Radheshyam Acholiya
26	Pushpa Singh			
27	Rachnesh K Dwivedi			
28	Rajeev Patel			
29	Rakesh Kumar Sahu	8	A Study of Impact of Organizational Culture on Employee Retention	Dr. Tanu Srivastava
30	Ravi Prakash Tiwari			
31	Robin Shrivastava			
32	Sandeep K Pandey			

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33	Shalini Bhadoria	9	An Analysis of Most Commonly Used Teaching Practices Among Academicians In Indore	Ms. Shweta Mogre
34	Shivani Sharma			
35	Shweta Solanki			
36	Subham Sharma			
37	Suresh Prajapati	10	A Study of Employability from an HR Perspective	Dr. Rashmi Badjatya
38	Sweety Dwivedi			
39	Varsha Kukreja			
40	Vimlesh Tiwari			
41	Yatish Hardia	11	A Study of Ethical Considerations in Sales Employees	Ms. Kumkum Sinha
42	Sonalika Puri			
43	Nidhi Kumrawat			
44	Divya Neha Kujur			
45	Manjari Singh	12	A Study of Customer Satisfaction on Online Shopping Experience	Mr. Sumit Zokarkar
46	Jaina Patel			
47	Anunay Jha			
48	Deepak Devre			
49	Vikash Kumar	13	A Study of Patient Satisfaction of Chain Hospitals in Indore	Dr. Tanu Srivastava
50	Laxmi Rai			
51	Rahul Dubey			

FACULTY IMPROVEMENT PROGRAM

SHARPEN THE EDGE II SERIES

Can Your Employees Really Speak Freely?

Presented By: Radheshyam Acholiya

9th January 2017

The board room of the institute was ready for another session of FIP Series II on a sizzling topic by Radheshyam Acholiya- Can your employees really speak freely?

As soon as everyone was ready to hear the speaker, they were asked to participate in a poll. Each one was provided with green and red slips to cast their vote on different parameters chosen by speaker. The green slips for positive and red for negative. The poll box was kept hidden so that no one can see what others are casting; positive or negative.

The second part of the poll was an individual poll wherein everyone was provided with personal polling box and they had to drop green or red slips based on their experience, but this time it was clear that the votes will be counted individually as the box is personal.

To the surprise the result of the common polling box was significantly different from the personal polling box. Here comes the importance of the topic: CAN YOUR EMPLOYEES REALLY SPEAK FREELY?

Well if they don't speak freely how does it matter? To discuss the same Mr. Acholiya explained the importance of speaking freely. He said that many of your people are more likely to keep mum than to question initiatives or suggest new ideas at work.

When asked that do you have Open Door Policy every CEO nodded but when asked instances of employees coming to them, on your turf, to tell you the unvarnished truth simply because you've encouraged them to do so? The results are not so encouraging.

He explained the outputs of Climate Survey conducted across the organisations, which help employee to speak up. But the more important part is why employees don't speak up? The reason which comes out after Climate Survey was the Fear Factor. Organizations have defined their culture this way only where you don't argue with the boss.

He further added that employees say that it is not safe to share views openly. They have a constant fear of facing the music if something they share is not agreed upon by the boss it will hamper their growth in the organization.

Another factor which he discussed was the futility factor; employee don't find it useful to bother for organization as they understand that nothing will change even after speaking up. This led them keep mum at workplace and even when asked for suggestions.

That's the way 'our culture' is - *you don't disagree with your boss*

- It's not safe to share your views openly
- The Futility Factor: Why Bother?

Some leaders spend million collecting ideas but then never really review them.

- ❖ Creating a More Vocal Culture
- ❖ If you really want to get the truth from below; play down your power

Above are some of the techniques to get the employees really speaking freely to contribute to growth of the organization. The polling technique can also be used to start the interaction at once. Students for example are the most important stakeholders for any educational institute. If they can speak freely then it will surely help in improvising the teaching pedagogy and classroom experiments for yielding desired results. Suggestion box kept at various spots doesn't solve the purpose as there is no one to monitor them and the exercise goes futile. Thus a proper feedback mechanism needs to be in place for collecting the thoughts.

He concluded that speaking and freely speaking has a clear difference and organization should understand the same. It is high time when organizations should be all ears to the employee if wish to maintain the fit.

DESIGNING A BIAS FREE ORGANISATION

Presented by: Varun Keshari

10th January 2017

A bias free organisation is what every organisations claims to be and aims to be. But at the same time not every organisation is free from all biases because things don't work as we wish. With this opening statement Mr. Varun Keshari charged the audience to continue a story whose first half was provided to the audience. Surprisingly when everyone claims to be unbiased the story written clearly indicated the subconscious biasness of the mind which individual otherwise finds normal. Being gender bias could be the worst charge someone can be accused of in the 21st century but certainly that is sad when reality comes in picture most of us are gender biased. Not in favouring one gender but discriminating among the two.

The question for the session was if we are biased unknowingly then what will work to eradicate the same?

The speaker take reference of the author of the book "What Works" by Iris Bohnet, who directs the women and public policy program at the Harvard Kennedy School and co-chairs its behavioural insights group. The book talks about eliminating the practice of sharing self-evaluations to rewarding office volunteerism, also it suggests that this reduces the biased behaviours that undermine organizational performance.

During his session, Mr. Varun discussed some important questions to be answered to design a bias free organization.

- 1. Organizations put a huge amount of effort into improving diversity and equality but are still falling short. Are they doing the wrong things, not trying hard enough, or both?**

He says that companies want to do the right thing but don't know how to get there? Throwing money at the problem without its making much of a difference doesn't leads to a sustainable solution. Organizations are conducting diversity training programs without ever measuring whether they work? HR departments should be measuring what works and what doesn't similar to Marketing department.

- 2. What would a diversity evaluation look like?**

He answers that an evaluation of diversity training can be done with simple classroom experiments. We need to define the success beforehand and then reach the benchmark. It is required that organizations should be serious about what they want to change. A generic diversity training is not effective at all. We need to be focused, crisp and clear on what is expected out of the training performed. Once completed with the training manual it is imperative to evaluate whether the changed program worked or not?

3. What does behavioural science tell us about what to do, aside from measuring success?

Accept that we are biased. Once we accept that we need diversity training then it becomes easier for a training program to yield result. Receptivity is the key for learning. He gave an example of the Orchestra group in London where they took blind audition. The results were significantly different with the normal ones. There were more females selected as compared to male in blind audition. The curtain served the purpose of being blind. Thus behavioural design is the need and can be used very effectively by the organisations in any industry. He added that conducting structured interviews helps in removing bias, also the gender column in resume must be kept hidden unless needed by a technical expert to evaluate a respondent on technical skills.

4. What are examples of good Behavioral design in organizations?

Applied, GapJumpers and Unitive are some of them which helps in filtering the technical skills and thus hiding the irrelevant details which would have become relevant otherwise for a biased evaluator. The gut feeling for a gender is describe as biasness, one should stop gut feeling and concentrate on the skills needed to perform the job. This can also be seen in a advertisement copy writing which should not use language which emphasises the importance or requirement of gender in any manner. A day care centre can also be run and managed by a male which clarifies that female care taker is not an integral part of the day care centre for kids.

5. What about once you've hired someone? How do you design around managers' biases then?

Organisations must rely on hard data. The leaders should focus on “seeing is believing”. A process of self-evaluation doesn't always goes true as male have habits of singing own praises, while females don't. This does not indicates that they are not performing. But it's probably not possible to just eliminate all managerial activities that allow biased thinking. Thus we need to change how managers do these things. For example, he says that an objective based entrance exam is about to measure aptitude, not willingness to take risk, thus negative marking should be eliminated as females tend to take low risk as compared to males. But this should not be a criteria for a student to enter a course.

6. How can firms get started?

With all the discussion, the importance is how to start? We know what works but how to do it is the task. The simple solution is begin by collecting data. Relying on hard data is important thus collect relevant data and identify differences wherever we find in the organisation. Remember we need to be receptive in order to make the things go right. Once the differences are identified, provide solution based on behavioural design.

He concluded that “seeing is believing.” It's often a waste of time to try to debias people—but hanging portraits of women seems like a strategy to actually change individuals' perceptions

towards females. Men may resist organizational changes favouring women because they view gender equality as zero sum—if women win, men lose.

In Mobile Advertising, Timing is everything.

Presented by Sumit Zokarkar

16th January 2017

The session was started with the discussion on history of the advertising as a medium to reach the target audience. He says that for any new medium, the industry tends to use the same approach that worked in the old medium. The first TV ad was produced by Bulova watch and it showed the image of the product with a voiceover — essentially the same as a radio ad. The first online ads mimicked the format of familiar print ads. Google's view of mobile ads reflects its search DNA, even though over 85% of the time people spend on mobile is on apps, not mobile browsers. And now companies are pouring billions of dollars into irrelevant and annoying banner ads on mobile phones that are essentially miniature replicas of the desktop version. Perhaps it is time to rethink mobile advertising and its purpose.

The New Tools of Marketing

Mr. Zokarkar explained how leading companies connect with customers? He added that there is a maniacal focus among advertisers to know their customers – their demographics, interests, hobbies, friends on Facebook, and so on. The implicit assumption is that ads can be more relevant and targeted as we learn more about our customers. But each customer is multifaceted. One may not only be an executive, but at different moments, they may also be a golfer, a foodie, a parent, a tourist, and so on. And our mind-set is quite different depending on the context and moment.

He explained further with some examples of booking an Uber ride on Friday evening, ads for restaurants and movies may be relevant at that moment. If you are stuck at an airport because of a delayed flight, you may be more inclined to sign up for Netflix. Driving on a highway at noontime is perhaps the best time for your Google Maps on your car dashboard to show nearby food places.

Understanding the psychology of consumers at different moments is more effective than just knowing their demographics or interests. Timing is everything in advertising, and mobile can wait for just the right moment to reach consumers.

He shared some successful attempts by various brands to use timing tactics in mobile advertising.

1. When David Kenny became the CEO of the Weather Company in 2012, he realized that the TV centric model of the company was in trouble, as consumers were increasingly checking weather on their mobile devices but spending only a few seconds doing it,

which did not give enough time to monetize this audience by showing ads. Recognizing that people check weather to plan their day, Kenny decided to link weather data with product sales. His team persuaded retailers to share sales data on every product sold, in every store location, over the last five years. Then the Weather Company correlated it with local weather conditions and forecasts at that time of the year. This created a powerful predictive algorithm of how weather drove consumers' behavior and purchase decisions. Pantene tested this platform by running location-specific ads on the Weather Channel's mobile app and offered free "haircasts" to tell consumers how frizzy or flat they could expect to look during the next three days. Sales of Pantene jumped 28%.

2. Red Roof Inn realized that flight cancellations in the U.S. left 90,000 passengers stranded every day. Imagine the emotions of a typical passenger at that moment – it perhaps starts with frustration and anger at the airlines and then turns toward the need to find a place to stay overnight. Recognizing this, the marketing team of Red Roof Inn developed a way to track flight delays in real time that triggered targeted ads for Red Roof Inn near airports. Ads that said, "Stranded at the airport? Come stay with us!" captured the consumers at the right moment, which resulted in 60% increase in bookings compared to other campaigns.
3. A few months ago, Naveen Tewari, CEO of InMobi, a large independent mobile advertising network that Google recently tried to buy, received an email from her daughter that said, "Is there a way to turn off these irritating ads on my phone? I don't know if anyone ever clicks on them. I wonder who spends time putting these ugly ads on my phone." This sentiment resonated with Tewari, and in July 2015, his company launched a new service called Miip, a digital curator that helps consumers discover brands at the right moment. InMobi hopes that Miip would become the trusted advisor for consumers on their mobile devices. Initial tests, which touched over 5 million impressions a day, revealed that user engagement with Miip was over 25%, far above the typical mobile ads.

He concluded that the glory of mobile phones is that they are the consumer's constant companion – from the time the alarm goes off (usually on the phone) to the moment they get into bed (usually after a final email check). Understanding the emotions, mood, and the psychology of consumers at different moments in time is the next frontier of mobile advertising.

“Managing Yourself”

Presented By- Kumkum Sinha

17th January 2017

The session on “Managing Yourself” was all about building relationship in the office with your Boss. Every employee has to face situations where they feel low, scared or frustrated at times when dealing with the desires of the Boss. The foremost question which opened the session was Do You Hate Your Boss? If YES, then (How to deal with it?)

She shared story of employee of various companies wherein they have quit jobs because of Bad Boss. According to the most recent Gallup “State of the Global Workplace” study, *half of all employees in the United States have quit jobs at some point in their careers in order to get away from their bosses.* The figures are similar or even higher for workers in Europe, Asia, the Middle East, and Africa.

The same survey, consistent with previous ones, also shows a clear correlation between an employee’s engagement (that is, motivation and effort to achieve organizational goals) and his or her relationship with the boss.

In her presentation she discussed the research conducted by “State of the Global Workplace” which highlighted few points.

- ✓ While 77% of employees who said they were engaged at work described interactions with their managers in positive terms (for example, “my supervisor focuses on my strengths”)
- ✓ Only 23% of those who were “not engaged” and a mere 4% of the “actively disengaged” did the same.
- ✓ This is worrying because research has shown that an engaged workforce is a key driver of organizational success, and yet according to Gallup, only 13% of employees worldwide fall into that category.

Thus the big question was to identify whether you have a Bad Boss or not? The frequent grievances regarding bad boss includes following:

- ✓ Micromanaging
- ✓ Bullying
- ✓ Avoiding conflict
- ✓ Ducking decisions
- ✓ Stealing credit
- ✓ Not developing staff.

- ✓ Shifting blame
- ✓ Hoarding information
- ✓ Failing to listen
- ✓ Setting a poor example
- ✓ Slacking

The result of such behaviour creates a defunct employee and makes him unhappy and unproductive at the same time. She further says that, whatever sins your boss commits, *managing your relationship* with him or her is a critical part of your job. *Doing it well* is a key indicator of how effective you are. The basic steps to deal with boss or to have smooth relationships one can use these techniques:

1. **Practice Empathy**
2. **Consider Your Role**
3. **Offer a Chance to Change**
4. **Organize a Mutiny**
5. **Play for Time or Move On**

1. Practice Empathy

- ✓ The first step is to consider the external pressures your manager is under.
- ✓ *Most bad bosses are not inherently bad people; they're good people with weaknesses that can be exacerbated by the pressure to lead and deliver results.*
- ✓ So it's important to consider not just how they act but why they're acting that way.
- ✓ Research has shown time and again that practicing empathy can be a *game changer* in difficult boss-subordinate relationships, and not just as a top-down phenomenon.
- ✓ Experts such as **Stephen Covey** and **Daniel Goleman** emphasize the importance of using this key aspect of *emotional intelligence* to manage up.
- ✓ Neuroscience also suggests that it's an effective strategy, since mirror neurons in the human brain naturally prompt people to reciprocate behaviors.
- ✓ **Bottom line:** If you work on empathizing with your boss, chances are he or she will start empathizing with you, which will benefit everyone.
- ✓ Goleman showed years ago, *empathy can be learned.*

- ✓ And recent research from other scholars, including experts at the Menninger Clinic, suggests that if you practice empathy consciously, your perceptions of others' feelings will be more accurate.

2. Consider Your Role

- ✓ The second step is to look at yourself.
- ✓ People who struggle to work well with their bosses are nearly always part of the problem themselves:
- ✓ Their behavior is in some way preventing them from being recognized and valued.
- ✓ This probably isn't what you want to hear, but by acknowledging that you might be doing something wrong, figuring out what it is, and adjusting accordingly, you might be able to salvage the relationship.

3. Offer a Chance to Change

- ✓ If you conclude you're not the one derailing the relationship with your boss, only then should you openly suggest that the two of you don't seem to interact well and that you'd like to remedy the situation.

4. Organize a Mutiny

- ✓ If you can't improve things by changing your behavior or opening lines of communication with your boss, and if your colleagues feel the same way you do, you should consider alerting HR and the boss's bosses to the problem.
- ✓ Lodging a formal complaint is definitely a last resort.

5. Play for Time or Move On

- ✓ If you are unable to change your relationship with your boss by taking the steps described, and if there isn't potential for group action, then your options become more limited.
- ✓ In playing for time, you also need to set a time limit, so that hanging in doesn't become a way of life.
- ✓ If it does, you will feel disengaged, disenchanting, and even embittered. And that may spill over to other realms, contributing to depression and a range of additional psychosomatic reactions.

All these can help an employee to deal with the boss and work efficiently towards individual and organizational goal. Although if it doesn't work then quitting from the company is the general solution which many employees adopt and look for a Good Boss in another company.

Mumbai's Models of Service Excellence

Presented by: Dr. Shweta Mogre

23rd January 2017

Dr. Shweta Mogre was the speaker for another session of FIP series II. The presentation was on well-known Business Model – Dabbawala. The effective implications of the Six Sigma principles to improve operations was used by a poorly educated and decentralized workforce and still able to perform beautifully in an unpredictable and challenging environment. The session focused on the Business Model of Mumbai Dabbawala.

They are formally known as MTBSA (Mumbai Tiffin Box Suppliers Association), but most people refer to them as the dabbawalas. The dabbawalas originated when India was under British rule. Today, businessmen in modern Mumbai use this service and have become the main customers of the dabbawalas.

Dr. Mogre explained the key mechanism of the business model which is highly acclaimed and has been a case study at prestigious institutes teaching management.

A Clockwork Design

Mumbai Suburban Railway: Crowded trains make carrying dabbas difficult, and office workers don't regularly eat out—because of the expense, a preference for home-cooked food, and the poor quality of the few office cafeterias that exist. So office employees have their lunches prepared at home and delivered by the dabbawalas after the morning rush hour. A regulatory mechanism: Workers have 40 seconds to load the crates of dabbas onto a train at major stations and just 20 seconds at interim stops. Following are the sub heads of the model which led Dabbawala become the most effective organisation to achieve a Six Sigma Rating.

A Self-Organized Democracy:

- Hiring
- Logistics
- Customer acquisition and retention,
- Conflict resolution
- Each Dabbawala is an entrepreneur

Simplicity, Flexibility, and Rigor

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- Simple codes
- Buffer capacity
- Rigorous adherence to processes and standards
- Culture

A Strong Sense of Belonging

- There is no mandatory retirement age
- The dabbawalas wear the same style of clothes and white Gandhi caps, making them easy to identify.
- Research by scholars such as Amy Edmondson and Richard Hackman of Harvard has shown that familiarity, bonds, and psychological safety lead to lower error rates.
- A simple mission: Delivering food on time, every time.

Conclusion

In brief she explained the core objectives of synchronisation and goal alignment to achieving the status achieved by the Mumbai Dabbawala. In a highly variable environment, organizations can't always run as leanly as they might like. They need just enough extra capacity to handle problems and emergencies but not so much that it bogs down the operation and becomes wasteful overhead.

Getting organization, management, process, and culture aligned and self-reinforcing is one thing; maintaining that harmony is another. Successful companies that have a strong central mission but they deviate from it due to changing environment. She says that organisations should articulate what their core is, constantly experiment around it, and explore new opportunities but be careful not to deviate too far. Managers shouldn't think of themselves merely as leaders or supervisors; they also need to be architects who design and fine tune systems that enable employees to perform at optimal levels. With the right system, an organization doesn't need extraordinary talent to achieve extraordinary performance.

GUEST & EXPERT LECTURE SERIES

Students of all ages and experience long for variety and seeing a new face in front of the room can boost up the class. Apart from the above, there are also deeper pedagogical reasons for using guest lecturers.

Nobody of us is proficient on everything. Pioneer Institute has taken a step to invite speakers under “Guest lecture Series” with proven expertise in a topic that offers added credibility to the syllabus and content.

Having a guest lecturer also opens your lesson design to new options. It brings a better learning experience to the students, the teacher and even the guest speakers.

Pioneer Institute seeks to improve students’ first-hand knowledge of contemporary business practices. The Expert Talks have benefited students by:

- Improving knowledge of students in terms of theory applied in practice
- Improvement of the relevance of subjects
- Building relationships with companies for potential research projects and improving placements.

Dr. Geeta Nema, IIPS, DAVV, Indore (February 9, 2017)

Lecture on Price; Steps in setting the Price; Pricing Methods

She highlighted various steps:

- Step 1: Selecting the Pricing Objective
- Step 2: Determining Demand
- Step 3: Estimating Costs
- Step 4: Analyzing Competitors' Costs, Prices, and Offers
- Step 5: Selecting a Pricing Method
- Step 6: Selecting the Final Price

She focused on the following:

- Survival
- Maximum current profit
- Maximum market share
- Maximum market skimming
- Product-quality leadership

Effective designing and implementation of a pricing strategy is thus important for profitability.

Dr. Kawadia, School of Economics, DAVV, Indore (February 11, 2017)

Lecture on Demonetization

Sir started his lecture by explaining the meaning of Demonetization and what India's Demonetization means for Investors. He highlighted upon the economic consequences of demonetization of 500 and 1000 Rupee Notes; the effects on Parallel Economy; the effect on Money Supply; the effect on Demand; the effect on Prices Effect on Prices Price level; the Real Estate and Property; the effect on various economic entities etc.

Sir touched upon the effects on sections like:

- Agriculture and related sector
- Small traders
- SME
- Services Sector
- Households
- Political Parties
- Professionals like doctor, carpenter, utility service providers, etc.
- Retail outlets
- Effect on GDP
- Effect on Banks
- Effect on Online Transactions and alternative modes of payment
- Economist's View

Dr. Vivek Sharma, IMS, DAVV, Indore (February 13, 2017)

Systematic Sampling

On 13th Feb Dr. Vivek Sharma took a lecture on “Systematic Sampling” for B.Sc students. Dr. Sharma started his lecture by explaining the importance of systematic sampling by relating it with real life application. He further explained that systematic sampling is a method of choosing a random sample from among a larger population. The process of systematic sampling typically involves first selecting a fixed starting point in the larger population and then obtaining subsequent observations by using a constant interval between samples taken. Also he explained the advantages and disadvantages of systematic sampling.

Dr. Rekha Acharya, School of Economics, DAVV, Indore (February 14, 2017)

Lecture on Theories of Money; Cambridge Approach and Fisher's Quantity Theory of Money”

Dr. Rekha Acharya explained the theory as follows:

$MV = PT$ (the Fisher Equation)

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Each variable denotes the following:

M = Money Supply

V = Velocity of Circulation (the number of times money changes hands)

P = Average Price Level

T = Volume of Transactions of Goods and Services

The income version of quantity theory of money is written as under:

$$MV = PY \dots (3)$$

$$P = MV/PY \dots (4)$$

Where

M = Quantity of money

V = Income velocity of money

P = Average price level of final goods and services

Y = Real national income (or aggregate output)

Professor Jasvant Mandloi, Chameli Devi School of Engineering, Indore (February 14, 2017)

Lecture on SQL (Structure Query Language)

On 14 Feb, 2017 Prof. Mandloi took a lecture on SQL. He started his session by importance of DBMS and how it is related with our day to day life. He further explain that why SQL is used and how it is used for structuring the query.

Further he discussed various languages and commands under SQL and where they were used and what is the purpose of them.

How DDL, DML and DCL were differentiated and what are the significance of each command.

Dr. Anukool Hyde, PIMR, Indore (February 18, 2017)

Lecture on Motivation-Concept, Monetary & Non-Monetary Motivation

Dr. Anukool Hyde started his lecture by explaining the nature of Motivation. Motivation may be financial or Non-financial. Motivation may be positive or Negative. Motivation leads to the Goals. Motivation is a unending process. It is concerned with each and every individual of organization

He further explained the importance of Motivation

- Drives to the best result to the Goals
- Helpful in building good labor relation
- Improvement of skill and knowledge
- Is important tool of Management?
- Improves relation between Manager and employees

- Decreases wastage and accidents
- Willingness of employee to work hard

He further addressed that monetary motivators relate to money or any other benefits that can be converted or expressed into monetary unit. Monetary motivators motivate individuals to join the organizations. The financial package should motivate the present and prospective employees.

Dr. Vrinda Tokekar, IET, DAVV, Indore (February 21, 2017)

Lecture on Network Architecture, Protocol, Ethernet, Token Ring & Token Bus

Dr. Vrinda took a session on 21 February and started her session by addressing that Network Architecture provides the detail overview of a network. It is used to classify all the network layers step-by-step in logical form by describing each step in detail. It is also based on the complete working definitions of the protocols. The architecture is emphasized in a distributed computing environment and its complexity can not be understood without a framework. Therefore there is a need to develop applications or methods to layout an overview of a network.

She further explained that Network protocols incorporate all the processes, requirements and constraints of initiating and accomplishing communication between computers, servers, routers and other network enabled devices. Network protocols must be confirmed and installed by the sender and receiver to ensure network/data communication and apply to software and hardware nodes that communicate on a network. Ethernet is the most widely installed local area network (LAN) technology. Ethernet is a link layer protocol in the TCP/IP stack, describing how networked devices can format data for transmission to other network devices on the same network segment, and how to put that data out on the network connection.

The token ring & bus LAN process is delineated by the following sequence of events:

- A token continually circulates inside the token ring LAN
- To transmit a message, a node inserts a message and destination address inside an empty token.
- The token is examined by each successive node.
- The destination node copies the message data and returns the token to the source with the source address and a data receipt message.
- The source receives the returned token, verifies copied and received data and empties the token.
- The empty token now changes to circulation mode, and the process continues.

Dr. Dinesh Varshney, School of Law, DAVV, Indore (March 3, 2017)

Lecture on Application of Physics in Daily Life

Sir started his address by saying that physics as a toolkit may be used in order to express, simulate and solve real-life problems. We can find many surprising applications to it. Physics has many real-life applications, and the principles of physics are at work any time someone drives a car, lifts something heavy or tries to stay warm in the winter.

ACTIVITIES UNDER NSS SFU 01

7 DAYS NSS CAMP AT KAYASTHKHEDI, SANWER

28th January – 5th February, 2017

Pioneer Institute of Professional Studies, NSS Unit 1 organized special 7 days camp from January 28th – February 5th 2017 at Kayasthkhedi, Sanwer. The camp was attended by 45 students with the program officer. The students of UG as well as PG participated in the camp. Many activities were performed by the volunteers as a part of the camp which includes Digital India promotion, plantation, Swachh Bharat Abhiyan, Cleaning of Drainage, Water Conservation, importance of Education, awareness of Vaccination etc.

Day – 1 Digital India: Go Cashless

Post Demonetization the currency crisis emerged in the market due to gap in the supply of new currency, leading to a shift to use of Plastic Money as a means of trade for every unit of item purchased. Students acted as Digital Dakiya for the villagers and trained them on various platforms on technical knowhow of the various apps. BHIM app, *99# Service, was promoted among residents to go cashless for all the transaction starting from minimum of rupee 1. The residents were also trained on sending and receiving money in their account and linking the account with AADHAR. Almost more than 1000 people were trained by the volunteers during the activity.

Day – 2 Swachh Bharat Abhiyan

30th January 2017, was dedicated to the most captioned campaign of the country. Students created awareness among residents of the village and also involved them into cleaning the village. The activity started with the school in the village, moved on to wells, roads, hand pumps, and the busy streets. The activity drastically changed the look of the village and developed a rapport with the villagers for continuing the activity irrespective of any constraints.

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Day - 3 Cleaning and Deepening of Drains

The next day was dedicated to deep cleaning of the village, which was causing problem in routine lives. Student deepened the drainages road side and cleaned the pipes for a better flow of the waste right out of the village. At many places the water from drains was moving into farms which was redirected by the students to save farms from the pollutant water.

Day - 4 Health Camp

Considering health as the most important factor for any individual, this year also NSS volunteers kept the last day of the camp reserved for health awareness. Dr. Ambrish visited the village and conducted physical health checkup for males, females and kids. Medicines were provided to all the patients from the institute. More than 200 residents came for health checkup which lasted till 5pm starting from morning 9am.

Day - 5 Renovation of School Premises

Volunteers of NSS stay at Government School premises, this is a regular practice followed by all the NSS units. The volunteers on day 5 of the camp took renovation on school premises as their task in consent with Program Officer and School Principal. Under the activity, the volunteers did fencing of the school premises to prevent cattle entering in school premises and littering of the same. Also residents were made aware about the management of the same and to take charge on preventing cattle to enter school premises.

Day – 6 Saksharta Abhiyaan

The success of any awareness program or camp comes when residents understand importance of the same. Education plays a crucial role in generating awareness on any social, economic, environmental issues. Thus Saksharta Abhiyan was conducted as an activity to promote education for all as a necessary step for development of country. Digitalization of many process is possible only when education will be an integral part of the society. Rally was organized to promote Saksharta Abhiyan by volunteers.

Day - 7 Plantation

All the volunteers formed several groups of 4-5 and were advised to plant two saplings in the gardens, courtyards and safe places of every house in the village. They also participated in awareness procession, sang slogan and played nukkad nataks on the concerned subject. Residents of Kayastkhedi took pledge after plantation to save the plant from all bad energies and to take care of the growth and also to spread awareness for plantation.

Apart from regular activities, students conducted cultural activities on a daily basis, where in kids also participated with full zest. Every morning the volunteers with Sarpanch and government officials moved in the form of rally to create awareness for construction of washrooms and to use them. This was highly appreciated by the Sarpanch and declared the camp a successful in terms of effectiveness, as more than 700 homes had constructed washrooms while at many places it was under construction.

The last day of the camp, post completion of the health checkup closing ceremony was organized by the volunteers. The ceremony was attended by Dr. Mona Tawar, Director PIPS, Sarpanch and Senior citizens of village where in they congratulated students for the great accomplishment.



Governemnt of MP organised Digi Dhan Mela on 24th January 2017 at Dussehra Maidan near Annapurna in Indore. The 'Digi Dhan Abhiyan' aims to reach out to more than one crore rural citizens, cover two lakh Common Services Centres (CSC) in rural and semi-urban areas and also reach to 2.5 lakh Gram Panchayats across the country. The speed and scale at which digital transformation is taking place in India is paving way for a digitally empowered, participative and inclusive society.

The Digi Dhan Mela is one of the initiative under the Abhiyan. The government planned many Digi Dhan Mela in cities of Madhya Pradesh. Indore being the business capital of the state, it is of immense importance that the cashless economy should get promoted in order to create base for the further transactions.

Volunteers from NSS SFU 01 of Pioneer Institute of Professional Studies, participated in the mela in the capacity of Digital Dakiya to aware visitors on various cashless transaction. 50 student volunteer served the needs of the visitors on every aspect of digitalization.

DIGITAL DAKIYA



The MP Government launched the Digital Dakia scheme where student volunteers go door to door and explain the process and benefits of cashless transactions to the common people. The volunteers were given identity cards and uniform to identify themselves as Digital Dakias. Indore was the first city where the scheme was introduced, and there are plans to spread the movement to more places in the state.

The scheme was introduced by the MP State Finance Minister Jayant Mallya. “Dakia” means postman, and the Digital Postmen uses students to increase awareness of cashless transactions especially among the women and the elderly. Apart from door to door visits, the Digital Dakias have also contributed in promoting cashless transaction awareness sessions in public places around Indore.



50 Volunteers of Self Finance Unit 01 (SFU) of the institute also participated in the movement and created awareness among daily commuters of i-bus, prominent market places in city. They also formed a group and trained the new volunteers in colleges to have a deep reach in a shorter span. Many gateway were explained by the students such as USSD, BHIM, Pay TM etc in order to go cashless and contribute to economy.

The Digital Dakias from Pioneer Institute of Professional Studies were present in the DigiDhan Mela organised at Indore on 24th January 2017 at Dussehra Maidan.

INTERNATIONAL YOGA DAY CELEBRATION

The International Yoga Day was celebrated on 21 June 2017, Wednesday with great enthusiasm and vigor. Students, faculty, officers, staff participated in the event. Yoga teachers accompanied by trained volunteers were there to conduct the yoga practice. All the participants, Volunteers and Yoga teachers assembled so as to ensure that the practice session is conducted in the most conducive manner.

The Yoga session started with Prayer, and systematic practice of different ‘ASANAS’ of standing, sitting and laying positions (both lying on back and reverse) smoothly changing in succession under the instructions of Yoga teacher and supervision of trained Volunteers. During the course of “*Yogabhyas*”, the Yoga teacher also narrated the usefulness of different “*Asanas*” as a precautionary measure, in curing many Diseases and the usefulness of Yoga in the overall wellbeing of a human being.

The entire “YOGABHYAS” lasted for more than an hour with a “*Sanskrit Shloka*” and Oath by all the participants that they will continue to practice Yoga for keeping their body and mind in healthy, stress-free and cheerful condition.

PLEDGE TAKING CEREMONY ON QUIT INDIA MOMENT

9 August, 2017

The Institute organized the pledge taking ceremony on 9th August 2017 in the college campus on 75th year of “Quit India Movement.” All the students, faculty members and non-teaching staff participated to take pledge to strive whole heartedly to accomplish this pledge for a new India.

Let us together pledge that by 2022 we build a New India.

Let us together pledge towards a Clean India.

Let us together pledge towards a Poverty free India.

Let us together pledge towards a Corruption free India.

Let us together pledge towards a Terrorism free India.

Let us together pledge towards a Communalism free India.

Let us together pledge towards a Casteism free India

BLOOD DONATION CAMP

On 15 September 2017, the Institute organized Blood Donation Camp in association with Greater Kailash Hospital in the premises.

The Director and Mentors addressed the students, held active meetings with teachers, alumni and student body encouraging them to inspire their friends and relatives to join the drive. A meeting was held with the local residents enumerating the benefits of donating blood and requesting them to be a part of the blood donation camp. The students went on a door to door campaign to be a part of this process.

The donors found fit were happy to contribute in saving someone's life and 25 units of blood was collected. The pride of the students for their teachers and parents was reflected on their faces while distributing refreshments to the donors. They thanked each donor profusely with the Director joining in with a gratitude saluting their spirit and for being an exemplary figure.

Mr. SubodhKarnik coordinator, appreciated the efforts of the Institute.

The Coordinator of the event Mr. Radheshyam Acholiya proposed a vote of thanks for this noble initiative and expressed gratitude towards all the participants for making the camp a success.

List of Students participated in Blood Donation Camp

Name	Blood Group	Name	Blood Group
Gaurav Divya Singh	B +ve	Anand Choudhary	AB +ve
Gaurav Gargsar	B +ve	Mayank Sharma	B +ve
Shubham Singh Rahtore	B +ve	Mohit Chourasiya	O +ve
Himanshu Pal	B +ve	Surykant Choubey	O +ve
Abhinay Kesharwani	O +ve	Palak Bansal	B +ve
Varun Yadav	O +ve	Deepika Ailani	B +ve
Kunal Sharma	B +ve	Shweta Solanki	A +ve
Jeevanmalviya	B +ve	Rahul Purbiya	AB +ve
Sandeep Panwar	B +ve	Vibhar Bhawsar	B +ve
Mihir Trivedi	O +ve	Vikas Sharma	B +ve
Ahsish Pal	A +ve	Hasmukh Dhayal	A +ve
Harsh Sharma	B +ve	Baishali Roy	O +ve

CELEBRATION OF BIRTH ANNIVERSARY OF MAHATMA GANDHI AND LAL BAHADUR SHASTRI

On 2nd October 2017, Rotary Club 3040 celebrated the birth anniversary of Mahatma Gandhi and Lal Bahadur Shastri with the vision - Youths are the present along with the Future. 2nd of October is also celebrated internationally as the International Day of Non-Violence because of Gandhi Ji being a preacher of non-violence throughout his life. "We will always remember Bapu as a symbol of peace and truth". With these line the event started by Saraswati Vandana which was followed by welcome speech delivered by Rtn. Sartia Agrawal. She welcomed the Chief Guest DG. Rtn Zamin Hussain and also introduced him to all. She also conveyed the purpose of the gathering by acknowledging the youths. She said that if we want our nation to be counted in the top notch then we all have to contribute towards our mission - Dream India.

She also sighted the strengths of Indian Youth and said that the country only needs belongingness of such deserving youths. Rather than serving other nations after acquiring higher education the youths should contribute towards making India a Destination Nation for the youths to explore opportunity for growth.

After this students from various schools and colleges were invited to present their views on topics related to Mahatma Gandhi and India. There were 8 students who initiate to speak on the occasion. The Symposium started with the speech of Vidhee Agrawal from G D Goenka Public School. Her topic was "Gandhi's Integrity and Non Violence features". She said that Mahatma Gandhi was a great person who struggled a lot and played a significant role in the achievement of freedom for India from British rule. He not only pioneered the unique method of non-violence to get freedom for India against British rule but also proved the world that freedom can be achieved peacefully through the path of non-violence. He is still remembered among us as the symbol of peace and truth. She ended with the lines of Bapu - "Ahimsa is the highest duty. Even if we cannot practice it in full, we must try to understand its spirit and refrain as far as is humanly possible from violence."

The next presenter was Mr Ayush Kumar Singh from Pioneer Institute of Professional Studies, Indore. He spoke on the topic "Mahatma Gandhi the answer to corruption in Politics and Social Life". Before starting with his topic he beautifully introduced the sparkling soul to the gather audience. He said that Gandhi Ji was born on 2nd October in 1869 at Porbunder, Gujrat. At this day, the President and Prime Minister of India pay homage to the Mahatma Gandhi's statue at his samadhi by offering prayer, flowers, bhajans, devotional songs, etc at the Raj Ghat, New Delhi. Gandhi Jayanti is celebrated in almost all the states and territories of India in order to commemorate the person who always respected the people of all the religions and communities in same manner. He beautifully raised his voice and pitched how corruption is done by the ones who hold power in the society. With Gandhian Philosophy he also tried to answer how this can be stopped. He further said, in the words of Bapu - "You must not lose faith in humanity. Humanity is an ocean; if a few drops of the ocean are dirty, the ocean does not become dirty."

The next candidate was Mr. Himanshu Pandey from Brilliant Hr. Sec. School. His topic was “The world pays through Mahatma Gandhi”. He stated in his discussion that Mahatma Gandhi is not just a name rather Mahatma Gandhi signifies Peace. He also said that a developing nation like India needs a true leader like Mahatma Gandhi and a follower like Narendra Modi. Mr Modi is continuously striving to achieve the dreams that bapu saw i.e.-Swachh Bharat. He declared that from 2nd October, 2014, Swachh Bharat Abhiyan will start to take place in a large way and has worked very hard to make the dream come true. He declared the day as a non-holiday to the Government workers and staffs and directs them to take cleanliness awareness in their offices on that day. On that day, Government employee’s and staff’s take action of Swachh Bharat Abhiyan in their respective workplace. Mr. Modi, also urged all the Indian’s to devote at least 2 hrs. per week to clean their surroundings. On 2nd October, Mr. Modi himself cleaned the India Gate area in New Delhi.

The next call was for MsSheetalRathore from Pioneer Public School. The topic she choose to speak was “ Transformation of the world through Gandhian Way – You be the Change”. She magnificently quoted how the youths can contribute to transform the world. She also gave examples from across the globe where Gandhi is worshiped and preached. There are several countries like Chain who follow and walk on the footprints of Bapu.

She further quoted a very famous line laid by bapu which says-“My life is my message.” and “You must be the change you wish to see in the world.”

The next presenter was RoumyaPratap Singh from Ansuiya School, his topic was “Relevance of Gandhian Philosophy”. He beautifully raised examples of Gandhi Ji and said that there may be several problems in one’s life but to solve that problem one might have various approaches the only need is to see the problem with a different angle. He further said that Gandhiji was the man of simple living and high thinking which has been set as an example to us. He was very against to the smoking, drinking, untouchability, and non-vegetarianism. At this day the selling of alcohol has been completely banned for whole day by the government of India. He was the pioneer of truth and non-violence who started the Satyagraha movement for India’s freedom. It is celebrated with lots of preparations at the Raj Ghat, New Delhi (the cremation place of him) such as prayers, offerings of flower, playing his favorite song “RaghupatiRaghav Raja Ram, PatitPavanSita Ram”, etc in order to pay homage to the Gandhiji. He further said - I would like to share one of his great sayings : “Live as if you were to die tomorrow. Learn as if you were to live forever.”

The session was further carried on with the voice of Mr. Priyanshu Ghosh from Pioneer Convent School, he spoke on the topic “Mahatma Gandhi the way to preserve and Protect National Heritage”. Here he spoke about the devotion of Gandhi towards his Nation and people. Furthermore the session was carried by Mr. Gaurav Vaidya who beautifully laid the qualities of Gandhi and said that everyone should walk on the path shown by Gandhi. In his speech he quoted that Non-violence is a weapon of the strong. With the weak it might easily be hypocrisy. Fear and Love are contradictory terms. Love is reckless in giving away, oblivious as to what it

gets in return. Love wrestles with the world as with itself, and ultimately gains a mastery over all other feelings. My daily experience, as of those who are working with me, is that every problem would lend itself to solution if we are determined to make the Law of Truth and Non-violence the Law of Life. For Truth and Non-violence are, to me, faces of the same coin. He further added that Mahatma Gandhiji came on this earth with his message of truth and non-violence (ahimsa) at a time when the forces of aggression and violence reigned supreme on earth. Mahatma Gandhi taught us what Christ and Buddha had longed to teach long ago. He became an immortal spirit who guides us through the path of peace and non-violence. Finally he concluded by saying that Gandhiji was an angelic being, a source of inspiration to his people. He was a messiah for the tortured and oppressed humanity. He is a spirit of non-violence, peace and love.

The symposium came to an end with these lines.

The gathering was further addressed by PDG Rtn. S N Lathi, District Trainer and DG Rtn. Zamin Hussain who said that the youth of a nation shapes and moulds its present and paves the way for its future. The young generation shoulders a huge chunk of the responsibility of nation building; not the politicians or the policy makers alone. It would be more accurate to say that the youth working in tandem with the government decide the fate of a nation and its coming generations. It is, therefore, important that the voices of the youth get the right platform. It is necessary that the youth gets to exercise their freedom of speech, their opinion and their ideas.

They further added that there are so many deep routed issues this country is plagued by. Just getting educated, involving yourself in politics and making the rightful use of social media is not going to eradicate every single problem in this country. This country needs to win over poverty, get access to proper health care and employment. The responsibility lies with the privileged to help uplift those that are not. Those who have the access to better opportunities should come forward and help those who don't. History has time and again vouched for the fact the youth collectively can help achieve the impossible. They are passionate, motivated and strong willed. If the youth make their voices heard and resolve to make a change; there is no reason that India cannot be the greatest nation in the world in every sense of the term.

Finally the program came to an end with the distribution of Mementoes to the dignitaries and prizes along with certificates were given to all the participants of the symposium. The national anthem was sung after which everyone departed.

‘SWACHHATA HI SEVA’ ON 3 OCTOBER, 2017

With reference to the campaign, named ‘Swachhata Hi Seva’ (Cleanliness is Service) by Hon’ble Prime Minister Narendra Modi and the initiative, by the Ministry of Drinking water and sanitation, includes ‘Sharamdaan’ or voluntary work that focus on mass mobilization and reinforce ‘janandolan’ for sanitation to contribute to Mahatma Gandhi’s dream of a clean India.

Ever since the activity started, it had begun to generate action and positivity in the Institute premises. The students had an awareness rally with a message of clean India. Student Volunteers conducted cleaning activities in Indore. It was organized by NSS volunteers under the NSS Unit of the Institute.

Youths were encouraged to come up with innovative solutions to problems for sustainable, environmental-friendly and affordable toilet technology for remote areas; technological solutions to bring behavioral change for toilet usage and hygiene. The students acted as cleanliness ambassadors and along with the support of institution they lead the vision of Clean India of our Hon’ble Prime Minister Shri Narendra Modi.

They also participated make Educational Institution a smart campus, by focusing on cleanliness and waste management. Focus was on save water, save electricity, promote cleanliness and manage waste to become smart campus.

The NSS Volunteers also created awareness among the students regarding the sanitation system and solid waste management in the city. The college Management apprised the team and the Program Officer Mr. Radheshyam Acholiya.

RASHTRIAEKTADIWAS (NATIONAL UNITY DAY)

National Unity day (also known as RashtriyaEktaDiwas) is celebrated every year on 31st of October by the people all through India. It is celebrated to commemorate the birth anniversary of SardarVallabhbai Patel who really unified the country. RashtriyaEktaDiwas or National Unity Day was introduced by the Government of India in 2014 with the aim of celebrating this event every year on 31st October. The aim of introducing this event is to pay tribute to the great man, SardarVallabhbai Patel, on his birth anniversary by remembering his extraordinary works for the country. He really worked hard in keeping India united.

Celebration of this occasion annually helps youth of the country to be aware of and provides an opportunity to everyone to maintain the integral strength of the nation. It makes Indian citizens to realize that how a national integrity helps in defeating the actual and potential threats for unity, integrity and security of the nation.

RASHTRIYA EKTA DIWAS PLEDGE

Following is the pledge for RashtriyaEktaDiwas (National Unity Day): “I solemnly pledge that I dedicate myself to preserve the unity, integrity and security of the nation and also strive hard to spread this message among my fellow countrymen. I take this pledge in the spirit of unification of my country which was made possible by the vision and actions of SardarVallabhbai Patel. I also solemnly resolve to make my own contribution to ensure internal security of my country.”

INSTITUTE INDUSTRY INTERACTION

MEMORANDUM OF UNDERSTANDING (MOU)

- ✓ MOU between *Pioneer Institute of Professional Studies, Indore* and *Capital Stars Financial Research PVT. Ltd.* was signed on 27 April, 2017.
- ✓ MOU between *Pioneer Institute of Professional Studies, Indore* and *BR Group* was signed on 2 May, 2017.
- ✓ MOU between *Pioneer Institute of Professional Studies, Indore* and *Epic Research* was signed on 16 June, 2017.

The objective was conducting collaborative and mutually beneficial programs which will serve to enhance the intellectual life, practical skills and cultural development for the industry and the Institute and to contribute for increased collaboration. The aim is sharing knowledge and capability in the concern areas for mutual benefits and become trusted partners in the area of knowledge enrichment and exploring the possibilities of mutual support in their learning, hiring and research requirements based on mutual convenience.

To promote Industry - Institute Interaction, the following Outlines are being undertaken:

- Establishment of Industry-Institute Partnership /interaction Cell.
- Organizing Workshops, conferences and symposia with joint participation of the faculty and the industries.
- Participation of experts from industry in curriculum development.
- Arranging visits of staff members to various industry
- Professional consultancy by the faculty to industries.
- Visits of faculty to industry for study and discussions or delivering lectures on subjects of mutual interest.
- Memoranda of Understanding between the Institute and industries to bring the two sides emotionally and strategically closer.
- Human resource development programs by the faculty for practicing engineers.
- Collaborative degree programs.
- Projects/dissertation work in industries under joint guidance of the faculty and experts from industry.
- Short-term assignment to faculty members in industries.
- Visiting faculty/professors from industries.
- Practical training of students in industries.

The MOU states that the two organizations will honor the agreement by:

- ✚ Collaboration regarding On the Job Training (*OJT*) for students Twice and Thrice in a Week for full day for Two Years/Three Years.

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- ✚ Imparting training to Employees and Staff by the Faculty Members of our Institute through *Management Development Program (MDP)*
- ✚ Industry to provide regular inputs in *Curriculum Revision* of the courses run by the Institute.
- ✚ Facilitating Research work leading and *Research Projects* of Faculty Members and Students
- ✚ Conducting *Recruitment* for students of the Institute
- ✚ Collaborating in *Workshops, Conclave, Seminars, Events* by providing Speakers
- ✚ Conducting *Internships* for students and giving *Guest Lectures and Corporate Lectures* in the Institute.
- ✚ Facilitating regular interaction between faculty and student of the Institute and the workforce of the Industry by visiting Industry to *Write and Develop Cases* on the latest Technology, Market Scenario, HR issues etc.

Confidentiality: Each party will maintain confidentiality of any information of other, disclosed during this term of MOU.

Each party can terminate and cancel this agreement unilaterally with or without reason for by giving an advance written notice of one month to the other.

CORPORATE LECTURES UNDER INSTITUTE-INDUSTRY INTERACTION

Better interaction between Institutions and Industry is the need of the hour. This will have great bearing on the Curriculum, exposure of industrial atmosphere to students and subsequent placement of young graduates and management students in industries across the country. With the advent of globalization and opening up of Indian economy to outside world, competition among industries have become stiff. These objectives can only be achieved well by bridging the gap between industry and the academic institute.

BR Group 3 February, 2017

Reliance 6 February, 2017

CORPORATE LECTURE BY HDFC

July 10, 2017

The Lecture threw light on the structure of Indian Banking Sector; discussion on KYC Documents, PAN card, Mode of Bank Account Operations, Fixed Deposit, Anti Money Laundering and KYC, Basics of Cheque, SMS Banking, Internet Banking, ATM Facilities, Cash Management, Currency Note Authentication, etc. The guideline to write a cheque correctly was also explained to the students.

One can say, banking sector is one of the fastest growing sectors in the country and this growth has brought many opportunities. Towards the end of the session, various career prospects in the banking sector were highlighted. The lecture was fruitful as students learned the fundamentals of banking that will really be helpful to them to crack an interview of any bank.

The lecture was very interactive as it involved asking questions and addressing queries from students which kept them involved. There was a detailed discussion what had gone wrong that led to the meltdown and substantiated each of his statements with facts; an insight about the world economy in the near future. In all it was a remarkable session and all the students gained tremendously from it.

The major perspective on various investment strategies kept the students enthralled right through the session. They could not have asked for a more enriching experience at this stage of their careers when they are about to step into the industry as budding management professionals.

CORPORATE LECTURE BY BAJAJ FINSERV

September 8, 2017, Vibhor Kumar, Bajaj Finance, Indore M.P.

The sharing on “LIVE PROJECT TO RETAIL”, with duration of 30-45 days that gives excellent opportunity to students to perform & gain on field experience was very informative. Your unique ideas, where students get chance to interact & correlate real work environment with their study experience with customers, dealers etc. helped them to relate to the practical world. The company promised give our students excellent exposure to real business, working to deadlines, meeting targets etc. & that too with India’s top NBFC & Market leaders.

Sir’s session on customer facility in RETAIL categories such as Apparels, Eyewear, and Footwear etc. was very interesting. The highlighting features were on the Global Brands like Shoppers Stop, Pantaloons, Max, Raymond, Adidas, Nike, Arrow, UCB,Us-Polo, Pepe, Global Desi, Wrangler, Meena Bazar, GKB Lens etc. with us along with local big dealers, gave a deep insight to our students.

CORPORATE LECTURE BY FINOPTION

September 12, 2017, Mr. Aman Kumar Mourya, Manager, Business Development from finOptions Institute of Financial Studies Pvt. Ltd. The students came to know how finOptionsequals industry’s requirement of capable manpower and proficient skills and the overall understanding needed by students.

The focus on tapping these opportunities in the shortest possible time, getting them quality jobs that give them quality experience and create a long- term career for them was welcomed. The emphasis on the following professional certifications programs were very fruitful:

Chartered Financial Analyst (International CFA)

Financial Modeling (FM)

Financial Risk Management (FRM)

Certified Financial Planning (CFP)

Fin – Operations

Workshop on Advance Excel

Fin – Divas (A financial literacy program especially for female students)

CORPORATE LECTURE BY SILICA EDIT & DESIGN

September 13, 2017, Mr. Gaurav Chhabra, Director Academics, Silica Edit & Design

Pioneer Institute of Professional Studies presented their students (MBA, BCA, B.Com, BBA, B.Sc) with a career opportunity in UX/UI designing with this corporate lecture. Mr. Gaurav Chhabra ((edit Mumbai, Training and Development), also associated with Ebott technology, Aptech(R&D)) design this course.

They started with the tagline "The best way to predict the future is to create it” and discussed about the following topics:

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1. Choosing the right career
 - How you will decide your path of career?
 - Interest + personality + aptitude + opportunity
2. Fundamental of design, major factors -
 - Usability
 - Convenience
3. Difference between UX(user experience) and UI(user interface)
 - a. UX
 - Business viability.
 - Design desirability.
 - Technology feasibility.
 - UX process and rough design.
 - b. UI
 - Visual design.
 - It is the final output or design.
4. Importance of UX/UI
 - Value is in the interface and experience through example of facebook and youtube.
 - Because of the growth in mobile apps and commerce 60,000 UX/UI designer are required but only 3000 are available.
 - They also discussed salary structure.
5. Project Demo
 - Royal bikes
6. They asked all the students to design 3 screens for an android or ios mobile application named "audio player app". According to their designs they'll contact with us about the internship in ux-ui design.

The Seminar was coordinated by Ms. Shraddha Bhurre

CORPORATE LECTURE BY MANAGEMENT CAREER INSTITUTE ON DIGITAL MARKETING

On 9 October, 2017 a Corporate Lecture was taken by Mr. KunalSoni, Founder of Management Career Institute. The objective of the lecture was to aware students about the field and career opportunity in Digital Marketing.

Mr. Soni discussed about the following:

Web Copy Writing = Online the user is in charge. The online copy plays an essential role in grabbing the user's attention and keeping them interested. It's important to learn - through a combination of theory and examples - how to craft successful digital copy from scratch right through the drafting and editing stages.

Web Analytics = This gives an overview of the key ideas and web analytics processes, the knowledge that one can use to improve the ROI of web marketing, how to use web analytics and encourage more visitors to flow through web pages and convert them into enquiries, leads and sales.

Social Media Channels = Social Media such as Twitter, LinkedIn and Facebook has grown significantly in the last years. Businesses are winning work from Twitter and LinkedIn. Facebook is being used in place of traditional advertising, yet a few years ago, to communicate to customers you picked up the phone or wrote a letter. This lecture shared secrets on the next steps with using digital marketing tools and how they can generate business for students.

Email Marketing = Compared to just about every other form of digital marketing Email is still the most cost effective. It can form the bedrock of our communications strategy and 'join the dots' between our other online activities. It is quick, easy to implement, inexpensive and reliable. We can discover how to form our strategies, set realistic targets and design engaging email content that gets delivered, opened, read and acted upon.

SEO - Search Engine Optimization = Find out practical ways to make sure that the site ranks highly for the key phrases your potential customers are typing into the search engines; to learn essential information for SEO, page rank, link building, white hat techniques, indexing; understand how a proper on-site and off- site optimization will create long-term value for the site.

PPC = It covered strategy aspect related to Pay Per Click advertising, finding the right keywords, write the winning advert and use all the techniques to lower price and increase ROI.

Web Usability (UX) = Design a more effective website improve customer satisfaction, have a better placement, convert more traffic into sales. It's effective for web designers, web developers, marketers in need to dramatically improve their website results.

Content Marketing = It's the ability to create the content that people want to have. Either on your site, email or social media channel, it allows to engage better and convert the audience.

The Key Note Speaker was Mr. KunalSoni and the Event Coordinator was Mr. Radheshyam Acholiya.

CORPORATE LECTURE BY MANAGEMENT CAREER INSTITUTE ON COMMUNICATION SKILL

On 10 October, 2017 a Lecture was taken on Communication Skills by Management Career Institute to provide insight knowledge of Communication Skill. The objectives were to:

- ✚ Evaluate the strengths and weaknesses of communication skills
- ✚ Understand Optimal Thinking and its vital role in communication
- ✚ Explore how to challenge and optimize suboptimal thoughts, feelings and behaviors
- ✚ Learn how to listen most effectively
- ✚ Interpret and optimize non-verbal communications
- ✚ Discover how to untangle "mixed signals"
- ✚ Find out when silence can be the most effective communication tool
- ✚ Discover how to respond optimally even when one is ready to explode
- ✚ Define the communication style that will maximize the success
- ✚ Learn how to fit in with others — even if one has little in common
- ✚ Find out how to remember and use people's names most effectively
- ✚ Gain skills to best deal with those who complain, criticize, blame and make excuses
- ✚ Optimize communications with those who practice one-upmanship
- ✚ Negotiate optimal solutions with different personality types
- ✚ Hone verbal assertiveness to minimize all undesirable behaviors
- ✚ Examine five critical factors to consider when choosing corrective measures
- ✚ Explore how to eliminate obstacles to optimal communication
- ✚ Learn how to admit mistakes without losing respect from others
- ✚ Apply the most constructive techniques for resolving conflicts
- ✚ Discover how to respect the dignity, rights and vulnerabilities of all concerned
- ✚ Develop a realistic daily plan of action to optimize communication skills

STUDENT DEVELOPMENT PROGRAMS

SEMINAR ON GST ON 13 MAY, 2017 BY CA NAVEEN SOOD

GST has begun as a new regime as “One Nation One Tax” and game-changing reform for Indian economy by developing a common Indian market and reducing the cascading effect of tax on the cost of goods and services. It has an impact in the tax structure, tax incidence, tax computation, tax payment, compliance, credit utilization and reporting leading to a complete overhaul of the current indirect tax system.

She further said that GST will have a far reaching impact on almost all the aspects of the business operations in the country. Industry experts call it more as a business reform rather than the Tax Reform. Thus it is important for Industry professionals to get acclimatized with this new regime. She formally covered the following topics:

- ❖ Introduction
- ❖ Updates on GST development
- ❖ Essential GST principles
- ❖ Place of supply
- ❖ Different types of supplies
- ❖ Export of goods and international services

Seminar on GST on 3 July, 2017 by Dr. Tanu Srivastava

- ❖ International services
- ❖ Handling of goods on behalf of overseas principal and common GST scheme
- ❖ Value and time of supply
- ❖ Disposal of goods / assets
- ❖ Reimbursement vs. disbursement
- ❖ Tax invoices
- ❖ GST laws,
- ❖ GST Rules,
- ❖ Tax rate structure
- ❖ Classification of goods and services into different rate slabs, Exemptions, Thresholds, Tax administration
- ❖ Central GST (CGST)
- ❖ Integrated GST (IGST)
- ❖ Union Territory GST (UTGST)
- ❖ Bill to Compensate States

ENTREPRENEURSHIP DEVELOPMENT PROGRAMMS BY ED CELL

ONE DAY NATIONAL WORKSHOP ON FOOD PROCESSING DATED 22 JULY, 2017

With the Key Note Address of eminent people like Shri SPS Kushwaha, Joint Director Horticulture & Food Processing Industries, Mr. Ramnath Suryawanshi, CEO & Senior Food Technologist; Mr. Sanjeev Sabharwal, Agribusiness Consultant the workshop was started.

India is largest producer of pulses, tea and milk, second largest producer of wheat, rice, groundnut, fruits and vegetables in the world. The processing of cereals, pulses, oilseeds, fruits and vegetables, medicinal plants, milk etc. has abundant potential to mitigate the food needs of the ever increasing population of our country. Further, for food security appropriate processing technology, value addition, enhanced economic returns and employment generation in rural areas have become prominent. The food processing sector of our country is a disjointed industry and still in the preliminary stages of growing phase, but may occur as uppermost yielding sector and leading food supplier in the world. Changing lifestyles, food habits, organized food retail and urbanization are the vital factors accountable for the evolution of the processed foods sector. Food Processing involve a grouping of unit operations to achieve the envisioned deviations to the raw materials. The arrangement and categorization of operations defines the nature of the final product.

An effective food processing technologies can decrease post-harvest losses, promote food safety practices, induce demand-driven production, enable high value addition and facilitate exports. Marketing improvements are also required, as they are critical for the expansion of the potential urban food demand. India has a very strong base of traditional food products, which have been developed under varied agro-climatic, geographical and socio-cultural situations over the centuries. There is a need to elevate the conventional and traditional foods technology so that the industrial manufacturing of products can be promoted through scientific application of minimum-packaging principles and then integrated with other functions such as marketing and advertising.

The quality for the processed food industry is so supreme that no processor can afford to challenge this. Food quality management, has become increasingly important during the last decade.

This is predominantly due to changing consumer requirements, increased competition, environmental issues and governmental interests. The quality assurance during on farm processing and off farm processing at industrial level can be achieved by proper application of control procedures in cultivation practices, harvesting, processing operation, packaging and storage. The manufacturer needs to consider these aspects to put checks at critical points to supply high quality products to the consumer. Continuous improvement in food quality management methods is required.

Agro-food processing industries have the potential to generate directly significant employment in production activities and also indirect employment through its forward and backward linkages.

This employment will be in rural areas where these industries have to be located near the source of raw materials, especially perishable agricultural products. The combined opportunities of export and domestic markets offer a strategic opportunity for the integration of agricultural into dynamic agro industrial supply systems with strong regional and employment impacts. Food processing includes wide range of activities and issues relating to different food industries. This seminar has chosen to concentrate on a few sectors where in the introduction of modern technologies has the potential of creating a substantial impact on the rural economy and improving the income of the rural population. Keeping these points in view, the National Seminar was organized to understand the special problems of food processing, quality and safety as well as their impact on food security and presents ways and means of dealing with these problems.

The following areas were covered in the Workshop:

- Use of safe, nutritious, and wholesome food
- Development of new food products
- Technologies in FT that can Revolutionize the Industry
- Impact of genetically modified food on health
- Food Allergy and Food Poisoning
- Self-heating food packaging
- Approaches to safety and quality in food processing
- Food fortification and enrichment
- Properties of food additives
- Food enzyme kinetics
- Physical and chemical properties of Agri-Food
- Nutrition for Seniors
- ISO 22000- Standardization dealing with food safety
- Choice of packaging materials
- Additives & Preservatives Used In Food Processing/ Preservation & Their Health Implication
- Progresses in the transport and storage of liquid and solid foods
- Alcoholic beverages- quality and safety aspects
- Foodborne illness
- Effects of Food Packaging Material on The Environment
- Enzyme application in dairy industry
- Emerging Technologies in Food Processing
- Malabsorption Syndromes
- Food Labeling
- Enzyme Application in Dairy Industry
- Nutritional Effects of Food Processing
- Emerging Technologies in Food Processing
- Role of food processing in nutrition security

Program Schedule

**Registration and Fellowship-Lobby
Inaugural Session- Conference Hall**

**(9:00 AM- 10:00AM)
(10:00 AM- 11:00 AM)**

- Welcoming the Guest
- Lighting of Lamp and Saraswati Vandana
- Introduction of Dr. CA P.K. Jain, Chairman, Pioneer Group, Indore
- Address by Dr. CA P.K. Jain
- Introduction of Mr. Ramnath Suryawanshi, CEO & Senior Food Technologist
- About the Workshop by Mr. Ramnath Suryawanshi
- Introduction of Shri SPS Kushwaha, Joint Director Horticulture & Food Processing Industries, Govt. of MP
- Address by Shri SPS Kushwaha
- Introduction of Shri D.R. Jatav, Deputy director, Horticulture & Food Processing Industries, Govt of MP
- Address by Shri D.R. Jatav
- Introduction of Mr. Sanjeev Sabharwal, Agribusiness Consultant
- Address by Mr. Sanjeev Sabharwal
- Institute Presentation: A journey Towards Excellence
- Presentation of Mementoes
- Vote of Thanks
- National Anthem

Photograph Session (Conference Hall)

(11:00 AM-11:15 AM)

Tea Break (Board Room)

(11:15 AM- 11:30 AM)

SESSION I

(11:30AM- 11:50 AM)

Policies on Food Processing and agro based Industries from Madhya Pradesh Govt.

SPEAKER: Shri SPS Kushwaha, Joint Director/ Shri D.R. Jatav, Deputy Director
Department of Horticulture and Food Processing, Government of Madhya Pradesh
(11:50AM- 1:15 PM)

Technologies for Preservation of Various Foods.

50 RUPEE VENTURE ACTIVITY ON 1 SEPTEMBER, 2017

An idea often does not get transformed into a creation or a corporation proposal unless it is guided to bloom into an enterprise. With this in mind, the Institute in association with National Entrepreneurship Network (NEN) recently focused on the ED Cell Activity, which involved students.

50 Rupees venture is an entrepreneurial activity in which students are provided an opportunity to do business in limited resources of Rs. 50/-. Contestants come with ideas, implement them, sell them, earn and get the feel of what it takes to be an Entrepreneur.

Each team starts with fifty rupees and had to come up a business idea, start and run the business and earn profit.

- Team was provided an initial investment of 50rs.
- They could buy the required material from this 50rs.
- Team was free to run as many business inside the campus provided that business should be in the same domain. The students aims was targeting other students, faculty members, staff as a customer in the following stalls:
 - Food
 - Entertainment
 - Education
 - Health

Then the participants got an entire day to go across the Institute and sell their product. They also presented a report and described the marketing strategy that they had used.

INDUCTION PROGRAM

When new students enter an institution, they come with diverse thoughts, backgrounds and preparations. It is important to help them adjust to the new environment and inculcate in them the ethos of the institution with a sense of larger purpose. The Induction Program is designed to make the newly joined students feel comfortable, sensitize them towards exploring their academic interests and activities, reducing competition and making them work for excellence, promote bonding within them, build relations between teachers and students, give a broader view of life, and building of character.

With the above vision Pioneer Institute of Professional; Studies, Indore conducted a 2 day (i.e 31th August – 1st September 2017) Induction Program for the new joiners. The Program was organized for UG I and MBA I and was witnessed by UG III, UG V and MBA III Students along with Faculty and Staff Members.

The Program started at 8:30 A.M. with the lightening of Lamp and was followed by a tribute given to DrKalam. Day 1 i.e. 31th August was a formal gathering where in the new joiners were introduced to the Institution with the help of an Institution Presentation. After this various Mentors were introduced and they helped the students know the institutional culture like the discipline that is to be maintained in the premises, uniform system, class timings, examination pattern, mentoring system, extracurricular activities etc.

Students were also told about the norms of Anti Ragging, Online submission of Fees and the different cells that are functional in the institution for their betterment like women empowerment, Social Cell, Grievance Handling Cell etc. This was further followed by introducing the faculty and staff members to the aspiring students. The day ended with the announcement that on 1th September it's time for the new joiners to reveal their talents as the entire day was dedicated for EDC ACTIVITY. All the students came in Traditional Outfits and were well prepared with their respective performances. The day started with Competition among seniors and juniors. Various Talent Hunt Competitions such as Solo Dance, Group Dance, Solo Song , Group Song, Mimicry, Shayari, Poem etc were held. Students came beautifully dresses in their traditional outfits. Various prizes were given to the new faces such as Best Song, Best Dance, Best Shayar, Active Performer of the Day, Best Selfie Club, Best Dress, Best Smile and Best Face of the Year.

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Day 2 that is 1th September 2017 was EDC day for the students. The entire day was devoted for EDC Cell where students came up with various business ideas and put up stalls of the same. This activity was conducted with the vision of developing entrepreneurial skill of the students. Here many hidden talents were appreciated for the efforts they had put in by acknowledging them with prizes such as Maximum Sale, Minimum Investment, Team Effort, The Best Marketers etc.

RECREATION AND EXTRA CURRICULAR ACTIVITIES AND EVENTS:

Excursion to Mandav

On 16 September, 2017 the college planned an excursion trip to Mandav. This wonderful trip was organized by the mentors of various streams along with student coordinators. The trip was accompanied by 4 faculty members namely Dr. Shweta Mogre, Mr. Sumit Zokarkar, Ms. Kumkum Sinha and Mr. Radheshyam Acoliya and 50 students. These students belonged to various streams such as MBA, BBA, BCA, B.Sc and B.Com.

The bus started from Pioneer Institute of Professional Studies campus and headed towards Mandav at sharp 8:00 A.M. Finally we reached Mandav at 11 A.M. , the first destination that was covered was Palaces of Roopmati and Bazbahadur. The students along with fun also were eager to know about the landscape. The students came to know that the palace of Sultan Bazbahadur and Roopmati are exquisite examples of the Islamic style of architecture. They have large courtyards. The palace of Roopmati was used as a check post in the times of an invasion. The tale of these two still resonates in the monuments of Mandu. Sultan Bazbahadur had gone to the dense woods near the Narmada River. Here he heard a sweet voice singing a divine song. When he reached the spot, he saw a beautiful maiden singing to the woods, the deer and the birds. He was mesmerized by her beauty and enchanted by her voice. When he asked her to become his wife she told him that until and unless the River Narmada starts flowing at Mandu she will not be able to marry him. This was because she used to pay homage to the river before having her food. The Sultan then went to the river and asked it to climb over the mountain and start flowing at Mandu. The river god granted his wish and told him to search for a sacred tamarisk and dig wherever it is found. There he found a spring of pure Narmada water which was a tributary. The king dug a reservoir at the place which was called the RewaKund. Rewa is another name of the river Narmada. He built a palace at this place and the waters of the fountain were provided to the baths of the palace. The river can be seen at a distance, as a silvery shimmering line in the Nimar plains, from the palace. Bazbahadur was later defeated in a battle and fled from the battle field. Roopmati committed suicide after consuming poison. The balladeers of Malwa still tell us their story.

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The next destination was the Jahaz Mahal and Hindola Mahal- When the students reached this spot they saw the beauty of the sculpture. With slight drizzle the greenery around stole everyone's heart. Here they came to know that the Jahaz Mahal, or the ship palace, resembles a ship sailing in water. There are two lakes, KapurTalao and the MunjaTalao, at the front of and behind the monument. The beautiful reflection of the palace can be seen in the tank waters. This was built in the period of Sultan Ghias-ud-din Khilji as a pleasure resort for his large harem.

The Hindola Mahal or the Swing Palace has been built with sloping walls, which make it look like a swing. This was used as an audience hall. There is a step well called ChampaBaoli near it, which was connected to underground rooms with arrangements for cold and hot water for bathing.

Finally it was time to depart from Mandav. The trip was more of educational along with plenty of fun for students and faculty members. All the youngsters came to know about the rich heritage. They also made a promise to protect such monuments by not exploiting them, they spread the message all around the place and requested all people around not to use plastic. This was a contribution made by the students of Pioneer Institute towards the mission "Say NO to PLASTIC"- Plastic free India.

Further on, the students moved to bus so that we could reach to the destination where we had booked for lunch. All the students happily enjoyed the delicacies of Malwa by eating Dal – BattiChurma. We finally left for Indore with happy faces and loads of memories. This was one of the most memorable trip for all who witnessed it.

Deepawali Celebration on 14 October, 2017

Students and faculty celebrated Deepawali with a joy and happiness. A Rangli making competition was also there where students participated and showcases their talent by making Rangloi on different theme.

Singing and Dancing Competition on 3 November, 2017

The encouragement to sing and dance is helping students to develop a host of skills while teaching them to embrace one of the most enjoyable pastimes of life. Music and dance is a joyful experience that we encourage in our Institute. Singing helped students reinforce and uphold themselves and so they found the event fundamentally enriching.

Students from various religion and cultural groups, participated and connected to varying degrees and in varying ways, with each other.

On the other hand, Dance witnessed relaxation and the participation, which was routed in technique, gave an opportunity for a creative outlet and helped to release students' emotions.

Children's Day Celebration on 14 November, 2017

During our school days, we all would wait for Children's Day as we could skip our uniforms and wear our desired dress for the day, where we would feel distinctive, it would be a day of fun and pleasure.

And so the Institute decided to have the same fun for the college students. The event was all about memories and the good time they had back in school.

The classes were called off and the cultural programme for students was planned to enjoy. It was one day when the students did not had to wear uniforms or carry any books. A celebration that ensured that students had had fun.

SOCIAL & ENTREPRENEURSHIP CELL

Clothes Donation Drive on 14 October, 2017 (Joy of Giving):

Students and teachers donated clothes to the residents of Mahalaxmi Nagar and nearby slum areas. They also spent some time with the children, with a wish to help the residents of the orphanage, poor and below poverty line slum people.

The members and students went to the orphanage along with garments so that they could personally meet the children, who not only need food, cloth, shelter, education but also love and care.

The following category of clothes were distributed to the needy people:

- Coats and suits
- Dress pants
- Dress shirts (all sizes)
- Ties
- Work pants
- Jackets, gloves, hats and scarfs
- Sweaters and vests
- New Shots and socks
- Warm clothes (new or old in good condition) of all age groups
- Sweater, shawls, socks, woolen caps, scarves and innerwear

The volunteer team worked faithfully to sort, iron, and tag all incoming clothing. The clothes were then made available to the poor and needy children on a first come first serve basis.

A small gesture was a boon for poverty stricken, deprived people to stay happy during the cruel summer / winter season. The students gave the message to show generosity, and help to collect as many as clothes to keep the deprived ones comfortable in harsh summers and winters.

PLACEMENT DETAILS

The Training & Placement Cell of Pioneer is vibrant and strives to place the Final Year Students of MBA and Under Graduate Programs with Top Companies

Details of Campus Drives:

18 Jan, 2017 Concentrix

23 Jan, 2017: Berger Paints

28 Jan, 2017: EPIC Research

7 Feb, 2017: Linkruit

8 Feb, 2017: Reliance Communication

16 Feb, 2017: Just Dial

27 Feb, 2017: Capital Star

3 March, 2017: HOB

24 March, 2017: Lotte

31 March, 2017: Chapter 247

29 August, 2017: Connect Trade Pvt. Ltd.

September, 2017: Equity Pandit

List of Placed Students

S.No	Candidate Name	Company Name	Position	Location
1	Akash Patil	Berger Paints	Sales officer	NEEMUCH
2	Deepika Gupta	Capital Star	Management Trainee	INDORE
3	Hasmukh Dhayal	Capital Star	Management Trainee	INDORE
4	Hemant Chadokar	Capital Star	Management Trainee	INDORE
5	Uday Ganguly	Capital Star	Management Trainee	INDORE
6	Anunay Jha	Capital Star	Management Trainee	INDORE

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8	Yogendra Kumar Urkude	Capital Star	Management Trainee	INDORE
9	Swati Shahi	Capital Star	Management Trainee	INDORE
10	Anupriya Tiwari	Capital Star	Management Trainee	INDORE
11	Himani Padgil	Capital Star	Management Trainee	INDORE
12	Rohit Sharma	Capital Star	Management Trainee	INDORE
13	Deepak Saraf	Capital Star	Management Trainee	INDORE
14	Balendra Kumar Kushwaha	Capital Star	Management Trainee	INDORE
15	Yogesh Singh Sisodiya	Capital Star	Management Trainee	INDORE
16	Deepak Derve	Capital Star	Management Trainee	INDORE
17	Vikash Kumar	Capital Star	Management Trainee	INDORE
18	Sweety Dwivedi	Concentrix	Practitioner	PAN India
19	Yatish Hardia	Concentrix	Practitioner	PAN India
20	Nitya Yadav	Concentrix	Practitioner	PAN India
21	Chandrakant Naik	Concentrix	Practitioner	PAN India
22	Anunay Jha	Concentrix	Practitioner	PAN India
23	Deepak Devre	Concentrix	Practitioner	PAN India
24	Deepika Ailani	Concentrix	Practitioner	PAN India
25	Avinash Kanare	Concentrix	Practitioner	PAN India
26	Naina Pandey	Concentrix	Practitioner	PAN India
27	Swati Patel	Concentrix	Practitioner	PAN India
28	Deepanshi Wanle	Concentrix	Practitioner	PAN India
29	Aakanksha Gupta	EPIC Research	Associate Financial consultant	INDORE

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30	Kavisha Sabharwal	EPIC Research	Associate Financial consultant	INDORE
31	Yogendra Kumar Urkude	EPIC Research	Associate Financial consultant	INDORE
32	Aaradhna Venugopal	EPIC Research	Associate Financial consultant	INDORE
33	Noopur Mathur	EPIC Research	Associate Financial consultant	INDORE
34	Khushal Umariya	Just Dial	Business Development Executive	GWALIOR
35	Uday Ganguly	Just Dial	Business Development Executive	INDORE
36	Yogendra Kumar Urkude	Just Dial	Business Development Executive	BHOPAL
37	Ateet Bisen	Just Dial	Business Development Executive	JABALPUR
38	Sahaam Uddin Khan	Just Dial	Business Development Executive	REWA
39	Sawan Naik	Just Dial	Business Development Executive	INDORE
40	Aman Jaiswal	Just Dial	Business Development Executive	UJJAIN
41	Taha Hasan	Just Dial	Business Development Executive	BURHANPUR
42	Ushed Seikh	Just Dial	Business Development Executive	DEWAS
43	Sourabh Sahu	Just Dial	Business Development Executive	BHOPAL
44	Deepak Saraf	Just Dial	Business Development Executive	SATNA

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45	Shariq Sohel Khan	Just Dial	Business Development Executive	UJJAIN
46	Yogesh Singh Sisodiya	Just Dial	Business Development Executive	BETUL
47	Aman Jaiswal	HOB Stores	Sales & Marketing Executive	INDORE
48	Deepanshi wanle	HOB Stores	Sales & Marketing Executive	INDORE
49	Shariq Sohel Khan	HOB Stores	Sales & Marketing Executive	INDORE
50	Nupur Mathur	HOB Stores	Sales & Marketing Executive	INDORE
51	Yogendra Kumar Urkude	HOB Stores	Sales & Marketing Executive	INDORE
52	Yogesh Singh Sisodiya	HOB Stores	Sales & Marketing Executive	INDORE
53	Deepak Saraf	HOB Stores	Sales & Marketing Executive	INDORE
54	Ajay kumar Sharma	Lotte india corporation Limited	Trainee -Sales	CHENNAI
55	Taha Hasan	Chapter 247	Business Development Executive	INDORE
56	Himanshu Gupta	Connect Trade Pvt. Ltd.	Business Development Executive	INDORE
57	DeepikaAlaini	Connect Trade Pvt. Ltd.	Business Development Executive	INDORE
58	Pushpa Singh	Connect Trade Pvt. Ltd.	Business Development Executive	INDORE
59	AvinashKanare	Connect Trade Pvt. Ltd.	Business Development Executive	INDORE

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60	MayankPatidar	Connect Trade Pvt. Ltd.	Business Development Executive	INDORE
61	Satyajeet Singh	Connect Trade Pvt. Ltd.	Business Development Executive	INDORE
62	VinayakPande	Connect Trade Pvt. Ltd.	Business Development Executive	INDORE
63	Suhani Jain	Connect Trade Pvt. Ltd.	Business Development Executive	INDORE
64	TanishqVijayvargiya	Connect Trade Pvt. Ltd.	Business Development Executive	INDORE
65	Anshul Rajput	Connect Trade Pvt. Ltd.	Business Development Executive	INDORE
66	Tanya Gupta	Connect Trade Pvt. Ltd.	Business Development Executive	INDORE
67	HashmukhDhayal	Connect Trade Pvt. Ltd.	Business Development Executive	INDORE
68	Nikhil Rajput	Connect Trade Pvt. Ltd.	Business Development Executive	INDORE
69	Nainika Bhawsar	Equity Pandit	Business Development Executive	INDORE
70	Shivam Bhawsar	Equity Pandit	Business Development Executive	INDORE
71	Riya Thakur	Equity Pandit	Business Development Executive	INDORE
72	Azam Khan	Equity Pandit	Business Development Executive	INDORE
73	Tanishq Vijayvargiya	Equity Pandit	Business Development Executive	INDORE
74	Vinayak Pandey	Equity Pandit	Business Development Executive	INDORE

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75	Satyajeet Singh	Equity Pandit	Business Development Executive	INDORE
76	Suhani Jain	Equity Pandit	Business Development Executive	INDORE



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