

REWA -2017 MAGAZINE

DEPARTMENT OF MANAGEMENT STUDIES

EDITORIAL BOARD

**Dr. (Mrs.) Amita Dev
Mr. S. Thyagarajan
Mrs. Rinkle Aswani**

**GOVERNMENT OF NCT OF DELHI
BHAJ PARMANAND INSTITUTE OF BUSINESS STUDIES
SHAKARPUR EXTENSION, OPP. MADHUBAN COLONY, DELHI-110 092.**

Website: www.bpibs.in; E-Mail: bpibs.delhi@nic.in
Phone: 011-22543891, 22017393, 22430067 Fax 011-22016134
22430067 [Ext. 209, 230]

FROM THE PRINCIPAL'S/DIRECTOR'S DESK

The Technical & Management Education is the most pivotal force and acts as a significant component of HRD Spectrum. This paves way for greater potentiality which, in turn, adds value to the products and services thus contributing to the development of National Economy and improving the standard of living of the common folk in the society in a larger measure. In order to enhance the skills of the younger generation, the Delhi Government lays greater emphasis on the development of Technical and Management Education in the State through its Strategic Plans. Despite the development in the field of Technical and Management Education, still a lot more is to be done in respect of productivity, socio-economic, industrial and technological arena, coping with the changing scenario by the turn of 21st Century with greater relevance and objectivity. This is a major challenge which could be accomplished only through combined participation and hectic efforts of the Government and Private Sector in a tactical manner.

BPIBS, being the ISO: 9001-2015 accredited Institute and to get Global Accreditation shortly by Asian Pacific Accreditation and Certification Commission [APACC], Phillipines - joins this Mission in providing tailor-made curriculum along with Training in the relevant disciplines to its students of Technology & Management through its state-of-the-infrastructure, various MoUs with leading MNCs and Skill-Oriented Programmes chalked out through Industry-Institute-Interface arrangements in order to meet various needs of the industry in the contemporary globalized industry. It is observed with pride and satisfaction that the Department of Management Studies in BPIBS has persistently achieved 100% result with the impeccable placement throughout and some of the students have even brought laurels by topping the University Ranks in the End-Term University Examinations conducted by GGSIPU.

I am pleased to publish this REWA-2017 MAGAZINE of the Department of Management Studies carrying its various academic and allied activities during the year 2016-17. The whole contents of the REWA-2017 Magazine are worth-glimpsing, as it reveals the impeccable achievements of the Department as well as the Management Students, during the year under review. I wish the Faculty and Students' fraternity of Department of Management Studies "All-The-Best" in all their ensuing endeavours.

DR. (MRS.) AMITA DEV

FROM THE EDITOR'S DESK

As defined in the AICTE act 1987, Technical Education means programmes of Education, Research, and training in Engineering and Technology, Architecture, Town Planning, Management, Pharmacy, and Applied Arts and Crafts, and such other programmes or areas as the Central Government may in consultation with the Council, by notification in the official gazette declare.

BPIBS has been running various Job-Oriented Programmes by giving greater emphasis on Technology and Management Education. With its flawless and unimpeachable infrastructure coupled with highly educated, devoted, dedicated and committed fleet of faculty, it has been continually facing wonderful accomplishments in all its activities. An apt example that could be cited in this regard would be the achievement of ISO: 9001 – 2015 Certification and the Global Recognition to be recognized within a short spell by Asia Pacific Accreditation and Certification Commission, thus adding another ornamented feather to its Cap. Needless to say, owing to the provision of High-Tech Virtual Classrooms, the inherent locational epithet of the Institute for enabling peaceful teaching-learning ambience, holistic academic liberty extended to the students' fraternity in the Institute, the students of Department of Management Studies have been bringing laurels year-by-year by unleashing their skills in various facets like - Sports, University Examinations, Extra-Curricular Activities and many more. This could be possible only with the wonderful Leadership Touch, able Guidance and Empathy always reposed by our Principal/Director – Dr. (Mrs.) Amita Dev to the Faculty Members and the Students' Fraternity.

Education and Training are the strategic and core elements of BPIBS which would indeed enable its students to hone their employability skills and increasing the productivity to a greater extent, when on their respective jobs. Keeping this mind, BPIBS always concentrates not only on Education, but also on Capability, Skills, Flexibility, Freedom etc. to empower the Young Human Capital in our country.

It gives me great pleasure to edit this Departmental e-Magazine – “REWA-2017” depicting the performances and various achievements of Management Students during the year 2016-17. Through these few lines, I extend my sincere gratitude to all the Students and Faculty Members of Department of Management Studies who have evinced/have always been evincing keen interest in providing the required data and information to enable the undersigned to bring this Departmental e-Journal “REWA” in an impeccable manner. I wish them Best-of-Luck !

S. THIYAGARAJAN

ORIENTATION PROGRAMME

IN PURSUIT OF EXCELLENCE.....

It is the bounden duty of all the Educational Institutions to give proper guidance and clarifications for the new entrants [students] about the programme in which they have been admitted for acclimatizing themselves with the new ambience of the Institute, thus enabling the wards and their parents to learn more about the Institution and to make them eased about the arrangements for running the Programme besides learning about other activities of the Institute. In line with this, an Orientation Programme was organized by BPIBS for the newly admitted students of MBA and BBA Programmes during the beginning of the Academic Year i.e. on 01-7-2017. Almost all the the newly admitted students had participated in the Orientation Programme along with their Parents, besides the Senior Officials, Faculty Members of the Institute etc. During the Programme, Dr.(Mrs.) Amita Dev, Principal, had highlighted and importance of Technical and Management Education and emphasized that the students should devote more time for their studies, while side-by-side developing their overall skills to shape themselves for meeting the issues and challenges of emerging contemporary Globalized Business Scenario, for which the Principal had assured the students that the Institute would extend its full support in all the possible ways.

She had emphasized that all the students should refrain from ragging, should be regular and punctual in attending their routine classes. She had revealed the regulating rules of minimum 75% attendance of Guru Gobind Singh Indra Prastha University [GGSIPU] for the students, to which BPIBS is affiliated and further explained the subjects of the respective semesters, system of conducting the Sessional Examinations, End-Term University Examinations etc. followed by the introduction of Faculty Members of Management Department. The Principal highly motivated the students to groom their skills in all the ways possible and encouraged/advised them to devote more time for studies to secure University Ranks in their End-Term University Examinations, so that they could bring laurels to the Institute.

The Principal had vibrantly explained all the queries raised by the students and their parents, besides highlighting the achievements of the Institute as well as the students in the past. She portrayed the state-of-the-art infrastructure – especially Computer Laboratories, Automated Library and Reading Room, Virtual Classrooms for all the Programmes, EDUSAT Lab, and various other facilities available and above all, the highly educated, devoted, dedicated and committed fleet of teachers for the students in the Institute. She boasted that through rigorous and intensive teaching methods with individual attention on every student, the Institute would build the students the best Assets for the contemporary industry and would become Leaders of the Nation in various walks of life. In this direction, she sought for co-operation of the Parents of each and every student to closely monitor the progress of their studies. She extended her Best Wishes to the newly admitted students in all their ensuing endeavours.



ACADEMIC CALENDAR [AUG-DEC 2017] OF MBA DEPARTMENT

BPIBS brings out its Academic Calendar for the Management Students well-in-advance for each and every Semester in respect of all the programmes as per the University's Guidelines, for better planning and proper execution of academic activities. This enables the Management Students to have an awareness of the overall activities of the Management Department and chalk out the Sessional Examinations, Programmes etc. in a systematic manner. The Academic Calendar was brought out for August-December-2017 Session by the Department of Management Studies for its MBA Department is given below:

ACADEMIC CALENDAR - AUG TO DEC 2017 - MBA

IMPORTANT DATES

EVENT	DATE & TIME
ACADEMIC Session [Odd Semester]	MBA I & III Semester
Expert Lecture	Every Fortnightly
Submission and Finalisation of Project Title	09-08-2017
Pre-Project Presentation	28-08-2017
Industrial/Study Vislt/Educational Tour	07-09-2017
First Sessional Examination	26-09-2017 to 30-09-2017
Sports Meet	12-10-2017 to 14-10-2017
Workshop/ One Day Seminar	19-10-2017
First Project Presentation	16-09-2017

Second Project Presentation	26-09-2017
Final Project Submission with Hard-Bound copy and Soft copy	09-10-2017
Power Point Presentation for MBA III Sem STP – Internal Project Presentation	11-11-2017
Practical Examination	13-11-2017 [STP-External] 13-11-2017 [ITM-External]
Preparatory Leave	14-11-2017 to 19-11-2017
End-Term/Semester Examination	21-11-2017 onwards
Winter Break	18-12-2017 to 07-01-2017
Commencement of New Academic Session	08-01-2017 onwards

PROMINENCE OF SUMMER TRAINING/RESEARCH PROJECT

The Management Students of BPIBS, as a part of their Curriculum devised by Guru Gobind Indra Prastha University [GGSIPU], are deployed for research related activities such as Summer Training Project in the reputed National, Multi-National Organisations and various Government Departments for a period Six Weeks to Eight Weeks. This Summer Training of students will be personally supervised by the Senior Official[s] in the respective organisations where the students are undergoing Training, so that the Management Students could whet their various skills in all managerial activities like Planning, Decision-Making, Communication, Participation in Management, Leadership, Analytical Skill, Project Preparation, Presentation, Documentation etc. which would be of immense benefit to them, when they go for a job immediately after their graduation.

The Faculty-Experts are used to closely supervise the Trainee Management Students allocated to them as per the Time-Schedule already scheduled by MBA Department and guide them as to how to prepare the Summer Training Project with various segments like - preparation of synopsis, decision of topics, making references to various interesting and relevant information earlier published on the topic, collection, processing, analyzing and interpretation of data, besides how to go in for findings, conclusions and suggestions and above orderly preparation of the Project in an impeccable manner etc. After preparing the Summer Training Project, the students should make Power Point Presentation [PPT] before the Committee of Internal Examinations [comprising the Experts from the Department and outside Expert] followed by External Examinations [conducted by University deploying the Expert] for necessary assessment and awarding Marks.

BPIBS has facilitated the following advantages to the Management Students, by deploying them to Summer Training Projects:

- * Opportunity to demonstrate their capability and keen interest in a particular career before permanent commitments are made.**
- * Developing skills in the application of theory to practical work situations.**
- * Honing their aptitude, skills and techniques directly applicable to their careers.**
- * Enabling the students in equipping themselves from the college atmosphere to the new environment of full-time employment.**
- * Facilitating their students to develop their attitudes conducive to effective interpersonal relationships.**
- * Inculcating in students – the sense of responsibility.**
- * Enabling the students to acquire good work habits.**
- * Development of employment records/references that would enhance employment opportunities.**
- * Grabbing the opportunity by the students to imbibe an in-depth knowledge of the formal functional activities of a participating organization, besides understanding informal organizational relationships.**
- * Above all, enabling the students to achieve higher levels of academic performance.**

The details of Summer Training undergoing by the Students of MBA Third Semester are given below:

ANNEXURE-A

MBA IV SEMESTER [2015-17 BATCH]

RESEARCH PROJECT DISSERTATION

Sl. No.	Guide	Name	Roll No.	Topic of Project Dissertatlon
(A) PROF. DR. K.L. DAHIYA:				
1	PROF. DR. K. L. DAHIYA	Avinash	00311403915	A study on Financial Derivatives - Futures and Options in ICICI BANK
2		Bharti	00411403915	A Study of Retail Investors' Preference with respect to boom/recession Conditions.
3		Deepika Panwar	00611403915	A Study on the Construction of an Ideal Equity Portfolio of Listed Companies using Sharpe-Index-Model from NIFTY 50 Companies.
4		Kanika	01011403915	A Study on the Impact of CSR on Financial Performance of ITC Ltd.
5		Mayur Panwar	01211403915	A Study of Online Trading Derivatives
6		Megha Gupta	01311403915	A Study of the Role of Microfinance in Poverty Alleviation in India
7		Monica Dhiman	01411403915	A Study on Promotional Mix of Insurance Products in India.
8		Ritu	02111403915	A Study of Equity Portfolio using Sharpe-Index-Model
9		Surbhi Gosain	03311403915	A study on the Option Strategies with special reference to BANKNIFTY - India
10		Vrindaa Gupta	03811403915	A Study of Option Strategies with special reference to Nifty Additional 50 Companies.

(B) PROF. M.K. JAIN				
1	Mr. M.K. JAIN	Naman Kumar Jain	01711403915	A Study on Comparative Financial Analysis of JK Tyres.
2		Bharti Kumari	00511403915	A Study on Financial Derivatives of ICICI, YES BANK and SBI BANK
3		Sakshi	02311403915	A Study on Commodities Trading Investment and Speculation in NCDEX, MCX, NMCEIL
4		Shiva Govil	02411403915	A Comparative Study of Different Broking Firms at Global Capital Market Limited
5		Shubham Singhal	02811403915	A Study on the Analysis of Investment Options and their Hedging
6		Kanika Bansal	01011403915	A Study on the Impact of CSR on Financial Performance of ITC Limited
7		Kumund Ranjan	40211403915	A Study on the Analysis of Trading in Reliance Money
8		Harshit Seth	00911403915	A Study of Industry Management in IFFCO

Sl. No.	Guide	Name	Roll No.	Topic of Project Dissertatlon
---------	-------	------	----------	-------------------------------

(C) DR. ANURAG AWASTHI:				
Sl. No.	Guides	Name	Roll Number	Topic of Project Dissertation
1	DR. ANURAG AWASTHI	Amit kumar	00111403915	A Study on Digital Marketing Strategies used by Indian Travel & Tourism Industry
2		Pradeep Kumar	02011403915	A Study on the Advertising strategy of Max New York Life Insurance Ltd.
3		Shivam Tyagi	02511403915	E-Commerce and its impact on Retail Market in India with respect to Snapdeal
4		Sunny Sharma	03011403915	Analyzing The Retailer - A Study of Marketing Strategies of Prominent Luxury Brands In India.
5		Suraj Tyagi	03211403915	A Study on Promotional Strategies of FMCA in Rural India
6		Varun	03611403915	A Study on Factor affecting Consumer Perception towards On-line Shopping
7		Divya chauhan	00711403915	A Study on the Human Resource Planning in Axis Bank
8		Poonam Rajput	01811403915	A Study on the Role of HR Analytics in Corporate World
9		Shubham Parsoya	02711403915	A Study on the Employees' Satisfaction on Recruitment and Performance Appraisal at Air India Ltd.
10		Harsha Bhagchandani	00811403915	A Study on the Process of Training and Development of Doctors in Indraprastha Apollo Hospital
11		Tanmoy Jash	03411403915	A Study on the Brand Value of Paytm in Cashless Economy
12		Mansi Bhasker	01111403915	A Study on the Employees' Retention Policies and Practices in Air India

Sl. No.	Guides	Name	Roll Number	Topic of Project Dissertation
(D) SHRI S. THIYAGARAJAN:				
1	SHRI S. THIYAGARAJAN	Anupama	00211403915	A Study on the Effect of Emotional Intelligence on Job Satisfaction of the employees with reference to Healthcare Professionals.
2		Ruchi Kumari	02211403915	A Study on the Work Life Balance in Bharat Business Process Outsource Ltd
3		Shobhana	02611403915	A Study on the Performance Appraisal System at Wipro Infrastructure Pvt Ltd.
4		Supriya	03111403915	A Study on Job satisfaction of Employees in Wardex Pharmaceuticals Limited
5		Mukul Kukreti	01511403915	A Study on Employees' Engagement in Blue Dart
6		Umang	03511403915	A Study on the Consumer Preferences for a Brand - with Special reference to Patanjali Products
7		Aksha Verma	40111403915	Psychological Motivation behind Impulse Buying - A study of customers in Delhi NCR
8		Pradeep Kaushal	01911403915	A Study on the Human Resource Recruitment in Paytm

ANNEXURE-B

MBA III SEMESTER STUDENTS [2016-18 BATCH]

SUMMER TRAINING PROJECT

SL. NO.	GUIDE	NAME	ROLL NO.	TOPIC OF RESEARCH/SUMMER TRAINING
(A) PROF. DR. K.L. DAHIYA:				
1	PROF. DR. K.L. DAHIYA	AASTHA	111403916	A Study on Financial Freedom for Women in M/s. Taurus Mutual Funds.
2		ADITI	311403916	A Study on the Valuation of Real Estate in M/s. ERNST & YOUNG LLP.
3		AKSHAY	611403916	A Study on Financial Statements of M/s. Outwork Solutions Pvt. Ltd.
4		AMAN RAJMALANI	811403916	A Study on Financial Ratio Analysis of M/s. Central Warehousing Corporations.
5		HEMANT	1711403916	A Study on Revenue Management in M/s. IPGCL.
6		VIKAS	3711403916	A Study on Mutual Funds of PNB in M/s. Fair Wealth.
7		SACHIN	3211403916	A Study on Financial Ratio Analysis in PNB Housing Finance Limited.
8		ANKITA	911403916	A Study on Tax Planning in M/s. Webview Solutions.
9		DIGVIJAY	1311403916	A Study on Impact of GST on Indian Economy in M/s. Atharv Mentors Consulting LLP Pvt. Ltd.

SL. NO.	GUIDE	NAME	ROLL NO.	TOPIC OF RESEARCH/SUMMER TRAINING
(B) Mr. M.K. JAIN				
1	Mr. M.K. JAIN	KRUTTIKA	2011403916	A Study on Internal Audit Procedures in M/s. NBCC India Ltd.
2		ABHILASHA	2211403916	A Study on Project Cost Management in M/s. ETA Pvt. Ltd.
3		PARAS	2611403916	A Study on Marketing and Advertising Strategy of M/s. Nestle India Pvt. Ltd.
4		RAJAT	3011403916	A Study on Yoga Market in M/s. Namyata Technologies, Gurgaon.
5		ROHIT	3111403916	A Study on Sales Promotional Strategy of M/s. Nestle India Pvt. Ltd.
6		SOMYA	3411403916	A Study on Ratio Analysis in M/s. G4S Security Solutions Pvt. Ltd.
7		KUMAR RAHUL DEV	2111403916	A Study on Consumer Perception and Satisfaction of Nestle Products.
8		YAMINI	3811403916	A Study on Methods of Financing with special reference to M/s. AU Small Finance Bank.
9		ARUN	40311403916	A Study on Marketing Research on Holiday Patterns of Indian Customers in M/s. Sterling Holidays.

.....2

SL. NO.	GUIDE	NAME	ROLL NO.	TOPIC OF RESEARCH/SUMMER TRAINING
---------	-------	------	----------	-----------------------------------

(C) DR. ANURAG AWASTHI:				
1	DR. ANURAG AWASTHI	ADITYA	411403916	A Study on Marketing Plan of various Insurance Services in CSC.
2		AJIT	511403916	A Study on Consumer Buying Behavior in Chosing Electrical Products of M/s. Arise India Pvt. Ltd.
3		AMAN BHARDWAJ	711403916	A Study on Digital Marketing in M/s. Tanco Lab Products.
4		ANSHUL	1011403916	A Study on the Service to fulfill customer Desire in M/s. Web View Solutions.
5		ASHU	1111403916	A Study on awareness, preference and buying pattern of Health Insurance through Bank Assurance Channel in PNB.
6		DIMPLE	1411403916	A Study on Digital Marketing in M/s. Xcrino Business Solutions.
7		GAURAV	1611403916	A Study on Customer Satisfaction in M/s. Nestle India Pvt. Ltd.
8		MAHIMA	2411403916	A Study on the Role of Leadership Style and Psychological Empowerment in NTPC.
9		UMANG	40211403916	A Study on Customer Satisfaction of Micro Finance Users in PNB Met Life.

SL. NO.	GUIDE	NAME	ROLL No.	TOPIC OF RESEARCH/SUMMER TRAINING
(D) SHRI S. THIYAGARAJAN:				
1	SHRI S. THIYAGARAJAN	FARHAN	1511403916	A Study on Marketing of Tea and allied products of M/s. Tassyam.
2		KALPANA	1911403916	A Study on performance appraisal in M/s. 9.9 Media Worx Pvt. Ltd.
3		PRAKUL	2711403916	A Study on quality of Work Life Balance in GAIL.
4		PRIYA	2811403916	A Study on application of Marketing Concepts in Footwear Industry in SSIPL Retail Ltd.
5		SHREYA	3311403916	A Study on Marketing Strategy of M/s. Food Panda.
6		SUHANI	3511403916	A Study on Recruitment and Selection Procedures in M/s. Apollo Hospitals and Enterprise Ltd.
7		SURUCHI	3611403916	A Study on Recruitment and Selection Procedures in M/s. Sterling Tools Ltd.
8		PRAVEEN	40111403916	A Study on Dynamic Value and Work Life Balance in Samsung.

DEPARTMENT OF MBA
EXPERT/SPECIAL LECTURES - 2016-17

Sl. No.	Title of Expert/Special Lectures	Conducted on	Delivered by and Organisation
1	Understanding Creativity and Innovation for Entrepreneurial Career	26-8-2016	Dr. Rishi Raj Singh, Director [Training], National Institute For Entrepreneurship and Small Business Development (NIESBUD), NOIDA
2	Competency for 21st Century Managers	04-11-2016	Mr. A.K. Bhargava, General Manager [Retired], Bharat Electronics Limited, New Delhi
3	Foodgrain Management in India	21-2-2017	Mr. Vijay Parashar, General Manager, FCI
4	Career in Banking	23-2-2017	Mr. Anshuman, TimesPro
5	Workshop on Disaster Management	7-3-2017	District Disaster Management Authority (East) O/o District Magistrate (EAST)
6	Job Opportunities in Govt. Sector	11-4-2017	Mr. Akshaya Saxena, Research Engineer, Microsoft, Noida

EXTRA-CURRICULAR ACTIVITIES

1. SPECIAL LECTURE “UNDERSTANDING CREATIVITY AND INNOVATION FOR ENTREPRENEURIAL CAREER”

An Expert/Special Lecture was organized by BPIBS on the topic of “Understanding Creativity and Innovation for Entrepreneurial Career” for its Management Students on 26-08-2016. The Expert Lecture was delivered by Dr. Rishi Raj Singh, Director [Training] from the Institute For Entrepreneurship and Small Business Development (NIESBUD), NOIDA. The topics during the Expert Lecture revolved were - What is Creativity ? How to bring Creativity into existence? How to produce Creativity through imaginative skill by Entrepreneurs? etc. He said that Creativity is the ability to generate new ideas by combining, changing, or reapplying existing ideas which should be in Entrepreneurs. He added that some creative ideas are astonishing and brilliant, while others are just simple. Everyone has substantial creative ability including the participant-students and those who want to become Entrepreneurs.

He, therefore, advised the students to believe and indulge in creative activities to become genius. While underlining that Creativity is also an attitude, the ability to accept change and newness, a willingness to play with ideas and possibilities, a flexibility of outlook, the habit of enjoying the good, while looking for ways to improve it, he revealed that Creativity is also a process. He went ahead stating that Creative Person works very hard and continually improves the ideas and solutions, by making gradual alterations and refinements in his works. He clarified that Creativity requires passion and commitment. He asserted that a product is creative when it is “novel” and “appropriate”. Then he turned his topic to “Innovation”.

Touching upon Innovation, he clarified that Innovation is the process of bringing the best ideas into reality, which triggers a creative idea, which generates a series of innovative events. He added that Innovation is the creation of new value and is a process that transforms new ideas into new value - turning an idea into value. He explained that one cannot innovate without creativity and Innovation is the process that combines ideas and knowledge into new value. Without innovation an enterprise and what it provides quickly become obsolete. At last, he advised the Would-be-Entrepreneurs to bear in mind to long for Creativity and Innovation at all times during the course of their Entrepreneurship.

At the end of the Session, there was an Interactive Session between the Expert and the Management Students through which very many participants had raised queries, discussed and deliberated on various issues and challenges of Entrepreneurs and Entrepreneurship at the National and International Level. The participant-students had given the feedback that the Special/Expert Lecture was an impeccable one.

2. EXPERT LECTURE ON “COMPETENCY FOR 21ST CENTURY MANAGERS”

BPIBS had organized an Expert Lecture on the topic of “Competency for 21st Century Managers” on 04-11-2016 for the Management Students. On the occasion, an Expert Lecture was delivered by Shri A.K. Bhargava, General Manager [Retired], Bharat Electronics Limited, New Delhi. During his talk, Shri Bhargava had underline the importance of possessing the various skills by the 21st Century Managers to lead the organizations in an impeccable manner in order to meet the issues and challenges emerging in the contemporary Globalized Scenario. Some of the Skills he asserted were - Communication and interpersonal skills, An ethical or spiritual orientation, The ability to manage Change, The ability to Motivate, Analytic and Problem Solving skills & Decision Making Skills - and above all, Being a Strategic/Visionary Manager in the Organisation. He further added that, in addition to above mentioned skills, a 21st Century Manager should also possess the quality of - Persistency in overcoming difficulties, Managing the Knowledge Worker, Hard Working Himself and Being passionate about work.

Shri Bhargava had further revealed that the 21st Century Managers in the positions of Authority should preach and practice the following traits for the smooth flow of business of their organizations and to lead the whole working Team to the right direction:

- **Ability to manage differences**
- **Ability to manage change– diversity**
- **Being a strategic/visionary manager**
- **Having a global perspective**
- **Ethical and/or spiritual orientation– that is, to act with integrity**
- **Knowledge of Computer Technology**
- **Resiliency– being able to balance job, family and outside demands**
- **Ability to facilitate/manage Teams**
- **Communication and interpersonal skills– people skills**
- **Having a Self-Development Mindset**
- **Being thorough with all the Statutory Regulations of the State/Nation**
- **Being able to recognize current trends/Market Conditions etc....**

In-a-nutshell, the Expert Lecture had witnessed an overwhelming response along with the interactions between the participating Management Students and the Field Expert then-and-there during the proceedings of the Programme. Thus the Expert Lecture was a Total Success.

3. SPECIAL LECTURE ON “FOOD GRAIN MANAGEMENT IN INDIA”

A Special Lecture on “Food Grain Management in India” was organized by the Department of Management Studies in the Multi-Purpose Hall of BPIBS for its Management Students on 21-02-2017. Shri Vijay Parashar, General Manager, Food Corporation of India [FCI], New Delhi, had delivered a Special Lecture on the subject. During the course of his lecture, he shared about the successful Food Grain Management System being adopted in India, with special reference to the Government of India Body – Food Corporation of India. He added that the main elements of the Government’s Food Management Policy are Procurement, Storage and Movement of Food Grains, Public Distribution and Maintenance of Buffer Stocks. He clarified that the Food Grain Management Policy in India has been detailed in the Targeted Public Distribution System (TPDS) (Control) Order, 2015 notified on 20.03.2015.

During the course of his Expert Lecture, Shri Vijay Parashar had touched upon various topics on Food Management one after another. They were - Procurement and Storage of Food Grains, Allocation and Off-Take of Food Grains and Central Issue Prices, Movement/Transportation of Food Grains to various Parts of the States and the Country, Buffer Stock Policy, as maintained by the Government of India, which comprises - (i) meeting the prescribed minimum buffer stock norms for food security, (ii) monthly release of food grains for supply through TPDS and Other Welfare Schemes, (iii) meeting emergency situations arising out of unexpected crop failure, natural disasters, etc. (iv) price stabilization or market intervention to augment supply so as to help moderate the open market prices. Lastly, he had entered into the topic of Open Market Sales Scheme[Domestic] under which the FCI functions with 3 schemes, namely - (i) Sale of wheat to bulk consumers/private traders through e-auction, (ii) Sale of wheat to bulk consumers/private traders through e-auction by dedicated movement, and (iii) Sale of Raw Rice Grade ‘A’ to bulk consumers/private traders through e-auction etc. etc...

In his concluding remarks he boasted with satisfaction that Food Corporation of India has been rendering yeoman services to the Society in particular and the Nation as-a-whole in maintaining and managing the favourable position/situation of various Food Grains in the Country. Shri Vijay Parashar had clarified all the queries raised by the Student-Participants on the topic of Food Grains Management. The Special Lecture ended had wonderfully.

4. EXPERT LECTURE ON “CAREER IN BANKING”

An Expert Lecture was organized by BPIBS on 23-02-2017 for its Management Students in its Multi-Purpose Hall on the topic of “Career in Banking” . Shri Anshuman, Banking Expert, TimesPro, New Delhi, had delivered an Expert Lecture on the occasion. During his Expert Lecture, Shri Anshuman had explained and guided the student-participants about the Banking Sectors in the Country and the Careers in Banking that are available aplenty for the younger generation in various cadres, provided they equip themselves to meet the requirements.

He vividly explained to the participants about the educational qualifications and criteria for Banking Careers, how to prepare for various Banking Competitve Examinations, How to face the Interviews, availability of career-path on completion of their respective courses, lucrative compensation and facilities which are readily available on joining Banking Careers, Promotions aspects, Status in the Society etc.

His Expert Lecture facilitated the students and they evinced lot of interest to raise a number of queries relating to Banking and allied Sectors. The Student-Participants had informed that they had imbibed an impeccable essence of the whole programme. The participants had responded that this Expert Lecture had enabled them to prepare effectively and efficiently for all Competitive Examinations in Banking Careers conducted by different Banks and Banking Sectors [like Private/Scheduled Banks, Commercial Banks, Co-operative Banks, Grameen Banks etc., Global Banks] in the country. The Student-Participants requested the Principal that, on this occasion, the Institute should conduct this sort of Expert Lecture to them as frequently as possible, so that they could get impeccable guidance and information for planning their Job Careers. The Expert Lecture was a total success.

5. WORKSHOP ON “DISASTER MANAGEMENT”

An One Day Workshop on the topic of “Disaster Management” was organized in the Multi-Purpose Hall of BPIBS on 07-03-2017 by BPIBS for its Management Students. Various Experts in the field of Disaster Management from District Disaster Management Authority [East], Office of Disaster Management [East], New Delhi had delivered Expert Lectures on the topic. On the occasion, the Disaster Management Experts had explained that Emergency Management is the organization of activities and management of resources and responsibilities for dealing with all humanitarian aspects of emergencies—preparedness, response, and recovery—in order to reduce the harmful effects of all hazards, including disasters. Often

interchanged with disaster management, it is not to be confused with it. They further explained that the World Health Organization [WHO] defines an “Emergency” as the state in which normal procedures are interrupted, and immediate measures need to be taken to prevent that state turning into a disaster. Thus, emergency management is crucial to avoid the disruption transforming into a disaster, which is harder to recover from.

The topic of Lecture by the Field Experts also revolved on various topics like – Emergency Planning, Health and Safety of Workers which includes Physical Exposures, Chemical Exposures[release of Hazardous Materials], Biological Exposures, Psychological Exposures, Employers’ Responsibilities, Emergency Action Plan, Exposure Monitoring, Hazard Control, Pre-incident Training & Testing, Communicating and Incident Assessment, Prevention, Mitigation Strategy, Preparedness, Local Emergency Planning Committees, Responses, Recoveries, Professional-Tools, Disaster Response Technologies etc. Various situational Live-Demonstrations were made by the Disaster Management Technical Experts during the course of the Workshop which were fully witnessed by the Student-Participants. In the penultimate hour of Workshop, the students had raised various doubts on the topic of Disaster Management and the same were very well clarified by the Field Experts. The Workshop had ended with an impeccable success.

6. WORKSHOP ON “JOB OPPORTUNITIES IN GOVERNMENT SECTOR”

A One Day Workshop on the topic of “Job Opportunities in Government Sector” in the Multi-Purpose Hall of BPIBS on 11-4-2017 for the students of all the Programmes conducted by BPIBS. On the occasion, an Expert Lecture was delivered by Mr. Akshaya Saxena, Research Engineer, Microsoft, Noida. Speaking on the topic, Mr. Akshaya had brought to the notice of the student-participants that Government, being the Supreme Authority in any Country, provides umpteen job opportunities in different fields and diverse ways to the younger generations.

Some of them cited by him were – Government/Ministries/Departments, Corporations, Undertakings, Enterprises, Statutory Bodies, Autonomous Bodies, Educational Institutions like Schools, Colleges, IITs, IIMs, NITs, Research Institutions like CSIRs, ICMR, MCI etc. Corporations, Banks and Financial Institutions, Transportation, Engineering, Science & Technology, and Allied Sectors, Life Sciences, Space Sciences, Mining etc. etc.... through direct recruitment, State and Central Service Commissions, besides other Avenues. He encouraged the students to concentrate on their own studies and side-by-side, he advised, they should take overall efforts to hone their various skills to compete with other youngsters for any type of job – both in India and abroad.

He further added that the fee structure for these Government Training Programmes and Job Recruitments is relatively lesser or cheaper, when compared to other type of recruitments and training programmes, though it is higher in some other cases. He emphasized the students that they should strategically plan out their future flawlessly, so that they could accomplish their objectives in the best possible manner and would get their better future career.

He advised the students to closely monitor the various Recruitment Advertisements on the Websites of the Government Departments etc. to the openings of various posts at different cadres/levels which are released through on-line, besides leading Newspapers. He clarified various queries raised by the student-participants in an impeccable manner. He extended his Best Wishes to the student-participants. The Workshop was a total success.

STUDY VISITS/INDUSTRIAL VISITS TO MANAGEMENT STUDENTS

INDUSTRIAL/STUDY VISITS BY THE STUDENTS OF BPIBS

BPIBS, in order to provide live exposure on the Industrial, Production and Manufacturing activities and to keep the students abreast with the up-to-date developments in the Globalized Scenario, is always arranging Industrial Visits/Study Visits to the students studying in all its Programmes during the year. During this Industrial Visit[s]/Study Visit[s], the students were exposed to various industrial/production activities like Manufacturing, Processing, Fabrication and Assembling, Painting, Finished Products, Sales and Marketing and other allied activities practiced by the Organisations.

On the occasion, the visiting students will undergo Mini-Industrial-Lectures at the Plant itself by the Departmental/ Sectional/ Divisional Heads of those Industries/ Organisations which would comprise on the hierarchy, system of manufacturing, marketing the products, targeting the customers etc. Thus, the Study Visits/ Industrial Visits enable the students to have live exposure of production system etc. in the Establishments, besides honing their knowledge and skills in all directions. Following were the Industrial Visit[s]/Study Visit[s] arranged by the Department of Management Students for its Management Students:

INDUSTRIAL VISITS/STUDY VISITS MADE BY THE STUDENTS OF MANAGEMENT STUDIES

Sl. No.	Session	Company/Industry	Date
1	2016-2017	Mother Dairy Plant, Patpar Ganj, Delhi	24 th Aug 2017

INDUSTRIAL VISITS OF MANAGEMENT STUDENTS ON THE ANVIL

Sl. No.	Session	Company/Industry	Date
1	2017-2018	NSIC Ltd., Okhla	February-March 2018
2	2017-2018	M/s. Maruti Suzuki Limited, Gurgaon	

MOTIVATION OF STUDENTS THROUGH SCHOLARSHIPS

MERIT AND MERIT-CUM-MEANS SCHOLARSHIPS

The Management Students are always encouraged to pay more attention and concentration on their studies and secure top ranks in their Sessional Examinations, Term-End University and Board Examinations. In this direction, BPIBS has been disbursing Merit Scholarships and Merit-cum-Means Scholarships every year to the Top Rank Holders hailing from reserved categories and those who are excelling in their studies throughout.

Merit Scholarship and Merit-Cum-Means Scholarship Details of Department of Management Studies

1. MERIT SCHOLARSHIP

Sl. No	Name of Students	Roll No	Amount Granted	Department
1	Suhani Gupta	03511403916	Applied	MBA

2. MERIT-CUM-MEANS SCHOLARSHIP

Sl. No	Name of Students	Roll No	Amount Granted	Department
1	Puneet Kumar Singh	02511403917	Applied	MBA

TRAINING & PLACEMENT

The contemporary industry is expecting the students to be vibrant, energetic, enthusiastic, dynamic and ready to face issues and accept the challenges and responsibilities, very much attentive, a good academic background, fast learners, open to learning even at work, liaison-oriented and above all possessing the good communication skills.

The main aim of **Training and Placement** is to acquire the student's right knowledge, skill and aptitude and meet the manpower requirements of the Industry.

The Training and Placement Function in BPIBS is facilitated by a regularly appointed Training and Placement Officer [TPO] as Head, besides the Departmental Training and Placement Officers [TPOs] as Co-ordinators.

Training and Placement encompasses three main activities. They are –

- * Training,
- * Education, and
- * Development.

While hectic efforts are made to achieve the above said activities/goals by the institute through Industry-Institute-Interface, the Institute and its Faculty Members have also become Life Member of various leading Professional Associations like Indian Society for Technical Education [ISTE], Computer Society of India [CSI], NHRD Network etc. to gain abundant knowledge in their respective domain and to derive able and valuable guidance with maximum academic benefits from these Associations in order to transform the same to the students during routine teaching-learning sessions in the Classrooms.

National Programme on Technology Enhanced Learning [NPTEL]

The **National Programme on Technology Enhanced Learning (NPTEL)**, a project funded by the [Ministry of Human Resource Development](#) (MHRD), provides e-learning through online Web and Video courses in Engineering, Sciences, Technology, Management and Humanities. This is a joint initiative by seven [IITs](#) and [IISc](#) Bangalore. Other selected premier institutions also act as Associate Partner Institutions.

NPTEL is a Curriculum Building Exercise and is directed towards providing learning materials in Science and Engineering by adhering to the Syllabi of [All India Council for Technical Education](#) and the slightly modified curricula of major affiliating Universities. It has developed Curriculum-based-Video- Courses and Web-based e-Courses targeting students and faculty of institutions offering UG Engineering Programs.

The main objective of NPTEL is to make learning material available to the students of Engineering Institutions in the easiest manner possible. The broad aim of the project is to facilitate the competitiveness of Indian Industry in the Global Markets through improving the quality and reach of engineering. As of June 2017, approximately 1200+ video courses and web-based courses have been developed by the faculty members of these institutions.

NPTEL provides On-line Courseware in the form of Web Courses and Video Lectures. These lectures utilize a multitude of facilities of the video medium such as chalk-and-talk, tablet writing, power point, two and three dimensional animations, interactive codes, etc. Each course comprises approximately 40 video lectures of about 1 hour duration. An online discussion forum is incorporated wherein students can post and review questions. Wherever applicable, course assignments, handouts, self-evaluation tasks, etc. have been integrated. Workshops are routinely conducted for institutes, students, mentors, etc. under the auspices of NPTEL. The students and Faculty Members of BPIBS have been enjoying all these facilities and groom their knowledge and skills in their respective domains.

There are approximately 1200+ courses in various disciplines currently being offered across Engineering, Sciences, Technology, Management and Humanities. As of June 2017, there are approximately 1000 colleges across the country who have joined as Local Chapters and BPIBS is one among them. All the students of BPIBS under various Programmes have already joined different courses conducted by NPTEL.

NPTEL contents are being used BPIBS as part of their Teaching-Learning Process. While faculty members of this Institute are using these contents as a part of their Lesson Plan to teach University Curriculum, our students are also using NPTEL not

only to prepare for Technical Jobs and Competitive Exams, but also as a platform for their constant learning and updating knowledge for the ever-changing environment and market realities. NPTEL contents are designed in such a manner, so that they could enhance and complement students' residential learning experience at their given institutions.

Certification courses are offered by NPTEL in association with industry partners like [Aricent](#), [NASSCOM](#) and [Google](#). Currently, 159 courses are available for certification. Exams are being conducted twice a year which aim at bridging the gap between academia and industry. On successful completion of the course, an in-person, proctored exam can be taken by paying a nominal fee. Those who pass the exam will be awarded a certificate. Many students from BPIBS have joined these Certificate Courses and they were awarded Certificates in the respective disciplines/domains after passing the concerned examinations conducted by NPTEL Authorities.

PLACEMENT ACTIVITIES:

During the year gone-by, BPIBS had organized Campus Interviews at different intervals in its own premises for the Students of Final Semester of various Programmes, besides deploying its students to other Centres where the Campus Interviews were conducted under one roof for a large number of student groups. Leading Organisations from Delhi and NCR Region had taken active part in the recruitments and the students were selected and had got their placements with lucrative packages. Following are the companies wherein the Management Students of BPIBS have either been selected for final rounds and/or have got their placements:

Further, the Management Students are deployed for various Off-Campus Drive conducted/organized by GGSIP University and its other affiliated Institutions/colleges then and there.

In addition to above, the students have also been placed themselves in various Management Positions in the leading Nationalized Banks, Government Departments, MNCs, Public Sector Enterprises and Social Welfare Organisations etc. A list of such students who have been placed in the above organizations have been given in **Annexure-I**.

MR. ARPIT SHARMA - STUDENT OF MBA IV SEMESTER BROUGHT LAURELS TO BPIBS THROUGH IMPECCABLE PLACEMENT WITH THE CTC OF RS.21 LAKHS PER ANNUM IN M/S. FLY DUBAI

Mr. Arpit Sharma, studied in MBA IV Semester [2015-17 Batch] with the Roll No.60 in Bhai Parmanand Institute of Business Studies [BPIBS], has brought great laurels to the Institute through a lucrative offer of Placement by M/s. Fly Dubai, U.A.E., for the post of Associate Assistant Manager in Public Relations Department with a CTC of Rs.21 Lakhs per annum which is the biggest ever offer and achievement of the year 2016-17.

Shri Arpit Sharma expressed that BPIBS has helped him a lot in shaping his career and grooming his overall personality and hence he extended his heartiest thanks to the Principal, the MBA In-Charge and the Institute as-a-whole.

MR. FARHAN KHAN - STUDENT OF MBA III SEMESTER WAS OFFERED LUCRATIVE PLACEMENT WITH THE CTC OF RS.6.5 LAKHS PER ANNUM IN M/S.GOLD PLUS GLASS INDUSTRIES LIMITED

Mr. Farhan Khan, studying in MBA III Semester [2016-18 Batch] with the Roll No.015 in Bhai Parmanand Institute of Business Studies [BPIBS], has brought great laurels to the Institute through a lucrative offer of Placement by M/s. Fly Dubai, U.A.E., for the post of “Trainee Assistant Manager [Sales]” with a CTC of Rs.6.5 Lakhs per annum.

Mr. Farhan Khan is a dynamic student not only in the classroom but also in various activities of the Institute. He expressed his great satisfaction studying in BPIBS and he is optimistic in shaping his career and grooming his overall personality during his education in BPIBS and hence he extended his heartiest thanks to the Principal, the MBA In-Charge and the Institute as-a-whole.

VISAKA AWARD TO BPIBS

BPIBS RANKED AMONG TOP TEN OUT OF 4896 INSTITUTIONS AT THE NATIONAL LEVEL AND RECEIVED OUTSTANDING CONTRIBUTION AWARD

In order to move the whole nation from Cash Transaction to Cashless Economy and to completely avoid the usage of cash for meeting the financial commitments, besides practicing digital literacy amongst all walks of life in a larger measure, the Digital Literacy Campaign [Vittiya

Saksharta Abhiyaan – VISAKA] has been launched by the Government. The Delhi Government made hectic efforts to ensure movement from cash to cashless transactions, particularly in all educational institutions.

Bhai Parmanand Institute of Business Studies took this challenge and educated its each and every student to practice, promote and propagate this mission of Digital Payment primarily amongst rural people, shopkeepers, street vendors and common uneducated public at large by way of Videos, Demonstrations, Seminars, Workshops, Posters, Special Lectures etc.

This mammoth task was taken up by every student effectively and yielded significant results, as every student on an average trained and promoted minimum ten shopkeepers, ten vendors, and household people which witnessed a cascading effect.

Further, BPIBS made the whole campus 100% cashless campus including small and petty transactions of even the least Re.1/-. The efforts of the fraternity of BPIBS were recognized and culminated to “Outstanding Award” for spreading awareness of Digital Literacy and BPIBS was ranked among the Top 10 Institutions out of 4896 Institutions located across the nation.

During the facilitation ceremony held on 08-03-2017 at Vigyan Bhawan, New Delhi, BPIBS proudly puts on record that One Student– Ms. Suhani of MBA Department, BPIBS was selected out of 4,29,669 students and received Outstanding Volunteer Award from Shri Prakesh Javedkar, the Hon’ble Union Minister of HRD and Shri Ravi Shankar Prasad, the Hon’ble Union Minister for Electronics and IT. Dr. (Mrs.) Amita Dev also received an Outstanding Award by way of Shield for the significant contribution by BPIBS. The student was given away/awarded a Table PC along with the Certificate.

We take this opportunity to extend our sincere thanks to Mrs. Punya Salila Srivastava, Secretary [TTE] and Shri Manoj Kumar, Director [TTE] for their persistent support and able guidance.

MBA DEPARTMENT - CAMPUS DRIVE**STUDENTS OF MBA SELECTED IN THE CAMPUS INTERVIEW**

Sl.No.	Company	Designation	No.of Students selected	Name of students
1.	Academiaguru.com	Marketing Executive	1	1. Ajit Akshay
2.	Academiaguru.com	Business Development Officer	2	1. Aman Rajmalani 2. Farhan Khan
3	Academiaguru.com	Trainee	2	1. Akshay Goel 2. Priya Chaudhary
4	M/S Gold Plus Glass Industries Ltd.	Trainee Assistant Manager	1	1. Farhan Khan
5	Aditya Birla Capital Ltd	Trainee	11	1. Akshay goel 2. Mahima dogra 3. Kalpna Sharma 4. Aastha Bhatia 5. Sachin mittal 6. Priya chaudhary 7. Yamini Garg 8. Aman rajmalani 9. Aditi jain 10. Kruttika 11. Umang kumar gupta

ANNEXURE-I

PLACEMENTS OF PASSED-OUT MBA STUDENTS

Sl. No.	Name of the Student	Batch	Company/Industry	Designation	Package/PA [Including all]
1.	Arpit Sharma	2015-2017	M/S Fly Dubai	Assistant PR Manager	21 lac/ Annum
2.	Deepika Panwar	2015-2017	Cvent India	Accountant	4 lac/annum
3.	Mansi Bhasker	2015-2017	Saransh Group	Hr Recruiter	1.86 lac / Annum
4.	Megha Gupta	2015-2017	OnfMaritime	Accountant	3 lac/ annum
5.	Mukul Kukreti	2015-2017	Harman Connected Services (A Samsung Company)	HR Consultant	2.4 lac/ annum
6.	Shiva Govil	2015-2017	British Telcom	Process Associate	3 lac/ Annum
7.	Shobhana Vyas	2015-2017	CNC AVIATION	HR	2.4 lac / annum
8.	Shubham Singhal	2015-2017	India Bulls	Trainee, Management	no stipend
9.	Suraj Tyagi	2015-2017	Vibrant Floors Pvt. Ltd.	Business Development Executive	2.4 lac/ annum
10.	Tanmoy Jash	2015-2017	Cvent India	Marketing Associate	4 lac/annum
11.	Umang Manocha	2015-2017	Ontop Pharasuitalcs Ltd.	Product Executive	2.76 lac/annum
12.	Varun Sharma	2015-2017	Enterprenour		
13.	Aksha Verma	2015-2017	Univall Infotech Ltd.	IT and Brand Manager	5.5 lac/annum
14.	Mr. Krishan Beniwal	2014-2016	M/s. Prem Motors Pvt. Limited	Ciaz-Sales Consultant	Rs.2.25 Lakhs
15.	Mr. Prateek Gahlot	2014-2016	M/s. Techie Ocean Live Solutions	Business Development Associate	Rs.5 Lakhs
16.	Ms. Hema Sharma	2014-2016	M/s.Hippo Innovations, Gurgaon	HR Executive	Rs.3 lakhs
17.	Mr. Ayush Sharma	2014-2016	M/s. Ericsson India Global Services Pvt. Ltd.,	Officer – Work Planning and Analyst	Rs.4 Lakhs
18.	Mr. Vivek Sharma	2014-2016	M/s. Techie Ocean Live Solutions, Delhi	Financial Analyst	Rs.5.5 Lakhs
19.	Mr. Anshuman Chandra	2014-2016	M/s. Religare Finvest Limited, Gurgaon	Manager [Relations]	Rs.10 Lakhs
			M/s.Airwil Infra Ltd., Noida	Asst. General Manager [Mktg]	Rs.9 Lakhs
			M/s. Dimension Financial Solutons Pvt. Limited	Corporate Relationship Executive	Rs.3 Lakhs
			M/s. Voice Tree Tech. Pvt. Limited	Management Trainee	Rs.4.5 Lakhs
20.	Amit Yadav	2014-2016	Genpact	Process Associate	Rs.2.31 lakhs

21.	Dheeraj Kumar	2014-2016	Genpact	Process Associate	Rs.2.31 lakhs
22.	Gurdit Singh	2014-2016	Anubhav Technologies	Accounts Executive	Rs. 3 lakhs
23.	Shivam	2014-2016	Innovative View	Sales Executive	Rs. 4.5 lakhs
24.	Archit Jain	2014-2016	Religare	Relationship Manager	Rs. 5 lakhs
25.	Neha Varun	2014-2016	M/s Web Reinvent Technologies Pvt. Ltd.	International Business Developer	1.6 lakhs
26.	Chaitanya Goel	2014-2016	Shyam Enterprises	Marketing Executive	Rs. 2.40 lakhs
27.	Bhawna Sharma	2014-2016	Genpact	Process Associate	Rs. 1.50 lakhs
28.	Keshav Krishan	2014-2016	AMR-The Guidance	Relationship Manager	Rs.2.76 lakhs
29.	Aditi Sharma	2014-2016	Placement Consultants	Recruitment Executive-Trainee	2.40 lakhs
30.	Mr. Nikhil Kumar	2014-2016	M/s. Techie Ocean Live Solutions, Delhi	Business Development Analyst	Rs.5 Lakhs
31.	Mr. Mohit Kumar	2013-2015	M/s. Infocom Network Limited	Executive – Business Development	Rs.2.25 Lakhs
		2013-2015	M/s. Mahindra Holidays & Resorts India Limited	Sales Executive	Rs.2.50 Lakhs
		2013-2015			
32.	Rohit Anand	2013-2015	Royal Bank of Scotland	Process Associate [Processor-Operations]	2.53 Lakhs
33.	Mr. Ankur Ojha	2013-2015	M/s. Just Dial Limited	Just-Dia-Ambassador	Rs.2.50 Lakhs
34.	Mr. Pradeep Singh Panwar	2013-2015	M/s. Perfect RFID Technologies [P] Limited	Business Development Executive	Rs.3.75 Lakhs
35.	Ms. Meenakshi Agarwal	2013-2015	M/s. Info Edge [India] Limited	Senior Executive in International Sales Team [NaukriGulf.com]	Rs.3.50 Lakhs
36.	Ms. Monika Raniwal	2013-2015	M/s. Steria [India] Limited	HR Officer/HR Administraor	Rs.3 Lakhs
37.	Ms. Rupal Saxena	2013-2015	M/s. Info Edge [India] Limited	Senior Executive International Sales	Rs.4 Lakhs
38.	Mr. Mohamed Hasan Khasif	2013-2015	M/s. Collegesearch.in	Business Development Associate [Sales & Marketing Team]	Rs.4.50 Lakhs
			M/s. Daffodil	Junior Associate [Business Development]	Rs.4.50 Lakhs
39.	Ms. Bhoomika	2013-2015	M/s. One97 Communications Ltd.	Associate Operations	Rs.3.50 Lakhs
40.	Mr. Ashish Singh Negi	2013-2015	M/s. WNS Global Services Pvt. Ltd.	Senior Associate – Operations	Rs.4 Lakhs
41.	Mr. Naveen Kumar	2013-2015	M/s. WNS Global Services Pvt. Ltd.	Senior Associate - Operations	Rs.4 Lakhs
42.	Mr. Shivam Bhawa	2013-2015	M/s. Daffodil	Junior Associate – Business Development	Rs.4.50 Lakhs

43.	Anurag Rai	2013-2015	Govt Job		
44.	Sanket Sharma	2013-2015	Royal Bank of Scotland	Process Associate	Rs. 2.17 lakhs
45.	Manisha Kapoor	2013-2015	The Grofers India Pvt. Ltd.	Senior Executive	3.5 lakhs
46.	Ayoushi Dhall	2013-2015	Infoedge India	Executive	2.9 lakhs
47.	Mr. Prince Tiwari	2012-2014	Union Bank of India	Probationary Officer [JMGS-I]	Rs.6 Lakhs
48.	Monu Dalal	2012-2014	Tele Performance	Assistant Manager	3.12 Lakhs
49.	Ms. Nidhi Ann Mathai	2012-2014	M/s.Info Edge[India] Ltd.[Naukri.com]	Executive [Operations Team]	Rs.3.50 Lakhs
50.	Mr. Shariq Anwar	2012-2014	M/s. XL Dynamics Solutions Unlimited	Associate Analyst	Rs.4.5 Lakhs
51.	Mr. Puneet Kumar Sharma	2012-2014	M/s. Asian Paints	Officer – Sales & Services	Rs.4 Lakhs
52.	Mr. Akash Gupta	2012-2014	M/s. Randstad India Limited	Executive	Rs.3.75 Lakhs
53.	Mr. Nitesh Kumar Yadav	2012-2014	Shyam Lal College [Evening], University of Delhi	Lecturer/Asst. Professor [Ad-hoc]	Rs.15600/- + 39,100 Allowances as per Govt.Rules
54.	Ms. Swati Sharma	2012-2014	M/s. YES Bank (Credit Information Bureau [India] Limited)	Executive	Rs.3.5 Lakhs
55.	Navneet	2012-2014	Royal Bank of Scotland	Analyst	3.5 Lakhs
56.	Kriti	2012-2014	EXL	HR Manager	3.5 Lakhs
57.	Joby Joy	2012-2014	Food Panda	Sr. Finance Operations Analyst	Rs. 3 lakhs
58.	Lata Tiwari	2012-2014	WNS Global Pvt. Ltd.	Business Research Analyst	3 lakhs
59.	Heena Gupta	2012-2014	Glue Design Pvt. Ltd.	Associate Business Analyst	Rs.2.40 lakhs
60.	Ms. Pragya Dogra	2012-2014	M/s.Inductis India Pvt. Limited	Reporting Analyst	Rs.3 Lakhs
61.	Ms. Nidhi Lamba	2012-2014	M/s. Institute of Management & Technical Studies	HR & Administration Executive	Rs.2.5 Lakhs
62.	Shivangi	2012-2014		Entrepreneur	
63.	Divya Arora	2012-2014	Black Rock	Analyst	6.2 Lakhs
64.	Dinesh Anand	2011-2013	General Insurance Cooperation	Asst. Manager(Mumbai Branch)	8 Lakhs
65.	Santosh Kumar	2011-2013	BR Estate Food and Civil Supply	Assistant Manager	9300-PB2 Grade Pay-4600
66.	Mr. Rahul Kumar	2011-2013	M/s. Drishtee Skill Development Centre Pvt. Limited	Senior Co-coordinator – HR & Admn.	Rs.2.25 Lakhs
67.	Saurabh Sinha	2011-2013	Canara Bank	Assistant	2.5 Lakhs
68.	Megha Agarwal	2011-2013	Indian Overseas Bank	Assistant Manager	4.8 Lakhs

69.	Akhil Sharma	2011-2013	SS & C Globeop Financial Services	Senior Executive	5.2 Lakhs
70.	Shubham Rajput	2011-2013	Continuum Services	Team Member	3 lakhs
71.	Disha Sharma	2011-2013	Paytm	Wallet Operation	
72.	Sahil Sharma	2011-2013	US tech Solutions, Noida	Senior Executive Business Development	5.5 Lakhs
73.	Maninder Singh	2011-2013	Bank of Maharashtra	Deputy Manager	5.4 lakhs
74.	Heena Kapoor	2011-2013	Apical Capital Advisor Pvt. Ltd.	Investment Banking	4 lakhs
75.	Devvrat Singh	2011-2013	Own Business	Proprietor	

In addition to above, the students of BPIBS from the Management Department have achieved themselves in getting jobs in various Managerial Positions in the leading Nationalized Banks like State Bank of India, Union Bank of India, Canara Bank, Vijaya Bank, Allahabad Bank, and Karur Vysya Bank [a Scheduled Commercial Bank] etc. as Probationary Officers through Competitive Examinations: as Section Officers/Social Welfare Officers in the Ministries/Government Departments, Statutory Bodies like Bureau of Indian Standards, Employees State Insurance Corporation through Service Commissions and respective Competitive Examinations; and as Middle Management Executives in Government Undertaking like – Bharat Petroleum Corporation Limited, Cement Corporation of India Limited, SAIL etc. and many more on the list.

STUDENTS' CORNER

The Right Place

A mother and a baby camel were lying around under a tree.

Then the baby camel asked, “Why do camels have humps?”

The mother camel considered this and said, “We are desert animals so we have the humps to store water so we can survive with very little water.”

The baby camel thought for a moment then said, “Ok...why are our legs long and our feet rounded?”

The mama replied, “They are meant for walking in the desert.”

The baby paused. After a beat, the camel asked, “Why are our eyelashes long? Sometimes they get in my way.”

The mama responded, “Those long thick eyelashes protect your eyes from the desert sand when it blows in the wind.”

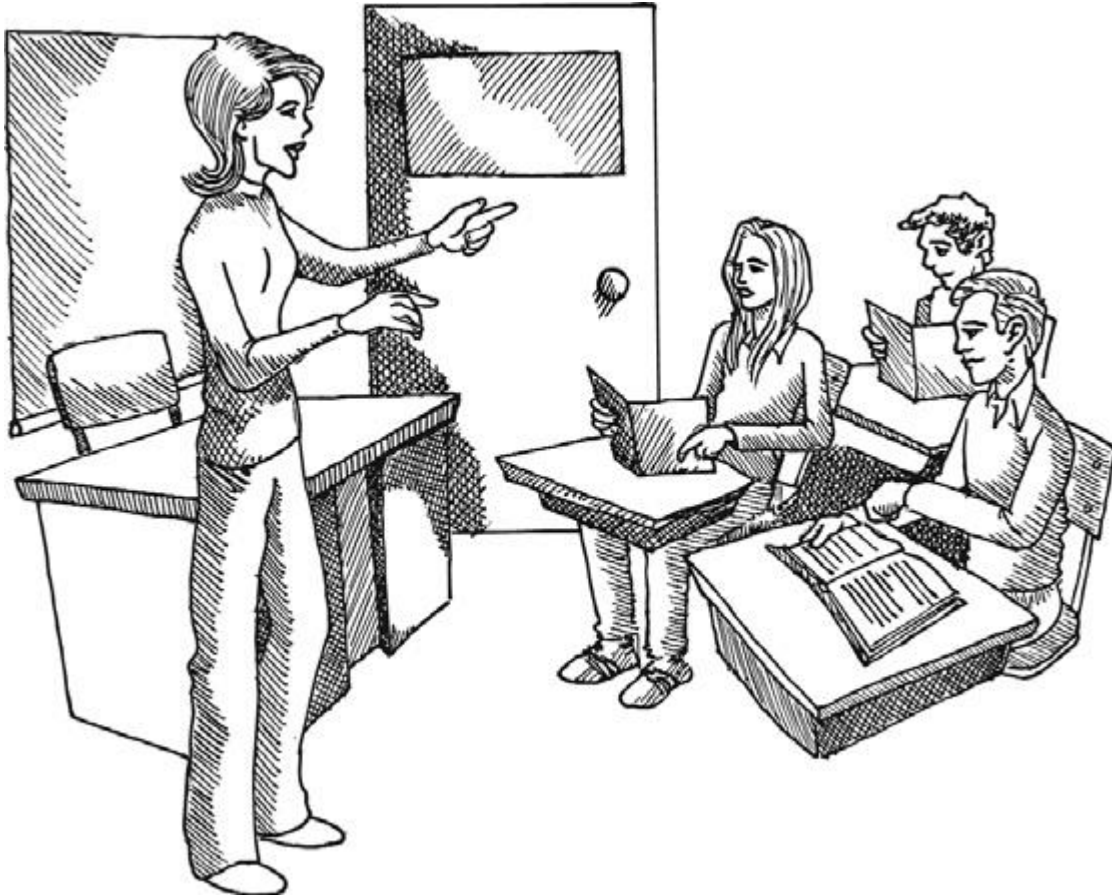
The baby thought and thought. Then he said, “I see. So the hump is to store water when we are in the desert, the legs are for walking through the desert and these eye lashes protect my eyes from the desert then why in the Zoo?”

The Lesson: Skills and abilities are only useful if you are in the right place at the right time. Otherwise they go to waste.



Elements Of Strong Student-Teacher Relationships

4 Timeless Elements Of Strong Student-Teacher Relationships



1. Consistent Communication

Consistent communication is the most vital element as it serves to create a connection between the two. A teacher who understands the problems of his or her students and then shapes his or her teaching style in order to interact better with the student can see success, but this takes not simply observation, but communication. Of course, teachers can't understand every problem of every child in their class room but a general idea, grasped from the trouble points and insight into behavior can go a long way in shaping a good two way communication. The more the teacher communicates well, the higher is the chance of fast and effective learning at the student's end.

2. An Emotionally-Safe Learning Space

Creating an open learning environment where different opinions are equally respected and where there is no fear of ridicule from either one's peers or the teacher is crucial for building good student teacher relationships. Students need to feel safe when asking questions, safe in the belief that they won't be taunted or criticized and that their question or comment will be answered with patience and respect.

3. Mutual Respect, Trust, & Feedback

Mutual respect and trust are at the foundation of any lasting relationship. Student-teacher interaction that is based merely on academic progress or behavior management creates inhibitions within a student and stifles true relationship-building. Those teachers that show respect towards their students and a keenness to help them through their difficulties become the object of respect themselves and trigger a drive among students to learn and make their teachers proud.

Telling students that they have the ability to do well and praising them often with smiles, words of approval, patient conversation, and even celebratory applause will all lead to motivating a student further and accomplishing more.

4. True Equity

Disparity in learning is a barrier to academic performance. Whether you're talking about technology access, access to literature, or related socioeconomic trends, equity matters.

This extends to the relationship between those leading learning environments (primarily teachers and administrators) and those being led (primarily students). Creating favorites and focusing on those individuals can create resentment among others who feel marginalized and left out. Focusing equally on all students in class will no doubt lead to a powerful student teacher relationship for everyone.

Puneet Kumar Singh
MBA I Year, BPIBS

SOME INSPIRATIONAL QUOTES

“Just know, when you truly want success, you’ll never give up on it. No matter how bad the situation may get.” – ***Unknown***

“Accept responsibility for your life. Know that it is you who will get you where you want to go, no one else.” – ***Les Brown***

“I don’t regret the things I’ve done, I regret the things I didn’t do when I had the chance.” –
Unknown

“Challenges are what make life interesting and overcoming them is what makes life meaningful.”
– ***Joshua J. Marine***

“It’s hard to wait around for something you know might never happen; but it’s harder to give up when you know it’s everything you want.” – ***Unknown***

“One of the most important keys to Success is having the discipline to do what you know you should do, even when you don’t feel like doing it.” – ***Unknown***

“Good things come to those who wait... greater things come to those who get off their ass and do anything to make it happen.” – **Unknown**

“Happiness cannot be traveled to, owned, earned, or worn. It is the spiritual experience of living every minute with love, grace & gratitude.” – **Denis Waitley**

“In order to succeed, your desire for success should be greater than your fear of failure.” – **Bill Cosby**

“Go where you are celebrated – not tolerated. If they can't see the real value of you, it's time for a new start.” – **Unknown**

Dont be afraid to stand for what you believe in, even if that means standing alone.. – **Andy Biersack**

“The best revenge is massive success.” – **Frank Sinatra**