



Suresh Angadi Education Foundation's  
**ANGADI INSTITUTE OF TECHNOLOGY AND MANAGEMENT**  
**DEPARTMENT OF MBA**

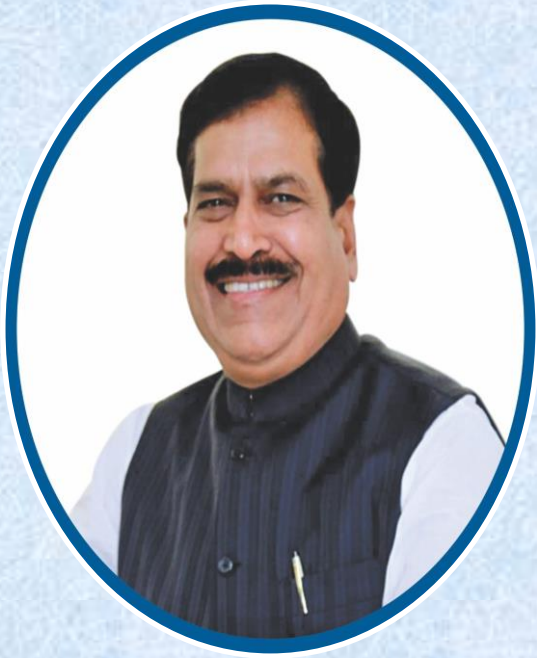
Approved by AICTE New Delhi, Affiliated to VTU Belagavi, Accredited by NAAC  
Savagaon Road, Belagavi, Karnataka 590009



**AITM MBA MIRROR**  
**A QUARTERLY NEWSLETTER**  
**Volume 1    Issue 3**

Founder Chairman of Suresh Angadi Education Foundation

**Late Shri Suresh Angadi ji**



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**EDITORIAL-IN -CHIEF**



**Dr. Suryakumar N. Khanai**  
Director, Department of MBA, AITM

### MESSAGE FROM THE ADMINISTRATOR, SAEF

It is a matter of great pride for SAEF's Angadi Institute of Technology and Management that MBA @ AITM is publishing "AITM MBA MIRROR", third issue of E-Newsletter.

SAEF's AITM has been imparting quality engineering and management education to students with affordable fees ever since its inception. The institute is committed for holistic development of students thereby giving exemplary employment opportunities. Recently AITM is figured in the list of "Super 30" a unique scheme launched by Government of Karnataka with an aim to develop one engineering college in each district into an institute of technical excellence.

MBA @ AITM is consistently striving for achieving excellence not only in academics but also in value additions, internship opportunities and final placements.

"AITM MBA MIRROR" is the true reflection of activities that are carried out in the Department of MBA.

I wish "Good Luck" for MBA @ AITM and readers as well.

**Shri Raju Joshi**

Administrator

SAEF

## **MESSAGE FROM THE PRINCIPAL & DIRECTOR, AITM**

Greetings to the readers!

I warmly welcome you to the third issue of “AITM MBA MIRROR” which is an E-Newsletter of MBA@ AITM.

This quarterly E-newsletter showcases program updates and knowledge exchange between the students, entrepreneurs, professionals and alumni. This is a wonderful channel to spread the awareness of happenings of the department. The E-newsletter will reach the furthest and farthest and provides the glimpse of the achievements and activities carried out in the department. I am confident that the channel will also highlight our students on a digital platform.

I hope you feel amazed, entertained and acknowledged by reading this E-Newsletter.

**Dr. Anand Deshpande**

Principal & Director  
AITM

**MESSAGE FROM THE DIRECTOR MBA @ AITM**

Dear Readers

Welcome to the third issue of “AITM MBA MIRROR” A Quarterly E-Newsletter of MBA@ AITM.

Having assumed the role of Director of MBA Program at AITM for nine months, one of my top priorities is to enhance communication with students, academicians, industry experts, parents and of course alumni community. “AITM MBA MIRROR” as a channel, through which I am trying to reach out all the stakeholders to accomplish a common educational goal.

I feel honoured to present before you our third issue of “AITM MBA MIRROR”. This quarterly e-newsletter provides program updates and insights shared by our successful entrepreneurs, learned professionals, illustrious alumni and budding managers.

I hope you enjoy the third issue of “AITM MBA MIRROR”. As always, we wish you better health and happiness.

**Dr. Suryakumar N. Khanai**

Director,  
MBA @ AITM

## MESSAGE FROM EDITORS

Warm greetings to the readers of “AITM MBA MIRROR” A Quarterly E-Newsletter...

It is indeed a great honour to share with you second issue of E-Newsletter "AITM MBA MIRROR" published by MBA @ AITM Belagavi. In this issue of E-Newsletter, we tried to capture the various activities conducted in MBA @ AITM, which foster the holistic growth of management students. The E-Newsletter also covered an interview of an eminent Social Entrepreneur, Shri Mahesh Jadhav Founder Mahesh Foundation, Belagavi. The objective is to gain insights about his urge to help the children who are affected with HIV that led to the establishment of Mahesh Foundation.

We take this opportunity to express our sincere thanks to Smt. Mangal Suresh Angadi ji, Hon'ble Member of Parliament and Chairperson of SAEF for the unconditional support and encouragement. We express our sincere gratitude to Dr. Spoorti Angadi Patil Director, SAEF for permitting us to portray the highlights of MBA @ AITM amongst all the stakeholders.

We extend our sincere thanks to Shri Raju Joshi, Administrator for his valuable support in bringing this issue. We are also thankful to Dr. Anand Deshpande, Principal & Director for his constant encouragement.

We thank Dr. Suryakumar N. Khanai, Director of Department of MBA for his valuable support and guidance in publishing this E-Newsletter. We also thank all the faculty members and students for their valuable contribution.

**Prof. Prabhu Chimmad**

**Prof. Vishal Bogar**

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## AITM AT A GLANCE

Angadi Institute of Technology and Management (AITM) the flagship institute of Suresh Angadi Education Foundation was established in the year 2009, which offers undergraduate courses in Bachelor of Engineering (BE) in Artificial Intelligence & Data Science, Mechanical, Computer Science, Civil, Electronics & Communication, Electrical & Electronics and Robotics & Automation. It also offers Diploma courses in Computer Science, Electrical, Civil and Mechanical branches. AITM offers PG courses in Master of Business Administration (MBA), MCA and M.Tech in Mechanical & Civil Engineering. AITM is affiliated to one of the prestigious Visvesvaraya Technological University (VTU) Belagavi.

### Recent MoUs with the following prestigious organizations:

1. K-Tech Innovation
2. Horiba India
3. Whitby Woods Pritamdasani
4. Shalaka Connected Devices Pvt. Ltd
5. C Care
6. IP-FY



## ABOUT MBA @ AITM

Department of MBA at SAEF's AITM was established in the year 2009 with a vision of nurturing rural talent and producing competitive managers in all functional areas of management. MBA @ AITM offers two years full time Master of Business Administration (MBA) program, which is approved by AICTE New Delhi and affiliated to Visvesvaraya Technological University Belagavi.

MBA @ AITM is committed to offer quality management education by well qualified and experienced faculty members at affordable fees. It offers Marketing, Finance and Human Resource Management as specializations and students have an opportunity to study dual specialization. This will provide them with an opportunity to pursue two different areas in the management field.

### Key Highlights of MBA @ AITM

Case Study Discussions, Guest Lectures and Workshops on contemporary topics for acquisition and synthesis of knowledge.

Live Projects, Industrial Tours, Study Visits and Collaborative Research to gain practical insights.

Project Based Learning (PBL), Learner Centric Pedagogy and Experiential Learning to apply theoretical knowledge with practice.



## RELEASE OF AITM MBA MIRROR – VOLUME I ISSUE 1 & 2 A MAIDEN E NEWS LETTER of MBA @ AITM

August 8th is observed as 'Foundation Day' of Suresh Angadi Education Foundation (SAEF). SAEF was founded in the year 2008 by the visionary leader Late Shri Suresh Angadi ji the then MoS Railways Government of India and four term Member of Parliament Belagavi

On this occasion The Department of MBA released "AITM MBA MIRROR" A QUARTERLY E-NEWSLETTER in the auspicious hands of Smt Mangal Suresh Angadi ji, hon'ble Member of Parliament Belagavi and Chairperson SAEF. Dr. Spoorti Angadi Patil, Director SAEF, Shri Raju Joshi Administrator and Dr. Anand Deshpande Principal & Director AITM were also present on this occasion.

“AITM MBA MIRROR” E-Newsletter aims to communicate and unveil to all the stakeholders about various events, industry interactions, research initiatives and faculty achievements. The newsletter also covered an interview of an "Eminent Entrepreneur” to gain management insights from his incredible knowledge and valuable experience.



## WEBINARS / GUEST LECTURES / WORKSHOPS / EVENTS ORGANIZED

### A GUEST LECTURE ON VALUES AND ETHOS IN INDIAN ARMY

A guest lecture was organized on 'Values and Ethos in Indian Army' for second and fourth semester MBA students on 5<sup>th</sup> July 2022. Brig. Joydip Mukherjee and Lt Col Himanshu Bahl were the resource persons who interacted with the students on the above mentioned topic.

The guest lecture aimed at orienting the students discipline, punctuality and code of conduct there by inculcating values and ethos amongst students which are essential ingredients to survive in the corporate world.

Brig. Mukherjee in his interaction briefed about "Agnipath" a new policy which has been introduced by the Government of India in Army recruitment. He highlighted the significance of this policy for the youngsters. Later Lt Col Himanshu interacted with the students on the topic values and ethics and their importance in both personal and professional life. Overall the session was very interactive and informative for the students.



## WEBINARS / GUEST LECTURES / WORKSHOPS / EVENTS ORGANIZED

### A GUEST LECTURE ON GLOBAL TRENDS AND ITS IMPACT ON INDIAN ECONOMY

A guest lecture was organized on 'Global Trends and its Impact on Indian Economy' for second and fourth semester MBA students on 6<sup>th</sup> July 2022. Mr Abdul Majeed, Bank Assurance, PwC, Bangalore was the resource person for the event.

India's financial sector is not deeply integrated with the global financial system, which spared it the first round adverse effects of the global financial crisis and left Indian banks mostly unaffected. However, as the financial crisis morphed in to a full-blown global economic downturn, India could not escape the second round effects. The global crisis has affected India through three distinct channels: financial markets, trade flows, and exchange rates.

The guest lecture aimed at enlightening the students about current trends global economy and makes them understand the impact of global trends on Indian Economy.



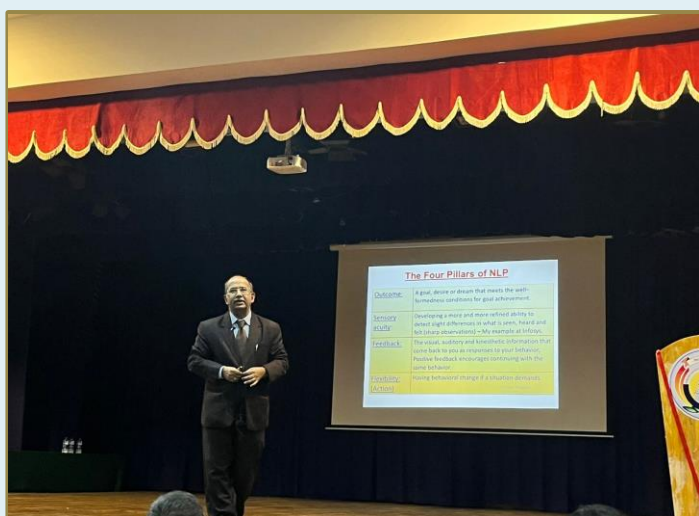
## A WORKSHOP ON NEURO LINGUISTIC PROGRAMMING (NLP)

A workshop was organized on 'Neuro Linguistic Programming' for the students Suresh Angadi Education Foundations on 7<sup>th</sup> July 2022. Dr D H Rao, Former, Dean Faculty of Engineering, VTU Belagavi was the resource person for the event.

Neuro Linguistic Programming (NLP) was developed in the 1970s at the University of California, Santa Cruz. Its primary founders are John Grinder, a linguist, and Richard Bandler, an information scientist and mathematician. Judith DeLozier and Leslie Cameron-Bandler also contributed significantly to the field, as did David Gordon and Robert Dilts.

Neuro Linguistic Programming is a psychological approach that involves analyzing strategies used by successful individuals and applying them to reach a personal goal. It relates thoughts, language & patterns of behaviour learned through experience to specific outcomes. These qualities are very much essential for every student to make a successful career in the corporate world.

Dr. Rao with his rich experience of more than 4 decades explained the significance of NLP to the students. He oriented various modules of NLP and their importance to the students. The event witnessed more than 200 students from AITM and ACCS.



## A WORKSHOP ON SOFT SKILLS AND GROUP DISCUSSION

A workshop on soft skills and group discussion was organized for MBA students by Prof Vishalkirti Patil, TPO, AITM Belagavi. The workshop was held on 19<sup>th</sup> July 2022 at Department of MBA, AITM, Belagavi

Essentially, soft skills are the people skills, personality skills, and communication abilities that the workforce needs for the long-term success of your organization. Discussion is a powerful mechanism for active learning; a well-facilitated discussion allows the participant to explore new ideas while recognizing and valuing the contributions of others.

The workshop aimed to inculcate the various skills which are essential for gaining suitable employment in the corporate world. Prof Vishalkirti Patil, Training & Placement Office of AITM was the resource person for the workshop.



## GUEST LECTURE ON SAP

A Guest Lecture was organized for MBA first year students on the topic “Industrial Induction Program” on 01.08.2022. Prasanna Doddamani, Business Head, Synergy School of Business Skills and Ms. Anuradha Doddamani were the resource persons.

The program intended to provide the students with the insights about the trending technological requirements and their impact on the future of students in their corporate career. Various topics such as Advanced Excel, SAP FICO, SAP MM, and Power BI and their significance in the contemporary world were covered during the program.

Overall the program was very much informative and interactive; students gained a lot of insights on the above mentioned topics.



## GUEST LECTURE BY Mr. MANIYAR

A guest lecture was arranged for MBA second semester students on the topic **“An Orientation on Life Insurance Products”** on 12.09.2022. Mr. Maniyar was the resource person from Shriram Life Insurance Company Pvt. Ltd Hyderabad.

Mr. Maniyar oriented the students about life insurance products and said that choosing from the different types of life insurance in India is a crucial financial decision, as it helps you protect your loved ones from life's uncertainties. He further said that there are different types of life insurance policy in India and explained how they affect one's financial health.

He explained the different types of life insurance policies in India such as: Term Insurance, Term Insurance with Return of Premium, Unit Linked Insurance Plans, Endowment Plans, Money Back Policy, Whole Life Insurance, Group Life Insurance, Child Insurance Plans, Retirement Plans.

He concluded his session with career opportunities for management students in insurance industry. He also offered internship opportunities for our MBA students in his company.

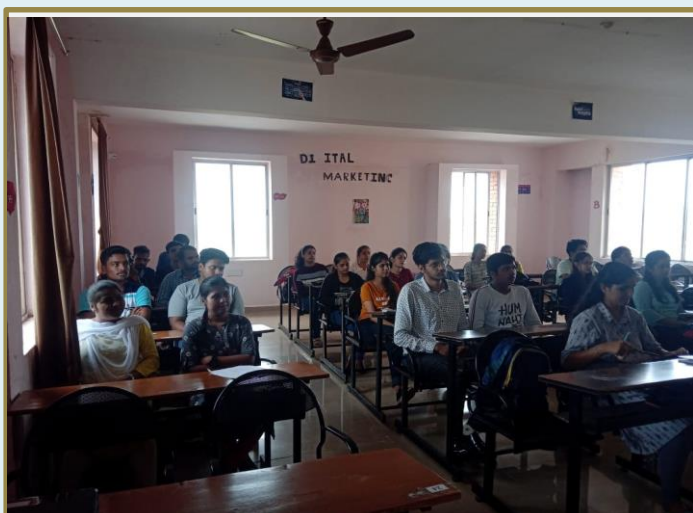


## GUEST LECTURE BY Mr. SIDDHARTH JADHAV

A guest lecture was organized for MBA second semester students by Mr. Siddharth Jadhav on the topic “Industry Need for ERP to Optimize SCM”. Mr. Siddharth is currently working in Delloite Inc, Bengaluru. The event was held on 13.09.2022.

Mr. Siddharth interacting with the students said that supply chain management plays an important role in the overall success of a business, especially for the manufacturing industry. Manufacturers rely on partners and vendors to supply them with the right type and amount of resources at the necessary time to keep production moving according to schedule.

As manufacturers expand, supply chain management can become an even more essential component of a smart business plan. That’s where Enterprise Resource Planning (ERP) software can greatly help businesses simplify and optimize their supply chain management processes for smoother and more profitable outcomes.



## GUEST LECTURE BY DR ATUL AYRE VP MITCON PUNE

A guest lecture was arranged by Dr Atul Ayre, Vice President (Climate and Sustainability), Division of Energy Transition, Renewable, Infra, Climate and Sustainability, MITCON Consultancy & Engineering Services Limited, Pune on the topic "Role of Management in Solar PV Technology & Wind Energy" on 16.09.2022.

Renewable energy, often referred to as clean energy, comes from natural sources or processes that are constantly replenished. For example, sunlight and wind keep shining and blowing, even if their availability depends on time and weather.

While renewable energy is often thought of as a new technology, harnessing nature's power has long been used for heating, transportation, lighting, and more. Wind has powered boats to sail the seas and windmills to grind grain. The sun has provided warmth during the day and helped kindle fires to last into the evening. But over the past 500 years or so, humans increasingly turned to cheaper, dirtier energy sources, such as coal and fracked gas.

The session was very much interactive and loaded with lot of knowledge and information. Dr. Atul with his rich experience of over 3 decades oriented the students on significance of renewable energy in the forth coming days.



## INDEPENDENCE DAY CELEBRATION AT SAEF'S AITM

Suresh Angadi Education Foundation's Angadi Institute of Technology and Management celebrated 76<sup>th</sup> Independence Day on 15<sup>th</sup> August 2022 in AITM auditorium. To celebrate the 75 years of Independence, Government of India has started an initiative called "Azadi Ka Amrit Mahotsav".

Various events were conducted by the students of SAEF, such as songs, dances, role plays, skits, ramp walk etc. The students of Department of MBA too had performed several events on this occasion. The students of MBA @ AITM had participated and performed in the events such as group dance, skit and ramp walk. Each event was planned with a patriotic theme to instill the love and affection towards the country amongst young youth.



## INDUSTRIAL / STUDY VISITS

### CORPORATE SOCIAL RESPONSIBILITY (CSR) VISIT TO MAHESH FOUNDATION BELAGAVI

The affluence of thoughts can bring substantial change in society. As a part of CSR, the students of MBA @ AITM had a visit to 'Mahesh Foundation' on 9th September 2022.

Mahesh Foundation is an NGO based in Belagavi, Karnataka working for the welfare of HIV infected and underprivileged children since 2010. To this date, the organization is able to reach thousands of children and supporting them to have a dignified life. Mahesh Foundation also sheltered HIV infected children and providing them basic amenities like healthcare and education. A school is also functioning under the organization to provide free education to HIV and underprivileged slum children.

Overall the visit was an amazing experience interacting with Mr. Mahesh Jadhav, founder of Mahesh Foundation Belagavi. As a noble gesture, students of MBA @ AITM raised a corpus amount and offered a gift and fruits to the kids.



## In recognition to the efforts of students of MBA @ AITM, Mahesh Foundation issued a Thanking Letter



Date: 10-09-2022

**To,**

**The Principal & Director**

Angadi Institute Of Technology & Management, (MBA Dept.)  
Savagaon Road, Belagavi, Karnataka 591108.

**Sub:** Thanking Letter for visiting Mahesh Foundation.

Respected Sir,

I am expressing my gratitude for accepting our invitation to visit the Mahesh Foundation with your students and be a part of our Social Responsibilities of Youth & HIV/AIDS awareness program. We appreciate your quick response to our request and allowing your students to visit.

We believe that the youth are the medium of bringing transformation in society. It is the need of the hour to bring awareness about the Social Responsibilities of Youth and about HIV/AIDS. From this visit, the students came to know about our programs and service rendering to Society. Also, realized their Responsibilities toward Society.

I am happy to interact with such enthusiastic youth and raise awareness about the Social Responsibility that would motivate them to contribute to Society in the coming days. We have provided 10 school bags to your students and motivated them to distribute them to needy children.

Once again I would like to thank you for your support and cooperation in this initiative. Because of people like you, we have been able to make an impact on thousands of young people.

Looking forward to organizing more sessions in the future.

Thanking you,

Yours faithfully,

*for Mahesh Jadhav*

**Mahesh Jadhav**

Founder & President



## STUDENTS CORNER

### "DON'T QUIT"

When things go wrong as they sometimes will, When the road you're trudging seems all uphill When the funds are low and the debts are high, And you want to smile, but you have to sigh, When care is pressing you down a bit Rest if you must, but don't quit.

Life is strange with its twists and turns, As every one of us sometimes learns, And many a fellow turns about When he might have won had he stuck it out. Don't give up though the pace seems slow You may succeed with another blow.

Often the goal is nearer than It seems to a fair and faltering man, And he learned too late when night came down, How close he was to the golden crown.

Often the struggler has given up When he might have captured the victor's cup.

Success is failure turned inside out The silver tint of the clouds of doubt, And you never can tell how close you are, It may be near when it seems afar, So stick to the fight when you're hardest hit, It's when things seem worst that you mustn't quit.



**Afshan Bidi**

**II Semester MBA**

### CONSUMER PSYCHOLOGY

Consumer psychology is the study of the processes involved when individuals or groups select, purchase, use, or dispose of products, services, ideas, or experiences to satisfy needs and desires. The decision to consume typically is the culmination of a series of stages that include need recognition, information search and evaluation of alternatives, purchase, and post purchase evaluation.

However, in some cases (especially when involvement with the product or service to be chosen is low), this rational sequence is short-circuited as consumers make decisions based on “shortcuts” called heuristics (e.g., “Choose a well-known brand name”).

In other cases (especially when involvement with the product or service to be chosen is especially high, as is the case with extremely risky decisions or when the object carries extreme emotional significance to the individual), subjective criteria also may cause the person's choice to diverge from the outcome predicted by a strictly rational perspective on behavior. Indeed, many consumer behaviors, including addictions to gambling, shoplifting, even shopping itself, are quite irrational and may literally harm the decision maker.

In this view, consumers calmly and carefully integrate as much information as possible with what they already know about a product, weigh the pluses and minuses of each alternative painstakingly, and arrive at satisfactory decisions. The study of consumer psychology underscores the importance of individual and group variables that help to shape preferences for products and services. In addition to demographic differences such as age, stage in the lifecycle, gender, and social class, psychographic factors such as personality traits often play a major role. A person's identification with others who constitute significant reference groups or who share the bonds of sub cultural memberships also exerts a powerful impact on his or her consumption decisions. These macro influences on behavior make it more or less likely that an individual will choose to adopt new products, ideas, or services as these innovations diffuse through a market or culture.



**Bhimagond S. Yadur**

**II Semester MBA**

## STRESS MANAGEMENT

Effective stress management helps you break the hold stress has on your life, so you can be happier, healthier, and more productive. The ultimate goal is a balanced life, with time for work, relationships, relaxation, and fun—and the resilience to hold up under pressure and meet challenges head on. But stress management is not one-size-fits-all. Express your feelings instead of bottling them up. If something or someone is bothering you, be more assertive and communicate your concerns in an open and respectful way. If you've got an exam to study for and your chatty just got home, say up front that you only have five minutes to talk. If you don't voice your feelings, resentment will build and the stress will increase when you're stressed, the last thing you probably feel like doing is getting up and exercising. But physical activity is a huge stress reliever—and you don't have to be an athlete or spend hours in a gym to experience the benefits. Exercise releases endorphins that make you feel good, and it can also serve as a valuable distraction from your daily worries.

Poor time management can cause a lot of stress. When you're stretched too thin and running behind, it's hard to stay calm and focused. Plus, you'll be tempted to avoid or cut back on all the healthy things you should be doing to keep stress in check, like socializing and getting enough sleep. The good news: there are things you can do to achieve a healthier work-life balance. Of course, not everyone responds to each sensory experience in the same way. The key to quick stress relief is to experiment and discover the unique sensory experiences that work best for you.

## SOCIAL ENTREPRENEURSHIP

Social entrepreneurship is an approach by individuals, groups, start-up companies or entrepreneurs, in which they develop, fund and implement solutions to social, cultural, or environmental issues. Social entrepreneurs can include a range of career types and professional backgrounds, ranging from social work and community development to entrepreneurship and environmental science. For this reason, it is difficult to determine who is a social entrepreneur.

Social entrepreneurship in modern society offers an altruistic form of entrepreneurship that focuses on the benefits that society may reap. If a person's behaviour or motives are altruistic, they show concern for the happiness and welfare of other people rather than for themselves.

Simply put, entrepreneurship becomes a social endeavor when it transforms social capital in a way that affects society positively. It is viewed as advantageous because the success of social entrepreneurship depends on many factors related to social impact that traditional corporate businesses do not prioritize. Because the world of social entrepreneurship is relatively new, there are many challenges facing those who delve into the field. First, social entrepreneurs are trying to predict, address and creatively respond to future problems.

Unlike most business entrepreneurs, who address current market deficiencies, social entrepreneurs tackle hypothetical, unseen or often less-researched issues, such as overpopulation, unsustainable energy sources, food shortages. Founding successful social businesses on merely potential solutions can be nearly impossible as investors are much less willing to support risky ventures.



**Ram Shahapurkar**  
II Semester MBA



**Venkatesh N. Master**  
II Semester MBA

## MAINTAINING LIFE AND WORK BALANCE

We know how important it is to maintain a Life-and-Work-Balance, but do we actually take it seriously? Most of us don't ever feel like we have worked for enough time and work longer and longer hours to get all our jobs done.

What we should always remember is that if we don't maintain a good life & work balance, there's a real threat that we may burn out. It will not only cause emotional and physical stress, but will also affect everything we do. Our work in the work-place and also our tasks at home. The best we can do is maintain a commendable work-life

balance to please our colleagues, family, and friends. We must do the needful to accomplish all the important tasks that we're supposed to do.

We must take some time out for ourselves to refresh our minds. We can do that by taking rest or taking a power-nap or by just relaxing as well. We can only find time to rest if we are organised in our work and get things done during the set time. Time management is the main aspect that will help us in maintaining work-life balance.

We cannot always achieve productivity by spending a lot of time doing a particular task, but we can use quality as an important tool to get our work done effectively and efficiently.

To achieve work-life balance we have to focus on 4 important things - work, family, friends and ourselves. All four are equally important in life. If we focus on all these and maintain discipline, we are sorted.

Trying to find balance in any single day may feel frustrating but the balance may be easier to achieve across a week or more. It is something that happens over a period of time. With intentionality and a little creativity, we can recalibrate our expectations and reset our work-home balance.

For example - If our goal is to reduce screen time, trying to restrict ourselves to a certain number of hours will probably just frustrate us. We're more likely to stick with a new habit if we start with a smaller target like one five-minute tech-free break a day.

Plan ahead to combine work activities with leisure, social, or fitness activities. We must block out all other distractions so we can make the most of our time. We should set a set time for different tasks. Have a fixed time where we check and respond to messages, a fixed time when we attend or take meetings, and time to do mentally-intensive work. It helps to anchor these tasks around the times that we are personally more productive.

We must look at life beyond professional achievements. We must create a list of personal achievements and goals and strive hard to achieve them. Personal competency is as important as professional competency. This will keep our family and friends as happy as we try to keep our boss.



**Neil Anthony Donoghue**  
II Semester MBA

## EXAMINATION

Examination a kind of deadly tension,  
No time for celebration,  
Mind is in full confusion,  
Trying to develop concentration,  
By keeping our selves away from all kinds of distraction.

As the exams approach near,  
Mind and soul is in complete fear.  
Then mom comes as a rescuer  
And says ohh my dear have no fear.  
And go with full preparation.  
With this motivation  
A child has no more hesitation.  
And starts studying with happy feeling.

So when exams are approaching  
Don't have any scary feeling.  
Muster some courage, and  
Don't let the stress dictate,  
Open your books and start studying.



**Isra Sahar**  
**II Semester MBA**

## LEADERSHIP DEVELOPMENT

Leadership development is the process that helps expand the capacity of individuals to perform in leadership roles within organizations.

### Leadership development goal

- Demonstrate personal responsibility.
- Practice self-discipline.
- Develop active listening skills.
- Expand and diversify knowledge.
- Focus on time management.
- Creating a culture of mentorship.
- Improve communication practices.
- Practice big-picture thinking.

### 5 Ways to Be A Better Leader

1. Practice self-awareness.
2. Learn how to coach your people.
3. Be willing to talk about difficult subjects.
4. Ask for help when you need it.
5. Serve as a model.



**Sanakousar Khan.**  
**II Semester MBA**

## ALUMNI CORNER

### ALUMNI TALK BY MR. MARUTI MAGADUM - BATCH OF 2016-18

An Alumni talk was arranged for the MBA second semester students on the topic “MBA Specializations and their Scope” on 09.09.2022.

Mr. Maruti Magadum, a prestigious alumnus of MBA @ AITM passed out in the year 2018 and currently serving as ‘Senior Analyst’ in Northern Trust Pune interacted with the students and shared the valuable insights on the above mentioned topic.

He said during the interaction that, MBA program is known for giving students a holistic overview of business. Core MBA modules cover Marketing, Finance, Strategy, Accounting, Supply Chain Management, Business Analytics and other vital management topics. Additional electives allow the students to dive into what interests in them. He further said that, all the specializations are important and have lot of scope in the job market, only the student need to gain the competence in the chosen specialization.



PLACEMENT CELL AT MBA @ AITM

NAME OF THE RECRUITERS

Sl. No	Name of the Company	Sl. No	Name of the Company
1	Northern Trust Corporation	10	Alliant Group
2	Shriram General Insurance Company Ltd	11	Capgemini
3	Aequs Foundation	12	Aster Pharmacy
4	CareerNet Consulting	13	Federal Bank Ltd
5	IndiaMART Intermesh Ltd.	14	Reliance Retail
6	Samyojak Consultancy Services, Goa	15	EdYoda (zekeLabs Technologies Private Ltd
7	BYJU'S	16	Elastic Run
8	Intellipaath	17	Shivam Lifeline Pvt. Ltd
9	Oppo	18	Axis Securities



Aishwarya Patil  
Alliant Group  
5 LPA



Shreya Bijagarni  
Aequs Foundation  
3.25 LPA



Suraj Patil  
Shriram General Insurance Co Ltd  
4.25 LPA



Soumya Benakanahalli  
Northern Trust  
3.06 LPA



Kanakalakshmi  
Northern Trust  
3.06 LPA



Krutika Puri  
Samyojak Consultancy Services  
Goa

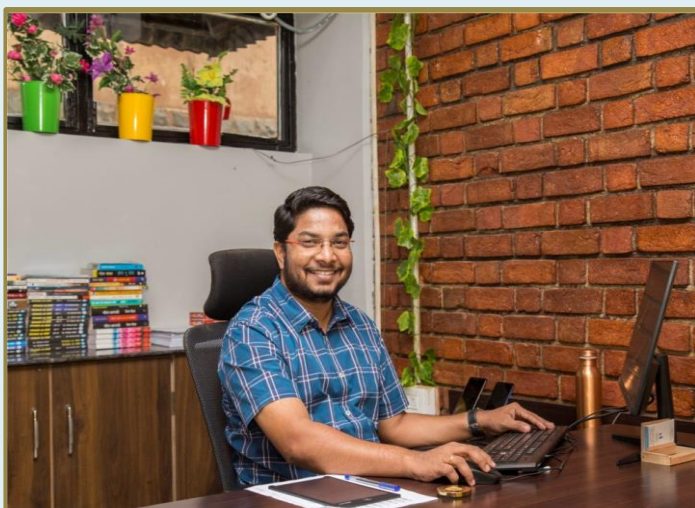
## AN INTERVIEW WITH SUCCESSFUL ENTREPRENEUR

**MAHESH JADHAV, SOCIAL ENTREPRENEUR,  
FOUNDER OF MAHESH FOUNDATION, BELAGAVI**

Mahesh Foundation is an NGO based in Belagavi, Karnataka and Mr. Mahesh Jadhav, the founder of the Mahesh Foundation. He established the foundation in 2010 and has dedicated himself to the betterment of vulnerable communities of society. Currently serving as the President and Managing Director of the Mahesh Foundation. To the date, the organization is able to reach thousands of children and supporting them to have a dignified life. Mahesh Foundation also sheltered HIV infected children and providing them basic amenities like healthcare and education. A school is also functioning under the organization to provide free education to HIV and underprivileged slum children.

**Ongoing Projects:** Currently Mahesh Foundation has the following programs.

- Ashakiran (Ray of Hope), a shelter for 40 HIV+ orphans
- Nutrition support to about 350 HIV children
- Aadhar Village, providing free healthcare, energy solutions and educational support to slums in Belagavi
- Education Support to about 1800 underprivileged children.
- Gokak Care and Support Centre for providing health services and social connectivity to HIV affected and infected people in Gokak Taluk.
- Aadhar Mahila Udyog is a project that provides livelihood to women from the nearby slums. Sixteen women from impoverished families have acquired skills to make bags and are gainfully employed providing direct relief to entire families.
- Utkarsha Learning Center: A school for underprivileged children that provides education in a suitable manner for first generation school goers. We have about 50 children from a nearby slum that benefit from this program.



## AN INTERVIEW WITH SUCCESSFUL ENTREPRENEUR

**Question:** Can you please tell us about the Vision, Mission and Quality Policy of Mahesh Foundation.

**Answer:**

**Vision:** To realize a world without the Stigma & Discrimination attached to HIV/AIDS & empowering Children afflicted with this disease.

**Mission:** To enable medically challenged and underprivileged children to live an independent and dignified life.

**Question:** What inspired you to come up with this idea?

**Answer:** I met a four-year-old boy Rupesh while distributing fruits in a government hospital. I asked the boy about his details. His mother was sitting beside him and said her son is HIV+. I was shocked. When asked the doctor how this child got infected with HIV/AIDS, they said, AIDS could sometimes be transmitted from mother to child. Not only Rupesh but there were also many children admitted due to HIV/AIDS. Then, I made up my mind to do something for the children.

**Question:** “Do I Know What I am doing”, when did you realize?

**Answer:** When I started working with HIV-positive children and started to bring them to mainstream society. I become happy to see their progress and acceptance in society. There I found the purpose of my life.

**Question:** What strategies did you first use to develop your foundation?

**Answer:** The first thing we made strategy on is developing a system and policies to run the foundation. Made strategies and designated programs to reach more beneficiaries. This has made possible for us to make progress every year.

**Question:** What challenges did you face when this foundation was to be established?

**Answer:**



## AN INTERVIEW WITH SUCCESSFUL ENTREPRENEUR

**Question:** What challenges did you face when this foundation was to be established?

**Answer:** In the initial days of the Mahesh Foundation, People used to discriminate against these children. Refused to give house for rent and drunkards people pelted stones and opposed me and my family for taking HIV-infected children into the home. Also, the children were thrown out of the examination hall because of their HIV status. Relatives were less likely to come home and friends started maintaining the distance. People used to think that I or one of my family members are HIV-positive.

**Question:** How did you raise funding?

**Answer:** For day to day operations, Mahesh Foundation raises funds from individual supporters who contribute and celebrate their special occasions with the children. Also, some corporate support us to run some of our programs or projects.

**Question:** Do you believe that there is a winning formula for becoming a successful entrepreneur?

**Answer:** Along with supporting underprivileged children, we have provided employment opportunities to many needy people. We have trained them and made them self-sustained in their life to support their families. The winning formula depends on how many people you made an impact.

**Question:** What do you enjoy most about your foundation?

**Answer:** What I enjoy the most about our foundation is working with youth. Most of the people working here are youth who guide us, give suggestions and introduce new technology that is helping the foundation's growth. I learn a lot of new things from them every day. Also, they impart their skills to the children and making our mission of skill-based education possible so far.



## AN INTERVIEW WITH SUCCESSFUL ENTREPRENEUR

**Question:** What Entrepreneurial tricks have you discovered to keep Mahesh Foundation going?

**Answer:** By profession, I am a software engineer and I know the software and technology. We have adopted it at Mahesh Foundation. Efficiently utilized social media and information technology to reach our programs and activities to the people. Also, we have made good governance and policies. Because of these all, Mahesh Foundation has now become sustainable.

**Question:** How long did it take you to find success?

**Answer:** It depends on the purpose that we take to work. When I started working for HIV-positive children, society has not accepted me initially. They opposed my each and every move but the dedication, zeal and determination to uplift these children have taken several years to succeed.

**Question:** What is your most satisfying entrepreneurial moment so far?

**Answer:** The most satisfying moment has been we haven't lost a single child since establishment. The children when they were admitted to our care home were counting their days but after getting proper treatment, education, love, care and moral support they became healthy. Happiest moment is seeing such children becoming self-sustained in their life even after years of struggle at a young age.

**Question:** Do the decisions we make today help people and the planet tomorrow-please share your views.

**Answer:** Definitely, the decisions we make today help others tomorrow. After seeing the situation of that 4 year old boy in the Government Hospital, I have made up my mind to do something for these children. In the past 14 years, we have reached thousands of such children and helped them with various needs. If I wouldn't have bothered about this, it has all become impossible.



## AN INTERVIEW WITH SUCCESSFUL ENTREPRENEUR

**Question:** How did all these decisions affect your personal life?

**Answer:** When someone is working on a social cause especially working with neglected communities like HIV/AIDS people, it is common to affect their personal life. In the same way, my personal life is affected because I am working for HIV-positive children. When I bring these children into my home, neighbors opposed our family. The children used to face stigma and discrimination from society. No one was ready to give a house for rent to shift the care home. Finally, our family decided to give the ancestral property to construct a care home and we moved to a rented house. Also, many more sacrifices have been made including the precious time that needs to be given to the family.

**Question:** What advice would you like to give to students who want to become entrepreneurs?

**Answer:** Students can consider Mahesh Foundation as social entrepreneurship. Through social organization, the youth can create livelihood opportunities for needy people. In this social entrepreneurship, Mahesh Foundation has created a livelihood for the needy people, in the same way, the students can work and become social entrepreneurs.

**Question:** What message would you like to give to the society?

**Answer:** Every individual has a responsibility of giving back to society. In any ways one can extend his helping hand and pay back to society from which they have received. There are a lot of issues in society to be solved, people and especially youth can take up these challenges and work to solve them so that the needy people who are suffering from them can come out of it and lead a normal life.



## GLIMPSE OF EVENTS AT MBA @ AITM

### FACULTY MEMBERS OF MBA @ AITM ATTENDED FDP

ICFAI Business School Hyderabad had organized one day Faculty Development Program on 26<sup>th</sup> August 2022 on the topic “Technology as an enabler to teaching and learning; The Changing Role of Teachers in Student Development”. The program was organized in Hotel Eefa Belagavi. Two faculty members from the Department of MBA; namely **Prof Prabhudeva Chimmad** and **Prof Sheetal Pawar** attended this FDP and gained valuable insights on the above mentioned topic.

The program highlighted the following significant points. Technology has impacted almost every aspect of life today, and education is no exception. In many ways, technology has profoundly changed education. For one, technology has greatly expanded access to education.

Technology is a powerful tool that can support and transform education in many ways, from making it easier for teachers to create instructional materials to enabling new ways for people to learn and work together. With the worldwide reach of the Internet and the ubiquity of smart devices that can connect to it, a new age of anytime anywhere education is dawning. It will be up to instructional designers and educational technologies to make the most of the opportunities provided by technology to change education so that effective and efficient education is available to everyone everywhere.



## GLIMPSE OF EVENTS AT MBA @ AITM

### TEACHER'S DAY CELEBRATION AT MBA @ AITM

Teacher's day marks one of the most awaited days for teachers and students. It is a day when students show gratitude to teachers for all the hard work and time they dedicate to teaching their students. Moreover, it is on this day when teachers can take a day off from their regular hectic schedule and enjoy the functions in the school and colleges.

A good teacher can ignite the imagination, inspire hope and instill a love for learning in a child. Acknowledging this fact, students of MBA @ AITM celebrated Teacher's Day on 5th September 2022 and expressed the gratitude to their teachers.



GRADUATION DAY CELEBRATION & VALUE ADDED ACTIVITIES



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