



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 4**

**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**

Happy to note that the Department of MBA at SAEF's AITM is releasing Volume 1, Issue 4 of "AITM MBA MIRROR", a quarterly E-Newsletter. This newsletter is the true reflection of department level activities conducted from October 2022 to December 2022.

MBA @ AITM has been conducting several academic and value added activities to benefit the students. Guest lectures, seminars, workshops study visits are regularly practiced in MBA @ AITM. This current issue will highlight MBA @ AITM at a glance.

I wish the Department of MBA "All the Best".

**Shri Raju Joshi**

Administrator,  
SAEF.



## MESSAGE FROM THE PRINCIPAL & DIRECTOR, AITM

### Greetings to the Readers!

I am extremely delighted to inform all the stakeholders of SAEF's Angadi Institute of Technology and Management (AITM) that the Department of MBA (MBA @ AITM) is publishing its fourth issue of E-Newsletter "AITM MBA MIRROR". I congratulate the team MBA @ AITM for initiating a concept in the form of departmental newsletter.

AITM has established itself as one of the leading institutes in this part of Karnataka. This has been primarily due to the large significance that the college puts on the Teaching-Learning process, Research and Consultancy assignments, visit of eminent speakers from both academia and industry etc.

As we all know, digital media has come-up in an immense way and has opened up vast vistas of new possibilities. I am glad to note that the team MBA @ AITM has made use of this development and harnessed it in a big way in the form of this E-Newsletter. I am sure that this communication will establish a tread of acquaintance with our stakeholders in general and alumni in particular.

I wish you all Happy Reading!!!

**Dr. Anand Deshpande**  
Principal & Director,  
AITM.

**MESSAGE FROM THE DIRECTOR MBA @ AITM**

It gives me a great pleasure to share with you all the progress of Department of MBA at AITM through “AITM MBA MIRROR” Volume 1 Issue 4, A Quarterly E-Newsletter of MBA @ AITM. The response to this newsletter has been overwhelming.

It's been exactly one year serving as Director of MBA Program at AITM and priorities are changing day by day. The core strength of any educational institution is academics and placements. The wide-spectrum of activities conducted in the department are not only strengthening academics and placements but also helps in the holistic development of students that is giving me a sense of pride and satisfaction.

A newsletter is like a mirror which reflects the clear picture of all sorts of activities undertaken by a Department and develops writing skills among students in particular and teaching faculty in general. “AITM MBA MIRROR” A Quarterly E-Newsletter as a channel, through which I am trying to reach out all the stakeholders to accomplish a common educational goal.

I applaud the commendable job that has been done by the Editorial Board in planning for and producing the newsletter. I am hopeful that this small piece of work shall not only develop the taste for reading among students and other stakeholders but also develop a sense of belonging to the institution as well.

With Best Wishes!!!

**Dr. Suryakumar N. Khanai**

Director,  
MBA @ AITM.

## MESSAGE FROM EDITORS

It is indeed a great honour to present “AITM MBA MIRROR” A Quarterly E-Newsletter of Department of MBA Volume I and Issue 4. In this issue, we tried to recount the various projects and activities conducted in the last three months. We hope that reading this magazine will have an impact on and encourage you to have an impact on others.

We may never know how much our words or actions influence the lives of those who are around us. However, the team is persistently working hard towards the holistic development of students during their journey at MBA @ AITM.

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 continuous support and encouragement in our endeavour.

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 SAEF and Dr. Anand Deshpande, Principal & Director AITM for their valuable support in bringing this issue.

Last but not least, we would like to thank Dr. Suryakumar N. Khanai Director of Department of MBA, faculty colleagues and students for their everlasting support throughout the creation of this edition.

## EDITORIAL TEAM.

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## AITM AT A GLANCE

SAEF's Angadi Institute of Technology and Management (AITM) has been flamboyant ever since its inception offers undergraduate (UG) courses in Bachelor of Engineering (BE) in Artificial Intelligence & Data Science, Civil, Computer Science, Electronics & Communication, Electrical & Electronics, Mechanical and Robotics & Automation. The institute also offers Diploma courses in Computer Science, Electrical, Civil and Mechanical branches. AITM offers postgraduate (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.

On 29<sup>th</sup> December 2022 Shri C. N. Ashwath Narayan, Hon'ble Minister for Higher Education, IT, BT, Science & Technology, Government of Karnataka inaugurated the K-Tech Innovation Hub (NAIN) at SAEF's AITM. K-tech Innovation Hubs, powered by IKP are set up across the state of Karnataka to foster the growth of hardware startups. It works with various educational institutions across the state of Karnataka to nurture the entrepreneurial ecosystem in the institute. Smt. Mangal Suresh Angadi ji Hon'ble Member of Parliament and Chairperson SAEF, Dr. Vidyashankar S. Hon'ble Vice Chancellor VTU, Dr. N. Shivashankar Senior IAS Officer, Dr. Spoorti Angadi Patil, Director SAEF, Shri Raju Joshi Administrator SAEF, Dr. Anand Deshpande Principal & Director AITM were present on the occasion.





## 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 moving ahead in its journey with a vision of "Leveraging human potential in management students through transformational leadership and contemporary skill sets to meet global challenges".

Keeping this vision in mind and with an objective to train the students as per industry requirements, MBA @ AITM has initiated a robust 40 hours "Advanced MS Excel Certification Course" for MBA III semester students. At the end of the course students will be eligible to get a course completion certification from National Skill Development Centre (NSDC), which is a not-for-profit public limited company incorporated on July 31, 2008, under section 25 of the Companies Act, 1956. NSDC was set up by Ministry of Finance as Public Private Partnership model.

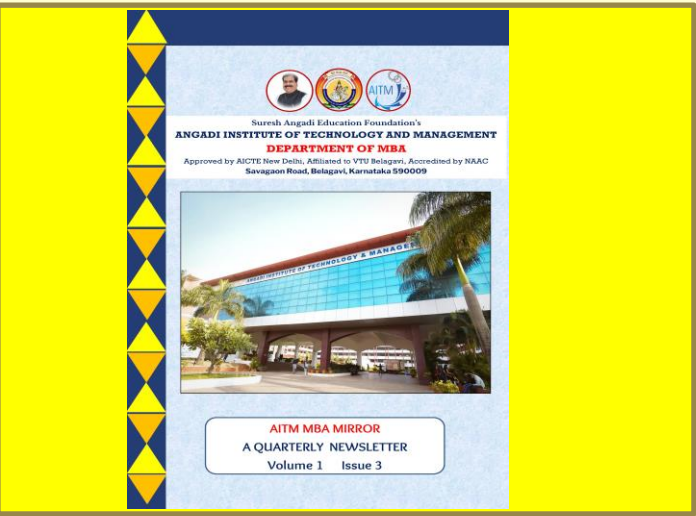


# RELEASE OF AITM MBA MIRROR – VOLUME I ISSUE 3 A QUARTERLY E-NEWSLETTER

AITM MBA MIRROR, Volume I Issue 3 was released in the hands of Shri Raju Joshi Administrator and Dr. Anand Deshpande Principal & Director AITM.

In “AITM MBA MIRROR”, Volume I Issue 3 E-Newsletter, various events, industry interactions, research initiatives and faculty achievements conducted in the department of MBA from July 2022 to September 2022 are captured and presented.

The newsletter also captured an interview with Mr. Mahesh Jadhav, the founder of the Mahesh Foundation Belagavi under the title “An Interview with a Successful Entrepreneur”. Mr. Mahesh Jadhav established the foundation in 2010 and has dedicated himself to the betterment of vulnerable communities of society. Currently he is serving as the President and Managing Director of the Mahesh Foundation, Belagavi.



## ACADEMIC TOPPERS

### FOURTH SEMESTER BATCH OF 2020-22

Miss Ashwarya Vernekar



First Rank

Miss Kanakalakshmi



Second Rank

Mr. Amit Hosamani



Third Rank

### SECOND SEMESTER BATCH OF 2021-23

Miss Anusha Hiremath Miss Sana Kousar Khan Mr. Bhimgond Yadur



First Rank



Second Rank



Third Rank



## **MANAGEMENT DEVELOPMENT PROGRAM ON “HIGH PERFORMANCE HIRING- SELECTING THE BEST EVERY TIME”**

Department of MBA in association with Belgaum Foundry Cluster (BFC) Belagavi and Institute of Indian Foundrymen (IIF) Belgaum Chapter had organized one day Management Development Program on “High Performance Hiring - Selecting the Best Every Time” on 14th October 2022. The program was held at BFC Belagavi.

Dr. Spoorti Angadi Patil Director of Suresh Angadi Education Foundation was the Chief Guest for the function. Shri Prakash Pandit CMD of JPF Metacast Pvt. Ltd. Belagavi, Mr. Gaurav Pandit Hon'ble Secretary, IIF Belgaum Chapter and Mr. Vikram Sainuche Treasurer, IIF Belgaum Chapter were the Guest of Honour. Shri Sadanand Humbarwadi Secretary of BFC was the president of the function. Shri Raju Joshi, Administrator SAEF and Dr. Anand Deshpande, Principal & Director, AITM were also present on the occasion.

Dr. S R Bharamanaikar Professor of MBA @ AITM and Dr. Suryakumar N. Khanai Professor & Director of MBA @ AITM were the resource persons.

Prof. Vishal Bogar introduced the dignitaries and Shri N M Khatib, Manager of Belgaum Foundry Cluster proposed vote of thanks. The entire program was compeered by Prof Sheetal Pawar.





**GLIMPSES OF  
MANAGEMENT DEVELOPMENT PROGRAM ON  
“HIGH PERFORMANCE HIRING - SELECTING THE BEST  
EVERY TIME”**





## MoU SIGNED BETWEEN SAEF'S AITM AND UNIVERSITY OF AGRICULTURAL SCIENCES DHARWAD

The Memorandum of Understanding (MoU) is made between the “University of Agricultural Sciences, Dharwad (UAS, Dharwad)” having its office at Krishi Nagar, Dharwad - 580005, Karnataka, India and “SAEF’s Angadi Institute of Technology and Management (AITM), Belagavi ” on 05.08.2022 at UAS, Dharwad. The objectives of the MoU are:

- To promote effective interaction between UAS, Dharwad and AITM in mutually beneficial areas.
- Creating awareness and encouraging students towards training programmes, collaborative projects, startups, entrepreneurship and industry ready commercial agriculture through enhanced skills, technology and dissemination competence.
- To promote Ideas, Innovation and Entrepreneurship among student community, to create and nurture a pipeline of agripreneurs for incubators.
- To build a vibrant Agri-startup ecosystem by establishing a network between academia, financial institutions, industries and other related institutions.





## VALUE ADDED ACTIVITIES AT MBA @ AITM

### A SPECIAL LECTURE SERIES

Lectures by eminent personalities both from industry and academia provide students with information and explain ideas that they may be tested on. Another important purpose of such lectures is to give an overview of a contemporary topic to create a starting point for students and to read in more detail on specific aspects of that topic or issue. Department of MBA has organized a special lecture series for MBA III semester students on 24.12.2022.

Dr. D. H. Rao Academic Adviser, SAEF's AITM interacted with the students on the topic "NLP for Budding Managers".

Dr. S. R. Bharmanaikar, Professor, Department of MBA AITM interacted with the students on the topic "Emotional Intelligence and Effective Leadership".

Mr. Vaibhav M. Chavan, Co-founder of Zeel Code Labs, Belagavi delivered a lecture on "Use of ICT Tools in Teaching Learning Process".

Dr. Suryakumar N Khanai, Director of Department of MBA, AITM oriented students on "Career Opportunities in Management".





## OUTBOUND / TREKKING FOR MBA THIRD SEMESTER STUDENTS

Studies have shown that spending time outdoors increases attention spans and improves problem-solving skills by as much as 60 percent. Trekking is one such outdoor activity that helps to clear the mind from the daily monotony of life and seek fresh horizons. Trekking helps everyone to live in the present moment and improves the mood, decreases anxiety and even helps in memory retention.

MBA third semester students witnessed one such activity on 23.12.2022. Perched at the top of a hill, Yellur Fort (also known as Rajhansgad Yellur Fort) is an ancient fort situated near Belagavi. The students of Department of MBA trek Yellur Fort and faculty members of the department conducted several management games for the students. The basic objective was to give the students an insight about various managerial skills in open atmosphere.

The event was lead by Prof. Vishal Bogar. Prof. Prabhudeva Chimmad and Prof. Sheetal Pawar accompanied the students.



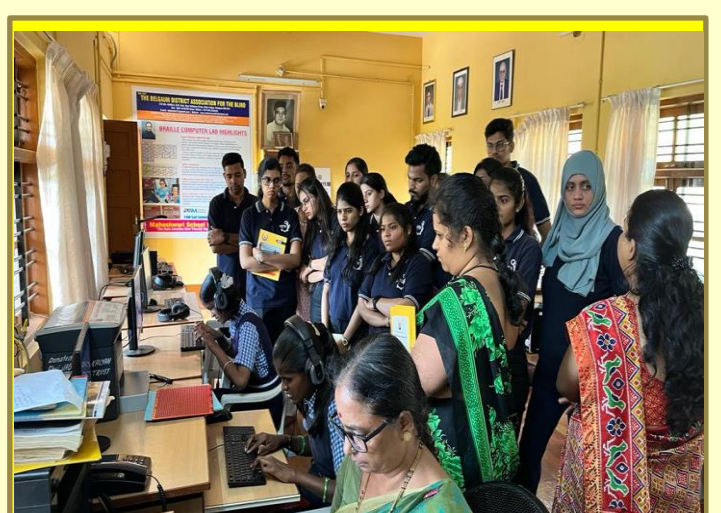


## CORPORATE SOCIAL RESPONSIBILITY (CSR)

Involving Corporate Social Responsibility (CSR) activities in academic curriculum has been widespread across diverse types of businesses in various industries and countries. As a result, it has attracted considerable amounts of interests from academia for decades and the concept has evolved from 'social' obligation to an 'stakeholder' obligation.

As a part of CSR, MBA III semester students had a visit to Maheshwari School of Blind, Belagavi on 26.12.2022. The basic objective of the visit was to understand the dynamics of the social economy, and how business, social enterprise, government, foundations and community organizations can work together.

Maheshwari School of Blind was established in 1978 and is located in Nehru Nagar Belagavi. Faculty members and students of Department of MBA spent some time with blind students and got inspired by their creative skills. MBA Students have collected donations & Benches and other items in kind and were donated to children of Maheshwari School for Blind Belagavi. The event was coordinated by Prof. Sheetal Pawar. Prof. Vishal Bogar and Prof. Prabhudeva Chimmad also accompanied the students.





## STUDY VISIT TO DISTRICT INDUSTRIAL CENTRE (DIC) BELAGAVI AND PAI BAKERY BELAGAVI

As a part of academic curriculum, the students of Department of MBA visited District Industrial Centre (DIC) Belagavi and Pai Bakery Products Udyambag, Belagavi on 23.12.2022.

Mr. Bharat C Joint Director, DIC interacted with the students on the topic “Government Schemes for Promoting Entrepreneurship”. Mr. Bharat during his interaction said that entrepreneurs are to be given information that would facilitate to take best advantage of the government schemes. This would give them encouragement, enhancement and handholding resulting in improving productivity of the enterprises.

Jyotsna Pai, Managing Director of Pai Bakery Products, Belagavi and leading women entrepreneur interacted with the students on “Women Entrepreneurship”. Pai Bakery employs 70+ people, her ardent support for women can be observed in the fact that more than 75% of the employees are women. Her entrepreneurship achievements have been recognized by the State Government of Karnataka. In March 2018 she was awarded the “Woman of Worth” by Shri. R. V. Deshpande, Hon’ble Minister for Large Scale Industries.





## ADVANCED MS EXCEL CERTIFICATION COURSE

The value added certification courses provide ample scope for the management students to keep pace with the latest technologies pertaining to their chosen fields of study. The expertise gained through such value added certification courses would enable the students to face the formidable challenges of the future and also assist them in exploring new opportunities. Mr. Prasanna Doddamani, Promoter of Synergy School of Business, Belagavi was the tutor for the course.



Department of MBA has initiated to provide “Advanced MS Excel Certification” course to the students with an aim to make them industry ready. Advanced Excel Courses aid students in becoming world-class financial analysts in firms and offer an in-depth knowledge of all the formulas and functions a student must master to become well equipped. The duration of the course has been 40 hours and the resource person has offered hands on experience to the students. The content of the course was customized as per industry requirements.




## ONE WEEK PGCET CRASH COURSE FOR MBA ASPIRANTS

The PGCET examination is a state level exam of Karnataka State for getting admissions to different MBA courses offered by Government/University/Private-Aided/Private Un-Aided professional education institutions of Karnataka. The eligible students interested to join MBA degree in different colleges and universities of Karnataka are required to attend PGCET exams. The Karnataka Examination Authority (KEA) conducts PGCET exam for getting admissions to different management courses in colleges of Karnataka


With an objective to help the students to crack PGCET examination with good ranking, Department of MBA had organized one week PGCET crash course for MBA aspirants from 07.11.2022 to 11.11.2022. Various topics such as English Language, General Knowledge, General Intelligence and Reasoning and Quantitative Analysis were covered, previous year questions papers were solved and student queries were answered.

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**DEPARTMENT OF MBA**



**MBA @ AITM**  
 Shape Your Future  
 Transform Your Career

Presents  
**PGCET CRASH COURSE**  
 for MBA Aspirants

**Date: 07.11.2022 to 11.11.2022**  
**Time: From 10 am to 1.30 pm**  
**Venue: Department of MBA, SAEF's AITM**  
**Savagaon Road, Belagavi**

<p><b>FREE REGISTRATION</b></p> <p>But Prior Registration is Mandatory</p> <p>Online Registration Link:  <a href="https://forms.gle/sAq3gppVqJcmml2FA">https://forms.gle/sAq3gppVqJcmml2FA</a></p>	<p><b>HIGHLIGHTS</b></p> <ul style="list-style-type: none"> <li>An Orientation on PGCET Examination</li> <li>Solving Previous Year's PGCET Question Papers by Domain Experts.</li> <li>Handouts, Test Papers and Mock Tests</li> <li>Personal Counseling for Career Planning</li> </ul>
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**Limited Seats**

For Registration Details Contact  
 Prof. Vishal Bogar – 9886754897 or Prof. Sheetal Pawar – 9538647137



**Sessions by Dr Suryakumar N. Khanai,  
Director, Department of MBA at  
University of Agricultural Sciences (UAS) Dharwad.**

Under the aegis of MoU signed between SAEF's AITM and UAS Dharwad, Dr. Suryakumar N. Khanai, Director of Department of MBA received an invitation by KRISHIK Agri Business Incubator situated at UAS to conduct an offline workshop for Agri Startups on the topic "Marketing the New Product" on 5th December 2022. Budding entrepreneurs from various districts of Karnataka were the participants. Marketing topics such as Strategic Planning, Marketing Planning, 4 Ps of Marketing Mix, Digital Marketing were covered during the workshop.

Under Institutional Development Programme (IDP), University of Agricultural Sciences Dharwad, had conducted two days training programme on Entrepreneurship Development for the UG/PG students of College of Agriculture, Dharwad and College of Community Sciences, Dharwad on 20th and 21st December 2022.

For this program Dr. Suryakumar N. Khanai, Director of Department of MBA received an invitation to conduct a workshop on "Marketing Strategies for Launching a New Product" on 21.12.2022. Students studying in B Sc. (Agri) and M Sc. (Agri) were participated in this program. The workshop covered innovative marketing strategies while launching new product in a competitive market.



## AN INTERVIEW WITH SUCCESSFUL ENTREPRENEUR

### **Mrs. JYOTSNA PAI** **MANAGING DIRECTOR, PAI BAKERY PRODUCTS AND** **LEADING WOMEN ENTREPRENEUR, BELAGAVI**

Mrs. Jyotsna Pai was born in 1971. Owing to her father's government job, her family had to relocate regularly as a result, she has studied in multiple Institutions. She completed her B. E. in Instrumentation Technology from Bangalore in 1992. She got married in 1994 to Mr. Venkatesh Pai and on the next day of her marriage began her entrepreneurial journey. She has been a leading Business Woman in this industry for the last 28 years. Today she is the Managing Director of Pai Bakery, Belagavi.

Pai Bakery employs 70+ people and her ardent support for women can be observed in the fact that more than 75% of the employees are women. Her entrepreneurship achievements have been recognized by the State Government of Karnataka. In March 2018 she was awarded the "Woman of Worth" by Shri. R. V. Deshpande, Hon'ble Minister for Large scale Industries Government of Karnataka. She participated in the 10k Women Entrepreneur program by Goldman Sachs and ISB Hyderabad.

Jyotsna Pai has regularly participated in social initiatives. She supports a local government school in Belagavi. She actively puts efforts to make sure the right resources are supplied to the needy, she has helped in improving the infrastructure of a deaf and dumb school in Belagavi.





## AN INTERVIEW WITH SUCCESSFUL ENTREPRENEUR

**Mrs. JYOTSNA PAI**  
**MANAGING DIRECTOR, PAI BAKERY PRODUCTS AND**  
**LEADING WOMEN ENTREPRENEUR, BELAGAVI**

**Question:** Can you please tell us about the brief history of Pai Bakery?

**Answer:** In 1992 Vishwanath Pai and his son Venkatesh visited a small bakery unit in Udyambag. They had a dream to take over the bakery. They purchased the unit, electricity got sanctioned, the latest machines were purchased, people were hired and dreams started 'Baking'. I had a work experience of just 1.5 years when I took charge of Pai Bakery soon after my marriage.

I took complete charge of rebuilding the bakery. I monitored every brick-to-brick activity during its restructuring. More people started becoming a part of the dream and being a woman, I wanted more women to join my team and today 75% of my staff are women, handling not just light activities like packing but also crucial works on heavy machinery. I believe in "Growing is important but growing together is more important".

Pai Bakery that started with bread, today has 60+ bakery and confectionery products. The unit that started with a small shed today has grown to a 22000 sq ft structure.

Though all the products are fast selling, the most loved product by Belagavians is the chatni toast which has now become their USP. To sync with the modern times, Pai Bakery launched its website and now the products are also available online. Apart from supplying bakery products to major institutes and industries in Belagavi, Pai bakery has 4 exclusive retail outlets in the city presently. They are planning to open more retail outlets, appoint more distributors and also expand their business in Goa.



**Mrs. JYOTSNA PAI**

**MANAGING DIRECTOR, PAI BAKERY PRODUCTS AND  
LEADING WOMEN ENTREPRENEUR, BELAGAVI**

**Question:** Vision, Mission and Quality Policy of Pai Bakery?

**Answer:** **VISION:** Providing continuous service to the public and maintaining the hygiene.

**MISSION:** To provide nutritious, hygienic and tasty bakery products at an affordable price to the consumers mainly to the most middle-class people.

**QUALITY POLICY:** Never compromise with the quality of raw materials they purchase.

**Question:** What inspired you to get into the idea of bakery business?

**Answer:** I became an entrepreneur and started business **“By Chance”**

**Question:** What inspired you to get into the idea of bakery business?

**Answer:** The dream of my family. Worked on to keep growing not to be successful and without any expectations.

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

**Answer:** Managing employees, expanding business, balancing business and family, distribution of products.

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

**Answer:** Continuous hard work, Passion, Continuous growth and development of the business.





**Mrs. JYOTSNA PAI**  
**MANAGING DIRECTOR, PAI BAKERY PRODUCTS AND**  
**LEADING WOMEN ENTREPRENEUR, BELAGAVI**

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

**Answer:** Happy to stand as leading women entrepreneur after so many years, giving employment to 55 women who are divorcees, widows, singles and physically handicapped. Make a living for them also brand image.

**Question:** What according to you is the most difficult thing about building a consumer brand from scratch?

**Answer:** Difficult to build brand overnight due to unhealthy competition, huge margin given by competitors to the shopkeepers.

**Question:** What Entrepreneurial tricks have you discovered to keep Pai Bakery growing?

**Answer:** When there are so many problems regarding distribution of products through vehicles, I started giving incentives to the distributors according to their work on percentage basis. This was advised by her husband.

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

**Answer:** The old premise which they used to run business was slowly destroying, so they built a new building without stopping a single day of work. By this I firstly demolished the half building and created a temporary one. Later I built another half building, as I faced the problem of renting new premise which will be costly.



**Mrs. JYOTSNA PAI**  
**MANAGING DIRECTOR, PAI BAKERY PRODUCTS AND**  
**LEADING WOMEN ENTREPRENEUR, BELAGAVI**

**Question:** Do the decisions we make today help people and the planet tomorrow?

**Answer:** We cannot avoid usage of plastics so better the government should focus on disposal and reusage of plastics

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

**Answer:** Nothing affected my personal life because I used to give time to my children and family by avoiding parties and other things. I gave my enough time for my work and balance time to the family.

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

**Answer:** Do not rush behind success and do not expect high return in initial days of your work/ business. And one should not give up on their business because of initial loss and should take small steps when starting a new business.

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

**Answer:** “What we can give to the society, so that society will remember us forever”.





## STUDENT'S CORNER

In a small Italian town, hundreds of years ago, a small business owner owed a large sum of money to a loan-shark. The loan-shark was a very old, unattractive looking guy that just so happened to fancy the business owner's daughter. He decided to offer the businessman a deal that would completely wipe out the debt he owed him. However, the catch was that we would only wipe out the debt if he could marry the businessman's daughter. Needless to say, this proposal was met with a look of disgust.



**Praneet Sankeshware**

III Semester

The loan-shark said that he would place two pebbles into a bag, one white and one black. The daughter would then have to reach into the bag and pick out a pebble. If it was black, the debt would be wiped, but the loan-shark would then marry her. If it was white, the debt would also be wiped, but the daughter wouldn't have to marry the loan-shark. Standing on a pebble-strewn path in the businessman's garden, the loan-shark bent over and picked up two pebbles. Whilst he was picking them up, the daughter noticed that he'd picked up two black pebbles and placed them both into the bag. He then asked the daughter to reach into the bag and pick one.

The daughter naturally had three choices as to what she could have done: Refuse to pick a pebble from the bag. Take both pebbles out of the bag and expose the loan-shark for cheating. Pick a pebble from the bag fully well knowing it was black and sacrifice herself for her father's freedom. She drew out a pebble from the bag, and before looking at it 'accidentally' dropped it into the midst of the other pebbles. She said to the loan-shark. The pebble left in the bag is obviously black, and seeing as the loan-shark didn't want to be exposed, he had to play along as if the pebble the daughter dropped was white, and clear her father's debt.

**Moral of the story:** It's always possible to overcome a tough situation throughout of the box thinking, and not give in to the only options you think you have to pick from.

## STUDENT'S CORNER

In ancient times, a King had a boulder placed on a roadway. He then hid himself and watched to see if anyone would move the boulder out of the way. Some of the king's wealthiest merchants and courtiers came by and simply walked around it. Many people loudly blamed the King for not keeping the roads clear, but none of them did anything about getting the stone out of the way. A peasant then came along carrying a load of vegetables.

Upon approaching the boulder, the peasant laid down his burden and tried to push the stone out of the road. After much pushing and straining, he finally succeeded. After the peasant went back to pick up his vegetables, he noticed a purse lying in the road where the boulder had been. The purse contained many gold coins and a note from the King explaining that the gold was for the person who removed the boulder from the roadway.

Moral of the story: Every obstacle we come across in life gives us an opportunity to improve our circumstances, and whilst the lazy complain, the others are creating opportunities through their kind hearts, generosity, and willingness to get things done.



**Ram Shahapurkar**

III Semester



**Rohan Raut**

III Semester





## ALUMNI CORNER

Finding the right path to success at the right time is really very important and for that way I had selected AITM. The friendly environment, the systematic approach towards imparting education at AITM made me a competent individual. The wide range of activities- both curricular and co-curricular- along and the support from AITM is really very helpful for my future. The Teachers are really very kind and approachable when any need arises.



**Preeti Chinchani**

2016-18 Batch

The past years in AITM passed by in swift immersing the students with knowledge, patience, and on top of all management abilities necessary to able to compete in the real world of business. It gave me a platform to push myself and to understand the potentials that was hidden inside me. These years not only helped me broaden my horizon on my knowledge on business and management but also helped me discover more about myself. I would like heartily thank all the teachers and staffs in our institute who are still there and who were formerly working as well, for helping me adjust to every situation the whole time I was in AITM.

## SPORTS

SAEF's AITM had organized Inter-Collegiate Football Tournament for students in the month of December 2022. The tournament was held on AITM grounds for three days.

The Department of Computer Science Engineering won the tournament and Department of Mechanical Engineering bagged the second prize.

Happy to note that The Department of MBA bagged **THIRD** place in the tournament beating Department of Artificial Intelligence with a penalty goal.

The Administrator, Principal & Director, Director Department of MBA, Faculty Members and all the students congratulated the MBA team on their wonderful achievement.





# PLACEMENT CELL AT MBA @ AITM



**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



**Mr. Amit Hosamani**  
OPPO KTK, 4.75 LPA.

## OUR PRESTIGIOUS RECRUITERS

Sl. No.	Name of the Recruiting Partner	Sl. No.	Name of the Recruiting Partner
1	Shriram General Insurance Company Ltd	17	Shivam Lifeline Pvt. Ltd
2	Samyojak Consultancy Services, Goa	18	Oppo
3	CareerNet Consulting	19	Axis Securities
4	Federal Bank	20	Excelsoft
5	BYJU'S	21	Pi Square
6	Intellipaat	22	JSM Technologies
7	Alliant Group	23	Shriram Life Insurance Company Pvt. Ltd
8	Capgemini	24	Fundsroom
9	Aster Pharmacy	25	Landmark Group
10	Aequs Foundation	26	TCS
11	Elastic Run	27	Vodafone India Ltd
12	Reliance Retail Ltd	28	IDFC First Bank Ltd
13	EdYoda	29	Kent
14	Northern Trust Corporation	30	Fixity Technologies
15	IndiaMART Intermesh Ltd.	31	EDRED
16	KPIT	32	Rinex Technologies Pvt. Ltd

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