

### 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 NBA\* & NAAC
Savagaon Road, Belagavi, Karnataka 591108













AITM MBA MIRROR
A QUARTERLY E-NEWS LETTER

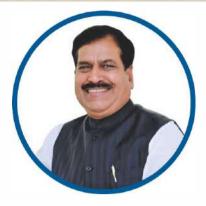
Volume III Issue I





# AITM MBA MIRROR, A QUARTERLY E-NEWSLETTER Volume III Issue I

### **OUR SOURCE OF INSPIRATION**



Late Dr. Suresh Angadi Ji Founder Chairman, SAEF, Belagavi

### CHIEF PATRONS



Smt. Mangal Suresh Angadi Hon'ble MP & Chairperson, SAEF



Dr. Spoorti Angadi Patil Director, SAEF



Mrs. Shradha Angadi Shettar Director, SAEF

### **PATRONS**



Shri Raju Joshi Administrator, SAEF



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

### EDITORIAL IN-CHIEF



Dr. Suryakumar N. Khanai Director, MBA



#### MESSAGE FROM THE ADMINISTRATOR

AITM MBA MIRROR, a Quarterly E-Newsletter of Department of MBA has been becoming popular amongst all stakeholders.

I must acknowledge the great team effort of faculty members and students of MBA@AITM, who are making a difference in the lives of management students in the pursuit of excellence. MBA@AITM is persistently struggling hard to support the management students through various value added activities in their endeavours.

I wish you all "BEST OF LUCK" in your endeavour!!!

Shri Raju Joshi

Administrator, SAEF.

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

Dear Readers,

I am happy to note that Volume III and Issue I of AITM MBA MIRROR, a Quarterly E-News Letter is getting released by Department of MBA at AITM.

With a paradigm shift in the field of education, AITM aims at not only focusing on academic excellence but also promote holistic development of students. The unparalleled vision and mission of AITM, the institute's philosophy empowers the students to explore beyond the textbook and become lifelong learners and thus embarking on a quest for excellence.

The core aspect of value education is deeply embedded in the comprehensive academic curriculum of AITM. The plethora of events and activities help each student evolve as an academic achiever as well as an ethical and caring global citizen.

In this journey of excellence, the initiatives taken by the Department of MBA are exemplary!!!. Best wishes to faculty members and students for their exceptional contribution in bringing this Quarterly E-Newsletter.

Wishing the readers "ALL THE BEST"

**Dr. Anand Deshpande** 

Principal & Director, AITM.





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#### MESSAGE FROM THE DIRECTOR

Dear Valued Stakeholder,

MBA@AITM is completing fifteen years this academic year. Since inception, MBA@AITM has made significant strides towards establishing itself as a one of the premier management institutions in this part of North Karnataka. MBA@AITM strives for excellence, equity, diversity and inclusion. It's a matter of great pride that MBA@AITM has been figured out in Fortune India B-School Ranking Survey 2023.

MBA@AITM attempts to develop deeper social and corporate connections. While on the one hand, faculty members and students feel happy to serve the nation by doing a bit for society and realize the responsibility towards the training and development of corporate houses. In this regard, MBA@AITM has taken significant steps to rise to meet corporate partners' expectations. Faculty members at MBA@AITM aims at not only meeting teaching and research needs but also to meet the varied requirements of training and development in corporations.

We are delighted to release "AITM MBA MIRROR" Volume III Issue I, A Quarterly E-News Letter of MBA@AITM. I must appreciate the sincere efforts of Editorial Team in bringing this issue.

I wish the readers ALL THE BEST!!!

Dr. Suryakumar N. Khanai Director, MBA





# AITM MBA MIRROR, A QUARTERLY E-NEWSLETTER Volume III Issue I

#### MESSAGE FROM EDITORS

Dear Readers,

We are delighted to release Volume III Issue I of AITM MBA MIRROR, a Quarterly E-Newsletter of Department of MBA, SAEF's AITM, Belagavi.

This edition marks a celebration of the diverse talents and capabilities of our future managers. Our aim is to unveil the hidden talents of our students, providing a platform to hone their writing skills, stimulate creativity and enhance logical thinking. We believe that this initiative will contribute to the development of effective managerial skills by fostering prompt action and clear communication.

At the very outset, we express our gratitude to Dr. Spoorti Patil, Director, SAEF for giving the consent to publish the highlights of MBA@AITM in the form of E-Newsletter that fosters greater engagement among all stakeholders.

We extend a special thanks to Shri Raju Joshi, Administrator, SAEF and Dr. Anand Deshpande, Principal & Director, AITM for their invaluable support in bringing this current issue.

Our appreciation also goes to Dr. Suryakumar N. Khanai, Director, Department of MBA for his continuous encouragement and unwavering support throughout the creation of this edition.

Lastly, our heartfelt thanks to all the faculty colleagues and students for their enduring support.

We hope the readers will enjoy reading !!!

Warm regards
EDITORIAL TEAM



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### SAEF'S AITM AT A GLANCE

SAEF'S AITM was established in the year 2009, offers seven under-graduate Bachelor of Engineering (B.E) courses in AI & DS, Robotics & Automation, Civil Engineering, CS & Engineering, E & C Engineering, E & E Engineering and Mechanical Engineering. The institute offers PG course in Master of Business Administration (MBA) specialization in Marketing, Finance and Human Resource Management. Other PG courses offered by the institute are Master of Computer Applications (MCA) and Master of Technology (M. Tech.). AITM also offers Diploma courses in Civil Engineering, CS & Engineering, E & E Engineering and Mechanical Engineering. Six departments have been recognized by VTU as Ph.D. research centers to conduct research work. AITM stands as a symbol of educational excellence, inspiring students to reach new heights, encouraging them to embrace the endless possibilities that engineering has to offer and providing a holistic learning environment that nurtures students' overall development. SAEF's AITM is accredited by NAAC New Delhi. The institute also has the honour of receiving accreditation from NBA for THREE departments.

### **ABOUT DEPARTMENT OF MBA**

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 (VTU) Belagavi. MBA@AITM is moving ahead in its journey with a sheer vision of "Leveraging human potential in management students through transformational leadership and contemporary skill sets to meet global challenges"

#### MBA@AITM at a Glance:

- 1.Approval and Affiliation: MBA@AITM offers Two Years Full Time MBA Program, which is approved by AICTE New Delhi, and affiliated to Visvesvaraya Technological University (VTU) Belagavi.
- 2.Curriculum: MBA@AITM follows the curriculum, which is carefully designed and developed by VTU. The university upgrades its academic curriculum once in two years to meet industry requirements.
- 3. Specializations: MBA@AITM offer Dual Specialization option to the management students. Various specializations offered by the department are Marketing, Finance, Human Resource Management (HRM) and Business Analytics\*.
- **4.Eligibility:** Any degree with 50% marks in aggregate from the recognized university. Selection will be done on the basis of the valid scores of either PGCET or KMAT entrance examination conducted by Karnataka Examination Authority (KEA), Bengaluru.



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### MBA@AITM FIGURED IN FORTUNE INDIA BEST MBA RANKING 2023

Happy to announce that the Department of MBA at SAEF's AITM is now

### "ONE AMONGST INDIA'S BEST B SCHOOLS"

according to Fortune India Best B-School Ranking Survey 2023.

Sincere thanks to Management, Administrator, Principal and entire staff of AITM for the support in Department's endeavor.



| EUNIX.      | INSTITUTE   | CITY            | GOVT/PVT   | ADMISSION<br>ATTRACTIVENESS | AGE&<br>ACCREDITATION |
|-------------|---|-----------------|------------|-----------------------------|-----------------------|
| 164         | 5 V Institute of Management                                       | Kadi            | Private    | 53.3                        | 20.6                  |
|             | Jaipuria Institute of Management                                  | Ghaziatsed      | Private    | 510                         | 20.0                  |
| 186         | Adarsh Institute of Management and Information Technology         | Bengaluru       | Private    | 53.0                        | 20.1                  |
|             | College of Management, SRM Institute of Science and Technology    | Chennai         | Private    | 57.0                        | 16.2                  |
|             | Babasheb Bhimrao Ambedkar University                              | Lucknow         | Government | 60.9                        | 16.0                  |
| 190         | Chandigarh Business School of Administration, Mohali              | Chandigarh      | Private    | 54.0                        | 16.6                  |
| 190         | Hindusthan College of Arts and Science, Colmbatore                | Coimbatore      | Private    | 52.3                        | 17.2                  |
| 191         | Vishwa Vishwani Institute of Systems & Management                 | Hyderabad       | Private    | 52.3                        | 16.8                  |
| 102         | Lais Laipetral Institute of Nanagement                            | Mumbai          | Private    | 51.0                        | 16.3                  |
| 193         | GITA Autonomous College   | Bhubaneswar     | Private:   | 50.2                        | 15.1                  |
| 1844        | CMRU School of Management   | Sengaluru       | Private    | 53.0                        | 14.8                  |
| 195         | Aristotie PG College  | Hyderabad       | Private    | 53.0                        | 18.0                  |
| 196         | Krupanidhi Group of Institutions                                  | Bengaloru       | Private    | 55.2                        | 20.0                  |
| 197         | Sarojini Naidu Vanita Maha Vidyalaya                              | Hyderabed       | Private    | 51.7                        | 17.3                  |
| 108         | Jansons School of Business (Autonomous)                           | Coimbatore      | Private    | 49.0                        | 18.0                  |
| 100         | Acrepolis Faculty of Management & Research                        | Indore          | Private    | 47.0                        | 15.2                  |
| 700         | International School of Informatics and Management                | Jaipur          | Private    | 45.9                        | 18.2                  |
| 201         | Dept. of Business Admn., Vidyavardhaka College of Engineering     | Mysuru          | Private    | 45.0                        | 17.1                  |
| 202         | Adithya School of Business Management                             | Coimbatore      | Private    | 44.1                        | 16.2                  |
| 200         | School of Commerce Management & Research, ITM University          | Ralpur          | Private:   | 44.0                        | 13.2                  |
| 204         | Faculty of Migmt. Studies, Excel Engineering College (Autonomous) | Namakkai        | Private    | 42.1                        | 16.4                  |
| 205         | VLB Janakiammai College of Arts and Science                       | Colmbatore      | Private    | 40.9                        | 15.0                  |
| 20B         | SASM/RA's institute of Management Studies and Research            | Mumbal          | Private    | 41.7                        | 14.7                  |
| <b>X</b> 01 | IA School of Management Studies                                   | Bengaluru       | Private    | 39.7                        | 12.0                  |
| 308         | Ajay Kumar Garg Institute of Management (AKGIM)                   | Ghaziabed       | Private    | 38.0                        | 13.0                  |
| 200         | Lead College of Management  | Palakkad        | Private    | 34.8                        | 12.4                  |
| 210         | Kumaraguru College of Technology                                  | Coimbatore      | Private    | 41.1                        | 13.0                  |
| 201         | ITM Vocational University   | Vadodara        | Private    | 41.0                        | 12.7                  |
| 212         | Karnataka Law Society's Institute of Mgmt. Education & Research   | Belogavi        | Private    | 36.0                        | 10.1                  |
| 210         | Lakshmi Narain College of Technology                              | Bhopal          | Private    | 36.6                        | 9.2                   |
| 256         | SAEF's Angack institute of Technology and Management              | Belegavi        | Private    | 33.1                        | 10,9                  |
|             | Om Kothari Institute of Management & Research                     | Kota            | Private    | 32.7                        | 12.0                  |
| 216         | Hallmark Business School  | Tiruchirappalli | Private    | 31.9                        | 12.5                  |
|             | Kongu Engineering College   | Erode           | Private    | 31.7                        | 10.0                  |
| 216         | Sanjivani College of Engineering                                  | Kopargaon       | Private    | 30.9                        | 9.0                   |
| 219         | PSNA College of Engineering and Technology                        | Silvarpatti     | Private    | 27.9                        | 9.5                   |
| 100         | Parul Institute of Management & Research                          | Vadodera        | Private    | 25.9                        | 8.6                   |
| 221         | Eiju Patnaik Institute of IT and Management Studies               | Bhubaneswar     | Private    | 29.9                        | 8.5                   |
| m.          | Central Institute of Eusiness Management, Research & Development  | Nagpur          | Private    | 20.1                        | 0.0                   |
| 380         | Trident School of Mgmt. Studies, Trident Academy of Technology    | Bhubaneewar     | Private    | 27.0                        | 9.6                   |
| 224         | Sri Ramachandra Faculty of Management Science                     | Chennal         | Private    | 26.9                        | 6.5                   |
| 444         | K SR College of Engineering (Astonomous)                          | Tiruchengode    | Private    | 26.0                        | 8.4                   |



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# RELEASE OF AITM MBA MIRROR, A QUARTERLY E-NEWSLETTER VOLUME II ISSUE IV

AITM MBA MIRROR, Volume II Issue IV was released by the students and faculty members of Department of MBA at AITM. This issue captured various events, industry interactions, research initiatives and faculty achievements in the Department of MBA from October 2023 to December 2023.

The newsletter also captured an interview with Mr. Ashim Kamat Managing Director, Aakar Founders Pvt. Ltd. Belagavi











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### **ACADEMIC PERFORMANCE**

VTU Semester End Examinations for Second and Fourth Semester were held in the month of September/October 2023. The student's performance in these examinations were excellent with the overall passing percentage of 91.38% in Second Semester and 100% in Fourth Semester.

### The Toppers in MBA Second and Fourth Semester are:

| SECOND SEMESTER                  | FOURTH SEMESTER               |
|----------------------------------|-------------------------------|
| Mr. Venkatesh Prajapati - 79.33% | Ms. Prasanna Kanekar - 80.29% |
| Ms. Samita Malvankar - 78.83%    | Mr. Bhimgond Yadur – 79.14%   |
| Ms. Tamanna Jamadar – 78.83%     | Ms. Sonali Vernekar – 78.57%  |
| Ms. Kavita Mulimani - 77.10 %    |                               |







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### **AITM MBA FIESTA 2K24**

A Mega National Level Management Fest for UG Students

Managerial skills position the students to act as an effective leader who can make good decisions, an effective communicator with the soft skills necessary to inspire a team and a problem-solver who can bring clarity to any situation.

Department of MBA at AITM had organized AITM MBA FIESTA 2K24 a mega national level management fest for UG students on 5th and 6th February 2024. The management fest aimed to provide an opportunity for students to learn and exhibit their managerial skills, teamwork and leadership qualities. Further this event acted as a forum for students to expand their networks, exchange novel ideas as well as learn best practices for continued professional success.

There was an overwhelming response with more than 450 participants from various UG colleges. The event gave an opportunity for the students to participate in eight events including Fashion Show and Dance. Students performance throughout the event was truly amazing. Two days of unparalleled excitement, learning, fun and of course memories !!!





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### **AITM MBA FIESTA 2K24**

A Mega National Level Management Fest for UG Students

The inaugural ceremony of AITM MBA FIESTA 2K24 was held on 5th February 2024 at 10 am in AITM Auditorium. Mr. Mahesh Bhirangi, Managing Director, Pragati Engineering Belgaum Pvt. Ltd., Belagavi was the Chief Guest and Dr. Spoorti Angadi Patil, Director, SAEF, Belagavi was the President during the function.

The program was conducted in the gracious presence of Shri Raju Joshi Administrator SAEF and Dr Anand B Deshpande Principal & Director AITM.

Dr. Suryakumar Khanai, Director of Department of MBA, Faculty Members, Students and participants were present for the function.





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### **AITM MBA FIESTA 2K24**

A Mega National Level Management Fest for UG Students

AITM MBA FIESTA 2K24 is a management fest that aims to provide an opportunity for students to learn and exhibit their managerial skills, teamwork and leadership qualities. This event acts as a forum for students to expand their networks, exchange novel ideas as well as learn best practices for continued professional success. MBA@AITM always believes that leadership skills require a fertile environment to grow and hence students are given complete freedom to enhance their skills through a pragmatic approach.

AITM MBA FIESTA 2K24 witnessed various management events such as , Best Manager, Corporate Social Responsibility (CSR), Marketing Event, B-Plan, Debate, Photography & Videography, Fashion Carnival and Nrityam.





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### **AITM MBA FIESTA 2K24**

A Mega National Level Management Fest for UGs
GLIMPSES

















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### PRARAMBH - "A New Beginning"

An Orientation Program for Newly Admitted MBA Students Batch 2023-25

PRARAMBH - A New Beginning, One Week Induction Program for Newly Admitted MBA Students Batch 2023-25 has been started with an Inaugural Function.

The purpose of conducting this program is to welcome the newly admitted students, introduce them about our academic programs, support services, co-curricular activities and to set the stage for these students to continue to grow intellectually and socially.

ON DAY ONE... Parents Meet was organized with an aim to introduce MBA@AITM.

Ice-Breaking session was organized by Seniors with an objective to help students get to know one another.







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### PRARAMBH - "A New Beginning"

An Orientation Program for Newly Admitted MBA Students Batch 2023-25

<u>DAY TWO OF INDUCTION PROGRAM.</u>.. Formal welcome of newly admitted MBA students by Dr. Suryakumar Khanai, Director of Department of MBA. A session on "Campus to Corporate" by Dr. Shirish Kerur, Freelance Trainer. A session on "IT for Managers" by Mrs. Anuradha Dodamani, Director of Synergy School of Business, Belagavi. Post lunch session was filled with management games for students...









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### PRARAMBH - "A New Beginning"

An Orientation Program for Newly Admitted MBA Students Batch 2023-25

DAY THREE OF INDUCTION PROGRAM... Newly admitted students gained insights on Placements and Certification Courses by Prof. Vishal Bogar, Assistant Professor in the Department of MBA, SAEF'S AITM. A session on "Data Analytics for Managers" was conducted by Shri Mr. Prasanna Doddamani, Director, Synergy School of Business, Belagavi. Afternoon session was full of learning through Management Games by Senior students.









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### PRARAMBH - "A New Beginning"

An Orientation Program for Newly Admitted MBA Students Batch 2023-25

<u>DAY FOUR OF INDUCTION PROGRAM</u>. The students had a wonderful experience interacting with Prof. Sheetal Pawar on "Academic Activities at MBA@AITM",

Prof. Vishalkeerti Patil, Training and Placement Officer interacted with students on "Interview Skills" and Dr. S R. Bharamanaikar interacted with students on the topic "Leadership Skills".

Afternoon Session: Senior students arranged a "Freshers Day" for Juniors.







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### PRARAMBH - "A New Beginning"

An Orientation Program for Newly Admitted MBA Students Batch 2023-25

### DAY FIVE-LAST DAY OF INDUCTION PROGRAM.. "OUTBOUND TRAINING"

Outbound training is a type of experiential learning workshop that involves engaging individuals in outdoor team activities such as hiking, rock climbing, and team-building exercises. The purpose of outbound training is to develop teamwork, leadership, communication, and problem-solving skills. Students had a visit to Rajhansgad Fort at Belagavi and had a wonderful learning experience.







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### PRARAMBH - "A New Beginning"

An Orientation Program for Newly Admitted MBA Students Batch 2023-25 **Glimpse** 











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### INTELLECTUAL TALK FOR MANAGEMENT STUDENTS

An Intellectual Talk was organized for Management students on 7th March 2024. Dr. Vinayak. Hosamani, Chief Operating Officer, KRISHIK-Agri Business Incubator, A Government of India Initiative, RKVY-RAFTAAR, UAS, Dharwad was the resource person, who interacted with the students on the topic "Innovation in Agriculture-Funding Opportunities by Ministry of Agriculture, Govt. of India".











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# "ONE DAY WORKSHOP ON " MY FIRST STEP IN STOCK MARKET"

While there is nothing wrong in saving money in bank deposits, there is a probable risk of value depreciation due to inflation over time. This calls for a need for early training in stock trading and investment, teaching management students about the concepts of compounding, share market, portfolio diversification and much more. With this aim Department of MBA had organized ONE DAY WORKSHOP ON "MY FIRST STEP IN STOCK MARKET" for management students on 12.03.2024. Mr. Shreedhar Godbole Franchise Owner of Bonanza Portfolio Limited, Dharwad was the resource person. The workshop helped the students to understand basics of stock market, Sensex, Nifty, Ask Price, Bid Price, Intra-Day Trading etc. The workshop gave an hands-on experience on overall functioning of Stock Market.









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# Visit to Mahesh Foundation, Belagavi Corporate Social Responsibility (CSR) An Initiative of MBA Students

As a part of Corporate Social Responsibility (CSR) initiative, the students of MBA@AITM had a visit to Mahesh Foundation, Belagavi on 30th March 2024. Mahesh Foundation is a Non-profit Organization (NGO), providing shelter to HIV positive and underprivileged children, offering them a chance for a dignified life. This visit was arranged to gain practical understanding CSR activities as part of the CSR subject. MBA student's interaction with office bearers of Mahesh Foundation provided an enormous learning experience. Big thanks to the staff and students of Suresh Angadi Education Foundation (SAEF) for their kind and generous donation for this CSR initiative. This donation touched the numerous children who are sheltered at Mahesh Foundation, Belagavi.











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### **ALUMNI CORNER**



Mr. Rohan Raut
Batch 2021-2023

My MBA journey has been nothing short of transformative. From the moment I embarked on this path, I knew it would be a journey filled with challenges, growth and opportunities. What I didn't anticipate was the profound impact it would have on every aspect of my life. The first step of my MBA journey was marked by excitement and anticipation. I was eager to immerse myself in a dynamic learning environment, surrounded by bright minds and diverse perspectives. As classes began, I quickly realized that the journey ahead would demand more than just academic excellence—it would require resilience, adaptability and a willingness to step out of my comfort zone.

Finding the right profession and embarking on a fulfilling career journey is a remarkable achievement that brings immense satisfaction and fulfillment. Throughout my career, I have been fortunate to discover my passion and align it with my professional pursuits. This synergy has not only fueled my growth but has also opened doors to meaningful opportunities and rewarding experiences.



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### AN INTERVIEW WITH SUCCESSFUL ENTREPRENEUR

# Mr. Prasanna Doddamani Business Head, Synergy School of Business, Belagavi



A Visionary Engineer and An Entrepreneur

Mr. Prasanna Doddamani is a dynamic professional with a rich experience spanning engineering, project management and entrepreneurship. Graduating from Steam College with an Engineering Degree, Mr. Prasanna embarked on a journey that would see him thrive in diverse roles and industries.

His career took off at Hewlett Packard, where he honed his skills over three and half years, contributing significantly to the organization's success. However, fueled by a spirit of innovation and a desire to make a tangible impact, Mr. Prasanna ventured into entrepreneurship.

In 2017, he co-founded Innovix Solutions, a project based company dedicated to supporting organizations in scheduling, planning and efficiency enhancement. This venture marked the beginning of Mr. Prasanna's entrepreneurial endeavors, showcasing his aptitude for strategic thinking and problem-solving.

Never one to rest on his laurels, Mr. Prasanna expanded his horizons further, relocating from Bangalore to Belagavi in 2019. Here, he founded Innovate Solutions, a consulting firm specializing in project implementations and bridging critical gaps in organizational processes.

Driven by a passion for education and empowerment, Mr. Prasanna established Synergy School of Business Skills, offering training and consulting services to colleges and aspiring professionals.



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### AN INTERVIEW WITH SUCCESSFUL ENTREPRENEUR

His transition into the realm of education underscored his commitment to sharing knowledge and fostering growth in others.

As a Founder Director of i-connect, a company dedicated to implementation projects,

Mr. Prasanna continues to lead with vision and foresight. With a focus on CAD solutions and engineering excellence, he pioneers initiatives that redefine industry standards and empower individuals and organizations alike.

Mr. Prasanna Doddamani's journey is a testament to the power of innovation, determination and a relentless pursuit of excellence.

His multifaceted career trajectory reflects his unwavering commitment to driving positive change and leaving a lasting legacy in every endeavor he undertakes.

1. Can you brief us the History, Vision, Mission and Quality policy of Synergy School of Business, Belagavi

Synergy School of Business, Belagavi is a private limited company founded in the year 2019. This company is engaged in focusing on the betterment of the youth and students.

Vision: "To empower every student with the skills and opportunities necessary to achieve 100% employment and career success."

Mission: "Mission is to encapsulates your aspiration for ensuring that all students who undergo training with our organization not only receive opportunities but also secure employment, aligning with our ultimate goal of 100% employment.".

Quality Policy: "Our commitment lies in establishing and maintaining a standard of excellence that aligns with the expectations of our customers. Through the principles of Kaizen and Six Sigma, we strive for continuous improvement to consistently deliver products and services that meet or surpass the established quality standards."



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### AN INTERVIEW WITH SUCCESSFUL ENTREPRENEUR

### 2. What inspired you to get into the idea of the business?

The inspiration behind venturing into the business stemmed from a profound realization of the mismatch between industry requirements and the skill sets possessed by graduates. This disconnect became glaringly apparent during interactions with HR professionals and college administrators, who consistently expressed challenges in finding the right talent.

### 3. "Do I Know What I am Doing" when did you realize it?

The realization of my shortcomings dawned during a pivotal moment in my career when my manager's appraisal highlighted a deficiency in negotiation skills critical for project management. This wake-up call spurred me to step out of my comfort zone and embark on a journey of self-improvement, leading me to pursue my current endeavors with renewed determination.

### 4. What challenges did you face when this business was to be established?

Establishing the firm posed challenges such as navigating the market landscape, especially given my background in technical rather than educational fields. Additionally, the business faced hurdles related to cash flow, coupled with external factors like floods in 2019, COVID-19 pandemic in 2020 and it carried on till 2021. Limited resources in Belagavi further compounded the challenges faced by the company.

### 5. Do you believe that there is a winning formula for becoming a Successful Entrepreneur?

Yes, definitely there is a winning formula and the formula goes like it involves strategic planning based on a deep understanding of the ground-level realities of the business. This understanding stems from recognizing and addressing the fundamental problem the business aims to solve, identified through continuous engagement with various industries, both in services and manufacturing sectors.



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### AN INTERVIEW WITH SUCCESSFUL ENTREPRENEUR

### 6. What do you enjoy the most about your business?

Interaction with people. I get to see too many shades of people, each individual employee's style of working is different.

Fighting out with challenges, as an Entrepreneur we go through lots of ups and downs. I enjoy the challenges that I face during my process of business.

7. What according to you is the most difficult thing about building a brand from scratch?

As an Entrepreneur, having a clear idea is the starting point. The next step is hard work and dedication. People want brands and the brand is built individually. It's very difficult to build a brand, but somebody has to make an individual brand of it or face of it.

### 8. What Entrepreneurial tricks have you discovered to keep on going business?

As per my point of view, Entrepreneurial success hinges on unwavering loyalty to the business, prioritizing genuine feedback over superficial embellishments like gold plating. Engaging with customers daily and embracing feedback fuels constant improvement, a vital but often overlooked strategy.

### 9. What is your most satisfying entrepreneurial moment so far?

One of the most satisfying moments in my entrepreneurial journey was securing an order of Primavera Software from Shapoorji and Pallonji, who are major stakeholders in Tata Industries. Despite stiff competition in metro cities like Mumbai, Pune, Bangalore and others, landing this order from Belagavi showcased the value of our services. It was not only a testament to our capabilities but also highlighted the reach and impact of our business beyond geographical boundaries. This achievement reaffirmed my belief that with determination and the right approach, one can succeed from anywhere in the world.

# A.

### AITM MBA MIRROR, A QUARTERLY E-NEWSLETTER

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### AN INTERVIEW WITH SUCCESSFUL ENTREPRENEUR

### 10. Do the decisions we make today help people and the planet tomorrow?

My job is to make sure that I should run my business successfully. I should keep my workplace and people who are around me happy. My friends and my well-wishers to be happy. Yes, the thing I am doing something that benefits planet.

### 11. How do all these decisions affect your personal life?

Nothing affects my personal life, it's always been learning. I have learned something out of it that has benefited me always. Even some wrong decision, I learned out of it. So, I always believe in "Either You Win or Learn" never lose hope in life.

The moment you fall down, that day you learn and my tough times have taught me everything, not my good times. What I am today is because of my tough times.

### 12. What advice would you like to give to students who want to become Entrepreneurs?

Focus on developing your employability rather than solely chasing employment opportunities. Remember the advice of leaders like Abdul Kalam, who encouraged entrepreneurship. Cultivate a diverse skill set, stay adaptable and seek experiences that foster an entrepreneurial mindset. Be proactive in creating opportunities for yourself and others.

### 13. What message would you like to give to the society?

I am very happy to give a message as an Entrepreneur. A job of an Entrepreneur basically is to teach as many people you can. So firstly, we have to "Value What You Have Got" and "Value Your Parents" just earning money doesn't make you smart. One major point to be remembered for life time is "Never Take Your Success to Head and Failure to Heart."





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### AN INTERVIEW WITH SUCCESSFUL ENTREPRENEUR









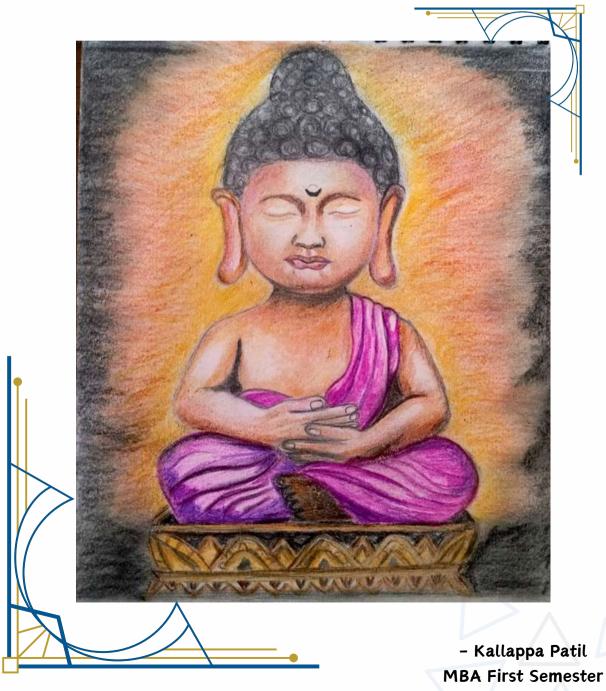




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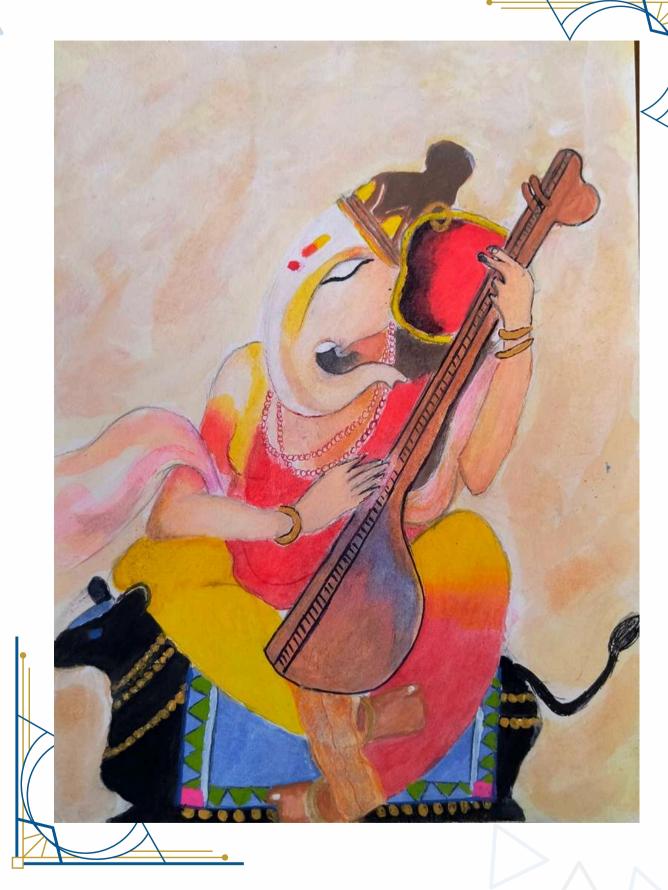
### "Expressions Unveiled: Artistry and Verse from College Talent"

The artistry and verse showcased by college students are a testament to their immense talent and boundless creativity. With each stroke of paint or carefully crafted line of poetry, they breathe life into their creations, evoking emotions and sparking inspiration. Their dedication to their craft is admirable and their contributions enrich our cultural landscape. Let us applaud these budding artists and poets for their courage to express themselves and for the beauty they bring into the world.





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- Kallappa Patil MBA First Semester

# A.

### AITM MBA MIRROR, A QUARTERLY E-NEWSLETTER

Volume III Issue I

### The age of rise and fall

Being a teenager and to embrace adulthood life isn't that easy! Surfacing those dark clouds and making it to a sunny day, every obstacle, surprises and challenges on the way to welcome you.

It all starts with making friends and breaking with friends, living a life at the same time annoyed by life. The time were you go through crushes and flushes, this is the time where you feel pleasure and displeasure.

Here you try to find a beloved soul and feel special but it's a period of heartbreak, Surrounding people make you feel worse experiences.

At this age you will find a way to do everything, you prepare for the war of living here. This time will teach you the best and worst lessons, coming with the sweetest and saddest days too,

But you fall to the peak down and rise to the sky....

- Pratham Shetty
MBA First Semester

### **Descent into the Abyss**

Let's pray, the hell for me Because heaven is not for me! Be the sun for me because Moon is not for me.

Cheers the roar of devil
Because god has cursed me.
Death is start for me
Because life has sentenced me.

Love is not for me ...

Because she has gone far from me
Let's be the rock for me
Because soil has opted me!

Let's pray the hell for me Because heaven is not for me!!

Pratham Shetty
 MBA First Semester



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