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**Invitation for Guest Lecture/Webinar || SIIB & WNS Global**

6 messages

**SIIB: Placements** <placements@siib.ac.in>

Fri, Jul 16, 2021 at 2:18 PM

To: Sherin Ali &lt;sherin.ali@wns.com&gt;

Cc: Anuja Zanzad &lt;officer@siib.ac.in&gt;, "Dr. Asmita Chitnis" &lt;director@siib.ac.in&gt;

Dear Sherin Ma'am,

Greetings of the day! Hope this email finds you well.

Further to our telephonic conversation, I would like to invite you on behalf of SIIB to deliver a guest lecture/webinar for the MBA Energy & Environment batches of 2020-22 and 2021-23. Below are some of the topics we would like to suggest for the lecture:

1. Role of CSR in the era of Social Capitalism
2. Emerging paradigms of CSR in India
3. Synergy between CSR and Triple Bottom Line
4. How can CSR contribute to the financials of a company?

We would like to suggest 5PM on 24th July 2021 for the session. Kindly inform us whether the schedule suits you and let us know which topic you would like to conduct the session on.

For further clarifications, feel free to contact the undersigned.

**Regards,****Deby S. +91 7406842400****Corporate Relations and Placement Cell****Symbiosis Institute of International Business (SIIB)**

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

W: [www.siib.ac.in](http://www.siib.ac.in) E: [placements@siib.ac.in](mailto:placements@siib.ac.in)

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**Sherin Ali** <Sherin.Ali@wns.com>

Fri, Jul 16, 2021 at 4:06 PM

To: "SIIB: Placements" &lt;placements@siib.ac.in&gt;

Cc: Anuja Zanzad &lt;officer@siib.ac.in&gt;, "Dr. Asmita Chitnis" &lt;director@siib.ac.in&gt;

Dear Deby,

Thank you so much for the invite, my pleasure to be talking to the Masters of Business administration.

I would like to speak on the Emerging paradigms of CSR in India, and could also touch upon the overall effect of CSR on the brand equity of a business. This would probably benefit the MBA group.

5 pm on the 24<sup>th</sup> suits me fine.

Looking forward.

*Warm Regards*

**From:** SIIB: Placements [mailto:[placements@siib.ac.in](mailto:placements@siib.ac.in)]

**Sent:** Friday, July 16, 2021 2:18 PM

**To:** Sherin Ali <[Sherin.Ali@wns.com](mailto:Sherin.Ali@wns.com)>

**Cc:** Anuja Zanzad <[officer@siib.ac.in](mailto:officer@siib.ac.in)>; Dr. Asmita Chitnis <[director@siib.ac.in](mailto:director@siib.ac.in)>

**Subject:** Invitation for Guest Lecture/Webinar || SIIB & WNS Global

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**Sherin Ali**

**Sr. Group Manager - CSR-** WNS Global Services (P) Ltd | [www.wns.com](http://www.wns.com)

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RoadVadgaonsheri, Pune, Maharashtra, 411014

IP: | Direct: +912067176325 | Mobile: +918007999126 | Email: [Sherin.Ali@wns.com](mailto:Sherin.Ali@wns.com)

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**SIIB: Placements** <placements@siib.ac.in>

Fri, Jul 16, 2021 at 4:13 PM

To: Sherin Ali <Sherin.Ali@wns.com>

Cc: Anuja Zanzad <officer@siib.ac.in>, "Dr. Asmita Chitnis" <director@siib.ac.in>

Dear Sherin Ma'am,

Thank you for the update. I shall share a calendar invite at the earliest and block the date.  
Looking forward to having you interact with us again.

For any queries, feel free to contact the undersigned.

Regards,

Deby S. +91 7406842400

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**SIIB: Placements** <placements@siib.ac.in>

Wed, Jul 21, 2021 at 11:53 AM

To: Sherin Ali <Sherin.Ali@wns.com>

Cc: Anuja Zanzad <officer@siib.ac.in>, "Dr. Asmita Chitnis" <director@siib.ac.in>

Dear Sherin Ma'am,

Greetings of the day!

Please find the meeting details for the webinar on - **Emerging paradigms of CSR in India & overall effect of CSR on the brand equity of a business**, scheduled on **24th July, 5:00 PM - 6:30 PM** :

Platform - Google Meet

Link - [Click here to join the meet](#)

Looking forward to your session. For any further information, please feel free to contact the undersigned.

Regards,

Deby S. +91 7406842400

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**SIIB: Placements** <placements@siib.ac.in>

Sat, Jul 24, 2021 at 7:25 PM

To: Sherin Ali <Sherin.Ali@wns.com>

Cc: Anuja Zanzad <officer@siib.ac.in>, "Dr. Asmita Chitnis" <director@siib.ac.in>

Dear Sherin Ma'am,

Thank you once again for the wonderful session. It was extremely insightful to the students of MBA - Energy & Environment (2020-22, 2021-23).

We look forward to maintaining a strong and fruitful relationship with your esteemed organization. For any further information , please feel free to contact the undersigned.

**Regards,**

**Deby S. +91 7406842400**  
**Radheya Zope, +91 7900149659**

**Corporate Relations and Placement Cell**

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**Sherin Ali** <Sherin.Ali@wns.com>

Mon, Jul 26, 2021 at 12:36 PM

To: "SIIB: Placements" <placements@siib.ac.in>

Cc: Anuja Zanzad <officer@siib.ac.in>, "Dr. Asmita Chitnis" <director@siib.ac.in>

Thank you so much Deby and Radheya,

Pleasure was all mine. It is always a great experience to interact with the SSIB students.

The energy they bring to the table makes the discussion very valuable.

I would like to launch the Internship program with the students. We can conduct an orientation session with the interested candidates.

Looking forward!

*Warm Regards*

**From:** SIIB: Placements [mailto:[placements@siib.ac.in](mailto:placements@siib.ac.in)]  
**Sent:** Saturday, July 24, 2021 7:26 PM  
**To:** Sherin Ali <[Sherin.Ali@wns.com](mailto:Sherin.Ali@wns.com)>  
**Cc:** Anuja Zanzad <[officer@siib.ac.in](mailto:officer@siib.ac.in)>; Dr. Asmita Chitnis <[director@siib.ac.in](mailto:director@siib.ac.in)>  
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## WORKSHOP REPORT

**Date of Conduct:** 24<sup>th</sup> July, 2021

**Duration:** 1 hour 30 minutes

**Speaker's Name & Designation:** Ms. Sherin Ali, CSR Head (Pune)

**Organization:** WNS Global Services

**HOD/Concerned Faculty Head:** Student Relations/Ms. Anuja Zanzad

**Batch:** Energy and Environment, Batch 2020-2022 & Batch 2021-2023

**No of students present:** 66

### Synopsis:

On 24<sup>th</sup> March 2021, the students of MBA-E&E, respective batches of 2020-2022 and 2021-2023 attended a workshop conducted by Ms. Sherin Ali, CSR Head (Pune). The topic for the session was "Emerging Paradigms of CSR in India and the overall effect of CSR on the brand equity of a business".

Ms. Sherin initiated the session by providing the batch with an intriguing analogy that highlighted the importance of business studies, marketing, and corporate social responsibility and how they are an integral aspect to sustain a business.

Another point discussed was the co-relation between business and ethics and how corporate social responsibility tries to integrate both. Thought-provoking questions like 'How can we change the concepts that can define the businesses?', 'Are business and ethics contrary or related?' and 'How can we change our perspective to create a paradigm shift?' were asked.

In addition, Ms. Sherin highlighted several types of social responsibilities and the importance of the Triple Bottom Line. Further, the evolution of Corporate Social Responsibility and the Green Revolution concerning India was briefly discussed.

It was followed by an insightful brainstorming session on the 'Starbucks Case Study-1993', where students portrayed the board of directors and shared their thoughts on the reason for the downfall of the store, and discussed how they would tackle it and help it flourish again.

The discussion ended with the concept of Brand Equity and how we as emerging managers carry the mantle to make corporate social responsibility flourish in the future, followed by an interactive question and answer session.

### Feedback:

1. "It was a very insightful session where we understood what Corporate Social Responsibility really is and why it is important for the sustenance of any business."

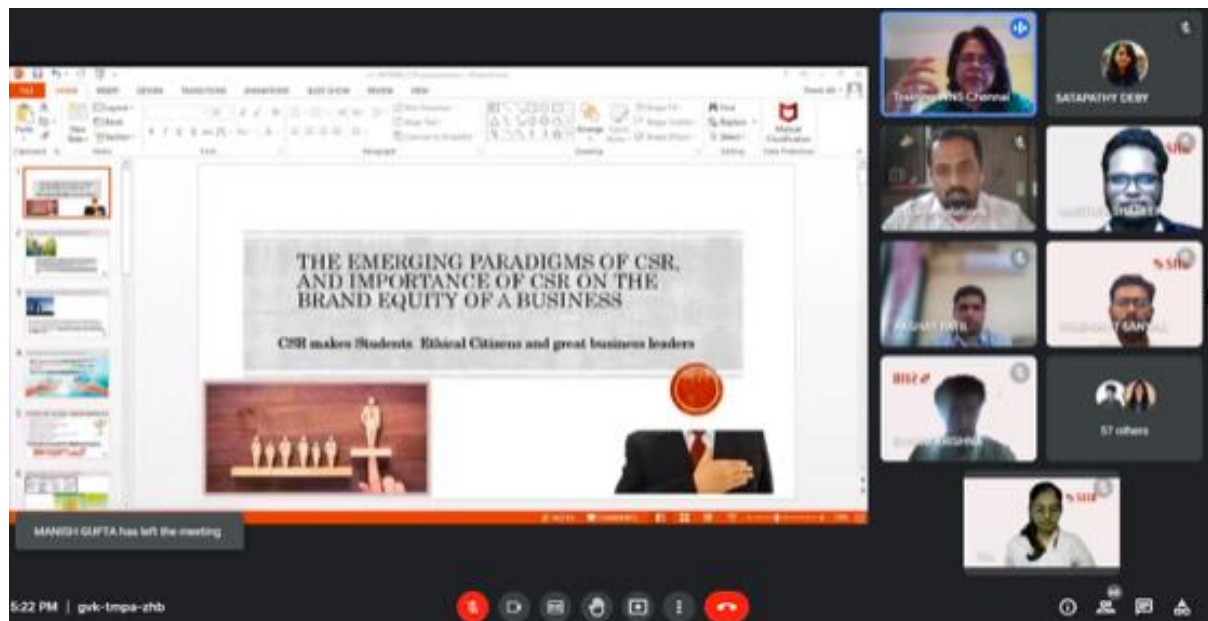
-Hanoon Razak, Energy and Environment, Batch 2021-2023.

2. "It was a very insightful session. Ma'am explained very beautifully how ethics and business are connected and we also got to learn about CSR and its changing phase in the entire world."

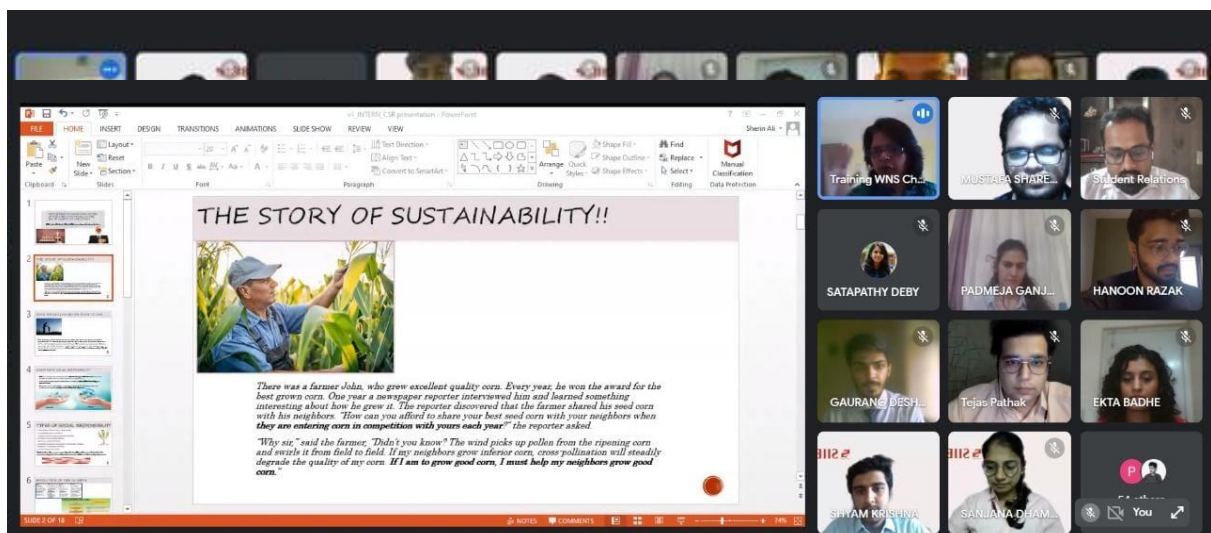
-Padmeja Ganjoo, Energy and Environment, Batch 2020-2022.

### Overall Feedback:

The session helped students to understand the concept of Corporate Social Responsibility with an overview of the effect it has on any business with valuable insights on Brand Equity. It was a very insightful and engaging session for the students.



### Pictures:



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## Masterclass on How to Crack Consulting Job Interviews for Symbiosis college students

2 messages

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**Sankalp Chhabra** <anantsankalp@gmail.com>  
To: placements@siib.ac.in

Thu, Jul 22, 2021 at 2:01 PM

Hi Rohan and SIIB Placement team,

Hope you are safe and in good health. Crossing Hurdles welcomes students for a *FREE Masterclass* on '**How to Crack Consulting Job Interviews**' exclusively for Symbiosis students. We are planning this in collaboration with SIBM, SCMHRD, SCMS, etc.

Here's the Masterclass Agenda -

1. Consulting Industry Overview
2. Building Killer **resumes** that get shortlisted
3. Learning how to solve **Guesstimates**
4. How to prepare and crack **case interview** questions

The Masterclass shall be delivered by **Mentor Sankalp Chhabra**

- Coached candidates from 18+ countries to secure offers from **McKinsey, BCG, Bain, ZS Associates, Kearney, Deloitte, Accenture, PwC, EY, Amazon, Citi, ICICI, DE Shaw** etc;
- **50+ candidates** received consulting offers in **2020-21**
- Guest lecturer at IIM B, C, K, IIFT, SP Jain, MDI, IIT DOMS, etc
- **Instructor at Udemy** for multiple courses (4.5/5 rating)
- DTU (former DCE), IIFT alumnus

We recently conducted few open sessions on 27th June and 4th July with over 1400 registrations for each session from various institutes, including **IIM Calcutta, IIM Bangalore, IIM Kozhikode, IIM Indore, XLRI, FMS, IIFT, SPJain, IIM Trichy, TAPMI, GIM, IIT Bombay, IIT Madras, IIT Kanpur, DTU, BITS Pilani, several NITs, etc.**

You can find feedback for previous sessions here - [27th June](#), [4th July](#)

**Next steps:** We are finalizing the date based on the inputs from the partner colleges. Currently, the timings under consideration are 28 July, 8 to 10 pm and 29th July 7.30 to 9.30 pm.

If this is of interest, please advise the slot that works for you and an approximate number of seats that we should reserve for students of your institute.

Once we finalize the slot, I will send the invite mail and registration link that could be shared with students.

Thanks & Regards,  
Crossing Hurdles Team  
80959 31444

---

**Sankalp Chhabra** <anantsankalp@gmail.com>  
To: PlacementSIIB Pune <placements@siib.ac.in>

Fri, Jul 23, 2021 at 5:37 PM

Dear Rohan,

Based on our previous conversations, Crossing Hurdles welcomes students for a *FREE Masterclass* on '**How to Crack Consulting Job Interviews**' exclusively for **Symbiosis students on 29th July, 7:30 pm - 9:30 pm.**

Here's the Masterclass Agenda -

1. Consulting Industry Overview
2. Building Killer **resumes** that get shortlisted
3. Learning how to solve **Guesstimates**
4. How to prepare and crack **case interview** questions

The Masterclass shall be delivered by **Mentor Sankalp Chhabra**

- Coached candidates from 18+ countries to secure offers from **McKinsey, BCG, Bain, ZS Associates, Kearney, Deloitte, Accenture, PwC, EY, Amazon, Citi, ICICI, DE Shaw** etc;
- **50+ candidates** received consulting offers in **2020-21**
- Guest lecturer at IIM B, C, K, IIFT, SP Jain, MDI, IIT DOMS, etc
- **Instructor at Udemy** for multiple courses (4.5/5 rating)
- DTU (former DCE), IIFT alumnus

We recently conducted few open sessions on 27th June and 4th July with over 1400 registrations for each session from various institutes, including **IIM Calcutta, IIM Bangalore, IIM Kozhikode, IIM Indore, XLRI, FMS, IIFT, SPJain, IIM Trichy, TAPMI, GIM, IIT Bombay, IIT Madras, IIT Kanpur, DTU, BITS Pilani, several NITs, etc.** You can find feedback for previous sessions here - [27th June](#), [4th July](#)

**Registration link** - [https://us02web.zoom.us/meeting/register/tZlkcugrTsuGdLusQ\\_j\\_Hzjl4dOijfmtN0k](https://us02web.zoom.us/meeting/register/tZlkcugrTsuGdLusQ_j_Hzjl4dOijfmtN0k)

**Date** - 29 July, 2021

**Time** - 7:30 pm - 9:30 pm

Post registration, students may also join this [WhatsApp group](#) for pre-session interactions and networking within the community.

Thanks & Regards,  
Crossing Hurdles Team  
80959 31444

[Quoted text hidden]

## **Workshop by Mr. Sankalp Chhabra on How to crack Consulting Job Interviews**

**Date of Conduct:** 29<sup>th</sup> July, 2021

**Time Duration:** 2 hours (7:30 PM - 9:30 PM)

**Speaker's Name:** Mr. Sankalp Chhabra

**Agenda:** "How to crack Consulting Job Interviews"

### **Synopsis:**

On the 29th of July 2021, the students of Batch 2020-22 and 2021-2023 of SIIB attended a Workshop by Mr. Sankalp Chhabra on How to crack Consulting Job Interviews. The workshop was conducted by the Corporate Relations Team/Ms. Anuja Zanzad.

Mr. Chhabra explained how to solve business problems in various domains of the Consulting sector - Strategy/Management, Operations, IT Consulting & Services, and Boutique Consulting. Afterward, the audience was given a detailed explanation of skill-sets for instance, effective communication, structured thought process, and people management skills, and how to include several aspects of their achievements in their respective resumes.

Adding to the session, Mr. Chhabra shared key power words that can be included in a resume to make it more impactful. Subsequently, live feedback for some of the resumes from SIU were shared. Following this, an explanation was given on how to solve guesstimates about some examples with student interaction.

The students of SIIB gained immense knowledge of sales domain through this workshop which was interactive with students asking doubts with a Q&A session at the end.

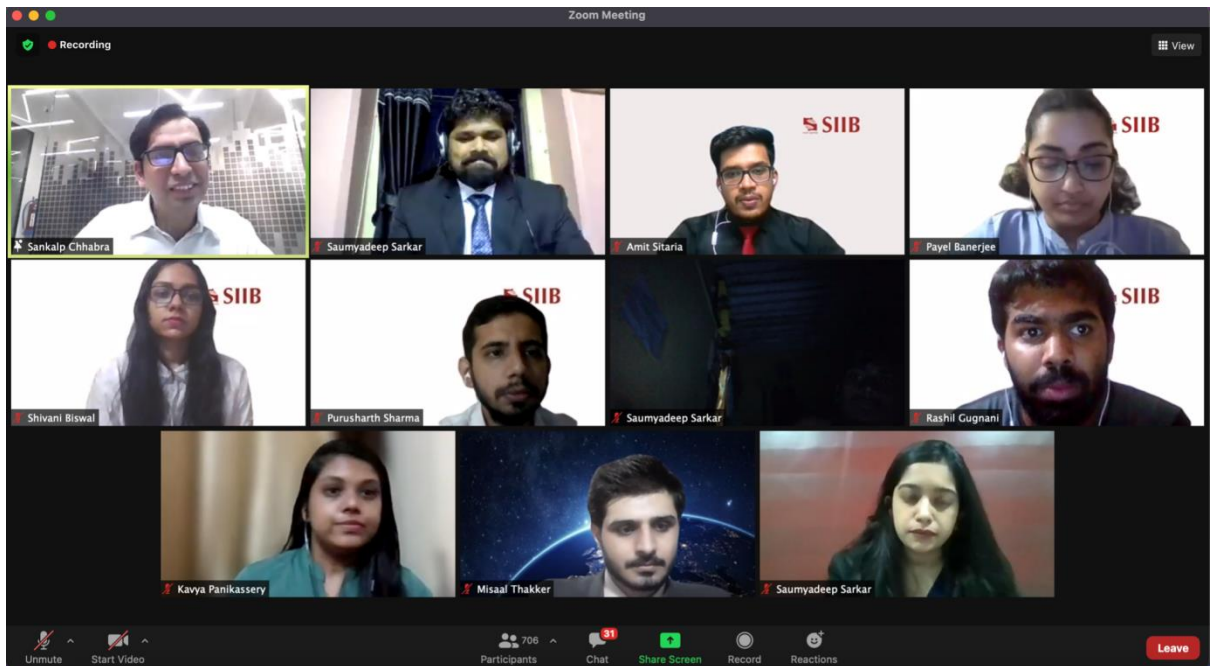
### **Feedback:**

1. "It gave information regarding how CVs are screened, and explained the skills and certificates required for a strong resume." - Hariprasad K, MBA, International Business (Marketing) 2021-2023.
2. "The session really helped me in designing my CV in such a way that could help my final shortlists in my dream company." - Sanket Kuhikar, MBA, International Business (Finance) 2021-2023

### **Overall Feedback:**

It was an insightful session covering the corners of consulting sectors. The students were enlightened with better known formats that could help them land a position in their dream companies and also regarding and how to crack case studies and guesstimates during their interviews.

**Pictures:**



Recording

You are viewing Sankalp Chhabra's screen

View Options

View

[Symbiosis] How to Crack Consu... x Consulting Interviews Preparati... x +

prezi.com/p/edit/bvmd6qf33v/

# How to Crack Consulting Job Interviews

Introduction

Industry Overview

Killer Resume

Guesstimates

Case Interviews

Conclusion & Q/A

Prezi

Presenter view

Unmute Start Video

Participants 740

Chat 89

Share Screen

Record

Reactions

Leave

Rashil Gugrani

Kavya Panikassery

SHIB

Shivani Biswal

Tanmay Kambli

SHIB

Ritik Razdan

Madhur bhanot

Pradhyumn gupta





PlacementSIIB Pune <placements@siib.ac.in>

---

## RE: External :Webinar Invitation || UPL & SIIB

7 messages

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**Atulaya Goswami** <atulaya.goswami@upl-ltd.com> Mon, Jul 26, 2021 at 1:21 PM  
To: "SIIB: Placements" <placements@siib.ac.in>, "nikita.mehra@upl-ltd.com" <nikita.mehra@upl-ltd.com>  
Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Classification: **Public (P)**

Thx for the invite !

Please find attached the picture .

This message has been classified **Public (P)** by **Atulaya Goswami/HUMAN RESOURCES/Mumbai** on 26 July 2021 at 13:21:45.

**From:** SIIB: Placements <[placements@siib.ac.in](mailto:placements@siib.ac.in)>  
**Sent:** 26 July 2021 13:19  
**To:** Nikita Mehra/HUMAN RESOURCES/Mumbai <[nikita.mehra@upl-ltd.com](mailto:nikita.mehra@upl-ltd.com)>  
**Cc:** Atulaya Goswami/HUMAN RESOURCES/Mumbai <[atulaya.goswami@upl-ltd.com](mailto:atulaya.goswami@upl-ltd.com)>; Dr. Asmita Chitnis <[director@siib.ac.in](mailto:director@siib.ac.in)>; Anuja Zanzad <[officer@siib.ac.in](mailto:officer@siib.ac.in)>  
**Subject:** External :Webinar Invitation || UPL & SIIB

**This message is from an EXTERNAL SENDER - be CAUTIOUS, particularly with links, attachments and Sender Email Addresses**

---

Dear Nikita Ma'am,

**Greetings of the day!**

It was a pleasure connecting with you over the call.

As discussed, please find below the details of the webinar:

**Date: 30th July 2021**

**Time: 6:30 PM - 7:30 PM**

**Topic: Skills of the Future that MBA's need to build NOW**

The link shall be shared with you shortly.

We request you to kindly share a photograph of Atulaya Sir for the background template.

In case of any queries and further requirements, feel free to contact the undersigned.

**Regards,**

**Nishika Gupta, 9205006317**

**Corporate Relations and Placement Cell**

**Symbiosis Institute of International Business (SIIB)**

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

W: [www.siib.ac.in](http://www.siib.ac.in) E: [placements@siib.ac.in](mailto:placements@siib.ac.in)



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disseminate, distribute or copy this e-mail. Please also notify the sender immediately by return e-mail. Any unauthorized reading, reproducing, printing or further dissemination of this e-mail or its contents is strictly prohibited and may be unlawful. Internet communications cannot be guaranteed to be timely, secure, error or virus-free. The sender or UPL does not accept liability for any errors or omissions.

**Atulaya\_Latest Pic.JPG**  
6042K

---

**SIIB: Placements** <placements@siib.ac.in>

Mon, Jul 26, 2021 at  
1:41 PM

To: Atulaya Goswami <atulaya.goswami@upl-ltd.com>  
Cc: "nikita.mehra@upl-ltd.com" <nikita.mehra@upl-ltd.com>, "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Dear Atulaya Sir,

***Greetings!***

Thank you for sharing the photograph.

Looking forward to hosting you.

In case of any queries and further requirements, please feel free to contact the undersigned.

**Regards,**

**Nishika Gupta, 9205006317**

**Corporate Relations and Placement Cell**

**Symbiosis Institute of International Business (SIIB)**

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

W: [www.siib.ac.in](http://www.siib.ac.in) E: [placements@siib.ac.in](mailto:placements@siib.ac.in)

[Quoted text hidden]

---

**SIIB: Placements** <placements@siib.ac.in>

Wed, Jul 28, 2021 at  
10:49 AM

To: Atulaya Goswami <atulaya.goswami@upl-ltd.com>  
Cc: "nikita.mehra@upl-ltd.com" <nikita.mehra@upl-ltd.com>, "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Dear Atulaya Sir,

***Greetings of the day!***

Please find below the Microsoft Teams link for the Webinar on 30th July, 6:30 PM - 7:30 PM:

[Click here to join the meeting](#)

Looking forward to an engaging session with you.

In case of any queries and further requirements, please feel free to contact the undersigned.

Regards,

**Nishika Gupta, 9205006317**

**Corporate Relations and Placement Cell**

**Symbiosis Institute of International Business (SIIB)**

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

W: [www.siib.ac.in](http://www.siib.ac.in) E: [placements@siib.ac.in](mailto:placements@siib.ac.in)

[Quoted text hidden]

---

**Atulaya Goswami** <atulaya.goswami@upl-ltd.com>  
To: "SIIB: Placements" <placements@siib.ac.in>

Wed, Jul 28, 2021 at 10:50 AM

Classification: **Public (P)**

Please send me the invite to block the calendar.

This message has been classified **Public (P)** by **Atulaya Goswami/HUMAN RESOURCES/Mumbai** on 28 July 2021 at 10:50:32.

[Quoted text hidden]

---

**SIIB: Placements** <placements@siib.ac.in>  
To: Atulaya Goswami <atulaya.goswami@upl-ltd.com>

Wed, Jul 28, 2021 at 11:00 AM

Dear Atulaya Sir,

***Greetings!***

Apologies for the delay.

The calendar invite has been sent to you.

Also, the Microsoft Teams Link has been added to the invite as well for your kind reference.

In case of any queries and further requirements, please feel free to contact the undersigned.

Regards,

**Nishika Gupta, 9205006317**

**Corporate Relations and Placement Cell**

**Symbiosis Institute of International Business (SIIB)**

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

W: [www.siiib.ac.in](http://www.siiib.ac.in) E: [placements@siiib.ac.in](mailto:placements@siiib.ac.in)

[Quoted text hidden]

---

**Atulaya Goswami** <atulaya.goswami@upl-ltd.com>  
To: "SIIB: Placements" <placements@siiib.ac.in>

Wed, Jul 28, 2021 at 11:02 AM

Classification: **Public (P)**

I'm not able to see for some reason, can you reshare the same please.

This message has been classified **Public (P)** by **Atulaya Goswami/HUMAN RESOURCES/Mumbai** on 28 July 2021 at 11:02:02.

[Quoted text hidden]

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**SIIB: Placements** <placements@siiib.ac.in>  
To: Atulaya Goswami <atulaya.goswami@upl-ltd.com>

Wed, Jul 28, 2021 at 11:09 AM

Dear Atulaya Sir,

***Greetings!***

The calendar invite has been sent to you again for your reference.

We request you to kindly confirm if you received the same.

In case of any queries and further requirements, please feel free to contact the undersigned.

**Regards,**

**Nishika Gupta, 9205006317**

**Corporate Relations and Placement Cell**

**Symbiosis Institute of International Business (SIIB)**

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

W: [www.siiib.ac.in](http://www.siiib.ac.in) E: [placements@siiib.ac.in](mailto:placements@siiib.ac.in)

[Quoted text hidden]

## WORKSHOP REPORT

**Date of Conduct:** 30<sup>th</sup> July, 2021

**Duration:** 1 hour

**Speaker's Name & Designation:** Mr. Atulaya Goswami

**Organization:** UPL Ltd.

**HOD/Concerned Faculty Head:** Student Relations/Ms. Anuja Zanzad

**Batch:** Agri Business Management, Batch 2020-2022 & Batch 2021-2023

**No of students present:** 120+

### Synopsis:

On 30th July 2021, the students of MBA-AB, respective batches of 2020-2022 and 2021-2023, attended a workshop conducted by Mr. Atulaya Goswami, HR head UPL Ltd. (India region). The topic for the session was "Skills of the Future that MBA's need to build NOW".

Mr. Atulaya initiated the session by emphasizing the fact that why change is quintessential and how Industrial Revolution 4.0 will bring a change in the job roles. He talked about the key management roles and their relevance in the future, highlighting the importance of new skills to keep oneself pertinent in the job sector. The Top Ten Skills of the future were brought into the spotlight; the first on this list created by the speaker was Creativity. According to the speaker, the future of the workplace will demand new ways of thinking to which human creativity is the key. Next on the list was Emotional Intelligence, awakening attention to the importance of self-awareness for an edge over others. The third skill specified talked about Analytical (Critical) Thinking, in which students were encouraged to think about every element from all aspects. The session continued where other skills like Active Learning with Growth Mindset, Judgment and Decision Making, Interpersonal Communication Skills, Leadership skills, Diversity, and Digital Skills were addressed. The last skill on the list was Embracing Change, in which he emphasized that change should not be seen as a burden but rather as an opportunity to grow and innovate. The workshop ended with an interactive question and answer session.

### Feedback:

1. " Humorous and Engaging. The session was full of energy and has touched very important factors while adding immense value to a budding manager."

-Smriti Parashar, Agri Business Management, Batch 2021-2023

2. " The session was absolutely amazing, Mr. Atulaya has been one of the most engaging instructors I've had. He made things very easy to understand by providing real life examples, and he was able to answer any questions with ease."

-Soumee Mandal, Agri Business Management, Batch 2021-2023

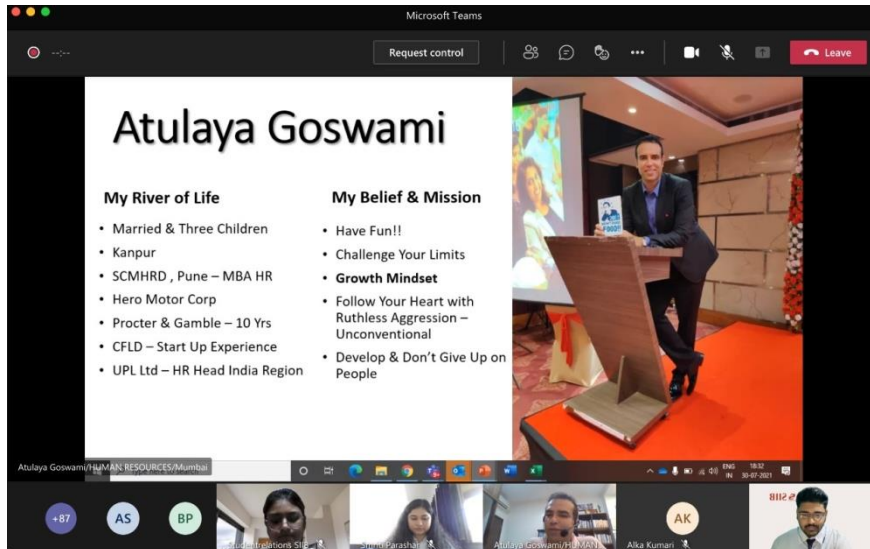
3. " It was a very insightful session with a lot of ideas and examples highlighting the skills required to be pre equipped for the new upcoming industrial evolution."

-Ashish Mishra, Agri Business management, Batch 2021-2023

## Overall Feedback:

The workshop helped the students to understand the importance of new skills as per the changing requirements in the Industrial Revolution 4.0. It also made them understand the skills they need to focus on right now.

## Pictures:



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**Webinar Invitation || Sathguru Management Consultants & SIIB**

7 messages

**SIIB: Placements** <placements@siib.ac.in>

Fri, Jul 23, 2021 at 1:42 PM

To: Murali Mohan K &lt;muralik@sathguru.com&gt;

Cc: "Dr. Asmita Chitnis" &lt;director@siib.ac.in&gt;, Anuja Zanzad &lt;officer@siib.ac.in&gt;

Dear Murali Sir,

***Greetings from Symbiosis Institute of International Business!***

It was a pleasure connecting with you over the phone.

As discussed, we are happy to invite you to **SIIB** for a webinar for our **MBA-Agri Business students** and would request you to accept the invitation.

The dates available for the workshop are mentioned below:

- 1st Aug 2021, Sunday
- 7th Aug 2021, Saturday
- 8th Aug 2021, Sunday
- 14th Aug 2021, Saturday

Also, below are some of the topics we would like to suggest for the webinar:

- Negotiation, Persuasion and Conflict Management
- Open Offices - Boon or Bane: An HR Perspective
- Supporting Managers in the Virtual World

Alternatively, you may let us know your availability, we will check internally if we can accommodate the same.

We are also open to any other topic based on your preference.

Requesting you to kindly confirm the date &amp; topic for the workshop.

In the case of any queries and further requirements, feel free to contact the undersigned.

**Regards,****Anjali Anand, 9599226187****Corporate Relations and Placement Cell****Symbiosis Institute of International Business (SIIB)**

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

W: [www.siib.ac.in](http://www.siib.ac.in) E: [placements@siib.ac.in](mailto:placements@siib.ac.in)



To: "SIIB: Placements" <placements@siib.ac.in>  
Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Dear Anjali,

Thanks for the invite. I am comfortable on 1<sup>st</sup> topic- Negotiation, Persuasion and Conflict Management. I can take session on 7<sup>th</sup> Aug'21. Suggest timings. I need an hour for session followed by Q&A for 30 min. Hope you are fine with it.

**Murali Mohan K N**

***AVP Human Resource***

**Sathguru Management  
Consultants**

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**SIIB: Placements** <placements@siib.ac.in>  
To: MURALI MOHAN K N <muralik@sathguru.com>  
Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Mon, Jul 26, 2021 at 10:32 AM

Dear Murali Sir,

***Greetings!***

Thank you for the confirmation.

As discussed, we confirm the time slot, 5:00 PM - 6:30 PM on 7th August 2021 for the webinar.

The link shall be shared with you shortly.

Looking forward to hosting you.

In the case of any queries and further requirements, feel free to contact the undersigned.

**Regards,**

**Anjali Anand, 9599226187**

**Corporate Relations and Placement Cell**

**Symbiosis Institute of International Business (SIIB)**

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**MURALI MOHAN K N** <muralik@sathguru.com>

Mon, Jul 26, 2021 at 10:35 AM

To: "SIIB: Placements" <placements@siib.ac.in>

Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Sure Anjali, looking forward to meet you all virtually.

Thanks,

Murali

[Quoted text hidden]

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**MURALI MOHAN K N** <muralik@sathguru.com>

Tue, Aug 3, 2021 at 3:03 PM

To: "SIIB: Placements" <placements@siib.ac.in>

Dear Anjali,

Pls. find my photograph as attachment.

Thanks,

Murali

**From:** SIIB: Placements [mailto:[placements@siib.ac.in](mailto:placements@siib.ac.in)]

**Sent:** 26 July 2021 10:33

[Quoted text hidden]  
[Quoted text hidden]

**murali.jpg**  
355K

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**SIIB: Placements** <placements@siib.ac.in>

Tue, Aug 3, 2021 at 3:50 PM

To: MURALI MOHAN K N <muralik@sathguru.com>

Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Dear Murali Sir,

***Greetings!***

Thank you for sharing the photograph.

Please find below the details of the Webinar:

**Date: 7th August 2021**

**Time: 5 PM - 6:30 PM**

**Topic: Negotiation and Persuasion**

**Link: [Click here to go to the Meeting](#)**

Looking forward to an insightful session with you.

In case of any queries and further requirements, please feel free to contact the undersigned.

**Regards,**

**Anjali Anand, 9599226187**

**Corporate Relations and Placement Cell**

**Symbiosis Institute of International Business (SIIB)**

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

W: [www.siib.ac.in](http://www.siib.ac.in) E: [placements@siib.ac.in](mailto:placements@siib.ac.in)

[Quoted text hidden]

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**MURALI MOHAN K N** <muralik@sathguru.com>

Tue, Aug 3, 2021 at 4:07 PM

To: "SIIB: Placements" <placements@siib.ac.in>

Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Noted Anjali. Looking forward to meet you all virtually.

Warm Regards,

[Quoted text hidden]

# WORKSHOP REPORT

**Date of Conduct:** 7<sup>th</sup> August, 2021

**Duration:** 1 hour 50 mins

**Speaker's Name & Designation:** Mr. Murali Mohan Kapila, Associate Vice President HR

**Organization:** Sathguru Management Consultants

**HOD/Concerned Faculty Head:** Student Relations/Ms. Anuja Zanzad

**Batch:** Agri Business Management, Batch 2020-2022 & Batch 2021-2023

**No of students present:** 120+

## Synopsis:

On the 7th of August 2021, the students from MBA - AB 2020-22, and 2021-23 attended a Guest Lecture by Mr. Murali Mohan Kapila, Associate Vice President HR, Sathguru Management Consultants. The topic for the session was "Negotiation and Persuasion".

Mr. Murali Mohan initiated the session with a video, which engrossed the students, and acted as an ice breaker. He first explained what negotiation means and then discussed the principles involved in it. He mentioned 'Relationship,' 'Communication,' 'Interests,' 'Options,' 'Alternative,' and 'Commitment' as the essential principles involved in a negotiation. He pointed out that planning an alternative is important to persuade the other party in a negotiation. He then engaged the students in a riveting quiz, which tested student's logical, emotional, and strategic parameters. While mentioning the skills required for effective negotiation, he added that 'Patience,' 'Research,' and 'Knowledge' are few attributes that one should acquire. Taking the session forward, he focused on five distinctive negotiation styles, namely 'Competing,' 'Accommodating,' 'Compromising,' 'Collaborating,' and 'Avoiding'. He emphasized that the 'Avoiding' is a dangerous style to adopt and should not be embraced as it negatively impacts the organization.

Mrs. Hemlatha Vijayraghavan, Director, Sathguru Management Consultants, also joined the session and providing valuable inputs into the discussion. An intriguing round of questions and answers followed, in which Mr. Murali addressed the doubts of the students.

## Some questions from the session -

"How challenging is it to negotiate with a known client than the unknown client?"

- Shreyanshi Tirkey, Agri Business Management, Batch 2020-2022

"What is the difference between normal negotiation and negotiation in sales?"

- Ashish Mishra, Agri Business Management, Batch 2021-2023

## Feedback:

1. "The session started on a humorous note, as Mr. Murali showed a comic video and engaged us in a quiz. He shared real-life examples as well, which grabbed my attention. More such sessions on relevant issues that predominantly exist in the Business world should be conducted."

-Himanshu Chaudhary, Agri Business Management, Batch 2021-2023

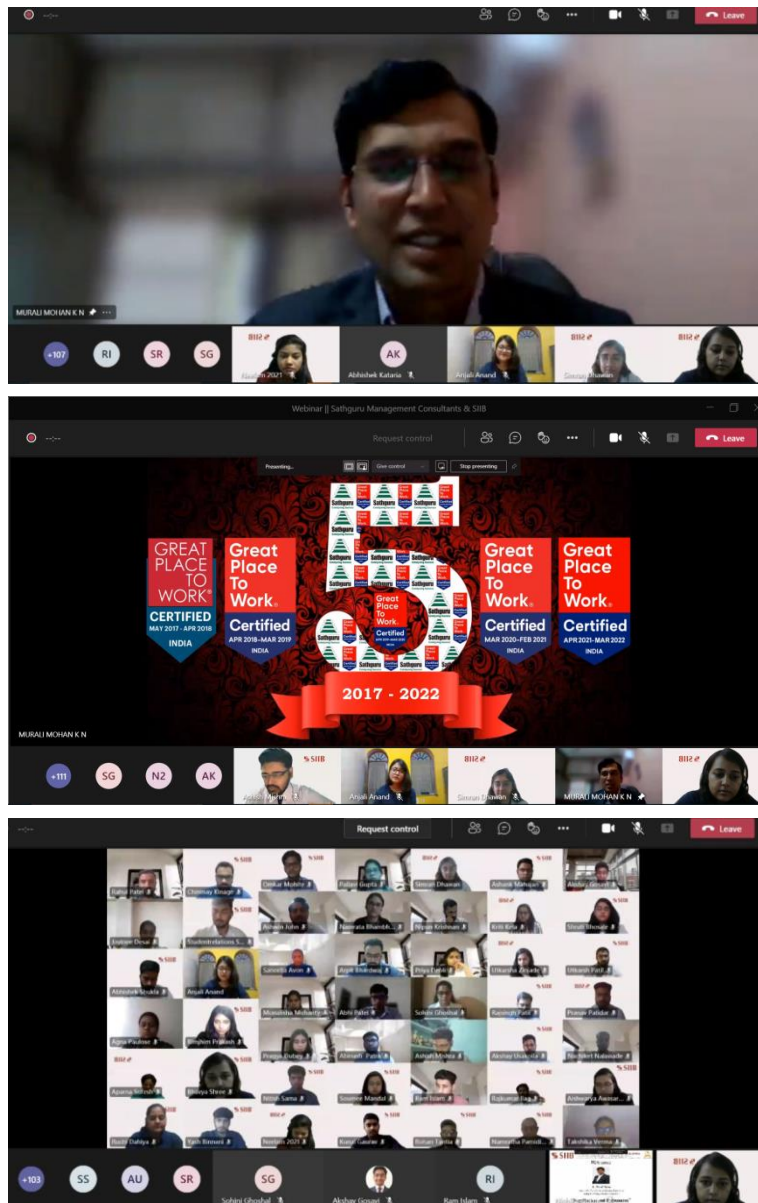
2. "The session was extremely enriching and insightful as it made us aware of the importance that skills like negotiation and persuasion hold in the corporate environment."

- Pragy Dubey, Agri Business Management, Batch 2020-2022

## Overall Feedback:

The lecture helped the students to understand what negotiation is, the principles, and the key skills associated with it. It also enlightened them on how to persuade people in a negotiation.

## Pictures:



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**Webinar Invitation || AB Vista & SIIB**

7 messages

**SIIB: Placements** <placements@siib.ac.in>

Mon, Aug 9, 2021 at 12:28 PM

To: Dinesh Bhosale &lt;dtbhosale@gmail.com&gt;

Cc: "Dr. Asmita Chitnis" &lt;director@siib.ac.in&gt;, Anuja Zanzad &lt;officer@siib.ac.in&gt;

Dear Dinesh Sir,

***Greetings from Symbiosis Institute of International Business!***

It was a pleasure connecting with you over the phone.

On behalf of SIIB, I would like to express our sincere gratitude to you for accepting the Invitation as a Key-Note Speaker for a webinar for our **MBA - Agri-Business batch**. We are highly obliged to have you for the same.

As discussed, we are scheduling the webinar on:

- **Date** - 13th August 2021, Friday
- **Time** - 8.00 AM to 9.00 AM
- **Topic**: Opportunities in livestock sectors
- **Platform** - Link will be shared with you shortly

Requesting you to kindly confirm the date and time for the webinar.

Alternatively, you may let us know your availability, we will check internally if we can accommodate the same.

In the case of any queries and further requirements, feel free to contact the undersigned.

**Regards,****Ashish Kumar Mishra, 7008376899****Akhil Sharma, 7018700618****Corporate Relations and Placement Cell****Symbiosis Institute of International Business (SIIB)**

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

W: [www.siib.ac.in](http://www.siib.ac.in) E: [placements@siib.ac.in](mailto:placements@siib.ac.in)

---

**Dr. Dinesh Bhosale** <dtbhosale@gmail.com>

Mon, Aug 9, 2021 at 12:30 PM

To: "SIIB: Placements" &lt;placements@siib.ac.in&gt;

Cc: "Dr. Asmita Chitnis" &lt;director@siib.ac.in&gt;, Anuja Zanzad &lt;officer@siib.ac.in&gt;

Thanks Ashish. I accept the invitation.

Regards,

Dinesh

Dr. Dinesh T. Bhosale  
Regional Sales Director, AB Vista South Asia  
Office: 404, 4th Floor, Rainbow Plaza, Pimpale Saudagar, Pune 411027, India  
T: +91-98603-15558; E: [dinesh.bhosale@abvista.com](mailto:dinesh.bhosale@abvista.com)

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**SIIB: Placements** <placements@siib.ac.in>

Mon, Aug 9, 2021 at 12:42 PM

To: "Dr. Dinesh Bhosale" <dtbhosale@gmail.com>

Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Dear Dinesh Sir,

Thank you for your prompt response.

Looking forward to hearing from you.

In case of any queries and further requirements feel free to contact the undersigned.

**Regards,**

**Ashish Kumar Mishra, 7008376899  
Akhil Sharma, 7018700618**

**Corporate Relations and Placement Cell**

**Symbiosis Institute of International Business (SIIB)**

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457



W: [www.siib.ac.in](http://www.siib.ac.in) E: [placements@siib.ac.in](mailto:placements@siib.ac.in)

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**SIIB: Placements** <placements@siib.ac.in>

Mon, Aug 9, 2021 at 3:37 PM

To: "Dr. Dinesh Bhosale" <dtbhosale@gmail.com>

Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Dear Dinesh Sir,

Please find below the link of the webinar.

- **Platform** - Microsoft Teams
- Link: [Click here to join the meeting](#)

In case of any queries and further requirements, feel free to contact the undersigned.

**Regards,**

**Ashish Kumar Mishra, 7008376899**

**Akhil Sharma, 7018700618**

**Corporate Relations and Placement Cell**

**Symbiosis Institute of International Business (SIIB)**

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**Dr. Dinesh Bhosale** <dtbhosale@gmail.com>

Mon, Aug 9, 2021 at 4:01 PM

To: "SIIB: Placements" <placements@siib.ac.in>

Cc: Anuja Zanzad <officer@siib.ac.in>, "Dr. Asmita Chitnis" <director@siib.ac.in>

Thanks a lot.

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[Quoted text hidden]

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**Dr. Dinesh Bhosale** <dtbhosale@gmail.com>

Tue, Aug 10, 2021 at 10:08 AM

To: "SIIB: Placements" <placements@siib.ac.in>

Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

PFA

Regards,

Dinesh

Dr. Dinesh T. Bhosale  
Regional Sales Director, AB Vista South Asia  
Office: 404, 4th Floor, Rainbow Plaza, Pimpale Saudagar, Pune 411027, India  
T: +91-98603-15558; E: [dinesh.bhosale@abvista.com](mailto:dinesh.bhosale@abvista.com)

[Quoted text hidden]

**2 attachments**

**Dr. Dinesh Photo.JPG**  
1840K

 **Brief Profile- Dr. Dinesh Bhosale Apr2021.docx**  
1855K

---

**SIIB: Placements** <placements@siib.ac.in>

Tue, Aug 10, 2021 at 10:19 AM

To: "Dr. Dinesh Bhosale" <dtbhosale@gmail.com>

Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Dear Dinesh Sir,

***Greetings!***

Thank you for sharing the details.

**Regards,**

**Ashish Kumar Mishra, 7008376899**

**Akhil Sharma, 7018700618**

**Corporate Relations and Placement Cell**

**Symbiosis Institute of International Business (SIIB)**

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

W: [www.siib.ac.in](http://www.siib.ac.in) E: [placements@siib.ac.in](mailto:placements@siib.ac.in)

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# GUEST LECTURE REPORT

**Date of Conduct:** 13<sup>th</sup> August 2021

**Duration:** 1 hour 10 mins

**Speaker's Name & Designation:** Dr. Dinesh Bhosale, Regional Sales Director

**Organization:** AB Vista

**HOD/Concerned Faculty Head:** Student Relations/Ms. Anuja Zanzad

**Batch:** Agri Business Management, Batch 2020-2022 & Batch 2021-2023

**No of students present:** 115+

## **Synopsis:**

On the 13th of August 2021, the batches of MBA - AB, 2020-22, and 2021-23 attended a Guest Lecture by Dr. Dinesh Bhosale, Regional Sales Director, AB Vista South Asia. The topic for the session was "Opportunities in the Livestock Sector".

The session began with Dr. Dinesh speaking about his journey and experiences. He then guided students on how to go forth in their career path. Highlighting the importance of inculcating good writing and listening skills, he suggested, students instill a learning attitude in their personalities. Dr. Dinesh took the session forward, discussing the top agricultural export commodities like milk, freshwater aquaculture, and eggs. He pointed out that the increase in demand for chicken and eggs caused by the pandemic has created enormous opportunities in this sector. Further, he brought up various start-ups working in the livestock sector, encouraging the attendees to opt for an entrepreneurial path. Dr. Dinesh also suggested students visit certain government websites for regular updates in the livestock sector and get informed about the several schemes available. The session concluded with an intriguing round of questions and answers.

## **Some questions from the session -**

1. "I have a plan to open a mixed farm with livestock and poultry. Earlier, I decided to wait for few years and then implement the plan, but now I feel confused. In your opinion, what approach should I adopt?"

- Raghav Barthwal, Agri Business Management, Batch 2021-2023

2. "As you said, there is a great opportunity in the northeast for a dairy start-up. What should be the strategy for places like Maharashtra where competition is high?"

- Sameer Gundla, Agri Business Management, Batch 2021-2023

## **Feedback:**

1. "The session was very enriching. Sir inspired us with his illustrious journey in the field of agriculture; he cleared our doubts and explained why it is more important to gain knowledge than financial success."

-Soumi Mandal, Agri Business Management, Batch 2021-2023

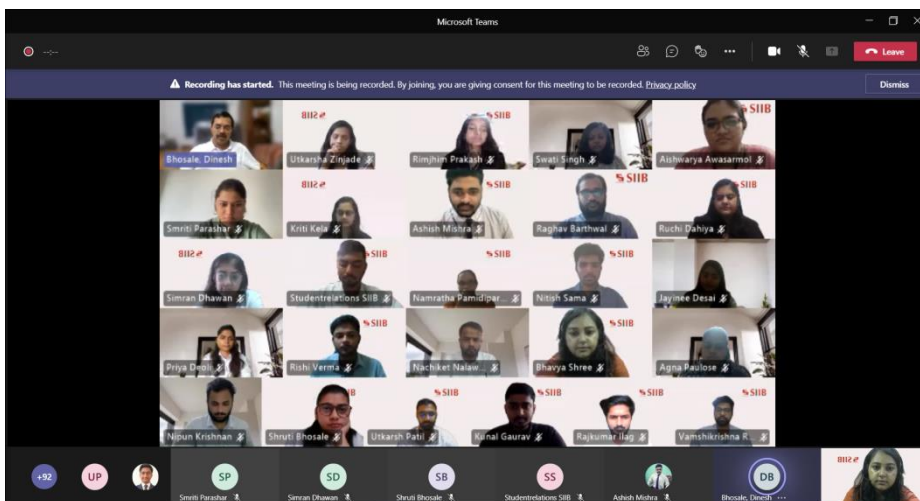
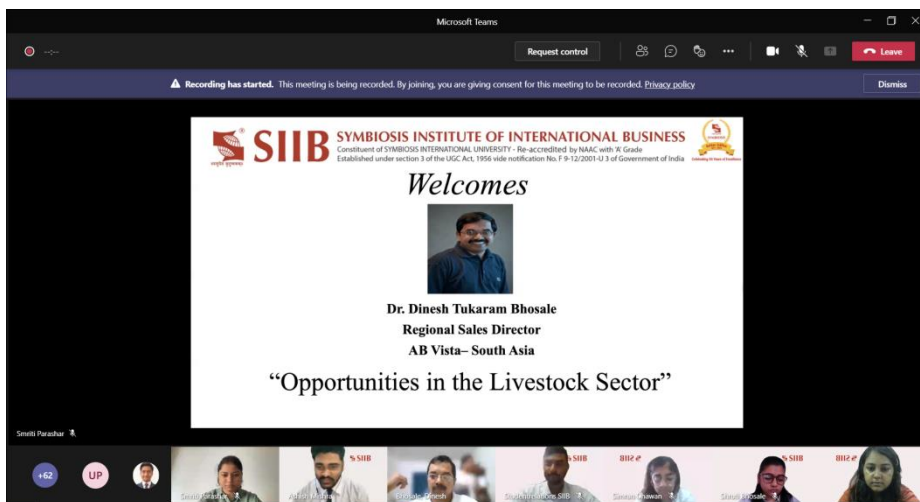
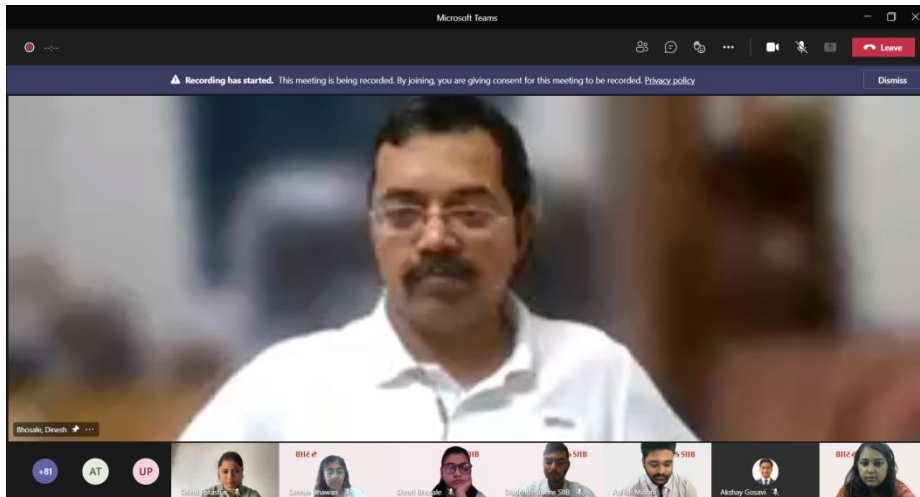
2. "The session was very informative and provided an in-depth knowledge of the livestock sector. "

- Nikhil Aher, Agri Business Management, Batch 2020-2022

## **Overall Feedback:**

The lecture helped the students to get an overview of the livestock sector. It also helped them to gain a better understanding of the opportunities that prevail in this sector.

Pictures:





PlacementSIIB Pune <placements@siib.ac.in>

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## Invitation for Guest Lecture || Microsoft & SIIB

4 messages

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**SIIB: Placements** <placements@siib.ac.in>

Wed, Aug 4, 2021 at 3:18 PM

To: bdash@microsoft.com

Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Dear Bibaswan sir,

Greetings from **Symbiosis Institute of International Business!**

We hope that this email finds you and your family in good health.

*This is in reference to our discussion regarding the Guest Lecture.*

On behalf of SIIB, I would like to express our sincere gratitude to you for accepting the Invitation as a Key-Note Speaker for a Webinar for the students of SIIB. We are highly obliged to have you for the same.

As discussed, the Guest Lecture is scheduled on **Saturday 14<sup>th</sup> August 2021, 10:30 am** onwards. Please find below the Microsoft Teams meeting link for the same.

[Guest Lecture||Meeting Link](#)

Also, would request you to please provide us some clarity regarding the topic for the Webinar.

We are excited to hear you speak and gain valuable insights from the session!

For any further assistance & discussion, please feel free to contact me.

**Regards,**

**Abhishek Sukumaran, +91-9037158922**

**Kavya Mehrotra, +91- 8826958571**

**Corporate Relations and Placement Cell**

**Symbiosis Institute of International Business (SIIB)**

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

W: [www.siib.ac.in](http://www.siib.ac.in) E: [placements@siib.ac.in](mailto:placements@siib.ac.in)

---

**Bibaswan Dash (HE/HIS/HIM)** <bdash@microsoft.com>

Thu, Aug 12, 2021 at 8:47 AM

To: "SIIB: Placements" <placements@siib.ac.in>

Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Hi Team,

Thanks for the invitation – and I am looking forward to our conversation on Saturday.

The focus of the conversation will be on *Unconscious Bias and its role in our lives* .

I envision this to be an interactive session where students and facilitator exchange perspectives on this topic from both sides (Industry + Academia)

In terms of logistics : I will run a tech-check tomorrow morning ; please let me know if I need to be aware of anything in particular ! Thanks again!

Regards

Bibaswan Dash

+91 9177100414

**From:** SIIB: Placements <[placements@siib.ac.in](mailto:placements@siib.ac.in)>  
**Sent:** Wednesday, August 4, 2021 3:18 PM  
**To:** Bibaswan Dash (HE/HIS/HIM) <[bdash@microsoft.com](mailto:bdash@microsoft.com)>  
**Cc:** Dr. Asmita Chitnis <[director@siib.ac.in](mailto:director@siib.ac.in)>; Anuja Zanzad <[officer@siib.ac.in](mailto:officer@siib.ac.in)>  
**Subject:** [EXTERNAL] Invitation for Guest Lecture || Microsoft & SIIB

Dear Bibaswan sir,

Greetings from **Symbiosis Institute of International Business!**

We hope that this email finds you and your family in good health.

*This is in reference to our discussion regarding the Guest Lecture.*

On behalf of SIIB, I would like to express our sincere gratitude to you for accepting the Invitation as a Key-Note Speaker for a Webinar for the students of SIIB. We are highly obliged to have you for the same.

As discussed, the Guest Lecture is scheduled on **Saturday 14<sup>th</sup> August 2021, 10:30 am** onwards. Please find below the Microsoft Teams meeting link for the same.

[Guest Lecture||Meeting Link](#)

Also, would request you to please provide us some clarity regarding the topic for the Webinar.

We are excited to hear you speak and gain valuable insights from the session!

For any further assistance & discussion, please feel free to contact me.

**Regards,**

**Abhishek Sukumaran, +91-9037158922**

**Kavya Mehrotra, +91- 8826958571**

**Corporate Relations and Placement Cell**

**Symbiosis Institute of International Business (SIIB)**

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---

**SIIB: Placements** <placements@siib.ac.in>

Thu, Aug 12, 2021 at 12:17 PM

To: "Bibaswan Dash (HE/HIS/HIM)" <bdash@microsoft.com>

Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Dear Bibaswan sir,

Thank you very much for confirming your availability. We look forward to having you with us and gain valuable insights from the session.

For further assistance, please feel free to contact the undersigned.

Regards,

Abhishek Sukumaran, +91-9037158922

Kavya Mehrotra, +91- 8826958571

**Corporate Relations and Placement Cell**

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**Bibaswan Dash (HE/HIS/HIM)** <bdash@microsoft.com>

Mon, Aug 16, 2021 at 9:30  
AM

To: "SIIB: Placements" <placements@siib.ac.in>

Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Hi Abhishek,

Thanks for the invitation and for a wonderful conversation over the weekend. As promised, sharing with you the presentation (with responses/questions/snipped images during the session). It would be great to have the student feedback from the session.

Regards

Bibaswan Dash

+91 9177100414

**From:** SIIB: Placements <[placements@siib.ac.in](mailto:placements@siib.ac.in)>

**Sent:** Thursday, August 12, 2021 12:17 PM

**To:** Bibaswan Dash (HE/HIS/HIM) <[bdash@microsoft.com](mailto:bdash@microsoft.com)>

**Cc:** Dr. Asmita Chitnis <[director@siib.ac.in](mailto:director@siib.ac.in)>; Anuja Zanzad <[officer@siib.ac.in](mailto:officer@siib.ac.in)>

**Subject:** Re: [EXTERNAL] Invitation for Guest Lecture || Microsoft & SIIB



Dear Bibaswan sir,

Thank you very much for confirming your availability. We look forward to having you with us and gain valuable insights from the session.

For further assistance, please feel free to contact the undersigned.

**Regards,**

**Abhishek Sukumaran, +91-9037158922**

**Kavya Mehrotra, +91- 8826958571**

**Corporate Relations and Placement Cell**

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**Presentation to Students of SIIB on 14 August 2021 subset for share.pdf**  
2860K

## **Workshop by Mr. Bibaswan Dash on Unconscious Bias and its role in our lives**

**Date of Conduct:** 14<sup>th</sup> August 2021

**Duration:** 2 hours

**Speaker's Name & Designation:** Mr. Bibaswan Dash, Senior HR Manager

**Organization:** Microsoft

**HOD/Concerned Faculty Head:** Ms. Anuja Zanzad/Corporate Relations Team

**Batch:** Students of Batch 2020-22 (IB Specialization)

**No of students present:** 110+

### **Synopsis:**

On the 14th of August 2021, the students of Batch 2020-22, IB Specialisation of SIIB attended a Workshop by Mr. Bibaswan Dash on Unconscious Bias and its role in our lives. The workshop was conducted by the Corporate Relations Team/Ms. Anuja Zanzad.

The objective of the workshop was to make the students aware of what is the unconscious bias and how does it work. Mr. Dash also talked about the human brain and muscle memory which is responsible for one's actions. Mr. Dash explained the 3-D formula, which is Define, Discover & Decide. This will help students make informed choices.

The students of SIIB gained immense knowledge on how to make calculated decisions rather than using biases. The workshop was interactive throughout with Q&A session at the end which were very well explained by Mr. Dash.

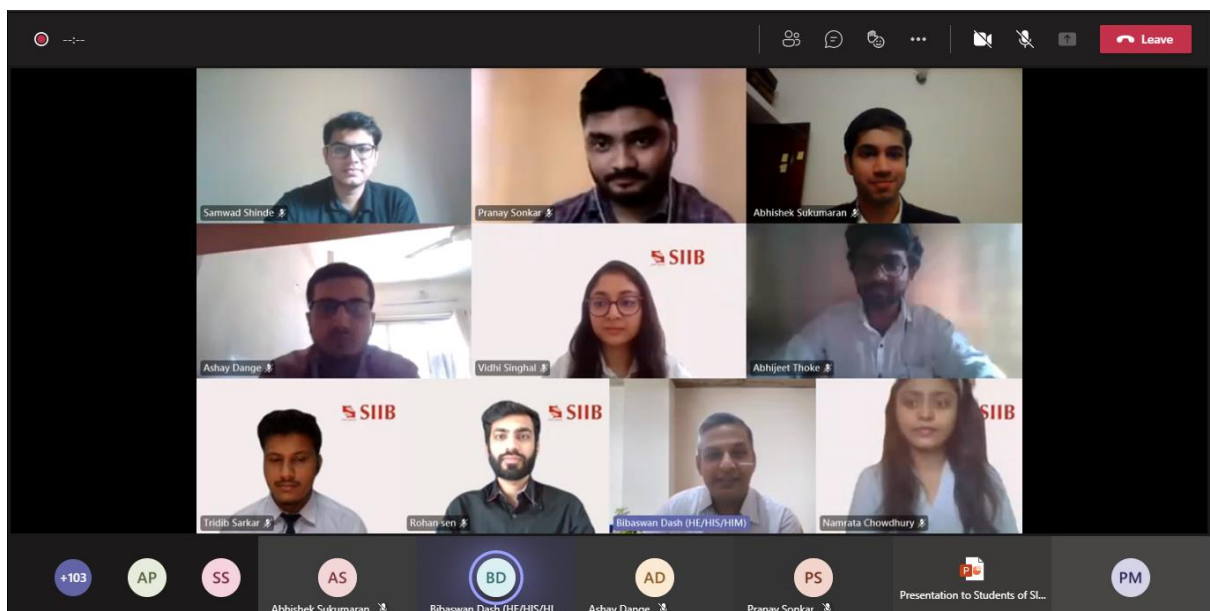
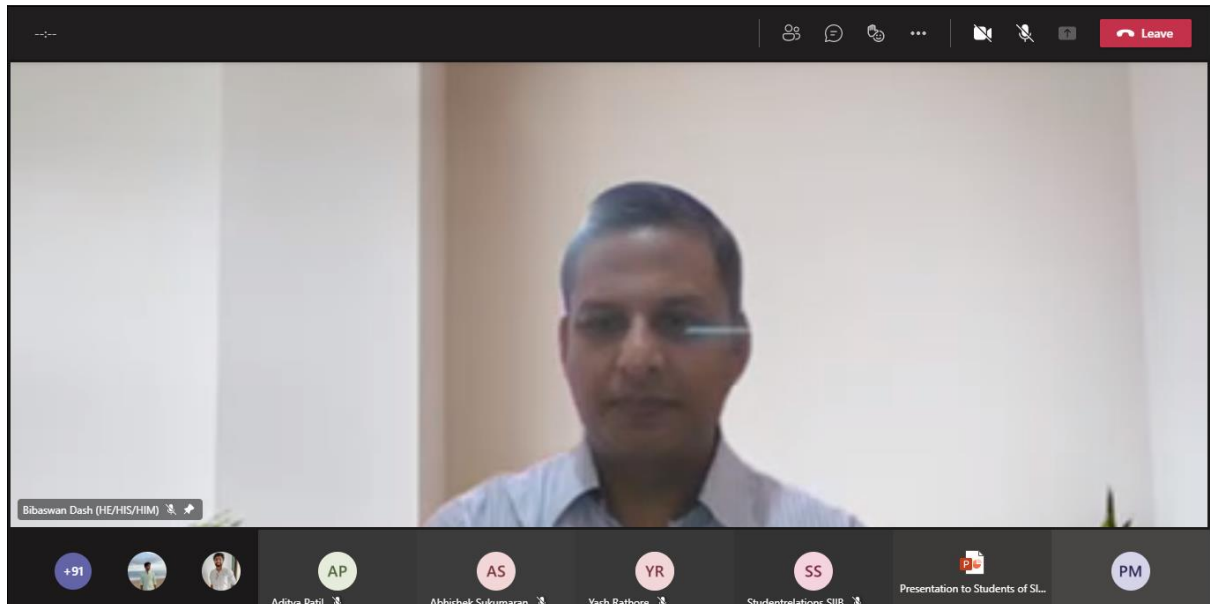
### **Feedback:**

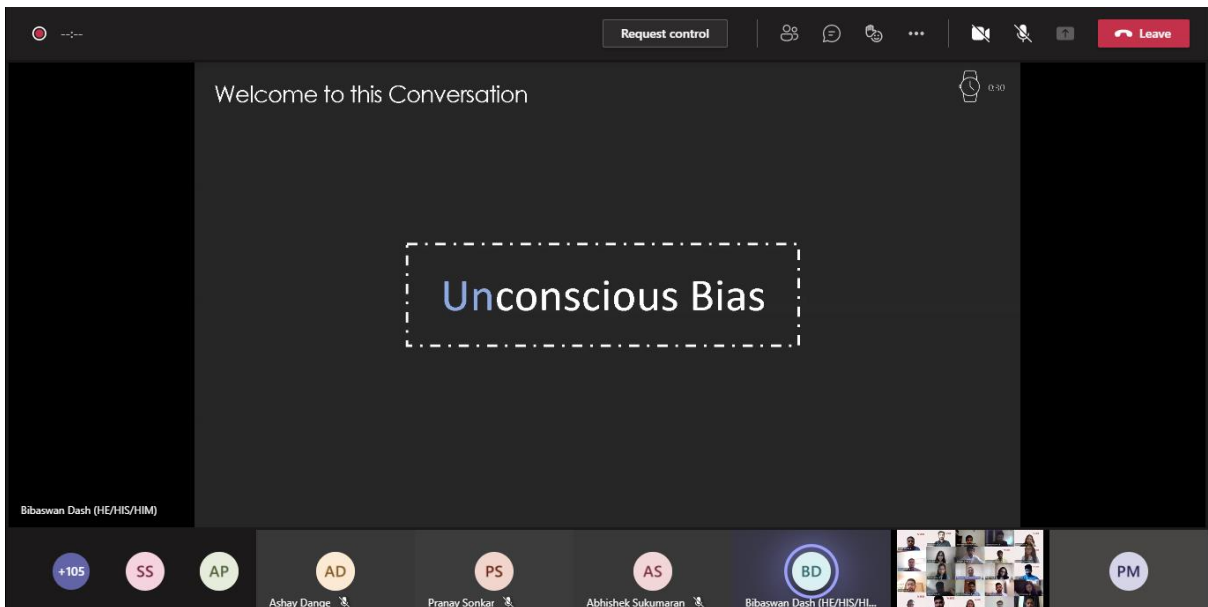
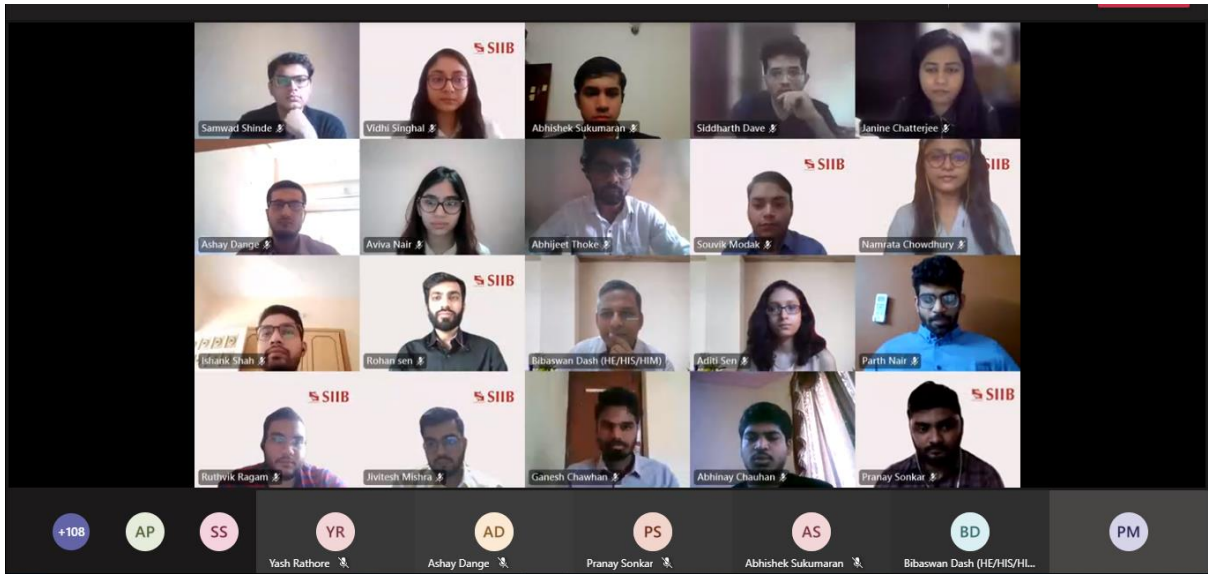
1. "The workshop was very interactive and well delivered with a lot of tips on how not to have unconscious biases and making choices on the basis of relevant information." – Daivam Thakkar, MBA, International Business (Supply Chain Management), Batch 2020-2022.
2. "The session was insightful as Mr. Dash explained what impact can biases have in our lives and how to minimize them." – Aman Mittal, MBA, International Business (Finance), Batch 2020-2022.

### **Overall Feedback:**

The session made the students aware of unconscious bias and how things can change by asking a simple question.

## Pictures:





Request control

Leave

Souvik Modak	Ganesh Chawhan	Janine Chatterjee	Abhishek Sukumaran	Anoop Dharkar	Mohamed Zarem
Ashay Dange	Rishika Deb	Abhijeet Thoke	Rishay Choudhary	Rutvik Rajani	Jyotesh Mishra
Vishwajeet Ghosh	Rajshree Patil	Bibowan Dash (HE/HIS/HL)	Aditi Sen	Aevra Nair	Pratikamaz Itagi
Mudit Ravivashi	Pranay Sonkar	Namrata Chowdhury	Sameer Shinde	Parth Nair	Pradeep Mahale
Debasmita Kamungo	Siddharth Dave	Abhinav Chhabhan	Tridib Sarkar	Vidhi Singhal	Rohak Shah
			Shivang Mayank	Pranay Mittal	Sneha Landge

+114 AP YR AD PS AS BD

Achay Dange Pranay Sonkar Abhishek Sukumaran Bibowan Dash (HE/HIS/HL) Bibowan Dash (HE/HIS/HL)

---

**Invitation for Workshop || SIIB**

8 messages

**Student Relations** <studentrelations@siib.ac.in>

Wed, Aug 4, 2021 at 12:53 PM

To: ashrafar2008@gmail.com

Cc: Anuja Zanzad &lt;officer@siib.ac.in&gt;, Roshni Pardeshi &lt;assistant.placement@siib.ac.in&gt;

Dear Ashraf Sir,

**Greetings from Symbiosis Institute of International Business!***It was a pleasure connecting with you over the phone.*

As discussed, we are happy to invite you to SIIB for a workshop for our **MBA-International Business (Finance)** students and would request you to accept the invitation.

The dates available for the workshop are mentioned below:

- 7th Aug 2021, Saturday
- 8th Aug 2021, Sunday
- 14th Aug 2021, Saturday
- 15th Aug 2021, Sunday

Also, below are some of the topics we would like to suggest for the webinar:

- Opportunities in the Banking sector
- How to break into the core Finance industry.

We are also open to any other topic based on your preference. Requesting you to kindly confirm the date & topic for the workshop.

In case of any queries and further requirements, please feel free to contact the undersigned.

**Regards,****Pranay Sankhe, +91-9158703550****Samwad Shinde, +91-9172815977****Corporate Relations and Placement Cell****Symbiosis Institute of International Business (SIIB)**

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

W: [www.siib.ac.in](http://www.siib.ac.in) E: [placements@siib.ac.in](mailto:placements@siib.ac.in)

---

**ASHRAF RAHMAN** <ashrafar2008@gmail.com>  
To: Student Relations <studentrelations@siib.ac.in>

Thu, Aug 5, 2021 at 8:58 PM

Hi Pranay,

Forgot to ask you earlier, what time of the day would these workshops be scheduled at for the below mentioned dates? Please let me know and I will confirm accordingly.

Regards,  
Ashraf  
[Quoted text hidden]  
[Quoted text hidden]



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---

**Student Relations** <studentrelations@siib.ac.in>  
To: ASHRAF RAHMAN <ashrafar2008@gmail.com>

Thu, Aug 5, 2021 at 10:20 PM

Hello Ashraf Sir,

**Greetings from Symbiosis Institute of International Business!**  
Hope you are doing well.

As requested, please find below the details of the slots available for the mentioned dates:

Date	Day	Slots available
7th August '21	Saturday	Morning: 10AM - 1 PM
8th August '21	Sunday	Morning: 10AM - 1 PM
		Afternoon: 2 PM - 5 PM
12th August '21	Thursday	Evening: 5 PM - 8 PM
13th August '21	Friday	Evening: 5 PM - 8 PM
14th August '21	Saturday	Afternoon: 2 PM - 5 PM
15th August '21	Sunday	Morning: 10AM - 1 PM
		Afternoon: 2 PM - 5 PM

Thank you for your time.

In case of any queries and further requirements, please feel free to contact the undersigned.

Regards,

Pranay Sankhe, +91-9158703550

Samwad Shinde,+91-9172815977

**Corporate Relations and Placement Cell**

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[Quoted text hidden]

---

**ASHRAF RAHMAN** <ashrafar2008@gmail.com>  
To: Student Relations <studentrelations@siib.ac.in>

Fri, Aug 6, 2021 at 12:51 PM

Hi Pranay,

Thank you for sharing the details.

I can confirm for the 2-5pm slot on Sunday, 15th August.  
Topic - Opportunities in the Banking Sector

Kind Regards,  
Ashraf A Rahman  
[Quoted text hidden]

---

**Student Relations** <studentrelations@siib.ac.in>  
To: ASHRAF RAHMAN <ashrafar2008@gmail.com>  
Cc: Anuja Zanzad <officer@siib.ac.in>, Roshni Pardeshi <assistant.placement@siib.ac.in>

Sat, Aug 7, 2021 at 11:26 AM

Dear Ashraf Sir,

**Greetings from Symbiosis Institute of International Business!**

On behalf of SIIB, I would like to express our sincere gratitude to you for accepting the invitation for the workshop. We are highly obliged to have you for the same.

Please find below the schedule and meeting link for the same.

<b>Date</b>	15th August 2021
<b>Time</b>	2:00 - 5.00 PM
<b>Meeting Link</b>	<a href="#">Click here to join the meeting</a>

We are excited to hear you speak and gain valuable insights from the session.

For any further discussion, please feel free to contact the undersigned.



**Regards,**

**Pranay Sankhe, +91-9158703550**

**Samwad Shinde, +91-9172815977**

**Corporate Relations and Placement Cell**

**Symbiosis Institute of International Business (SIIB)**

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[Quoted text hidden]

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**ASHRAF RAHMAN** <ashrafar2008@gmail.com>

Sat, Aug 14, 2021 at 1:34 PM

To: Student Relations <studentrelations@siib.ac.in>

Cc: Anuja Zanzad <officer@siib.ac.in>, Roshni Pardeshi <assistant.placement@siib.ac.in>

Dear Pranay,

Thank you for confirming, I look forward to the workshop and interacting with the students tomorrow. I will login about 10 minutes prior to the start of the workshop, using the meeting link shared below.

I am preparing a presentation on the topic of 'Opportunities in the Banking Sector' that I would plan to use in the workshop. Please let me know in case you need a copy of it in advance.

Kind Regards,  
Ashraf A Rahman

[Quoted text hidden]

---

**Student Relations** <studentrelations@siib.ac.in>

Sat, Aug 14, 2021 at 10:06 PM

To: ASHRAF RAHMAN <ashrafar2008@gmail.com>

Dear Ashraf Sir,

Hope you are doing well.

Thank you for the confirmation.

We are looking forward to hearing you speak and gain valuable insights from the workshop.

In case of any queries and further requirements, please feel free to contact the undersigned.

**Regards,**

**Pranay Sankhe, +91-9158703550**

**Samwad Shinde,+91-9172815977**

**Corporate Relations and Placement Cell**

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---

**ASHRAF RAHMAN** <ashrafar2008@gmail.com>  
To: Student Relations <studentrelations@siib.ac.in>

Sun, Aug 15, 2021 at 4:35 PM

Dear Pranay,

Sharing the presentation used for the workshop today.

Kind Regards,  
Ashraf A Rahman  
[Quoted text hidden]

 **SIIB\_WS\_150821.pptx**  
726K

# **WORKSHOP REPORT**

**Workshop Title:** Opportunities in the Banking Sector Workshop

**Date of Conduct:** 15<sup>th</sup> August, 2021

**Duration:** 3 hours

**Speaker's Name:** Mr. Ashraf Rahman

**Batch:** Batch 2020-22, MBA - International Business (Finance)

**No. of Students Present:** 45+

## **Short Synopsis of the Workshop:**

On 15th of August 2021, the students of the Batch 2020-22 from MBA International Business (Finance) attended a workshop conducted by Mr. Ashraf Rahman on Opportunities in the Banking Sector. The duration of the workshop was 3 hours in total.

The session started with the basic introduction of the banking sector and how it is a section of the economy devoted to the holding of financial instruments. Mr. Rahman laid emphasis on its importance and how it is being availed by the people.

Moving further, he gave an overview of the various types of banking sectors focusing mainly on the Investment Banking sector and IB as a specific division of banking related to the creation of capital for other companies, governments, and other entities. He gave various examples of investment banking activities including underwriting of new debt and equity securities for all types of corporations, aiding in the sale of securities, and helping to facilitate mergers and acquisitions, reorganizations, and broker trades for both institutions and private investors. The workshop was conducted virtually and was aimed at imparting crucial knowledge regarding Opportunities in the Banking Sector to the participants.

## **Overall feedback:**

The workshop was particularly helpful in imparting a new domain of knowledge to the students. Key concepts of Investment Banking along with the insightful experiences shared by Mr. Ashraf Rahman will help the participants in long run. It not only made the students realize the importance of choosing a right career path in today's world but also the benefits of understanding various key knowledge areas and process groups in the domain.



PlacementSIIB Pune <placements@siib.ac.in>

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## SIIB | AICL Communications Limited | Invitation for Placements 2021-22

9 messages

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Nisha Gore <nisha.gore@aicl.in>

Thu, Jun 24, 2021 at 2:15 PM

To: PlacementSIIB Pune <placements@siib.ac.in>, "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Cc: Nitika Kariwala <nitika.kariwala@aicl.in>, Rachel Dessa <admin.kolkata@aicl.in>

Dear Aakash,

Greetings from AICL!

We hope you, your family, and the entire team at SIIB, are doing well and safe amidst these challenging times.

We are in the process of scheduling Internship Placements at AICL for content, copywriting, project management, business development, sustainability and ESG consulting, and we hope to confirm your participation in the same.

We would be happy to engage with your Institute on multiple fronts and hope this leads to the establishment of a long-term relationship between **AICL Communications** and **SIIB**.

Thanks & Regards,

Nisha Gore  
Front Office/Admin Manager

+91 22 67100691/ 22 66751369

[nisha.gore@aicl.in](mailto:nisha.gore@aicl.in)

# AICL

**AICL Communications Ltd**

2nd Floor, Deluxe House,  
B-50, [Veera Desai Road](#),  
Off New Link Road, Andheri West,  
Mumbai - 400053

[aicl.in](http://aicl.in)

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---

SIIB: Placements <placements@siib.ac.in>

Fri, Jun 25, 2021  
at 11:24 AM

To: Nisha Gore <nisha.gore@aicl.in>  
Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>, Nitika Kariwala <nitika.kariwala@aicl.in>, Rachel Dessa <admin.kolkata@aicl.in>

Dear Nisha Ma'am,

Greetings from SIIB! We wish the best of health for you, your family and AICL.

I, **Aakash Pattankar**, would like to introduce myself as the point of contact from SIIB for the upcoming placement season. I shall remain in close coordination for all the campus engagement activities.

We are pleased to be connected with you and would be looking forward to working with you for internships and placements for this as well as upcoming academic years. **We confirm our participation in the same.**

We are completing our summer internships currently and will be commencing the next academic year in the month of July 2021. The 2020-22 and 2021-23 batch of students, who will be eligible for Final Placements and Internship Placements respectively, will be available for selection from September/October 2021. However this is a tentative timeline and we shall confirm the exact dates once the batches are inducted and our semester begins in earnest.

For any information or clarifications, feel free to contact the undersigned.

**Regards,**

**Aakash Pattankar +91 9035312109**

**Corporate Relations and Placement Cell**

**Symbiosis Institute of International Business (SIIB)**

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

W: [www.siib.ac.in](http://www.siib.ac.in) E: [placements@siib.ac.in](mailto:placements@siib.ac.in)

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**Nitika Kariwala** <nitika.kariwala@aicl.in> Wed, Jul 28, 2021 at 12:47 PM  
To: "SIIB: Placements" <placements@siib.ac.in>  
Cc: Nisha Gore <nisha.gore@aicl.in>, "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>, Rachel Dessa <admin.kolkata@aicl.in>

Hi Aakash,  
Based on our discussion last week, we are open to taking a couple of people for content projects. Let me know if you would like to go ahead.

Additionally, do share the details for the guest lecture that we spoke about.

Warmly  
Nitika

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[Quoted text hidden]



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**SIIB: Placements** <placements@siib.ac.in>

Wed, Jul 28, 2021  
at 4:46 PM

To: Nitika Kariwala <nitika.kariwala@aicl.in>

Cc: Nisha Gore <nisha.gore@aicl.in>, "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>, Rachel Dessa <admin.kolkata@aicl.in>

Dear Nitika Ma'am,

Thank you for sharing your requirements. I shall let the batch know and share the profiles of interested candidates at the earliest. Kindly confirm the selection process for the interested candidates.

As for the guest lecture with **Mr. Arvind Agarwal**, kindly suggest a date in the month of August. We conduct guest lectures and Webinars on **Saturdays and Sundays**. We would like to suggest the topic "**Sustainable Communication and its significance to Corporate Reputation**".

Looking forward to hearing from you. For any clarifications, feel free to contact the undersigned.

**Regards,**

**Aakash Pattankar +91 9035312109**

**Corporate Relations and Placement Cell**

**Symbiosis Institute of International Business (SIIB)**

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**Nitika Kariwala** <nitika.kariwala@aicl.in>

Wed, Jul 28, 2021 at 4:53 PM

To: "SIIB: Placements" <placements@siib.ac.in>

Cc: Nisha Gore <nisha.gore@aicl.in>, "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>, Rachel Dessa <admin.kolkata@aicl.in>, Marishka Rodrigues <marishka.r@aicl.in>

We will have an interview.

Marishka will let you know about the date for the guest lecture.

Warmly  
Nitika  
[Quoted text hidden]

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**SIIB: Placements** <placements@siib.ac.in>

Wed, Jul 28, 2021  
at 5:21 PM

To: Nitika Kariwala <nitika.kariwala@aicl.in>  
Cc: Nisha Gore <nisha.gore@aicl.in>, "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>, Rachel Dessa <admin.kolkata@aicl.in>, Marishka Rodrigues <marishka.r@aicl.in>

Dear Ma'am,

Noted with thanks. I shall share the profiles of interested candidates by Friday morning.

**Regards,**

**Aakash Pattankar +91 9035312109**

**Corporate Relations and Placement Cell**

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A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

W: [www.siib.ac.in](http://www.siib.ac.in) E: [placements@siib.ac.in](mailto:placements@siib.ac.in)

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**Marishka Rodrigues** <marishka.r@aicl.in>

Thu, Jul 29, 2021 at 1:50 PM

To: "SIIB: Placements" <placements@siib.ac.in>  
Cc: Nitika Kariwala <nitika.kariwala@aicl.in>, Nisha Gore <nisha.gore@aicl.in>, "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>, Rachel Dessa <admin.kolkata@aicl.in>

Dear Aakash,

Good afternoon from AICL! As per our conversation over call now, please note that Mr.Arvind Agrawal would be available to give a guest lecture to the students of SIIB on the 21st August 2021(Saturday). Request you to kindly revert with the following details;

1. What time frame should I block for this on his calendar?
2. How many students would be attending the lecture?
3. Will it be a Zoom, Microsoft Teams or Google Meets invite. (you can share the joining link with me here and I will add it to Arvind's calendar to attend on the day of the lecture.

Please get back to me with these details as soon as possible. Wishing you and the team a great week ahead!

Warm Regards,

**Marishka Vizie Rodrigues**

Assistant to Arvind Agrawal (Founder & CEO)  
+91 8286203988  
[marishka.r@aicl.in](mailto:marishka.r@aicl.in)

# AICL

## AICL Communications Ltd

2nd Floor, Deluxe House,  
B-50, Veera Desai Road,  
Off New Link Road, Andheri West,  
Mumbai - 400053  
[aicl.in](http://aicl.in)



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[Disclaimer](#)

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**SIIB: Placements** <placements@siib.ac.in>

Thu, Jul 29, 2021  
at 3:38 PM

To: Marishka Rodrigues <marishka.r@aicl.in>

Cc: Nitika Kariwala <nitika.kariwala@aicl.in>, Nisha Gore <nisha.gore@aicl.in>, "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>, Rachel Dessa <admin.kolkata@aicl.in>

Dear Marishka,

Greetings of the day!

We can confirm 21st August (Saturday) for the guest lecture session with Mr. Arvind Agarwal. As for the details requested by you:

1. A time slot of **5PM - 7PM** suits well. You may block the calendar.
2. The **2020-22 and 2021-23 batches** of **MBA Energy & Environment** will be present. That would be a total of **70 students**.
3. **MS Teams** shall be the platform used for this session. I shall share the link for the same in a few days.
4. Topic of the session as discussed with Nitika Ma'am - **Sustainable Communication and its significance to Corporate Reputation**.

Besides this, requesting you to share the bio of Arvind sir as this would help introduce him to the batch. We are looking forward to having Arvind sir interact with our batch!

For further clarifications, feel free to contact the undersigned.

Regards,

Aakash Pattankar +91 9035312109

Corporate Relations and Placement Cell

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**SIIB: Placements** <placements@siib.ac.in>

Mon, Aug 2, 2021  
at 10:00 AM

To: Marishka Rodrigues <marishka.r@aicl.in>

Cc: Nitika Kariwala <nitika.kariwala@aicl.in>, Nisha Gore <nisha.gore@aicl.in>, "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>, Rachel Dessa <admin.kolkata@aicl.in>

Dear Marishka,

As mentioned earlier, please find attached the link for the guest lecture with Mr. Arvind Agarwal on 21/08/2021 (5 PM - 7 PM).

## Microsoft Teams meeting

Join on your computer or mobile app

[Click here to join the meeting](#)

[Learn More](#) | [Meeting options](#)

For any other information, feel free to contact the undersigned.

**Regards,**

**Aakash Pattankar +91 9035312109**

**Corporate Relations and Placement Cell**

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## WORKSHOP REPORT

**Date of Conduct:** 21<sup>th</sup> August 2021

**Duration:** 2 hours

**Speaker's Name & Designation:** Mr. Arvind Agrawal, Founder and CEO

**Organization:** AICL Communications

**HOD/Concerned Faculty Head:** Student Relations/Ms. Anuja Zanzad

**Batch:** Energy and Environment, Batch 2020-2022 & Batch 2021-2023

**No of students present:** 67

### Synopsis:

On the 21st of August 2021, the students of MBA- EE, the batch of 2020-22 and 2021-23, attended a Workshop by Mr. Arvind Agrawal, Founder, and CEO, AICL Communications. The topic for the session was "Sustainable Communication and its significance to Corporate Reputation".

Mr. Arvind Agrawal initiated the session with an introduction of his company, AICL Communications. Owing to the IPCC's latest report, a shift in global trends is expected to cope with an increase in environmental and social issues. The speaker mentioned how companies are reacting towards such problems and taking measures accordingly. He highlighted the impact of consumer feedback on the decision-making of investors. Mr. Agrawal focused on the value of ESG and its significance in improving investor relations and maintaining a positive corporate reputation. Further, he also emphasized that ESG and Sustainability are different entities that work together in harmony.

Mr. Agrawal then discussed the role of Sustainability Communications in a company's brand management strategy. He stressed how companies gauge the aspects beyond financial performance and compliance since today's generation seeks more meaningful answers. The engaging session ended with an insightful and passionate Q&A session.

### Feedback:

1. "Arvind Sir's pragmatic & practical view of the sustainability sector and its future, especially in India, was very thought-provoking and immensely refreshing."

-Rajagopalan Nair, Energy and Environment Management, Batch 2021-2023

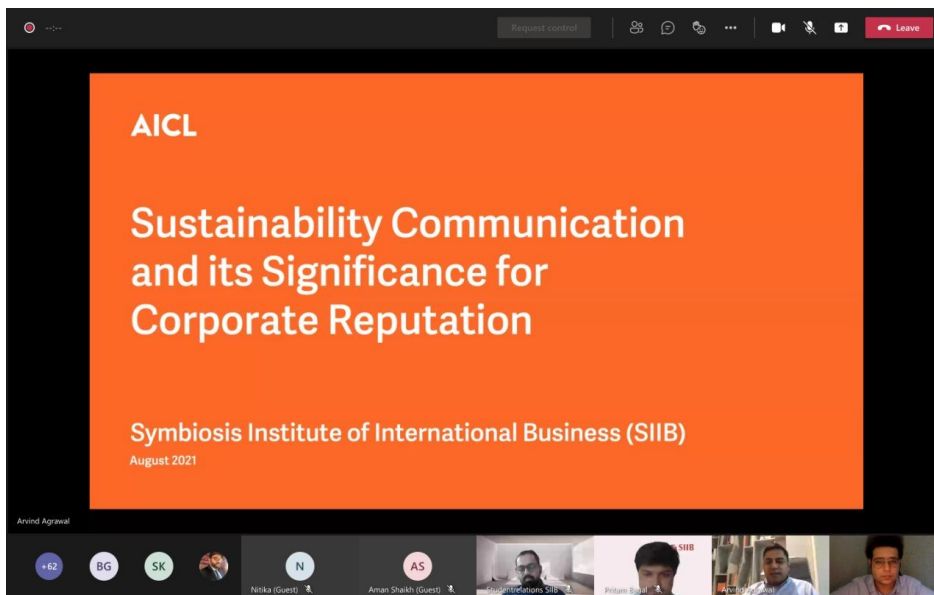
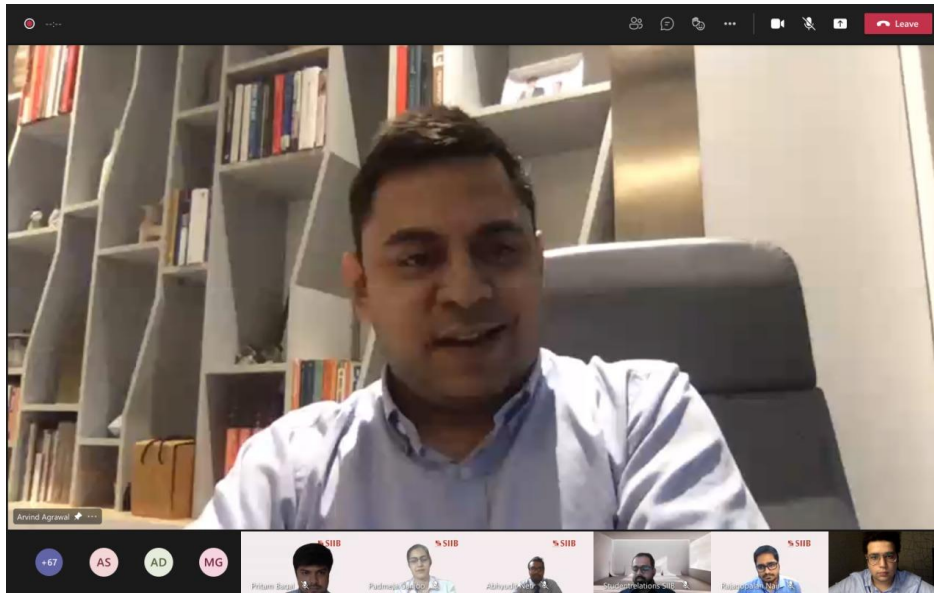
2. "It was such an insightful session by Mr. Amit Agrawal. A thorough understanding of why organizations need to adapt to different reporting frameworks to streamline their diverse sustainability landscape. It was eye-opening to learn how it impacts them in terms of risk identification, mitigation, and financial impact along with stakeholder value creation."

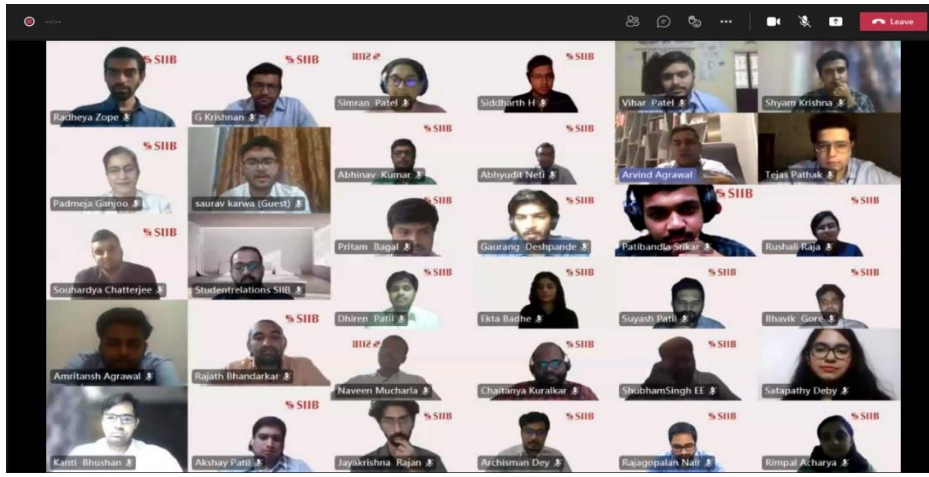
- Ajinkya Mahale, Energy and Environment Management, Batch 2020-2022

### Overall Feedback:

The lecture helped the students to understand how critical sustainable communication is for corporate reputation. Students also realized the difference between ESG and sustainability and their relation with each other.

**Pictures:**





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**Invitation for Guest Lecture || HP & SIIB**

4 messages

**SIIB: Placements** <placements@siib.ac.in>

Thu, Aug 12, 2021 at 3:40 PM

To: kaushik.chaki@hp.com

Cc: "Dr. Asmita Chitnis" &lt;director@siib.ac.in&gt;, Anuja Zanzad &lt;officer@siib.ac.in&gt;

Dear Kaushik sir,

Greetings from **Symbiosis Institute of International Business!**

We hope that this email finds you and your family in good health.

*This is in reference to our discussion regarding the Guest Lecture.*

Getting aligned to the '**New Normal**', we have started with the Guest Lecture Series for this year through Webinars.

I, **Abhishek Sukumaran**, would like to introduce myself as the SPOC for Campus Engagement Activities at SIIB for the academic year 2021-2022. On behalf of SIIB, I would like to extend a warm invitation to you to participate in the **Guest Lecture Series**.

Please note that our students would be available post 5 PM on all Thursdays – Saturdays, from 12:00 PM to 2:00 PM only on Fridays, from 9:30 AM to 12:30 PM on Saturdays and anytime on Sundays. I have attached herewith a list of suggested topics for the Webinar session. These topics are just for reference. You may deliver a lecture on any topic of your choice.

Please let us know your preferred date and the topic for the lecture. Kindly let us know how to proceed further to facilitate the same.

**We would be honoured to have you onboard for the same!**

For any further discussion, please feel free to contact the undersigned.

Regards,

Abhishek Sukumaran, +91-9037158922

Rohan Sen, +91-8551067855

Corporate Relations and Placement Cell

Symbiosis Institute of International Business (SIIB)

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**Webinar Topics\_SIIB.pdf**

106K

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**Chaki, Kaushik** <kaushik.chaki@hp.com>

Fri, Aug 13, 2021 at 6:31 PM

To: "SIIB: Placements" <placements@siib.ac.in>

Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Hi Abhishek,

Thank you for your email.

As discussed, I am happy to conduct a session from 10 AM on 21st Aug for the change management topic and share my perspective. Please let me know the procedures which I need to follow.

Wish you and all a happy weekend.

Regards,

Kaushik

Operations Leader

Greater Asia CCC Bangalore

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**SIIB: Placements** <placements@siib.ac.in> Mon, Aug 16, 2021 at 12:47 PM  
To: "Chaki, Kaushik" <kaushik.chaki@hp.com>  
Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Dear Kaushik sir,

Greetings from **Symbiosis Institute of International Business!**

On behalf of SIIB, I would like to express our sincere gratitude to you for accepting the Invitation as a Key-Note Speaker for a Webinar for the students of SIIB. We are highly obliged to have you for the same.

As discussed, the Guest Lecture is scheduled on **Saturday 21<sup>st</sup> August 2021, 10:30 am** onwards. Please find below the Microsoft Teams meeting link for the same.

[Guest Lecture||Meeting Link](#)

We are excited to hear you speak and gain valuable insights from the session!

For any further assistance & discussion, please feel free to contact me.

**Regards,**

**Abhishek Sukumaran, +91-9037158922**

**Rohan Sen, +91-8551067855**

**Corporate Relations and Placement Cell**

**Symbiosis Institute of International Business (SIIB)**

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**SIIB: Placements** <placements@siib.ac.in>

Thu, Aug 19, 2021 at 2:55 PM

To: "Chaki, Kaushik" <kaushik.chaki@hp.com>

Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Dear Kaushik sir,

As discussed, we shall reschedule the guest lecture from **9 am to 11 am** on Saturday **21<sup>st</sup> August 2021**.

You may use the same link given in the trailing mail.

For further assistance, please feel free to contact the undersigned.

**Regards,**

**Abhishek Sukumaran, +91-9037158922**

**Rohan Sen, +91-8551067855**

**Corporate Relations and Placement Cell**

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## **Guest Lecture by Mr. Kaushik Chaki on Change Management**

**Date of Conduct:** 21<sup>st</sup> August 2021

**Duration:** 2 hours

**Speaker's Name & Designation:** Mr. Kaushik Chaki, Operations Leader

**Organization:** HP

**HOD/Concerned Faculty Head:** Ms. Anuja Zanzad/Corporate Relations Team

**Batch:** Students of Batch 2020-22 (IB Specialization)

**No of students present:** 120+

### **Synopsis:**

On the 21st of August 2021, the students of Batch 2020-22, IB Specialisation of SIIB attended a session by Mr. Kaushik Chaki on Change Management. The session was conducted by the Corporate Relations Team/Ms. Anuja Zanzad.

The session was aimed at making the students aware of the techniques to adjust better to change. Mr. Chaki also explained how to create a link between the rational and emotional sides, and support and sustain change. Mr. Chaki also taught how to use the ADKAR Model, which helps a person drive successful individual change to achieve business outcomes.

The students of SIIB gained immense knowledge on how to cope with changing environment in their daily lives. The workshop was interactive throughout with students sharing their opinion and a Q&A session at the end which were very well explained by Mr. Chaki.

### **Feedback:**

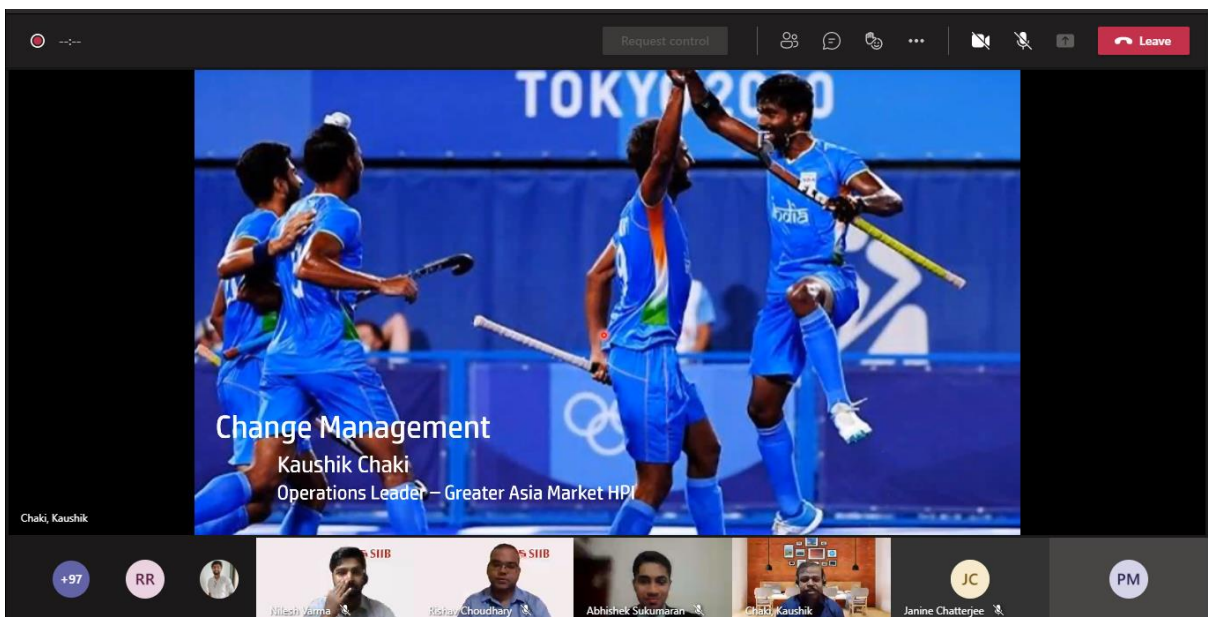
1. "The session was very interactive and well delivered with examples that will help us embrace change, as we all know - the only constant in life is change." – Rhea Dhote, MBA, International Business (Marketing), Batch 2020-2022.

2. "The session was insightful as Mr. Chaki discussed various real-life problems on how to influence change." – Ankit Patel, MBA, International Business (Finance), Batch 2020-2022.

### **Overall Feedback:**


The session enlightened the students on how to adapt to changes and deal with them more efficiently.

**Pictures:**



Request control

Leave



Prosci's Model for Individual Change

Chaki, Kaushik


+116 NB AD NC Vishal Marhatta Amitash Degan PM

Ashay Dange Namrata Chowdhury Vishal Marhatta Amitash Degan Chaki, Kaushik

This screenshot shows a Zoom meeting interface. At the top, there are icons for 'Request control' and a red 'Leave' button. The main content area displays a slide with a photograph of hands holding wooden blocks that spell out 'ADKAR'. Below the photograph, the text 'Prosci's Model for Individual Change' is visible. The bottom of the screen shows a grid of participant avatars, including '+116', 'NB', 'AD', 'NC', 'Vishal Marhatta', 'Amitash Degan', and 'PM'. A small thumbnail of the current slide is visible in the bottom right corner of the participant grid.

Request control

Leave



Chaki, Kaushik

+121 AM NC Vishal Marhatta Afshan Bhandula PM

Aman Mittal Namrata Chowdhury Vishal Marhatta Afshan Bhandula Chaki, Kaushik

This screenshot shows a Zoom meeting interface with a video feed of a man in a blue shirt. The background behind him is a brick wall with several framed pictures. The bottom of the screen shows a grid of participant avatars, including '+121', 'AM', 'NC', 'Vishal Marhatta', 'Afshan Bhandula', and 'PM'. A small thumbnail of the 'ADKAR Model' slide is visible in the bottom right corner of the participant grid.

---

**Invitation for Workshop || SIIB**

2 messages

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**Student Relations** <studentrelations@siib.ac.in>  
To: hrishikesh.malu@gmail.com

Wed, Aug 4, 2021 at 1:00 PM

Hello Hrishikesh Sir,

It was a pleasure connecting with you.

As discussed, we have scheduled your workshop "All about SWAPS" on 22nd August from 9am to 12pm.

If there are any changes in the same please let me know.

Regards,

Samwad Shinde, +91-7038160167

Corporate Relations and Placement Cell

Symbiosis Institute of International Business (SIIB)

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W: [www.siib.ac.in](http://www.siib.ac.in) E: [placements@siib.ac.in](mailto:placements@siib.ac.in)

---

**Student Relations** <studentrelations@siib.ac.in>

Wed, Aug 25, 2021 at 11:30 AM

To: hrishikesh.malu@gmail.com

Cc: Anuja Zanzad &lt;officer@siib.ac.in&gt;, Roshni Pardeshi &lt;assistant.placement@siib.ac.in&gt;

Hello Hrishikesh Sir,

We would be grateful if you could please provide Bank and Pan Details for the Honorarium. Please fill the Vendor Declaration Form too.

The batch thoroughly enjoyed your session and we are sure that this discussion will also help us with the placement scenario.

For any queries please feel free to contact us.

Regards,

Corporate Relations and Placement Cell

Symbiosis Institute of International Business (SIIB)

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**Vendor declaration for Section 206AB.docx**

26K

# **WORKSHOP REPORT**

**Workshop Title:** Opportunities in the Banking Sector Workshop

**Date of Conduct:** 22<sup>nd</sup> August, 2021

**Duration:** 3 hours

**Speaker's Name:** Mr. Hrishikesh Malu

**Batch:** Batch 2020-22, MBA - International Business (Finance)

**No. of Students Present:** 45+

## **Short Synopsis of the Workshop:**

On 22<sup>nd</sup> of August 2021, the students of the Batch 2020-22 from MBA International Business (Finance) attended a workshop conducted by Mr. Hrishikesh Malu on the topic "All about swaps". The duration of the workshop was 3 hours in total.

The session started with the basic introduction of the derivatives and how it is used as a financial instrument. Mr. Hrishikesh laid emphasis on its importance and how it is being availed by the people.

Moving further, he gave an overview of the various types of Swaps and focusing mainly on the interest rate swaps and its functioning. The most interesting part of the workshop was the mechanism and the cashflows of the swaps. How the investment banks use swaps and how people hedge their risk using swaps was also explained by Mr. Malu.

## **Overall feedback:**

The workshop was particularly helpful in imparting a new domain of knowledge to the students. Key concepts of Swaps along with the insightful experiences shared by Mr. Hrishikesh Malu will help the participants in long run. It not only made the students realize the importance of Derivatives but also the benefits of understanding various key knowledge areas and process groups in the domain.



PlacementSIIB Pune <placements@siib.ac.in>

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## Workshop Invitation || Mr. Prasad Modak & SIIB

4 messages

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**SIIB: Placements** <placements@siib.ac.in> Tue, Aug 24, 2021 at 10:30 AM  
To: Prasad Modak <prasad.modak@emcentre.com>  
Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Dear Sir,

Greetings for the day!

Hope this mail finds you well.

Please find the link below for the workshop as planned for this **Saturday, 28-08-2021**, Time: 11:00 AM to 12:00 PM

**Platform - Microsoft Teams**

**Link - [Click here to join the meeting](#)**

For any clarifications, feel free to contact the undersigned.

**Regards,**

**Tejas Pathak - 9731562255**

**Corporate Relations and Placement Cell**

**Symbiosis Institute of International Business (SIIB)**

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

W: [www.siib.ac.in](http://www.siib.ac.in) E: [placements@siib.ac.in](mailto:placements@siib.ac.in)

---

**prasad.modak@emcentre.com** <prasad.modak@emcentre.com> Tue, Aug 24, 2021 at 10:34 AM  
To: "SIIB: Placements" <placements@siib.ac.in>  
Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Dear Tejas

I was just about to write to you

Have a personal problem come up for this Saturday morning

We will need to refix the date.

Could be Friday evening 5 pm or Monday evening 6 pm

Sorry for the inconvenience

Regards

**Prasad Modak**

**Executive President**, Environmental Management Centre LLP  
**Director**, Ekonnnect Knowledge Foundation

---

1308, Wing B, Kohinoor Square, N. C. Kelkar Road,

Shivaji Park, Dadar (West), Mumbai 400 028, INDIA

Mob.+91 9820126074

Web: [www.emcentre.com](http://www.emcentre.com) and [www.ekonnnect.net](http://www.ekonnnect.net)

Profile: <http://in.linkedin.com/in/prasadmodak>

Blog: <https://prasadmodakblog.wordpress.com/>

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**SIIB: Placements** <placements@siib.ac.in> Tue, Aug 24, 2021 at 1:30 PM  
To: Prasad Modak <prasad.modak@emcentre.com>  
Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Dear Sir,

Greetings for the day!

As discussed on the call, please find attached the details of the Workshop and Course Curriculum of Energy & Environment.

The link for the workshop as planned for this **Friday, 27-08-2021**, Time: 6:00 PM to 7:00 PM is given below -

**Platform - Microsoft Teams**

**Link - [Click here to join the meeting](#)**

For any clarifications, feel free to contact the undersigned.

**Regards,**

**Tejas Pathak - 9731562255**

**Corporate Relations and Placement Cell**

**Symbiosis Institute of International Business (SIIB)**

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W: [www.siib.ac.in](http://www.siib.ac.in) E: [placements@siib.ac.in](mailto:placements@siib.ac.in)

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 **Energy & Environment - Course Curriculum\_SIIB.pdf**  
225K

**prasad.modak@emcentre.com** <prasad.modak@emcentre.com>

Tue, Aug 24, 2021 at 1:34 PM

To: "SIIB: Placements" <placements@siib.ac.in>

Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

I don't see a course on circular economy

Am I missing something?

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## WORKSHOP REPORT

**Date of Conduct:** 27<sup>th</sup> August 2021

**Duration:** 1 hour

**Speaker's Name & Designation:** Dr. Prasad Modak, Executive President.

**Organization:** Environmental Management Center LLP

**HOD/Concerned Faculty Head:** Student Relations/Ms. Anuja Zanzad

**Batch:** Energy and Environment Batch 2020-2022 & Batch 2021-2023 & Agri Business Batch 2020-2022

**No of students present:** 102

### Synopsis:

On the 27<sup>th</sup> of August 2021, the batches of MBA - AB, 2020-22 & EE, 2020-23 attended a Guest Lecture by Dr. Prasad Modak, Executive President, Environmental Management Center LLP. The topic for the session was "Is Circular Economy more than just Waste Management?".

Dr. Modak initiated the session by providing the statement of challenges caused by Urbanization. He delivered an explanation of concepts like Resource Consumption and Resource Productivity, and how they gave rise to Resource Security. The discussion gradually shifted towards Linear and Circular Economic Growth and its relevance in the Circular Economy. Dr. Prasad then elaborated on the structure of Circular Economy, calling it a Paradigm Shift and in the field of Corporate Governance. An emphasis on Key Strategies like Inner Circle, Circling Longer, Cascading, and Pure Inputs was given by Dr. Prasad.

Dr. Modak then discussed the role of Governance in Circular Economy and the various guidelines to be followed to execute it. Finally, the Four Pillars of Circular Economy were highlighted and thoroughly explained by the speaker. The session ended with a very insightful and thought-provoking Q&A session

### Feedback:

1. "The session was unique and insightful. The attractive aspect about this session was that Sir touched upon some rare & unique aspects of circular economy and the way he has visualized the future of circular economy has induced a sense of inquisitiveness."

-Srikar Patibandla, Energy and Environment Management, Batch 2021-2023

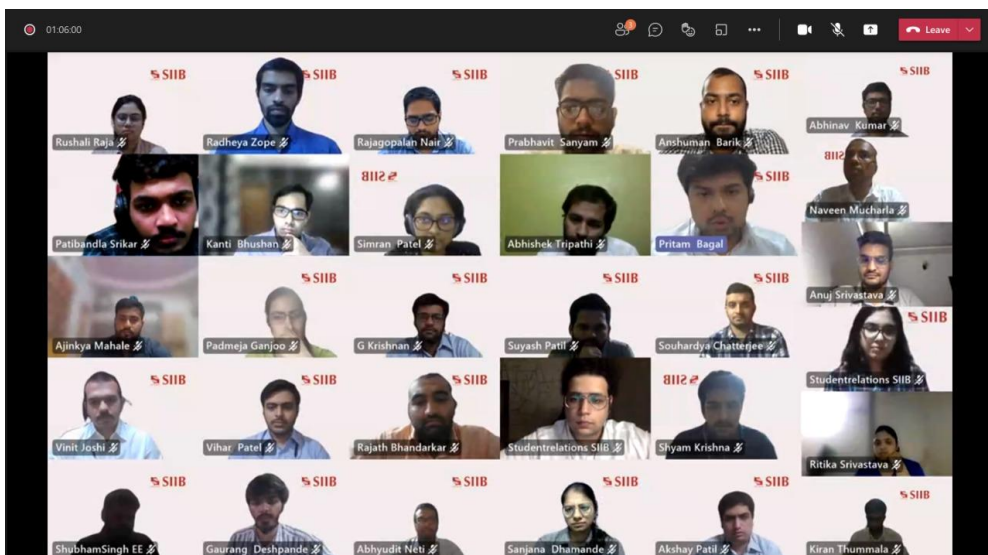
2. "The session gave us great insight into the concept of circular economy. He mentioned the plans and progress of the government and touched upon how the concept of circular economy is mainly efficient waste management and how it will save a lot of resources and costs in the long run. The session broadened our perspectives of the field and what directions could be taken as an individual to embark upon for further personal and professional growth."

- Abhyudit Neti, Energy and Environment Management, Batch 2020-2022

### Overall Feedback:

The lecture helped the students realize the importance of Circular Economy and how it is not just associated with Waste Management. Students were also introduced to key concepts of Circular Economy and understood the basic structure of Circular Economy and its significance in the long run.

Pictures:





SIIB Alumni Relations Team <alumni@siib.ac.in>

---

## Invitation for Guest Lecture

1 message

---

**SIIB Alumni Team** <alumni@siib.ac.in>  
To: Aditya Deshpande <adityade82@gmail.com>

Wed, Aug 25, 2021 at 1:38 PM

Dear Sir,

*Greetings from the SIIB Alumni Relations Team!*

It gives us immense pleasure to invite you for a **Guest Lecture**, for our students. As discussed, please find below the details of the same.

**Date: 28th August 2021 (Saturday)**

**Time: 10:30 am - 12:00 pm (IST)**

**Topic: Various aspects of Product Management, Breaking into the Core Finance Industry and Preventing Losses on a Personal Level while Investing.**

Kindly join the guest lecture by using the link below:

[Click here to join the meeting](#)

At 10:00 am, we can conduct a test run, to avoid any technical issues.

**Regards,**

**SIIB Alumni Relations Team**

Symbiosis Institute of International Business (SIIB)

Address: Hinjewadi, Pune - 411 057, Maharashtra

Website: [www.siib.ac.in](http://www.siib.ac.in) | E-mail: [alumni@siib.ac.in](mailto:alumni@siib.ac.in)

Alumni Portal: [alumni.siib.ac.in](http://alumni.siib.ac.in)

Connect: <https://www.linkedin.com/groups/50754/>

## Guest Lecture Report on Mr. Aditya Deshpande's session

On 28th August 2021, Mr. Aditya Deshpande, an alumnus of Batch 2002-04, working with HDFC Bank as the Senior Vice President and Regional Head: Private Banking Group, delivered a guest lecture on “Various aspects of Product Management, breaking into the Core Finance Industry and Preventing Losses on a Personal Level while Investing” for the senior IB Finance batch, 2020-22.

In the session, he shared, the key milestones of his illustrious career and talked about the inspiring life journey of Mr. Aditya Puri and Mr. Abhay Aima, who are the pioneers in finance sector. He also shared the idea of Bird's eye view of a Product Manager, how he is the enabler of the sales, the trouble-shooter, but not the owner of the end product. These were the major points with which students could understand the role of a Product Manager. The core finance functions, its job perspectives and ways to manage personal finance were also key learnings.

Students asked questions based on concept of product & finance management, to which he gave relevant answers with real-time examples. Mr. Aditya Deshpande was happy to conduct the session and is keen to nurture his association with the institute.

The screenshot shows a Zoom meeting interface. At the top, there is a recording notification: "Recording has started. This meeting is being recorded. By joining, you are giving consent for this meeting to be recorded. Privacy policy". Below this is a slide titled "How To Minimize loss while investing personal money". The slide features a pyramid diagram titled "Financial Risk Pyramid" with the subtitle "The risk level for specific investment tools may vary". The pyramid is divided into four horizontal layers, each representing a different level of risk and return. From bottom to top, the layers are: 1. Savings Tools (orange): Includes Checking Account, Savings Account, Money Market Deposit Account, Certificate of Deposit, and Savings Bonds. 2. Investment Tools (blue): Includes Mutual Funds and Index Funds. 3. Investment Tools (light blue): Includes Stocks and Real Estate. 4. Speculative Investment Tools (green): Includes Futures, Commercial Paper, Options, and Collectibles. To the left of the pyramid, an arrow points upwards with the text "Increasing potential for higher returns" and "Increasing risk". To the right, brackets group the layers into "Savings Tools", "Investment Tools", and "Speculative Investment Tools". The slide also includes a copyright notice: "© Family Economics & Financial Education - Updated April 2011 - Investing 101 - Introduction to Investing - Slide 18 funded by a grant from First Charge America, Inc. in the Becker School of Family and Consumer Science at the University of Arizona". At the bottom of the screen, there is a video gallery showing several participants, including Mr. Aditya Deshpande (Guest), Rashmi Gupta, Kiran Jani, Ajay Tiwari, Aman Mittal, and SB.

---

**Campus Engagement || AON & SIIB**

6 messages

**SIIB: Placements** <placements@siib.ac.in>

Fri, Aug 20, 2021 at 4:15 PM

To: jaidev.murti@aon.com

Cc: "Dr. Asmita Chitnis" &lt;director@siib.ac.in&gt;, Anuja Zanzad &lt;officer@siib.ac.in&gt;

Hello Jaidev Sir,

Greetings from SIIB!  
Hope you are doing well!

*This is about our LinkedIn conversation regarding the Guest Lecture Series.*

I, **Samwad Shinde**, would like to introduce myself as the SPOC for this event.

On behalf of SIIB, I would like to extend a warm invitation to you as a Key-Note Speaker for a Webinar for the students of SIIB. We would be highly obliged to have you for the same.

As discussed, we would be glad to hear your thoughts on the following topics:

- Agile leadership in the new Normal
- Breaking into the consulting industry
- Mergers & Acquisitions: A collaborative economy or a monopolistic one?
- Sustainable personal growth through the corporate ladder

If you think the upcoming leaders should be aware of any other topics please let us know, we would like to hear from you.

The proposed dates from our side are as follows:

Date	Time Slot
28th August	5 pm - 6:30 pm
29th August	5 pm - 6:30 pm
4th September	5 pm - 6:30 pm

Kindly let us know your preferred date for the session. We are excited to hear you speak and gain valuable insights from you.

For any further assistance and discussion, please feel free to contact me.

Regards,

Samwad Shinde, +91-9172815977

Kshiteeja Tomar, +91-8511406351

Corporate Relations and Placement Cell

Symbiosis Institute of International Business (SIIB)

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

W: [www.siib.ac.in](http://www.siib.ac.in) E: [placements@siib.ac.in](mailto:placements@siib.ac.in)

---

Jaidev Murti <jaidev.murti@aon.com>

Mon, Aug 23, 2021 at 1:12 PM

To: "SIIB: Placements" <placements@siib.ac.in>

Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Samwad,

Thanks for the note and the invitation. I would be happy to take you up on this opportunity to speak to the student body. The 28 August date works well for me. On the topics – I am happy to speak on any of the topics, please let me know which would be the ones of greatest interest to the cohort. Also given the length of the session it would be useful for me to understand the general tone and agenda for such a session as I assume me speaking for even an hour may be overkill.

Happy to discuss this on a call if that would be useful.

Regards,

Jaidev

**Jaidev Murti** | Partner and Senior Vice President, APAC

He/His/Him

**Strategic Advisory**

**Aon**



The Aon Centre | Building #2 | Candor Techspace SEZ | Village Tikri – Sector 48 | Gurgaon 122002 | Haryana, India

t +91.124.4471136 | m +91.9818280291

[jaidev.murti@aon.com](mailto:jaidev.murti@aon.com)

*I'm in. I pledge to support inclusion at Aon every day.*

**I work in an agile way and check email sporadically, please expect a delay in response. I respect that this may be the case for you as well.**

**From:** SIIB: Placements <[placements@siib.ac.in](mailto:placements@siib.ac.in)>  
**Sent:** Friday, August 20, 2021 4:15 PM  
**To:** Jaidev Murti <[jaidev.murti@aon.com](mailto:jaidev.murti@aon.com)>  
**Cc:** Dr. Asmita Chitnis <[director@siib.ac.in](mailto:director@siib.ac.in)>; Anuja Zanzad <[officer@siib.ac.in](mailto:officer@siib.ac.in)>  
**Subject:** Campus Engagement || AON & SIIB

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**ALERT:** This message originated outside of Aon's network. **BE CAUTIOUS** before clicking any link or attachment.

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**SIIB: Placements** <[placements@siib.ac.in](mailto:placements@siib.ac.in)>  
To: Jaidev Murti <[jaidev.murti@aon.com](mailto:jaidev.murti@aon.com)>  
Cc: "Dr. Asmita Chitnis" <[director@siib.ac.in](mailto:director@siib.ac.in)>, Anuja Zanzad <[officer@siib.ac.in](mailto:officer@siib.ac.in)>

Tue, Aug 24, 2021 at 1:45 PM

Hello Jaidev Sir,

Greetings from SIIB!  
Hope you are doing well!

Thank you for confirming the date and time. For the session, we have included buffer time as well. In the time slot of 1.5 hours, the first 10 mins are allocated for the intro then the next 30-45 mins for discussing the topic and the next 15-20 mins for the questions from the students.

We would be glad to hear your thoughts on the topic "**Sustainable personal growth through the corporate ladder**" and also your experience during and after the financial recession.

We are excited to hear you speak and gain valuable insights from the session!

For any further assistance and discussion, please feel free to contact me.

Regards,

Samwad Shinde, +91-9172815977

Kshiteeja Tomar, +91-8511406351

Corporate Relations and Placement Cell

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W: [www.siib.ac.in](http://www.siib.ac.in) E: [placements@siib.ac.in](mailto:placements@siib.ac.in)

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**Jaidev Murti** <jaidev.murti@aon.com>

Wed, Aug 25, 2021 at 10:22 AM

To: "SIIB: Placements" <placements@siib.ac.in>

Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Sounds good! Please send me the meeting link as soon as possible so that I can make sure all the tech works!

**Jaidev Murti** | Partner and Senior Vice President, APAC

He/His/Him

**Strategic Advisory**

**Aon**

The Aon Centre | Building #2 | Candor Techspace SEZ | Village Tikri – Sector 48 | Gurgaon 122002 | Haryana, India

t +91.124.4471136 | m +91.9818280291

[jaidev.murti@aon.com](mailto:jaidev.murti@aon.com)

*I'm in. I pledge to support inclusion at Aon every day.*

[Quoted text hidden]

**SIIB: Placements** <placements@siib.ac.in>

Thu, Aug 26, 2021 at 10:00 AM

To: Jaidev Murti <jaidev.murti@aon.com>

Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Hello Jaidev Sir,

Greetings from **Symbiosis Institute of International Business!**

As discussed, below is the Meeting Link along with the Schedule of Events for your perusal.

<b>Date</b>	28th August 2021
<b>Time</b>	5:00 PM - 6:00 PM
<b>Meet Link</b>	<a href="#">Click here to join the meeting</a>

Schedule of Events	
Time	Event
5:00 PM - 5:15 PM	Introduction & Welcome Address
5:15 PM - 5:45 PM	Lecture on Sustainable Personal Growth through the Corporate Ladder
5:45 PM - 6:00 PM	Q&A session & Vote of Thanks

Looking forward to the session to gain valuable insights!

For any further assistance and discussion, please feel free to contact me.

**Regards,**

**Samwad Shinde, +91-9172815977**

**Kshiteeja Tomar, +91-8511406351**

**Corporate Relations and Placement Cell**

**Symbiosis Institute of International Business (SIIB)**

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[Quoted text hidden]

---

**SIIB: Placements** <placements@siib.ac.in>

Sun, Aug 29, 2021 at 10:00 AM

To: Jaidev Murti <jaidev.murti@aon.com>

Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Dear Jaidev Sir,

Greetings from **Symbiosis Institute of International Business!**

On behalf of the students of SIIB, I would like to express my sincere gratitude to you for making time and sharing your thoughts about Sustainable Personal Growth through the Corporate Ladder. We received some great insights from this wonderfully interactive session.

We're glad to be associated with you. Looking forward to having you and your esteemed organization back for more campus engagement activities.

For any further assistance and discussion, please feel free to contact me.

**Regards,**

**Samwad Shinde, +91-9172815977**

**Kshiteeja Tomar, +91-8511406351**

**Corporate Relations and Placement Cell**

**Symbiosis Institute of International Business (SIIB)**

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

W: [www.siib.ac.in](http://www.siib.ac.in) E: [placements@siib.ac.in](mailto:placements@siib.ac.in)

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## WORKSHOP REPORT

**Date of Conduct:** 28<sup>th</sup> August 2021

**Duration:** 45 minutes

**Speaker's Name and Designation:** Mr. Jaidev Murti, Partner & SVP - Strategic Advisory

**Organisation:** AON

**HOD/Concerned Faculty Head:** Student Relations/Ms. Anuja Zanzad

**Batch:** Finance and SCM Specialisations, Batch 2020-2022 & IB Batch 2021-2023

**No. of Students present:** 171

### Synopsis:

On the 28th of August 2021, the students of Finance and SCM specializations of MBA-IB batch 2020-22 and MBA-IB 2021-23 attended a workshop by Mr. Jaidev Murti, Partner, and SVP – Strategic Advisory, AON. The topic of the session was "Sustainable personal growth through the corporate ladder".

Mr. Jaidev Murti initiated the session with a brief introduction about consultancy as a field. He elaborated on the strategies to be emphasized upon while pursuing MBA, starting from creating a good technical skill base and then moving to build soft skills. He mentioned how valuable peer-to-peer learning is in an MBA program and how one needs to modify their approach in a team. He also provided insights into positioning oneself by creating a story that will engage a recruiter.

Mr. Murti emphasized the importance of resilience and how to bounce back after multiple setbacks. Lastly, he asked the students to maintain energy and enthusiasm even through the tough times of the pandemic. The session ended with an interactive question and answer round.

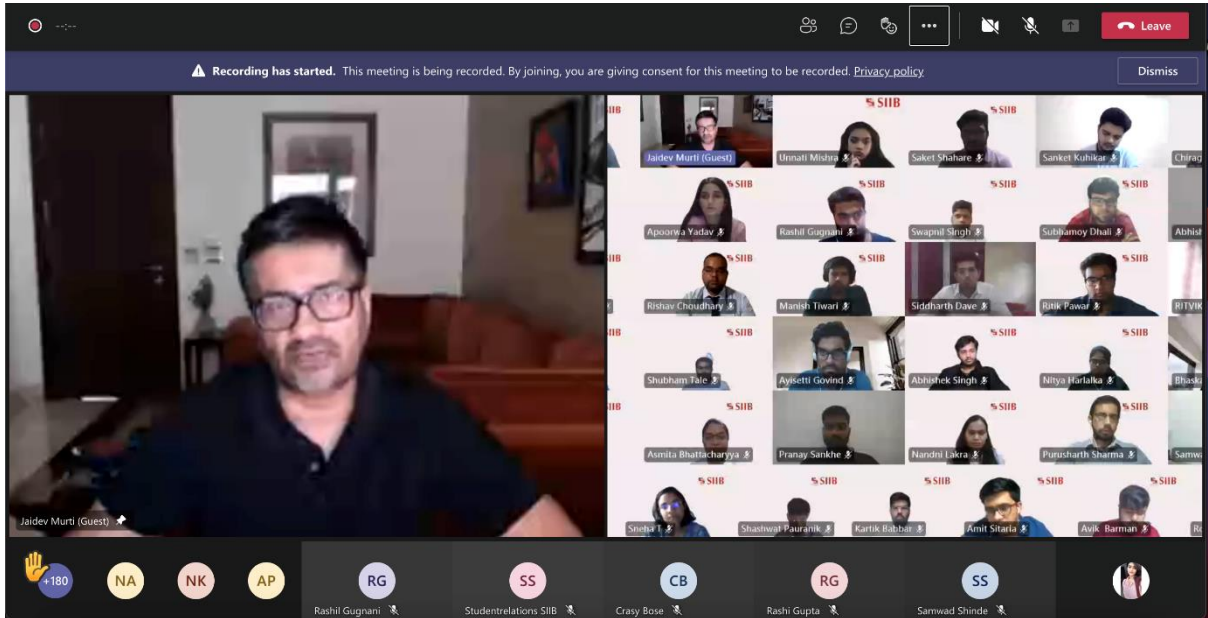
### Feedback:

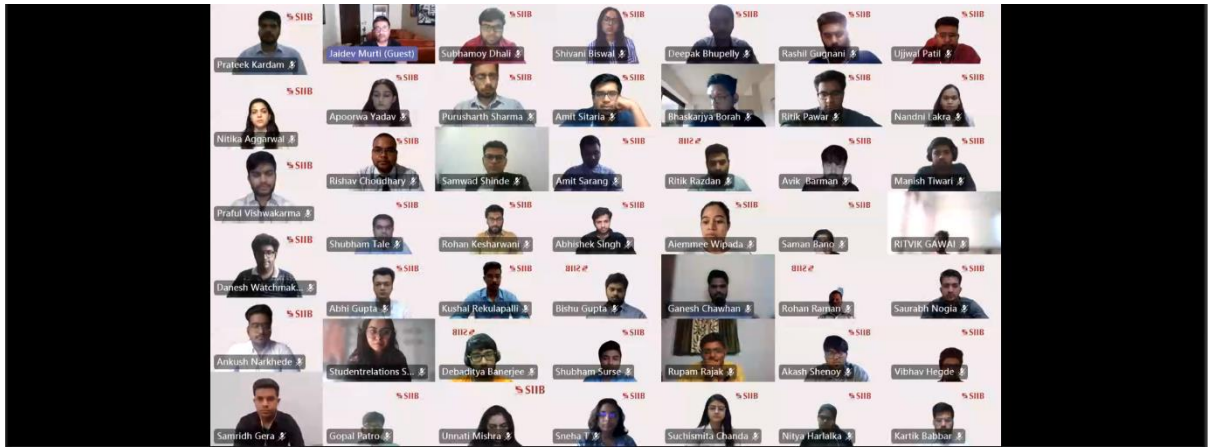
1. "The session gave insights into how a consulting role looks like and what skills are required to get into a consulting domain. I learnt even though consulting is a client-facing job, entry-level employees do research. People from diverse educational backgrounds can also get into consulting irrespective of work experience." – Ganesh Chawhan, International Business (Finance), Batch 2020-2022
2. "Growth be it personal or professional should be sustainable as all things in life. Striving for success but not being able to sustain it is not worth it. This lesson was made crystal clear to us during the session by Mr Murti. I was glad to get an opportunity to be a part of such an enlightening event." – Devansh Sablania, International Business, Batch 2021-2023
3. "The session was motivating and Mr. Murti gave us insights about how to approach our MBA and life after that, sharing his practical knowledge. His way of viewing life gave me some new perspectives." – Sneha T., International Business, Batch 2021-2023

### Overall Feedback:

The session was interesting and interactive and students received a lot of insights into positioning themselves as members of the corporate world.

### Pictures:





---

**Session on do's and dont's of B plan competition**

1 message

---

**Nisha Bharti** <nisha.bharti@siib.ac.in> Tue, Aug 24, 2021 at 11:59 AM  
To: AB2020-22 <AB2020-22@siib.ac.in>, AB2021-23 <AB2021-23@siib.ac.in>  
Cc: Academic coordinators <academic\_coordinators@siib.ac.in>, Roshni Pardeshi <assistant.placement@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>, Sushant Malik <sushant.malik@siib.ac.in>

Dear All,

I am happy to share that with the objective of increasing participation of students in Competitions, we have invited three of our alums Mariam Sultan. Pratyusha Karkala and Shivangi singh for sharing their experience of winning National level competition i.e. Nestle Agri challenge last year.

The session is scheduled on 28th August at 5.30 pm.

I request everyone to join the session.

Thanks and Regards

--

Nisha Bharti  
Assistant Professor  
Symbiosis Institute of International Business  
Hinjewadi  
Taluka: Mulshi  
Pune  
Ph.no. 020-22944426  
mobile: 7875885105



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## WORKSHOP REPORT

**Date of Conduct:** 28<sup>th</sup> August 2021

**Duration:** 1 hour

**Speaker's Name and Designation:** Ms. Mariam Sultan, Associate Consultant, Sathguru Management Consultants, and Ms. Shivangi Singh, Management Trainee NCDEX e-market LTD.

**HOD/Concerned Faculty Head:** Student Relations/Ms. Anuja Zanzad

**Batch:** Agri Business Management, Batch 2020-2022 & Batch 2021-2023

**No of students present:** 120+

### **Synopsis:**

On the 28th of August 2021, the batches of MBA - AB, 2020-22, and 2021-23 attended a Workshop by Ms. Mariam Sultan, Associate Consultant, Sathguru Management Consultants, and Ms. Shivangi Singh, Management Trainee NCDEX e-market LTD. The topic for the session was "Do's and Don'ts of B plan competition".

Ms. Mariam and Ms. Shivangi initiated the session by asking the students about the doubts they have in mind concerning Business Plan formulation. Focusing on the Do's, they mentioned that while formulating a B-Plan, the idea should be specific, simple, and must address the gap present in the market. Addressing the questions, they emphasized that one must have complete knowledge about their product and show confidence in their plan. They also pointed out the importance of a survey and research in formulating and justifying a B-plan. When asked about the Don'ts, they replied that while thinking out of the box one must not diverge and stick to the demand present in the market. Also, one must present their plan in the most precise manner possible. The workshop was overall an interactive question-answer session and ended with the speakers clearing the doubts of the students.

### **Some questions from the session -**

1. "You must have faced different types of questions from the jury panel. Could you tell us about the most challenging questions that you faced and how you handled them?"

- Ziaul Haque, Agri Business Management, Batch 2021-2023

2. "Participating in a group for B plan sometimes leads to a clash of different ideas. On what basis can one decide which idea is better? Also, how to address such differences?"

- Suraj Datta, Agri Business Management, Batch 2021-2023

### **Feedback:**

1. "It was a very informative and engaging session, we gained insight into the basic framework of the B-Plan competition as well as the idea and inputs which should be taken care of while presenting the business plan." -Anisha Sinha, Agri Business Management, Batch 2021-2023

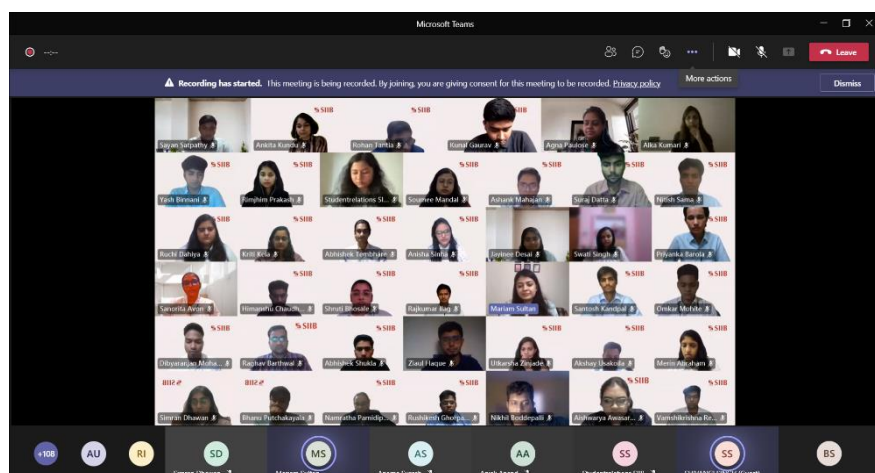
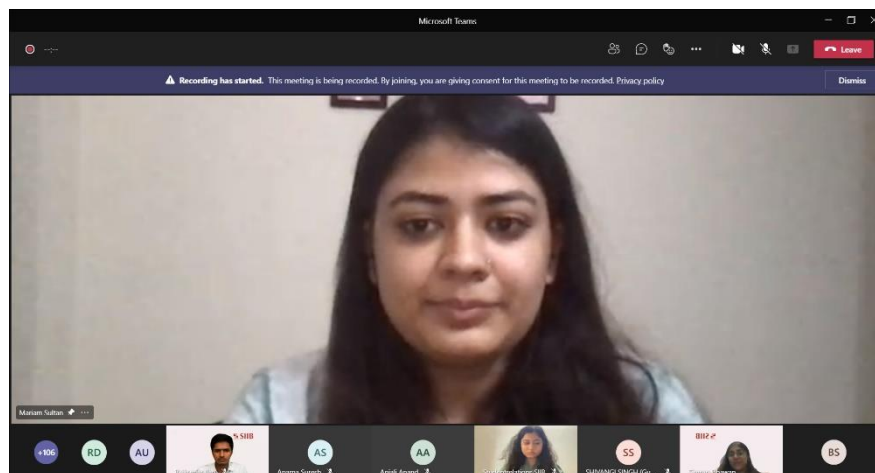
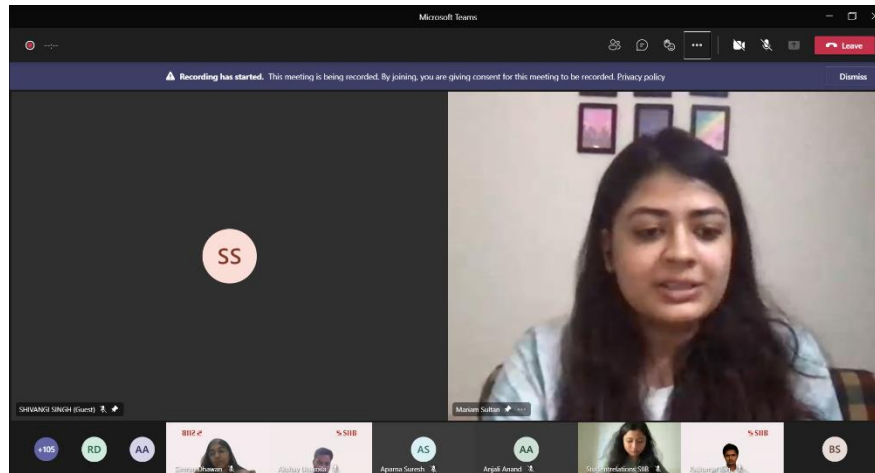
2. "The session was very interactive and engaging. We gained insight on the basic components of a B-plan, and the points to keep in mind while formulating and presenting one."

- Shruti Bhosale, Agri Business Management, Batch 2021-2023

### **Overall Feedback:**

The session helped the students understand the essentials of a B-plan, its preparation, and its presentation. It also cleared their doubts on B-plan competitions, along with the dos and don'ts associated with it.

# Pictures:



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**Webinar Invitation || Seedworks & SIIB**

15 messages

**SIIB: Placements** <placements@siib.ac.in>

Wed, Sep 1, 2021 at 10:15 AM

To: Ghanshyam Chandra Singh &lt;Ghanshyam.singh@seedworks.com&gt;

Cc: "Dr. Asmita Chitnis" &lt;director@siib.ac.in&gt;, Anuja Zanzad &lt;officer@siib.ac.in&gt;

Dear Ghanshyam Sir,

***Greetings from Symbiosis Institute of International Business!***

We are happy to invite **Mr. Vinayak Raman Sharma** to **SIIB** for a webinar for our **MBA-Agri Business students**.

The dates available for the workshop are mentioned below:

- 4th Sept 2021, Saturday (After 5 PM IST)
- 5th Sept 2021, Sunday (After 5 PM IST)

Also, below are some of the topics we would like to suggest for the webinar:

- Digital Transformation of Indian Seed Business
- Potential of Indian Seed Market
- Strategic Approach for Indian Seed Marketing

**Alternatively, you may let us know Vinayak Sir's availability, we will check internally if we can accommodate the same.**

We are also open to any other topic based on Vinayak Sir's preference.

Requesting you to kindly confirm the date &amp; topic for the workshop.

In the case of any queries and further requirements, feel free to contact the undersigned.

**Regards,****Akhil Sharma, 7018700618****Smriti Parashar, 8709130980****Corporate Relations and Placement Cell****Symbiosis Institute of International Business (SIIB)**

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

W: [www.siib.ac.in](http://www.siib.ac.in) E: [placements@siib.ac.in](mailto:placements@siib.ac.in)

---

Ghanshyam Chandra Singh <ghanshyam.singh@seedworks.com>

Wed, Sep 1,  
2021 at 10:19  
AM

To: "SIIB: Placements" <placements@siib.ac.in>

Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>, Vinayak Raman Sharma <vinayak.sharma@seedworks.com>

Noted Placement team . Will get back to you after discussing with him .

Rgds

GS

**From:** SIIB: Placements <placements@siib.ac.in>

**Sent:** 01 September 2021 10:15

**To:** Ghanshyam Chandra Singh <ghanshyam.singh@seedworks.com>

**Cc:** Dr. Asmita Chitnis <director@siib.ac.in>; Anuja Zanzad <officer@siib.ac.in>

**Subject:** Webinar Invitation || Seedworks & SIIB

Dear Ghanshyam Sir,

***Greetings from Symbiosis Institute of International Business!***

We are happy to invite **Mr. Vinayak Raman Sharma** to **SIIB** for a webinar for our **MBA-Agri Business students**.

The dates available for the workshop are mentioned below:

- 4th Sept 2021, Saturday (After 5 PM IST)
- 5th Sept 2021, Sunday (After 5 PM IST)

Also, below are some of the topics we would like to suggest for the webinar:

- Digital Transformation of Indian Seed Business
- Potential of Indian Seed Market
- Strategic Approach for Indian Seed Marketing

**Alternatively, you may let us know Vinayak Sir's availability, we will check internally if we can accommodate the same.**

We are also open to any other topic based on Vinayak Sir's preference.

Requesting you to kindly confirm the date & topic for the workshop.

In the case of any queries and further requirements, feel free to contact the undersigned.

**Regards,**

**Akhil Sharma, 7018700618**

**Smriti Parashar, 8709130980**

**Corporate Relations and Placement Cell**

**Symbiosis Institute of International Business (SIIB)**

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

W: [www.siib.ac.in](http://www.siib.ac.in) E: [placements@siib.ac.in](mailto:placements@siib.ac.in)

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**SIIB: Placements** <placements@siib.ac.in>

Wed, Sep 1, 2021 at  
10:28 AM

To: Ghanshyam Chandra Singh <ghanshyam.singh@seedworks.com>

Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>, Vinayak Raman Sharma <vinayak.sharma@seedworks.com>

Dear Ghanshyam Sir,

Thank you for your prompt response.

We look forward to building a strong and fruitful relationship with your esteemed organization.

In case of any queries and further information feel free to contact the undersigned.

Regards,

Akhil Sharma, 7018700618

Smriti Parashar, 8709130980

Corporate Relations and Placement Cell

Symbiosis Institute of International Business (SIIB)

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

W: [www.siib.ac.in](http://www.siib.ac.in) E: [placements@siib.ac.in](mailto:placements@siib.ac.in)

[Quoted text hidden]

---

**Vinayak Raman Sharma** <vinayak.sharma@seedworks.com> Wed, Sep 1, 2021 at 4:24 PM  
To: Ghanshyam Chandra Singh <ghanshyam.singh@seedworks.com>, "SIIB: Placements"  
<placements@siib.ac.in>  
Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Dear Placement Team,

Will it be possible to have this session on any working day in week of 6<sup>th</sup> September, except 8<sup>th</sup> September?

Regards,

Vinayak

[Quoted text hidden]

---

**SIIB: Placements** <placements@siib.ac.in> Wed, Sep 1, 2021 at 4:54 PM  
To: Vinayak Raman Sharma <vinayak.sharma@seedworks.com>  
Cc: Ghanshyam Chandra Singh <ghanshyam.singh@seedworks.com>, "Dr. Asmita Chitnis"  
<director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Dear Vinayak Sir,

**Greetings!**

We can schedule the webinar on any of the following dates at your convenience.

- 7th September 2021 (After 5 PM IST)
- 9th September 2021 (After 5 PM IST)

Requesting you to kindly confirm the date & topic for the workshop.

In the case of any queries and further requirements, feel free to contact the undersigned.

**Regards,**

**Akhil Sharma, 7018700618**

**Smriti Parashar, 8709130980**

**Corporate Relations and Placement Cell**

**Symbiosis Institute of International Business (SIIB)**

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

W: [www.siib.ac.in](http://www.siib.ac.in) E: [placements@siib.ac.in](mailto:placements@siib.ac.in)

[Quoted text hidden]

---

**Vinayak Raman Sharma** <vinayak.sharma@seedworks.com>

Wed, Sep 1, 2021 at  
5:20 PM

To: "SIIB: Placements" <placements@siib.ac.in>

Cc: Ghanshyam Chandra Singh <ghanshyam.singh@seedworks.com>, "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Dear Team SIIB,

Thank you so much for accommodating.

I confirm my participation for the date of 9<sup>th</sup> September @ 5 PM and the topic I will be picking is "Digital Transformation of Indian Seed Business". I will be touching a bit about seed market scenario and about our organisation. But major part would be on Digital journey in seed business.

Appreciate, if you can send a calendar invite as per timings, to block my calendar.

Regards,

Vinayak

[Quoted text hidden]



[Quoted text hidden]

---

**SIIB: Placements** <placements@siib.ac.in>

Wed, Sep 1, 2021  
at 5:30 PM

To: Vinayak Raman Sharma <vinayak.sharma@seedworks.com>

Cc: Ghanshyam Chandra Singh <ghanshyam.singh@seedworks.com>, "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Dear Vinayak Sir,

Thank you for confirming your participation.

Please let us know if we can shift the timings of the webinar to **5.30 PM** as students have their academic commitments till 5.00 PM

Sincere apologies for the inconvenience caused.

**Regards,**

**Akhil Sharma, 7018700618**

**Smriti Parashar, 8709130980**

**Corporate Relations and Placement Cell**

**Symbiosis Institute of International Business (SIIB)**

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

W: [www.siib.ac.in](http://www.siib.ac.in) E: [placements@siib.ac.in](mailto:placements@siib.ac.in)

[Quoted text hidden]

---

**Vinayak Raman Sharma** <vinayak.sharma@seedworks.com>

Wed, Sep 1, 2021 at 5:36  
PM

To: "SIIB: Placements" <placements@siib.ac.in>

Cc: Ghanshyam Chandra Singh <ghanshyam.singh@seedworks.com>, "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>



Perfectly fine to keep it 5.30 or even 6 also is okay with me.

[Quoted text hidden]

---

**SIIB: Placements** <placements@siib.ac.in>

Wed, Sep 1, 2021  
at 5:47 PM

To: Vinayak Raman Sharma <vinayak.sharma@seedworks.com>  
Cc: Ghanshyam Chandra Singh <ghanshyam.singh@seedworks.com>, "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Dear Vinayak Sir,

Thank you so much for your consideration.

We will send the calendar invite of **6.00 PM, 9th September 2021** shortly.

Looking forward to hosting you virtually.

In the case of any queries and further requirements, feel free to contact the undersigned.

**Regards,**

**Akhil Sharma, 7018700618**

**Smriti Parashar, 8709130980**

**Corporate Relations and Placement Cell**

**Symbiosis Institute of International Business (SIIB)**

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

W: [www.siib.ac.in](http://www.siib.ac.in) E: [placements@siib.ac.in](mailto:placements@siib.ac.in)

[Quoted text hidden]

---

**Vinayak Raman Sharma** <vinayak.sharma@seedworks.com>

Thu, Sep 2, 2021 at 11:26 AM

To: "SIIB: Placements" <placements@siib.ac.in>

Cc: Ghanshyam Chandra Singh <ghanshyam.singh@seedworks.com>, "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>, Anjali Manral <anjali.manral@seedworks.com>, Shivani Thukral <shivani.thukral@seedworks.com>

Dear Team SIIB

Please keep my colleagues Anjali and Shivani e-connected in mail (including our HR head Mr Ghanshyam) in the invite list for this session.

Warm Regards,  
Vinayak Raman  
+91-7702555286

Get [Outlook for iOS](#)

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**From:** SIIB: Placements <[placements@siib.ac.in](mailto:placements@siib.ac.in)>

**Sent:** Wednesday, September 1, 2021 5:47:17 PM

[Quoted text hidden]

[Quoted text hidden]

---

**SIIB: Placements** <[placements@siib.ac.in](mailto:placements@siib.ac.in)>

Thu, Sep 2, 2021 at  
11:50 AM

To: Vinayak Raman Sharma <[vinayak.sharma@seedworks.com](mailto:vinayak.sharma@seedworks.com)>

Cc: Ghanshyam Chandra Singh <[ghanshyam.singh@seedworks.com](mailto:ghanshyam.singh@seedworks.com)>, "Dr. Asmita Chitnis" <[director@siib.ac.in](mailto:director@siib.ac.in)>, Anuja Zanzad <[officer@siib.ac.in](mailto:officer@siib.ac.in)>, Anjali Manral <[anjali.manral@seedworks.com](mailto:anjali.manral@seedworks.com)>, Shivani Thukral <[shivani.thukral@seedworks.com](mailto:shivani.thukral@seedworks.com)>

Dear Vinayak Sir,

***Greetings of the day!***

We have shared the calendar invite with everyone as instructed.

Also, please find below the details of the webinar for your reference.

**Topic:** Digital Transformation of Indian Seed Business

**Date and Time:** 6.00 PM, 9th September 2021

**Platform:** Microsoft Teams

**Link:** [Click here to join the meeting](#)

In the case of any queries and further requirements, feel free to contact the undersigned.

**Regards,**

**Akhil Sharma, 7018700618**

**Smriti Parashar, 8709130980**

**Corporate Relations and Placement Cell**

**Symbiosis Institute of International Business (SIIB)**

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

W: [www.siib.ac.in](http://www.siib.ac.in) E: [placements@siib.ac.in](mailto:placements@siib.ac.in)

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**SIIB: Placements** <[placements@siib.ac.in](mailto:placements@siib.ac.in)>

Wed, Sep 8, 2021 at 11:53 AM

To: Ghanshyam Chandra Singh <[ghanshyam.singh@seedworks.com](mailto:ghanshyam.singh@seedworks.com)>

Cc: "Dr. Asmita Chitnis" <[director@siib.ac.in](mailto:director@siib.ac.in)>, Anuja Zanzad <[officer@siib.ac.in](mailto:officer@siib.ac.in)>

Dear Ghanshyam Sir,

***Greetings of the day!***

We request you to please share the bio and photo of Mr. Vinayak Raman Sharma Sir for the introduction in tomorrow's webinar.

Looking forward to building a strong and fruitful relationship with your esteemed organization.

In case of any queries and further information feel free to contact the undersigned.

**Regards,**

**Akhil Sharma, 7018700618**

**Corporate Relations and Placement Cell**

**Symbiosis Institute of International Business (SIIB)**

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W: [www.siib.ac.in](http://www.siib.ac.in) E: [placements@siib.ac.in](mailto:placements@siib.ac.in)

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---

**Ghanshyam Chandra Singh** <[ghanshyam.singh@seedworks.com](mailto:ghanshyam.singh@seedworks.com)>

Wed, Sep 8, 2021 at  
2:41 PM

To: "SIIB: Placements" <[placements@siib.ac.in](mailto:placements@siib.ac.in)>

FYI pL

**From:** Vinayak Raman Sharma <[vinayak.sharma@seedworks.com](mailto:vinayak.sharma@seedworks.com)>

**Sent:** 08 September 2021 14:03

**To:** Ghanshyam Chandra Singh <[ghanshyam.singh@seedworks.com](mailto:ghanshyam.singh@seedworks.com)>

**Subject:** RE: Webinar Invitation || Seedworks & SIIB

Hi GS,

They can pick summary from below details:

- I am Vice President – Marketing (Field Crops) at SeedWorks International Pvt Ltd (a seed Company), based out of HO at Hyderabad now having 29 years of working experience.
- Graduated in Agriculture from CSKHPKV, Palampur in 1991, PGDBA from SCDL, Pune & PhD research scholar in Business Management currently in Chitkara University, Patiala.
- I started my career way back in 1992 with Bayer and further moved to other organisation DuPont, Pioneer, DCM Shriram, UPL/Advanta before joining SeedWorks.

- Started my career from front line sales position, to handle responsibilities of senior leadership in sales & marketing, exploring Business Development, Product Management, Sales Development, Digital applications in Agri business strategic marketing and Product Development.
- I have handled business responsibilities of diverse geographies of India, Pakistan, Bangladesh, Srilanka and Nepal.
- Few of the market branding and promotional campaign initiatives were acknowledged on platforms of rural marketing conclave by Economics Times, CMO Asia and Flame Asia Awards.
- Got a recognition of “Most Talented Marketing professional – 2014” by World Marketing Congress and CMO, Asia. Again in 2018 got a place among “Most influential 50 Rural Marketing Professionals of India” by World Marketing Congress.
- I am also a visitor to B Schools NIAM Jaipur, SIIB Pune, KIIT Bhuvneshwar, Utkal University Bhuvneshwar and few Agri Universities for student interactions.
- On board of advisors for College of Agri Management, Utkal University, Bhuvneshwar.
- My hobbies are playing musical instruments, watching sports and analytics is my passion so I keep learning around it.

**From:** Ghanshyam Chandra Singh <[ghanshyam.singh@seedworks.com](mailto:ghanshyam.singh@seedworks.com)>

**Sent:** 08 September 2021 11:56

**To:** Vinayak Raman Sharma <[vinayak.sharma@seedworks.com](mailto:vinayak.sharma@seedworks.com)>

**Subject:** FW: Webinar Invitation || Seedworks & SIIB

Guruji ..pl help .

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**Vin Pic 1.jpg**

140K

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**SIIB: Placements** <[placements@siib.ac.in](mailto:placements@siib.ac.in)>

Wed, Sep 8, 2021 at 2:47 PM

To: Ghanshyam Chandra Singh <[ghanshyam.singh@seedworks.com](mailto:ghanshyam.singh@seedworks.com)>

Dear Ghanshyam Sir,

Thank you for sharing the details.

We look forward to building a strong and fruitful relationship with your esteemed organization.

In case of any queries and further information feel free to contact the undersigned.

**Regards,**

**Akhil Sharma, 7018700618**

**Corporate Relations and Placement Cell**

**Symbiosis Institute of International Business (SIIB)**

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

W: [www.siib.ac.in](http://www.siib.ac.in) E: [placements@siib.ac.in](mailto:placements@siib.ac.in)

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---

**SIIB: Placements** <placements@siib.ac.in>

Fri, Sep 10, 2021 at  
11:00 AM

To: Vinayak Raman Sharma <vinayak.sharma@seedworks.com>

Cc: Ghanshyam Chandra Singh <ghanshyam.singh@seedworks.com>, "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Dear Vinayak Sir,

***Greetings of the day!***

We would like to extend our gratitude to you for such an informative and insightful session.

Looking forward to such interactions in the future as well.

We wish to build a strong and fruitful relationship with your esteemed organization.

**Regards,**

**Akhil Sharma, 7018700618**

**Corporate Relations and Placement Cell**

**Symbiosis Institute of International Business (SIIB)**

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

W: [www.siib.ac.in](http://www.siib.ac.in) E: [placements@siib.ac.in](mailto:placements@siib.ac.in)

[Quoted text hidden]

# GUEST LECTURE REPORT

**Date of Conduct:** 9<sup>th</sup> September 2021

**Duration:** 2 hours 15 mins

**Speaker's Name & Designation:** Mr. Vinayak Raman Sharma, VP - Marketing (Field Crops)

**Organization:** Seedworks International Pvt. Ltd.

**HOD/Concerned Faculty Head:** Student Relations/Ms. Anuja Zanzad

**Batch:** Agri Business Management, Batch 2020-2022 & Batch 2021-2023

**No of students present:** 115+

## Synopsis:

On the 9th of September 2021, the batches of MBA - AB, 2020-22, and 2021-23 attended a Webinar by Mr. Vinayak Raman Sharma, VP - Marketing (Field Crops), Seedworks International Pvt. Ltd. The topic for the session was "Digital Transformation of Indian Seed Business".

Mr. Vinayak began the discussion by presenting an overview of the seed industry. He emphasized that seeds are the most rational purchase in the farming process where brands matter more. He added that the Indian seed industry has a prospective market growth rate of 13.6 percent, which is considerably higher than the global seed industry (3.3 percent). Mr. Vinayak also pointed out some interesting facts about the hybrid seed market. Further in the session, he talked about the journey of Seedworks, and the three pillars (DNA) on which it stands, 'Collaboration and Teamwork,' 'Openness and Transparency,' and 'Data-Driven Decisions'. While citing noteworthy findings of the social media platforms, he shared the company's digital transformation experience throughout the pandemic, with their ambition of becoming 'Amazon of Seedworks'. Some of their noteworthy campaigns include 'Prerak selfie,' 'Three Stage Crop shoot,' 'Kushal Kisan,' and 'US Agristar Redemption Mela'. They also conducted webinars for brand visibility and audience engagement, along with an interactive program on Digidice with farmers. Mr. Vinayak also shared the company's strategy to go "Phygital" (both digital and physical) in the days to come.

Mr. Ghanshyam Singh, VP-HR at Seedworks International Pvt. Ltd, Anjali Manral, Deputy Manager-Sales effectiveness (Mustard & Millet), and Shivani Thukral, Deputy Crop Manager (Cotton), were also present in the session. The webinar concluded with an intriguing round of questions and answers.

## Some questions from the session -

1. " A newly introduced technology called 'Cloud Computing' enables seamless storage of data such as breeding, selection, and transmit this information to seed companies for a better price of seeds and their production. How this will bridge the gap between technology, enterprises, and farmers of India?"  
- Sahil Pazare, Agri Business Management, Batch 2020-2022

2. "With respect to the pandemic and its impact on the entire Agri sector, the entire sector and its various players have identified Digital/phygital in Agri input or even Agri fintech as the way forward. So what strategies have you identified as an organization to get an edge over your competitors to leave a mark on the digital Agri landscape?"  
- Pragya Dubey, Agri Business Management, Batch 2020-2022

## Feedback:

1. "It was an informative session, we learned a lot about the seed sector and the use of digital marketing in brand awareness. The experience shared by Shivani Ma'am and Anjali Ma'am gave a better understanding of the sector and the work involved."

-Abhishek Tembhare, Agri Business Management, Batch 2021-2023

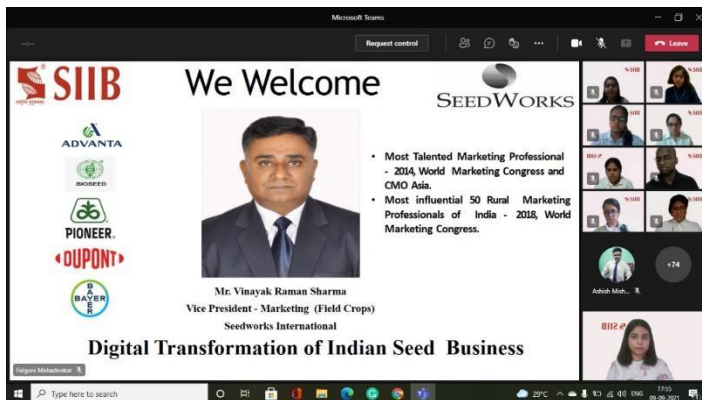
2. "The session was very informative with many insights about the company and the seed industry as a sector. The interaction provided us with not just theoretical insights but also much-needed guidance from our eminent alumni."

- Agna Maria Paulose, Agri Business Management, Batch 2020-2022

### Overall Feedback:

The lecture provided students with an overview of the seed industry, as well as current prospects and difficulties in the sector. It also assisted them in developing a better awareness of digital platforms and the marketing opportunities they provide.

### Pictures:



---

**Invitation for Guest Lecture || Reliance Retail & SIIB**

5 messages

**SIIB: Placements** <placements@siib.ac.in>Tue, Aug 17, 2021 at 12:11  
PM

To: praveen.wagh@ril.com

Cc: Praveen Wagh &lt;praveen.wagh@gmail.com&gt;, "Dr. Asmita Chitnis" &lt;director@siib.ac.in&gt;, Anuja Zanzad &lt;officer@siib.ac.in&gt;

Dear Praveen Sir,

Greetings from **Symbiosis Institute of International Business!**

We hope that this email finds you and your family in good health.

*This is in reference to our discussion regarding the Guest Lecture.*

On behalf of SIIB, I would like to express our sincere gratitude to you for accepting the Invitation as a Key-Note Speaker for a Webinar for the students of SIIB. We are highly obliged to have you for the same.

As discussed, the Guest Lecture is scheduled on **Saturday 11<sup>th</sup> September 2021, 10:00 am** onwards.

We will be sharing a list of topics for the Webinar soon.

We are excited to hear you speak and gain valuable insights from the session!

For any further assistance & discussion, please feel free to contact the undersigned.

**Regards,****Afshan Bhandula, +91-7015486733****Rohan Sen, +91-8551067855****Corporate Relations and Placement Cell****Symbiosis Institute of International Business (SIIB)**

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

W: [www.siib.ac.in](http://www.siib.ac.in) E: [placements@siib.ac.in](mailto:placements@siib.ac.in)

---

**SIIB: Placements** <placements@siib.ac.in>Thu, Aug 19, 2021 at 12:08  
PM

To: praveen.wagh@ril.com

Cc: Praveen Wagh &lt;praveen.wagh@gmail.com&gt;, "Dr. Asmita Chitnis" &lt;director@siib.ac.in&gt;, Anuja Zanzad &lt;officer@siib.ac.in&gt;



Dear Praveen Sir,

As per our last discussion, please find the list of topics attached along with this mail.

Kindly let us know which topic you would like to take the lecture on. We are extremely delighted to have you with us and gain valuable insights from the session.

For any further assistance & discussion, please feel free to contact the undersigned.

**Regards,**

**Afshan Bhandula, +91-7015486733**

**Rohan Sen, +91-8551067855**

**Corporate Relations and Placement Cell**

**Symbiosis Institute of International Business (SIIB)**

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

W: [www.siib.ac.in](http://www.siib.ac.in) E: [placements@siib.ac.in](mailto:placements@siib.ac.in)

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**WEBINAR TOPICS.pdf**

105K

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**Praveen Wagh** <praveen.wagh@gmail.com>

Tue, Aug 31, 2021 at 10:09 AM

To: "SIIB: Placements" <placements@siib.ac.in>

Cc: Anuja Zanzad <officer@siib.ac.in>, "Dr. Asmita Chitnis" <director@siib.ac.in>, praveen.wagh@ril.com

Dear Arshad

I would like to talk on following topic

“food supply chain eco system - challenges in post COVID world”

I assume it would be 1 hr session including Q&A

[Quoted text hidden]

[Quoted text hidden]



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--  
Rgds,  
Praveen Wagh  
9619716441

---

**SIIB: Placements** <placements@siib.ac.in> Tue, Aug 31, 2021 at 11:54 AM  
To: Praveen Wagh <praveen.wagh@gmail.com>  
Cc: Anuja Zanzad <officer@siib.ac.in>, "Dr. Asmita Chitnis" <director@siib.ac.in>, praveen.wagh@ril.com

Dear Praveen Sir,

Thankyou for your response.

On behalf of SIIB, I would like to express our sincere gratitude to you for accepting the Invitation as a Key-Note Speaker for a Webinar for the students of SIIB. We are highly obliged to have you for the same.

As per your confirmation, we have blocked our calendar for you on **11 September, 2021 from 10-11 am**. We would be sharing the Microsoft Teams meeting link for the same shortly.

We are excited to hear you speak and gain valuable insights from the session!

For any further assistance & discussion, please feel free to contact the undersigned.

**Regards,**

**Afshan Bhandula, +91-7015486733**

**Rohan Sen, +91-8551067855**

**Corporate Relations and Placement Cell**

**Symbiosis Institute of International Business (SIIB)**

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

W: [www.siib.ac.in](http://www.siib.ac.in) E: [placements@siib.ac.in](mailto:placements@siib.ac.in)

[Quoted text hidden]

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**SIIB: Placements** <placements@siib.ac.in> Wed, Sep 8, 2021 at 1:01 PM  
To: Praveen Wagh <praveen.wagh@gmail.com>  
Cc: Anuja Zanzad <officer@siib.ac.in>, "Dr. Asmita Chitnis" <director@siib.ac.in>, praveen.wagh@ril.com

Dear Praveen Sir,

Greetings of the Day!

As per the previous email, please find the below link to join on 11 September,2021 at 10am

[Click here to join the meeting](#)

We are excited to hear you speak and gain valuable insights from the session!

For any further assistance & discussion, please feel free to contact the undersigned.

**Regards,**

**Afshan Bhandula, +91-7015486733**

**Rohan Sen, +91-8551067855**

**Corporate Relations and Placement Cell**

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## Workshop Report

Workshop Title: "Food supply chain eco system - challenges in post COVID world"

Date of Conduct: 11<sup>th</sup> September, 2021

Duration: 1 hour

Speaker's Name & Designation:

- **Mr. Praveen Wagh (SIIB'2003) General Manager, Reliance Retail**

HOD/Concerned Faculty Head: Miss Anuja Zanzad / Student Relations

Batch: 2020-22 MBA IB & AB

No of students present: 210+

Short Synopsis of the Workshop:

On 11<sup>th</sup> of September, the students of MBA International Business and Agrl Business 2020-2022 batch witnessed an intriguing workshop convened by Mr. Praveen Wagh, General Manager at Reliance Retail. In his speech, Mr. Praveen explained about Food supply chain eco system - challenges in post COVID world.

Mr. Praveen shared stories back from his college days at SIIB, where he learnt the management skills and that gave his life a new turn. He shared facts about the global leaders of agriculture production and explained on how it contributes to GDP. He emphasized on how India can generate more revenue in agriculture using SWOT analysis. He also said that it is necessary to look forward to opportunities and find alternatives that will help us emerge above the hardships that we are facing rather than zoom into the hurdles. Agriculture is one of the least affected areas amongst all irrespective of Covid scenario, and we should make the most out of it. He ended the lecture with an interactive Q&A session answering the queries of students about the field and other problems.

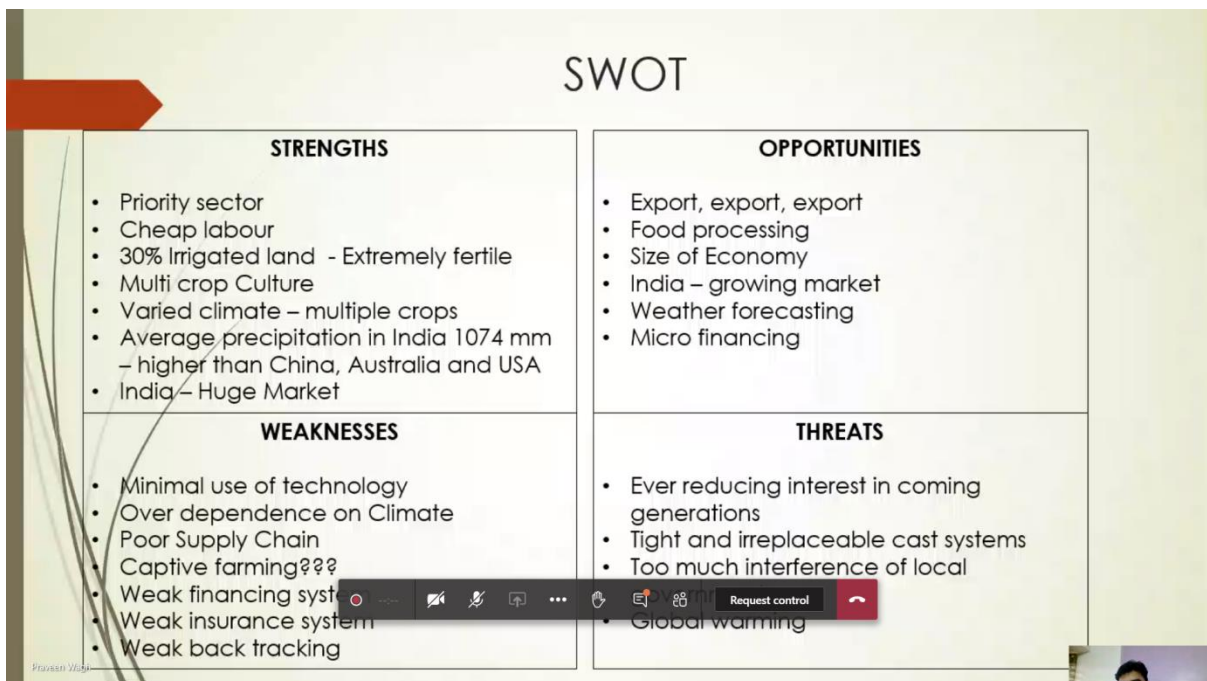
Student's Feedback:

1. "Overall both the sessions were very interactive and knowledgeable. The way of explaining was very impressive and I got to learn many new things from the session. It also cleared my doubt regarding finance sector and how to grow my carrier in finance."  
-Pragya Dubey, MBA- Agri Business, Batch 2020-2022.
2. "The session was very helpful as we got to know what are the multiple challenges that farmers have to face. We also got an insight of upstream and downstream challenges in agriculture value chain. It was very insightful and students learnt a lot."

-Akhil Sharma, MBA-.Agri Business, Batch 2020-2022

Overall Feedback: It was a very intellectual and lively session which motivated the students on how they could grow in the current situation and making yourself better and achieve great success in their career.

Pictures:



Recording has started. This meeting is being recorded. By joining, you are giving consent for this meeting to be recorded. [Privacy policy](#) Dismiss

The image shows a Zoom meeting interface. At the top, a notification states "Recording has started. This meeting is being recorded. By joining, you are giving consent for this meeting to be recorded. Privacy policy Dismiss". Below this, there are two video feeds. The left feed shows a woman with her hand near her face, labeled "Ms. Anuja Zanzari". The right feed shows a woman looking down, labeled "Dr. Ananta Chitambar". To the right of these feeds is a large pink circle containing the initials "SM", with "Souvik Modak" listed below it. Below the video feeds is a grid of circles containing initials: a blue circle with "PG" (Padmeja Ganjoo), a blue circle with "SM" (Saurabh Mittal (Guest)), and a pink circle with "PS" (Pranay Sonkar). At the bottom, there is a row of smaller circles with initials: "Amitash Degan" (+213), "SP", "AT", "EK", "Shriraj", "SR", "NC", "DT", "GP", "RS", "AT" (Ajay Tiwari), "SG", "KS", "SS", "SA", and "SH". A central control bar includes icons for video, audio, chat, and other meeting functions. The Windows taskbar is visible at the bottom of the screen.

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**Campus Engagement || Adfactors PR & SIIB**

9 messages

**SIIB: Placements** <placements@siib.ac.in>

Thu, Aug 5, 2021 at 3:30 PM

To: naman.khanijou@adfactorspr.com

Cc: Anuja Zanzad &lt;officer@siib.ac.in&gt;, "Dr. Asmita Chitnis" &lt;director@siib.ac.in&gt;

Dear Naman Sir,

**Greetings from Symbiosis Institute of International Business, Pune!***It was a pleasure connecting with you over the phone.*

Established in 1992, **Symbiosis Institute of International Business (SIIB)** is ranked as the 11th Best Private B-school in the country and 23rd Best B-school in the country. With an aim to provide a holistic pedagogy in a diverse business landscape, SIIB offers three full time, residential MBA programmes in-

- International Business
- Agribusiness and
- Energy & Environment

MBA - International Business offers specializations in Marketing, Finance, Supply Chain Management and HR.

I, **Radheya Zope**, would like to introduce myself as the SPOC for Campus Engagement Activities at **SIIB** for the academic year 2021-2022. We are extending an invitation to your esteemed organization, **Adfactors PR** to open new avenues of synergy through *Final Placements, Summer Internship Program, Live Projects and various other corporate engagement activities.*

*As discussed on call, please find attached the batch profile of MBA - 2020-2022 (Energy & Environment, Finance & Supply Chain Management) and the course curriculums for your kind perusal.*

For more details about our institute, please refer to the following links.

- [Website](#)
- [Corporate Brochure 21-22](#)

In case of any queries and further information feel free to contact the undersigned. Looking forward to hearing from you!

**Regards,****Radheya Zope +91 7900149659****Deby S. +91 7406842400****Corporate Relations and Placement Cell**

**Symbiosis Institute of International Business (SIIB)**

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

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**3 attachments**

 **Energy & Environment - Course Curriculum\_SIIB.pdf**  
182K

 **International Business - Course Curriculum\_SIIB.pdf**  
119K

 **MBA\_Batch Profile\_2020-22.xlsx**  
32K

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**SIIB: Placements** <placements@siib.ac.in>

Tue, Aug 10, 2021 at 11:59 AM

To: naman.khanijou@adfactorspr.com

Cc: Anuja Zanzad <officer@siib.ac.in>, "Dr. Asmita Chitnis" <director@siib.ac.in>

Dear Naman Sir,

**Greetings from Symbiosis Institute of International Business, Pune!**

*It was a pleasure interacting with you over the phone!*

Further to our discussion on call, I would like to invite you on behalf of SIIB for an interactive guest lecture with the **MBA batch of 2020-22**. It would be really great to have you share your insights with us on a relevant topic.

This interaction with the batch would be beneficial in initiating a fruitful and long standing engagement between **Adfactors PR** and **SIIB**.

We would also like to propose a corporate meeting with you and your team for the discussion on opportunities in ESG and other relevant subject areas. I sincerely request you to kindly let us know your availability for the same.

In case of any queries, feel free to contact the undersigned. Looking forward to hearing from you.

**Regards,**

**Radheya Zope +91 7900149659**

**Deby S. +91 7406842400**

**Corporate Relations and Placement Cell**

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---

**Naman Khanijou** <naman.khanijou@adfactorspr.com>

Thu, Aug 19, 2021 at 12:40  
PM

To: "SIIB: Placements" <placements@siib.ac.in>

Cc: Anuja Zanzad <officer@siib.ac.in>, "Dr. Asmita Chitnis" <director@siib.ac.in>

Hello Radheya,

Hope you are well.

Thanks for your e-mail and I am equally delighted to conduct a guest lecture for the MBA batch of 2020-22. I am comfortable with 29 August 2021 for conducting the same.

Broad outline of the topics to be covered in the lecture are:

- Deconstructing ESG / ESG ecosystem: What, Why, Who, How
- Sector-wise material issues, gap analysis, benefits, opportunities
- Cost of Mistakes : Not adhering to either E, S or G pillars
- ESG Funds and indices (India)
- Busting Myths surrounding ESG investing
- Some examples (Stock price vs Clean energy transition)
- Adfactors ESG services

I am optimistic about this engagement and let's see how this goes.

Regards,

Naman Khanijou | Associate Account Director | Mumbai

**Adfactors PR** | M: +91 7506325899 | T: 022 6757 4444

[Website](#) | [Blog](#) | [Facebook](#) | [Twitter](#) | [LinkedIn](#) | [Instagram](#)

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---

**Naman Khanijou** <naman.khanijou@adfactorspr.com>

Thu, Aug 19, 2021 at 3:02 PM

To: "SIIB: Placements" <placements@siib.ac.in>

Cc: Anuja Zanzad <officer@siib.ac.in>, "Dr. Asmita Chitnis" <director@siib.ac.in>

Hello Radheya,

I forgot to confirm regarding the remuneration for the guest lecture as per the SIIB policy. Awaiting your confirmation regarding the same.

Best,

Naman

[Quoted text hidden]

---

**SIIB: Placements** <placements@siib.ac.in>

Mon, Aug 23, 2021 at 11:16 AM

To: Naman Khanijou <naman.khanijou@adfactorspr.com>

Cc: Anuja Zanzad <officer@siib.ac.in>, "Dr. Asmita Chitnis" <director@siib.ac.in>

Dear Naman Sir,

Greetings of the day! Hope this email finds you well.

As discussed on the phone, please find attached the **declaration form** to be filled by you. Kindly share a signed copy at the earliest convenience.

We would like to confirm the date **29th August 2021, 11 am** for the guest lecture on the topics specified in the trailing mail. Below is the link for the session.

**Meet link:** [Click here to join the meeting](#)

For further assistance, feel free to contact the undersigned.

**Regards,**

**Radheya Zope +91 7900149659**

**Deby S. +91 7406842400**

**Corporate Relations and Placement Cell**

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**Vendor declaration for Section 206AB\_ SIIB.docx**

29K

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**SIIB: Placements** <placements@siib.ac.in>

Fri, Aug 27, 2021 at 11:46 AM

To: Naman Khanijou <naman.khanijou@adfactorspr.com>

Cc: Anuja Zanzad <officer@siib.ac.in>, "Dr. Asmita Chitnis" <director@siib.ac.in>

Dear Naman Sir,

**Greetings!**

Hope this mail finds you in good health. As discussed, the guest lecture has been rescheduled on **Sunday, 29th August 2021 @ 1PM**. The batch has been informed about the new timings.

**The meeting link will remain the same.**

**Requesting you to kindly acknowledge the same.**

For any other queries, feel free to contact the undersigned.

Regards,

Radheya Zope + 91 7900149659

Deby S. +91 7406842400

Corporate Relations and Placement Cell

Symbiosis Institute of International Business (SIIB)

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

W: [www.siib.ac.in](http://www.siib.ac.in) E: [placements@siib.ac.in](mailto:placements@siib.ac.in)

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**Naman Khanijou** <naman.khanijou@adfactorspr.com>

Fri, Aug 27, 2021 at 3:20 PM

To: "SIIB: Placements" <placements@siib.ac.in>

Cc: Anuja Zanzad <officer@siib.ac.in>, "Dr. Asmita Chitnis" <director@siib.ac.in>

Thanks for the timing confirmation Radheya. Looks good.

My Bank account details are as under:

Name: NAMAN KHANIJOU

Bank: ICICI BANK

ACC NO. – 119601513550

IFSC: ICIC0001196

PAN – BCIPK0252P

I'll share the vendor application form once I speak and clarify a few things with the concerned person.

Cheers,

Naman

**From:** SIIB: Placements [mailto:[placements@siib.ac.in](mailto:placements@siib.ac.in)]

**Sent:** 27 August 2021 11:46

**To:** Naman Khanijou <[naman.khanijou@adfactorspr.com](mailto:naman.khanijou@adfactorspr.com)>

**Cc:** Anuja Zanzad <[officer@siib.ac.in](mailto:officer@siib.ac.in)>; Dr. Asmita Chitnis <[director@siib.ac.in](mailto:director@siib.ac.in)>

**Subject:** Re: Campus Engagement | | Adfactors PR & SIIB

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**SIIB: Placements** <[placements@siib.ac.in](mailto:placements@siib.ac.in)>

Mon, Aug 30, 2021 at 1:32 PM

To: Naman Khanijou <[naman.khanijou@adfactorspr.com](mailto:naman.khanijou@adfactorspr.com)>

Cc: Anuja Zanzad <[officer@siib.ac.in](mailto:officer@siib.ac.in)>, "Dr. Asmita Chitnis" <[director@siib.ac.in](mailto:director@siib.ac.in)>

Dear Naman Sir,

Greetings of the day!

The batch of **Energy and Environment (2020-22)** and **International Business (Finance) (2020-22)** are grateful to you for such an insightful session. I request you to share with us the PPT which was presented during the session.

Do kindly share with us your signed Vendor Verification form.

For any further information, please feel free to contact the undersigned.

Regards,

Radheya Zope +91 7900149659

Deby S. +91 7406842400

Corporate Relations and Placement Cell

**Symbiosis Institute of International Business (SIIB)**

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

W: [www.siib.ac.in](http://www.siib.ac.in) E: [placements@siib.ac.in](mailto:placements@siib.ac.in)

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**Naman Khanijou** <naman.khanijou@adfactorspr.com>

Mon, Aug 30, 2021 at 2:18 PM

To: "SIIB: Placements" <placements@siib.ac.in>

Cc: Anuja Zanzad <officer@siib.ac.in>, "Dr. Asmita Chitnis" <director@siib.ac.in>

Hello Radheya,

PFA the vendor verification form. Will share the ppt separately.

Thanks,

[Quoted text hidden]



**Vendor declaration for Section 206AB\_ SIIB.docx**  
28K

## **Workshop by Mr. Naman Khanijou**

**Date of Conduct:** 29<sup>th</sup> August 2021

**Duration:** 1 hour

**Speaker's Name & Designation:** Mr. Naman Khanijou, Associate Account Director

**Organization:** Adfactors PR

**HOD/Concerned Faculty Head:** Ms. Anuja Zanzad/Corporate Relations Team

**Batch:** Students of Batch 2020-22 (IB Specialization in Finance and Energy & Environment)

**No of students present:** 71

### **Synopsis:**

On the 29th of August 2021, the students of Batch 2020-22, IB Specialisation(Finance) and Energy and Environment, attended a Workshop by Mr. Naman Khanijou on “Deconstructing ESG/ESG Ecosystem”. The workshop was conducted by the Corporate Relations Team/Ms. Anuja Zanzad.

The objective of the workshop was to enlighten the students about Adfactor PR and what are the areas of expenditure of this company. Mr. Khanijou also talked about the Ecosystem map to point out several opportunities oriented to ESG. The discussion proceeded further with the concept of ESG integration, impact integration, and impact investing. He also explained what could impact a company resulting from the mistakes on the stock rise and provide real-life examples regarding the same.

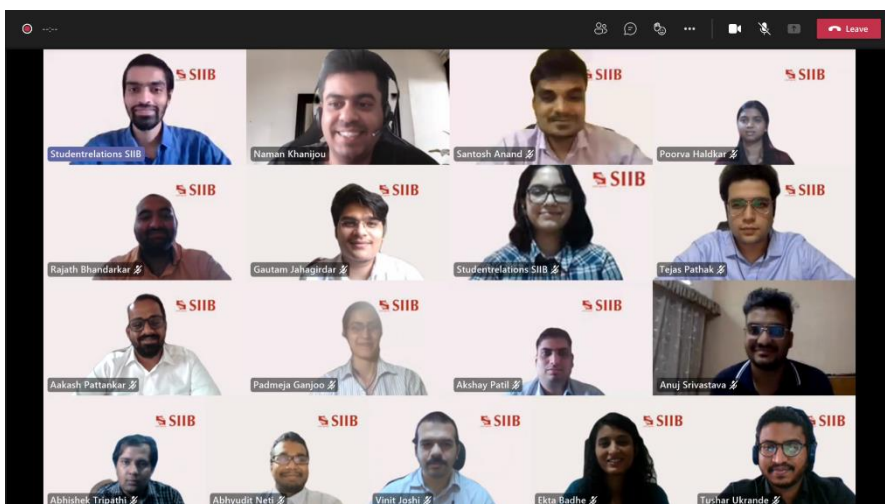
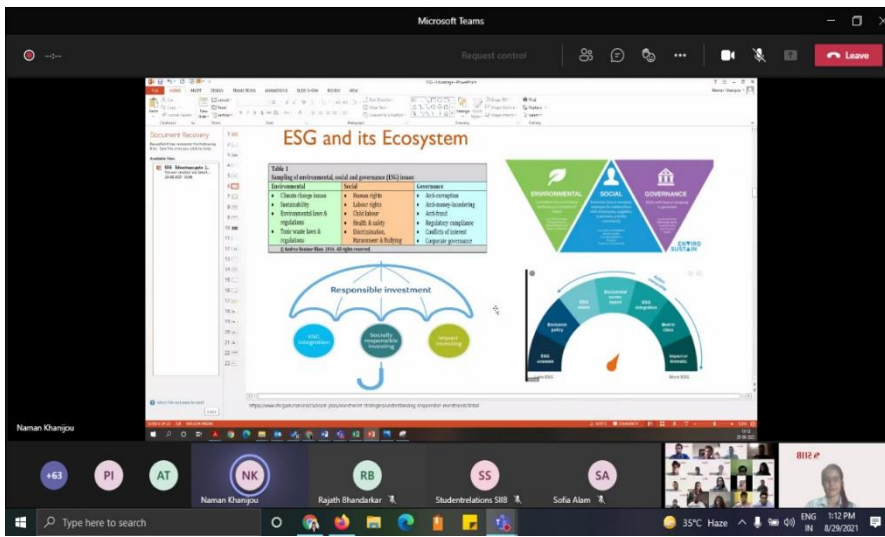
The students got to know the different job roles offered in the ESG domain and gained immense knowledge about the integration of the ecosystem. The session was overall interactive and ended with a round of questions and answers.

### **Feedback:**

1. “It was an informative session describing the key aspects of ESG and CSR. Mr Naman briefly discussed various ESG funds and their trend in Indian markets. He demystified the myths surrounding ESG funds with brilliant examples around the world.” -Rajath Bhandarkar, Energy and Environment (2020-22)

2. “The session gave insight into what ESG exactly is and elaborated how it works in the world and the difference based on industry. He went on to explain where India currently is and what it is lacking and how standardising will help in a lot of ways.” - Abhyudit Neti, Energy and Environment (2020-22)

# Pictures:









PlacementSIIB Pune <placements@siib.ac.in>

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## Invitation for Webinar || Berkadia & SIIB

9 messages

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**SIIB: Placements** <placements@siib.ac.in>

Mon, Aug 16, 2021 at 2:00 PM

To: debashish.ghosh@berkadia.com

Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Dear Debashish Sir,

**Greetings from Symbiosis Institute of International Business!**

*This is in reference to your LinkedIn conversation with Apoorv Pandey regarding the Guest Lecture Series.*

I, **Samwad Shinde**, would like to introduce myself as the SPOC for this event.

On behalf of SIIB, I would like to extend a warm invitation to you as a Key-Note Speaker for a Webinar for the students of SIIB. We would be highly obliged to have you for the same.

We thoroughly enjoyed the insights you shared last year and this year we would be glad to have you back with us.

Kindly let us know your preferred date for the session. We are excited to hear you speak and gain valuable insights from you.

For any further assistance and discussion, please feel free to contact me.

**Regards,**

**Samwad Shinde, +91-9172815977**

**Corporate Relations and Placement Cell**

**Symbiosis Institute of International Business (SIIB)**

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

W: [www.siib.ac.in](http://www.siib.ac.in) E: [placements@siib.ac.in](mailto:placements@siib.ac.in)

---

**Debashish Ghosh** <Debashish.Ghosh@berkadia.com>

Tue, Aug 17, 2021 at 7:04 PM

To: "SIIB: Placements" <placements@siib.ac.in>, "Dr. Asmita Chitnis" <director@siib.ac.in>

Cc: Anuja Zanzad <officer@siib.ac.in>

Dear Samwad,

Thank you for inviting me as a Key-Note Speaker for a Webinar with the students. I had a memorable experience from my last year's interaction. I will be happy to exchange ideas and thoughts with the students again. I just need a few additional information. Please call me around 10 am tomorrow to discuss. My no. is 9885023776.

Dear Dr Asmita,

It's a pleasure to e-connect with you. I look forward to connect with you personally. Is there a no. I can reach you at?

Best wishes

Debashish

**From:** SIIB: Placements <[placements@siib.ac.in](mailto:placements@siib.ac.in)>  
**Sent:** Monday, August 16, 2021 2:00 PM  
**To:** Debashish Ghosh <[Debashish.Ghosh@berkadia.com](mailto:Debashish.Ghosh@berkadia.com)>  
**Cc:** Dr. Asmita Chitnis <[director@siib.ac.in](mailto:director@siib.ac.in)>; Anuja Zanzad <[officer@siib.ac.in](mailto:officer@siib.ac.in)>  
**Subject:** Invitation for Webinar || Berkadia & SIIB

**EXTERNAL SENDER**

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**Director-SIIB** <director@siib.ac.in>

Wed, Aug 18, 2021 at 9:10 AM

To: Debashish Ghosh <Debashish.Ghosh@berkadia.com>

Cc: "SIIB: Placements" <placements@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Dear Mr. Ghosh,  
Happy to e-connect with you.  
You may reach me at +91 8378990833.  
Regards,

**Dr. Asmita Chitnis**

Director,  
Symbiosis Institute of International Business [SIIB]  
G.No. 174/1, [Hinjewadi](#) Taluka - Mulshi, Dist - Pune - 411057.  
[www.siib.ac.in](http://www.siib.ac.in) | [www.siu.edu.in](http://www.siu.edu.in)

[Quoted text hidden]

---

**SIIB: Placements** <placements@siib.ac.in>

Wed, Aug 18, 2021 at 12:00 PM

To: Debashish Ghosh <Debashish.Ghosh@berkadia.com>

Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Dear Debashish Sir,

Greetings from SIIB!  
It was a pleasure connecting with you.

As discussed, I confirmed with our academic coordinators and following time slots are available for the guest lecture.

Date	Time Slot
11th Sept	5 pm - 6:30 pm
12th Sept	10 am - 11:30 am
12th Sept	4pm - 5:30 pm

Please let me know a suitable time so that we can lock the calendar accordingly.  
For any further assistance and discussion, please feel free to contact me.

Regards,

Samwad Shinde, +91-9172815977

Corporate Relations and Placement Cell

Symbiosis Institute of International Business (SIIB)

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**Debashish Ghosh** <Debashish.Ghosh@berkadia.com>

Wed, Aug 18, 2021 at 1:47 PM

To: "SIIB: Placements" <placements@siib.ac.in>  
Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Dear Samwad,

It was a pleasure speaking with you too. I confirm the following time slot. Let me know if you need any other information from me.

Date	Time Slot
11th Sept	5 pm - 6:30 pm

Regards

debashish

[Quoted text hidden]

---

**SIIB: Placements** <placements@siib.ac.in>

Wed, Aug 18, 2021 at 10:05 PM

To: Debashish Ghosh <Debashish.Ghosh@berkadia.com>

Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Dear Debashish Sir,

On behalf of SIIB, I would like to express our sincere gratitude to you for accepting the Invitation as a Key-Note Speaker for a Webinar for the students of SIIB. We are highly obliged to have you for the same.

As discussed, the Guest Lecture is scheduled for **Saturday, 11th September 2021, 5 PM** onwards. We would be sharing with you a Microsoft Teams link for the same, soon.

We would be glad to hear your insights on the following topics. If you have any other topic in mind that you would like us to be updated with please let us know.

- Risk, Resilience, Reimagination: Transformation in Human capital management
- The shift from employee engagement to employee effectiveness
- Leading Individuals through change
- Importance of technology and mindset for career growth of managers amidst the challenging times
- Leveraging soft skills to climb the corporate ladder

For any further assistance and discussion, please feel free to contact me.

Regards,

Samwad Shinde, +91-9172815977

Corporate Relations and Placement Cell

Symbiosis Institute of International Business (SIIB)

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

W: [www.siib.ac.in](http://www.siib.ac.in) E: [placements@siib.ac.in](mailto:placements@siib.ac.in)

[Quoted text hidden]

---

**Debashish Ghosh** <Debashish.Ghosh@berkadia.com>

Tue, Aug 24, 2021 at 3:31 PM

To: "SIIB: Placements" <placements@siib.ac.in>

Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Dear Samwad,

Apologies for the delayed response. I would like to speak on the following topic. Let me know if you need any other information from me.

### Leveraging soft skills to climb the corporate ladder

Regards

[Quoted text hidden]

---

**SIIB: Placements** <placements@siib.ac.in>

Tue, Sep 7, 2021 at 3:00 PM

To: Debashish Ghosh <Debashish.Ghosh@berkadia.com>

Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Hello Debashish Sir,

Hope you are doing well!

Please find the link for the session scheduled for 11th September at 5 pm.

Platform	Meeting Link
Microsoft Teams	<a href="#">Webinar   Leveraging Soft Skills to Climb the Corporate Ladder</a>

Please feel free to connect in case of any query or discussion.

Thanks & Regards,

Samwad Shinde, +91-9172815977

Corporate Relations and Placement Cell

Symbiosis Institute of International Business (SIIB)

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

W: [www.siib.ac.in](http://www.siib.ac.in) E: [placements@siib.ac.in](mailto:placements@siib.ac.in)

[Quoted text hidden]

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**Debashish Ghosh** <Debashish.Ghosh@berkadia.com>

Wed, Sep 8, 2021 at 11:14 AM

To: "SIIB: Placements" <placements@siib.ac.in>

Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Thank you Sanwad. I look forward to the session.

Regards

deb

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# GUEST LECTURE REPORT

Date of Conduct: 11th September 2021

Duration: 1 hour 45 mins

Speaker's Name & Designation: Mr Debashish Ghosh, VP & Country HR Head

Organisation: Berkadia Services India Pvt. Ltd.

HOD/Concerned Faculty Head: Student Relations/Ms. Anuja Zanzad

Batch: International Business, Batch 2020-2022 & Batch 2021-2023

No of students present: 200+

## **Synopsis**

On 11th September 2021, the batches of MBA - IB, 2020-22, and 2021-23 attended a Webinar by Mr Debashish Ghosh, VP & Country HR Head, Berkadia Services India Pvt Ltd. The topic for the session was " Leveraging soft skills to climb the corporate ladder."

Mr Debashish started the session by emphasising that the corporate ladder is not an appropriate analogy as career progression does not usually follow a linear path and has many twists and turns along the way. He also talked about how with successful people - background, city of origin, whether you are introverted or extroverted, is not as relevant as it seems. He pointed out that when we graduate, we would be given a level playing field, and everything is to play for! He also stressed the importance of leadership skills in a person and how vital it is to incorporate these skills into your personality if one wants to be successful. Mr Debashish enumerated five important traits which he believed, was very important for career growth – Having a growth mindset and how talent alone is never enough, developing and helping other people grow and become successful, possessing emotional intelligence and empathy for others, taking the right decisions in terms of career choice, and how building your brand can be very helpful in the long run.

The session concluded with an intriguing round of questions and answers.

## **Some questions from the session -**

1. "How does a Human Resource Manager judge a candidate on his Leadership skills in a 30 min interview."

– Ankit Patel, International Business, Batch 2020-2022



2." Now that we've accustomed ourselves to this digital form of working, will we transition back to the conventional mode of working or will this digital environment become the new normal?"

-Sambidh Gera, International Business, Batch 2020-2022

**Student Feedback:**

1. "It was a very informative seminar. I learnt the importance of Leadership in the Corporate world. The speaker gave some good ideas on how to develop a growth mindset."

-Mrugnayani Lankapati International Business, Batch 2021-2023.

2. "I found Mr Debashish Ghosh's session enlightening, powerful and entertaining. It has broadened our understanding of the culture that we are trying to develop within our business and also the functional means of enhancing corporate experience. Overall is a 10/10 session, in my view. And thanks, CRT team, for arranging an insightful session like this."

- Rupam Rajak, International Business, Batch 2021-2023.

**Overall Feedback:**

The session provided the students with many insights regarding various soft skills and how improving these skills can help them progress in their life especially in the corporate world.

## Pictures:

21:21

WHO IS THE LEADER?

Debashish Ghosh

Debashish Ghosh

PK +215

Leave

This screenshot shows a Zoom meeting interface. The main content area displays two side-by-side portraits of men. The man on the left is older with grey hair, wearing a dark blue jacket. The man on the right is younger, wearing glasses and a dark jacket. A white text box at the bottom of the portraits asks "WHO IS THE LEADER?". The Zoom toolbar at the top shows a timer of 21:21, icons for mute, video, chat, and a red "Leave" button. A small video thumbnail of the host, Debashish Ghosh, is visible in the top right corner. A gallery view of other participants is shown in the bottom right corner, with a "PK" button and a "+215" indicator.

26:35

WHO IS THE BETTER LEADER?

Debashish Ghosh

Debashish Ghosh

+218

Leave

This screenshot shows a Zoom meeting interface. The main content area displays two side-by-side images of Indian cricket players. The player on the left is wearing a blue jersey with "INDIA" on it, holding a cricket bat and a helmet. The player on the right is also in a blue jersey with "INDIA" on it, wearing green batting gloves and holding a cricket ball. A white text box at the bottom of the images asks "WHO IS THE BETTER LEADER?". The Zoom toolbar at the top shows a timer of 26:35, icons for mute, video, chat, and a red "Leave" button. A small video thumbnail of the host, Debashish Ghosh, is visible in the top right corner. A gallery view of other participants is shown in the bottom right corner, with a "+218" indicator.

01:08:34



 Mruqnayani Lankapati	 Ritik Pawar	 Sourashis Biswas	 Debaditya Banerjee
 Sanket Kuhikar	 Samwad Shinde	 Debashish Ghosh	 Gopal Patro
 Rohan Raman	 Rupam Rajak	 Nitika Aggarwal	 Deepak Bhupelly
 Bhaskarjya Borah	 Shubham Surse	 Praful Vishwakarma	 Sneha T
			 Aiemmee Wipada

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## Invitation for Guest Lecture

2 messages

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**SIIB Alumni Team** <alumni@siib.ac.in>  
To: Namita Tiwari <namitatiwari@gmail.com>

Fri, Sep 10, 2021 at 1:12 PM

Dear Ma'am,

***Greetings from the SIIB Alumni Relations Team!***

It gives us immense pleasure to invite you for a **Guest Lecture**, for our students. As discussed, please find below the details of the same.

**Date: 12th September 2021 (Sunday)**

**Time: 11:30 am - 01:00 pm (IST)**

**Topic: Content Marketing - Concept, Trends, Tenets**

Kindly join the guest lecture by using the link below:

[Click here to join the meeting](#)

We request you to join by 11:15 am, so that we can conduct a test run, to avoid any technical issues.

**Regards,**

**SIIB Alumni Relations Team**

Symbiosis Institute of International Business (SIIB)

Address: Hinjewadi, Pune - 411 057, Maharashtra

Website: [www.siib.ac.in](http://www.siib.ac.in) | E-mail: [alumni@siib.ac.in](mailto:alumni@siib.ac.in)

Alumni Portal: [alumni.siib.ac.in](http://alumni.siib.ac.in)

Connect: <https://www.linkedin.com/groups/50754/>

---

**SIIB Alumni Team** <alumni@siib.ac.in>  
To: Namita Tiwari <namitatiwari@gmail.com>

Sun, Sep 12, 2021 at 2:36 PM

Dear Ma'am,

***Greetings from the SIIB Alumni Relations Team!***

It always gives us immense pleasure to reconnect with our Alumni. Thank you so much for conducting such an insightful and interactive session and sharing with us the key learnings from your illustrious career. The students gained a lot of

knowledge about “**The Concepts, Tenets, and Trends in Content Marketing**”, and it was a very engaging session.

As requested, please find attached the Guest Lecture recording [here](#) and screenshots of the session.

We look forward to more such interactions with you on campus, once things normalize.

Thank you.

**Regards,**

**SIIB Alumni Relations Team**

Symbiosis Institute of International Business (SIIB)

Address: Hinjewadi, Pune - 411 057, Maharashtra

Website: [www.siib.ac.in](http://www.siib.ac.in) | E-mail: [alumni@siib.ac.in](mailto:alumni@siib.ac.in)

Alumni Portal: [alumni.siib.ac.in](http://alumni.siib.ac.in)

Connect: <https://www.linkedin.com/groups/50754/>

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#### **6 attachments**

**GL 12 Sept - 3.png**  
663K

**GL 12 Sept - 4.png**  
893K

**GL 12 Sept - 1.png**  
914K

**GL 12 Sept - 2.png**  
1355K

**GL 12 Sept - 5.png**  
2902K

**GL 12 Sept - 6.png**  
3292K

## Guest Lecture Report on Ms. Namita Tiwari's session

On 12th September 2021, Ms. Namita Tiwari, an alumna of Batch 2000-02, working with Tata Communications as the Senior Manager, Digital & Content Marketing delivered a guest lecture on “Conquer Content Marketing – Concepts, Trends, Tenets” for the IB & AB Batch of 2021-23.

In the session, she shared the key learnings from her marketing career. Trends in content marketing, brand personalization, impacts of social campaigns on lead generation were the major points of discussion. The session helped students to differentiate between B2B & B2C marketing and identify channels for the same.

Students asked questions based on the future of content marketing and advertising, about starting a marketing campaign and on how to make content stand out when there is too much repetitive content. Ms. Namita Tiwari was happy to reconnect with her Alma Mater and deliver the session for the students.

The screenshot shows a Zoom meeting interface. The main window displays a presentation slide titled "Workshop by Ms. Namitha Tiwari". The slide is divided into two sections: "FROM THIS" and "TO THIS". Both sections feature a funnel diagram representing the content marketing process, with stages: Awareness, Engagement, Evaluation, and Purchase. The "FROM THIS" section is associated with "1 Organic posts" and "1 Paid posts". The "TO THIS" section is associated with "1 Paid posts" and "1 Organic posts". The right side of the screen shows a gallery view of participants, including a large video of Ms. Namita Tiwari and several smaller video thumbnails of other attendees. The Zoom control bar at the top includes a timer at 49:28, a "Request control" button, and a "Leave" button.

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**Online Workshop Invitation || ETO Motors & SIIB**

4 messages

**SIIB: Placements** <placements@siib.ac.in>

Fri, Sep 3, 2021 at 11:30 AM

To: rajeev.yshr@etomotors.com

Cc: "Dr. Asmita Chitnis" &lt;director@siib.ac.in&gt;, Anuja Zanzad &lt;officer@siib.ac.in&gt;

Dear Rajeev Sir,

**Greetings from Symbiosis Institute of International Business!***It was a pleasure interacting with you over the phone!*

As per our discussion today, I am forwarding an introduction mail to acquaint you with Symbiosis Institute of International Business and MBA Energy and Environment.

Workshops are conducted as a grooming process so as to make the candidate ready to enter the corporate world. We are glad to inform you that as a part of this process, a specialization-wise workshop is planned for the **Batch of 2020-22**.

We are happy to invite you to SIIB for an online workshop for our **MBA - Energy & Environment** and would request you to accept the invitation. We look forward to your presence and request you to acknowledge this invitation.

As requested, please find below a few of the topics revolving around the EV Sector that may be conducted for the Energy & Environment students -

1. The future of electric mobility in India
2. Is India ready for the EV revolution?
3. India's quest for carbon neutrality with Electric Mobility
4. Challenges of mainstreaming EV in India

Please feel free to call the undersigned for any help. Looking forward to hearing from you.

**Regards,****Tejas Pathak - 9731562255****Corporate Relations and Placement Cell****Symbiosis Institute of International Business (SIIB)**

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

W: [www.siib.ac.in](http://www.siib.ac.in) E: [placements@siib.ac.in](mailto:placements@siib.ac.in)

---

**Rajeev YSR** <rajeev.yshr@etomotors.com>  
To: "SIIB: Placements" <placements@siib.ac.in>

Fri, Sep 3, 2021 at 11:32 AM

Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Topics 1 and 2 can be covered.  
Tq

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---

**SIIB: Placements** <placements@siib.ac.in>

Tue, Sep 7, 2021 at 2:00 PM

To: Rajeev YSR <rajeev.ysr@etomotors.com>

Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Dear Rajeev Sir,

Greetings of the day!

As discussed, we have confirmed the slot on **17-09-2021, @6.30 PM** for your webinar on "The Future of Electric Mobility and is India ready for the EV Revolution".

A link with other relevant details for the webinar will be shared with you 2 days prior to the event. The sessions are scheduled for a duration of a minimum of one and half hours with half an hour allotted to Q&A sessions.

For any other query please feel free to contact the undersigned.

**Regards,**

**Tejas Pathak - 9731562255**

**Corporate Relations and Placement Cell**

**Symbiosis Institute of International Business (SIIB)**

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457



W: [www.siib.ac.in](http://www.siib.ac.in) E: [placements@siib.ac.in](mailto:placements@siib.ac.in)

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**Rajeev YSR** <rajeev.ysr@etomotors.com>

Tue, Sep 7, 2021 at 2:03 PM

To: "SIIB: Placements" <placements@siib.ac.in>

Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Sure.

See you there.

[Quoted text hidden]

## WORKSHOP REPORT

**Date of Conduct:** 17<sup>th</sup> September 2021

**Duration:** 1 hour

**Speaker's Name & Designation:** Mr. Rajeev YSR, Vice President Business Strategy

**Organization:** ETO Motors

**HOD/Concerned Faculty Head:** Student Relations/Ms. Anuja Zanzad

**Batch:** Energy and Environment Batch 2020-2022 & Batch 2021-2023

**No of students present:** 68

### **Synopsis:**

On 17th September 2021, the students of MBA-E&E, batches of 2020-2022 and 2021-2023, attended a workshop conducted by Mr. Rajeev YSR, Vice President - Business Strategy, ETO Motors. The topic for the session was 'The Future of Electric Mobility and is India ready for the EV Revolution'.

Mr. Rajeev YSR started by giving his insights on the importance of innovation by providing a few examples. He then addressed how the Electric Vehicle would be disruptive in the automobile sector. He gave us a brief insight into how the temperature has increased over the years and the consequences of doing nothing to counteract it. Mr. Rajeev further addressed the global scenario of the Automobile Sector and how the Indian Sector contributes to pollution. According to Mr. Rajeev, EV transition is one way the adversity caused by the automobile sector can be tackled and mitigated. He also emphasized the pivotal role of the government to encourage the production and customer for electric vehicles by introducing new policies with regards to the scrapping of older vehicles. Mr. Rajeev mentioned how reducing oil imports would significantly impact India. The government could divert these funds to invest in other sectors, further enhancing our identity as a pioneer in the EV Sector and establishing our status as a developed country.

Mr. Rajeev concluded the session by introducing himself, giving an insight into his automobile industry journey, and briefly explaining his training for entrepreneurs and the different roles in companies where he has worked. The session was very interactive and ended with a thought-provoking question and answer session.

### **Student's Feedback:**

1. 'It was one of the most unique and eye-opening sessions took us to the realities of EV evolution in India. Along with that, it was a personal learning session too for us to learn to be visionary and to know the art of identifying opportunities.'

-Srikar Patibandla, MBA Energy and Environment, 2021-2023.

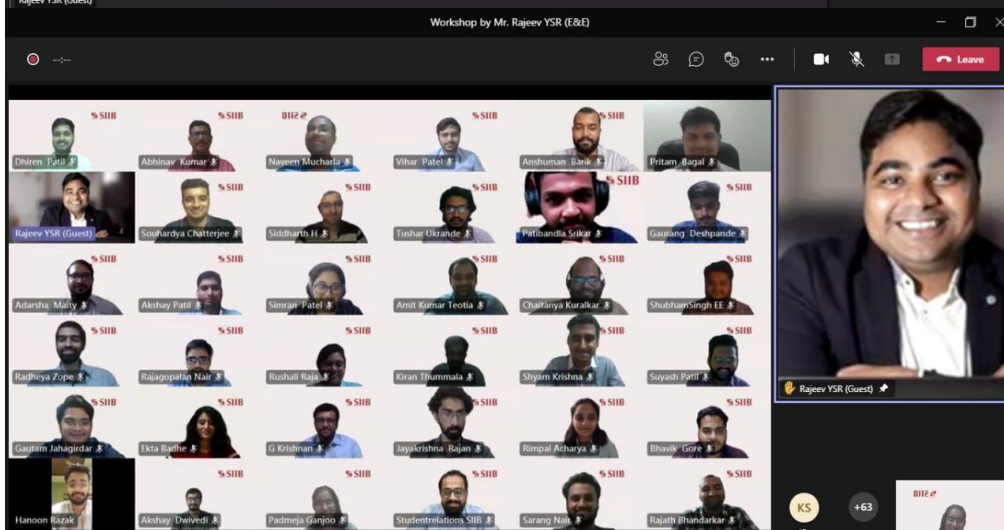
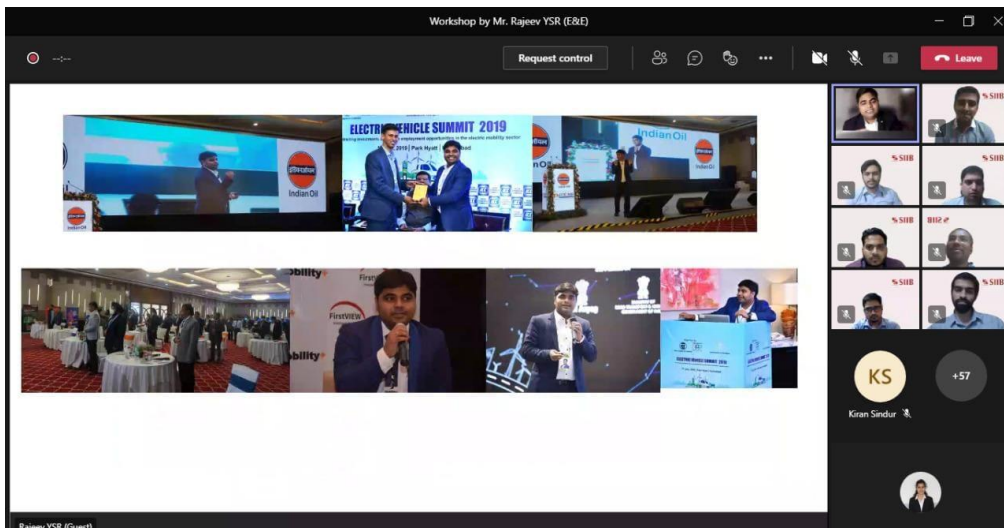
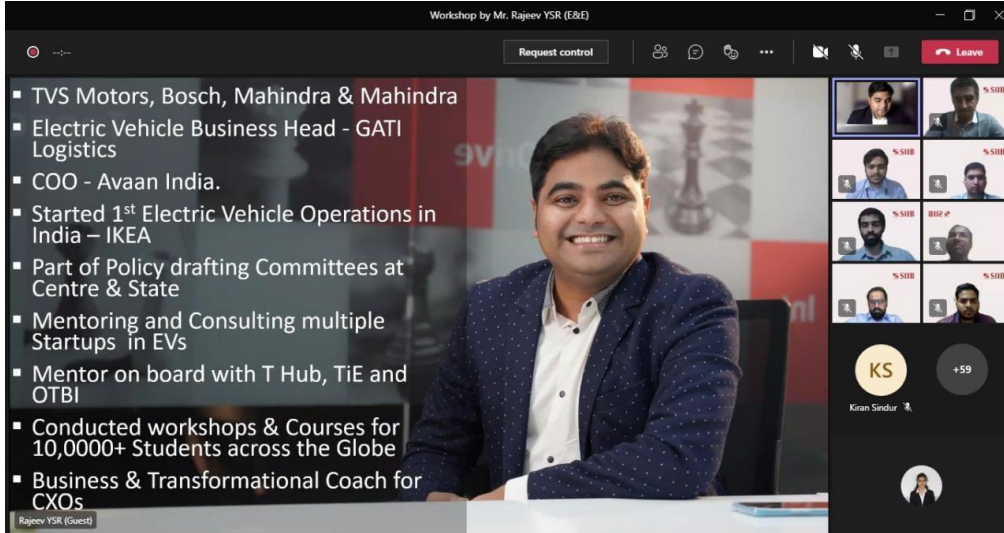
2. 'The session helped students identify the technologies that are outdated due to a lack of innovation. There were also broad ideas on how a small change can help bring consumers with different purposes on the same platform. Mr. Rajeev YSR showed us the current requirement on EV vehicles that can positively impact climate change and concluded the session by exchanging his thoughts on the students' doubts.'

-Anupam Sarkar, MBA Energy and Environment, 2020-2022.

### Overall feedback:

The lecture was interactive and gave the students a brief insight on the importance of innovation, climate change and the EV revolution. Students got introduced to how the automobile sector is soon going to be revolutionised through EVs and how important it is to help reduce pollution in India.

### Pictures:



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**Campus Engagement || JSW & SIIB**

6 messages

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**SIIB: Placements** <placements@siib.ac.in>  
To: prabodha.acharya@jsw.in

Tue, Aug 24, 2021 at 11:20 AM

Dear Prabodha Sir,

**Greetings from Symbiosis Institute of International Business, Pune!***It was a pleasure conversing with you on the phone!*

I, **Aakash Pattankar**, would like to introduce myself as the SPOC for Campus Engagement Activities at SIIB for the academic year 2021-2022. We would be happy to engage with your esteemed organization, **JSW** on multiple fronts like *Final Placements, Summer Internship Program, Live Projects, and various other campus engagement activities.*

As discussed, I on behalf of SIIB would like to invite you for a **Batch Interaction/Workshop** with the **MBA Energy & Environment** batches of 2020-22 and 2021-23.

- Suggested dates: 11/09/2021, 12/09/2021, 18/09/2021, 19/09/2021
- Time slot: 1.5 to 2 hours

Kindly suggest a relevant topic of your expertise in the field of sustainability for the session. Else, we can suggest a few topics for you to choose from.

For more details, please refer to the following links.

- [Website](#)
- [Corporate Brochure 21-22](#)

We look forward to building a strong and fruitful relationship with your esteemed organization.

In case of any queries and further information feel free to contact the undersigned.

**Regards,****Aakash Pattankar +91 9035312109****Corporate Relations and Placement Cell****Symbiosis Institute of International Business (SIIB)**

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

W: [www.siib.ac.in](http://www.siib.ac.in) E: [placements@siib.ac.in](mailto:placements@siib.ac.in)

---

**SIIB: Placements** <placements@siib.ac.in>  
To: prabodha.acharya@jsw.in

Wed, Sep 1, 2021 at 12:56 PM

Cc: Anuja Zanzad &lt;officer@siib.ac.in&gt;, "Dr. Asmita Chitnis" &lt;director@siib.ac.in&gt;

Dear Prabodha Sir,

Greetings from Symbiosis Institute of International Business!

Hope this email finds you in good health.

Gentle reminder regarding the trail mail. Kindly let me know whether there's any update from your end.

We wish to build a fruitful collaboration with your esteemed organization. We are eagerly waiting for a positive response from your end.

In case of any queries, kindly feel free to contact the undersigned.

**Regards,**

**Aakash Pattankar +91 9035312109**

**Corporate Relations and Placement Cell**

**Symbiosis Institute of International Business (SIIB)**

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

W: [www.siib.ac.in](http://www.siib.ac.in) E: [placements@siib.ac.in](mailto:placements@siib.ac.in)

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**Prabodha Acharya** <prabodha.acharya@jsw.in>

Wed, Sep 1, 2021 at 1:05  
PM

To: Hutoxi Anklesaria <hutoxi.anklesaria@jsw.in>

Cc: placements@siib.ac.in

Please provide a time slot in the afternoon of 18th for 1 hour 30 minutes and write to Aakash.

Kind regards

**Prabodha Acharya** | Chief Sustainability Officer | JSW Group

6th Floor, JSW Centre, Bandra Kurla Complex

Bandra (East), Mumbai 400051

T +91 22 4286 6014 M +91 8424039330

E - [prabodha.acharya@jsw.in](mailto:prabodha.acharya@jsw.in) W [www.jsw.in](http://www.jsw.in)

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**Hutoxi Anklesaria** <hutoxi.anklesaria@jsw.in>  
To: placements@siib.ac.in  
Cc: Prabodha Acharya <prabodha.acharya@jsw.in>

Wed, Sep 1, 2021 at 2:08 PM

Respected Sir,

This is to inform you that you may arrange for zoom meeting with Mr. Prabodha Acharya on 18th September from 15.00 to 16.30 hrs.

Please confirm regarding the same.

Thanks & Regards,

Hutoxi

[Quoted text hidden]  
[Quoted text hidden]

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**SIIB: Placements** <placements@siib.ac.in>

Wed, Sep 1, 2021 at  
4:46 PM

To: Hutoxi Anklesaria <hutoxi.anklesaria@jsw.in>  
Cc: Prabodha Acharya <prabodha.acharya@jsw.in>, "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Dear Hutoxi Ma'am,

Greetings!

As discussed on call, I would like to confirm the **workshop schedule** with Prabodha sir on **18th September 2021 from 03:00 PM to 04:30 PM**. Attached herewith is the google meet link for the same.

Online Workshop with Mr. Prabodha Acharya  
Saturday, September 18 · 3:00 – 4:30pm  
Google Meet joining info  
Video call link: <https://meet.google.com/eoz-uuct-pzf>

I have also shared a calendar invite to sir and you. Kindly acknowledge.

Looking forward to hearing from you. For any further queries, feel free to contact the undersigned.

**Regards,**

**Aakash Pattankar +91 9035312109**

**Corporate Relations and Placement Cell**

**Symbiosis Institute of International Business (SIIB)**

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

W: [www.siib.ac.in](http://www.siib.ac.in) E: [placements@siib.ac.in](mailto:placements@siib.ac.in)

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---

**SIIB: Placements** <placements@siib.ac.in>

Sat, Sep 18, 2021 at 5:09 PM

To: Prabodha Acharya <prabodha.acharya@jsw.in>

Cc: Hutoxi Anklesaria <hutoxi.anklesaria@jsw.in>, "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Dear Prabodha Sir,

Greetings!

I, on behalf of SIIB, would like to express our gratitude for such an informative and engaging session today. The Energy & Environment batch had a great time listening to your insights and gaining some idea as to what the future holds for us.

I hope you liked the interaction too.

Thank you and looking forward to engaging with you in October once again.

**Regards,**

**Aakash Pattankar +91 9035312109**

**Corporate Relations and Placement Cell**

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# WORKSHOP REPORT

**Date of Conduct:** 18<sup>th</sup> September 2021

**Duration:** 1 hour 30 minutes.

**Speaker's Name & Designation:** Mr. Prabodha Acharya, Chief Sustainability Officer

**Organization:** JSW Group.

**HOD/Concerned Faculty Head:** Student Relations/Ms. Anuja Zanzad

**Batch:** Energy and Environment Batch 2020-2022

**No of students present:** 27

## **Synopsis:**

On 18th September 2021, the MBA-E&E 2020-22 batch attended a workshop conducted by Mr. Prabodha Acharya, Chief Sustainability Officer, JSW Group. The topic for the session was "Sustainability at JSW and the Steel Industry."

Mr. Acharya initiated the session by providing the attendees with a brief overview of the objectives of JSW Group as a business. He explained the overall perception of Sustainability by presenting intriguing analogies. Mr. Acharya discussed a shift in the business outlook from the traditional responsibilities to an approach targeted at Risk Management and Mitigation. He also highlighted the importance of Materiality and provided a thorough presentation about the Governance Strategy and frameworks applied at JSW. Various topics included Sustainability Frameworks and Priorities, where Mr. Acharya explained the importance of prioritizing 17 focus areas identified as material issues and developing a strategy around them. Climate Change Policy is another aspect of frameworks and Environmental Management and Biodiversity Conservation that JSW Group considers while developing their strategy. Mr. Acharya also shed some light on the importance of Circularity and Eco-Labeling. The difference between Green Hydrogen and Blue Hydrogen was explained briefly by Mr. Prabodha. The session was highly interactive and concluded with a series of engaging and enlightening questions and answers.

## **Student's Feedback:**

1. 'It was an insightful session, which provided insights on green hydrogen and how materiality assessment can be used to eliminate risks in an organization. Mr. Acharya also gave us a better picture of the health and safety of employees and gave us an overall idea of JSW's efforts in achieving energy efficiency and meeting its sustainability targets.'

-Padmeja Ganjoo, MBA Energy and Environment, 2020-2022.

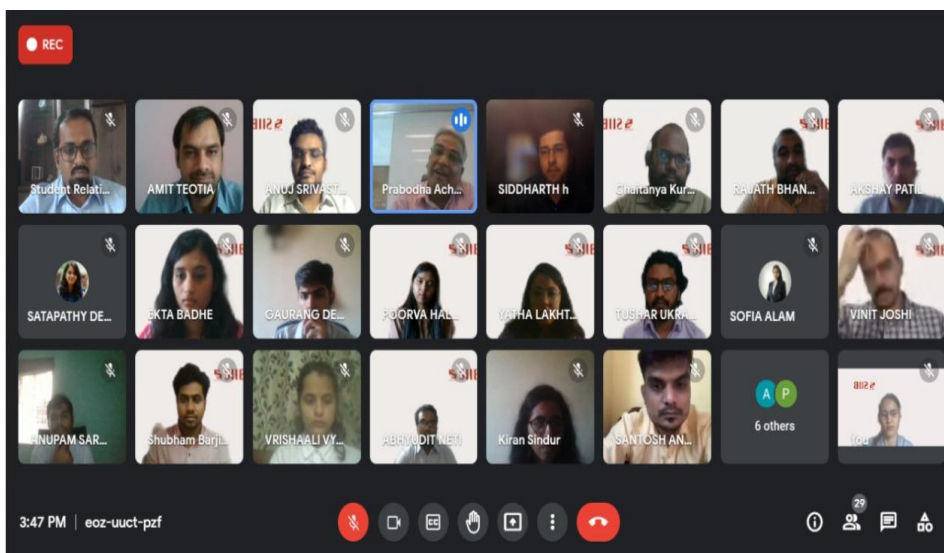
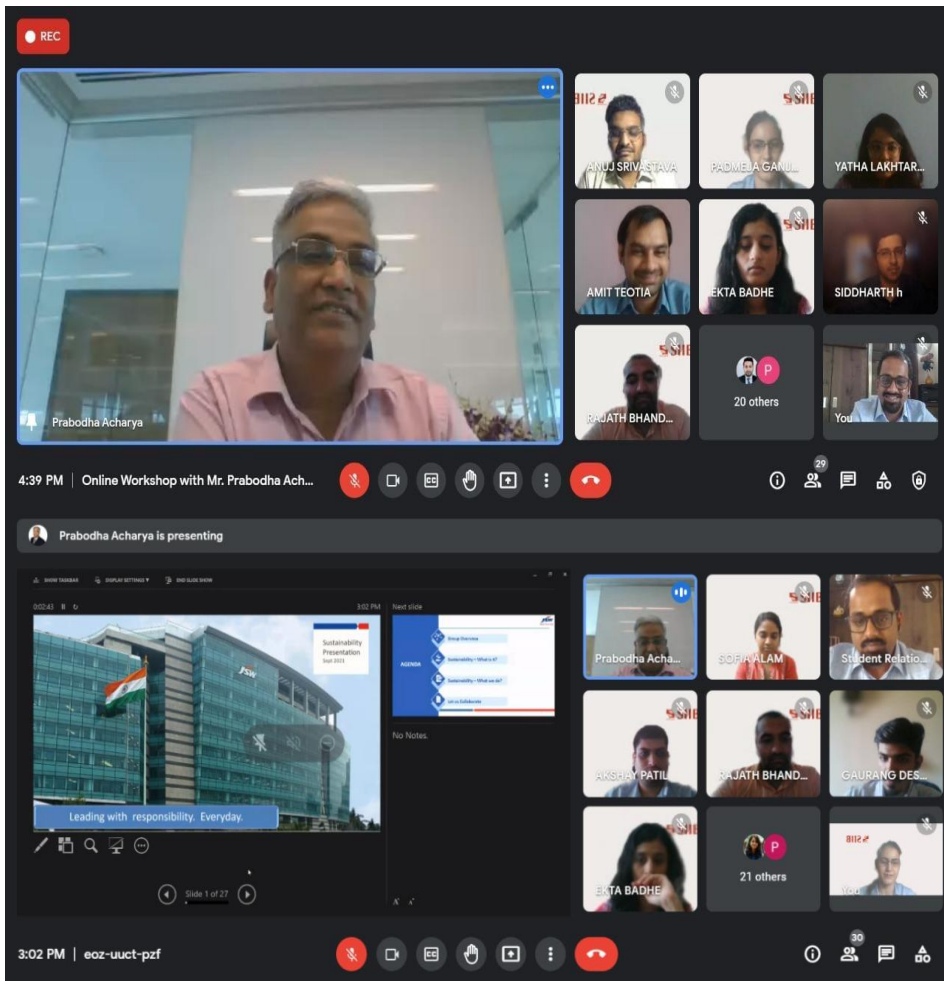
2. 'Mr. Acharya imparted knowledge regarding overall sustainability in his organization by giving us insights into how stakeholders are essential and how material topics define why and how specific issues are important to address. Later he told how key performance indicators, Circularity, CSR & Eco-labelling help highlight various aspects of the organization.'

-Chaitanya Kuralkar, MBA Energy and Environment, 2020-2022

## **Overall feedback:**

The lecture provided an insight into the Sustainability Framework and strategies of one of the leading pioneers of the steel industry. Various concepts like key performance indicators, Circularity, CSR & Eco-labelling were highlighted and helped students realize the importance of Risk Management and Mitigation. Discussion on topics like Green Hydrogen and novel techniques of Circularity tweaked students' interest and led to an insightful session of questions and answers.

Pictures:



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**Invitation for Guest Lecture || Godrej & Boyce and SIIB**

10 messages

**SIIB: Placements** <placements@siib.ac.in>

Fri, Aug 6, 2021 at 3:45 PM

To: ignatius@godrej.com

Cc: "Dr. Asmita Chitnis" &lt;director@siib.ac.in&gt;, Anuja Zanzad &lt;officer@siib.ac.in&gt;

Hello Ignatius Sir,

Greetings from **Symbiosis Institute of International Business!**

We hope that this email finds you and your family in good health.

*This is in reference to our discussion regarding the Guest Lecture.*

On behalf of SIIB, I would like to express our sincere gratitude to you for accepting the Invitation as a Key-Note Speaker for a Webinar for the students of SIIB. We are highly obliged to have you for the same.

As discussed, below are the slots available for the mentioned dates:

Date	Day	Slots Available
8th August' 21	Sunday	Morning: 10 AM - 1 PM
		Afternoon: 2 PM - 5 PM
15th August' 21	Sunday	Morning: 10 AM - 1 PM
29th August' 21	Sunday	Afternoon: 2 PM - 5 PM
5th September' 21	Sunday	Morning: 10 AM - 1 PM
		Afternoon: 2 PM - 5 PM
12th September' 21	Sunday	Morning: 10 AM - 1 PM
		Afternoon: 2 PM - 5 PM

We are excited to hear you speak and gain valuable insights from the session!

For any further discussion, please feel free to contact the undersigned.

**Regards,****Rohan Sen, +91-8551067855****Abhishek Sukumaran, +91-9037158922****Corporate Relations and Placement Cell****Symbiosis Institute of International Business (SIIB)**

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

W: [www.siib.ac.in](http://www.siib.ac.in) E: [placements@siib.ac.in](mailto:placements@siib.ac.in)

**Ignatius Barretto** <ignatius@godrej.com>

Tue, Aug 17, 2021 at 11:40 PM

To: "SIIB: Placements" <placements@siib.ac.in>

Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Dear Rohan

We can schedule the interaction on Sept 12, 2021, 12 Noon – 1:00 PM

Thank you.

Regards

Ignatius Barretto

Godrej & Boyce Mfg. Co. Ltd.

Mob: +91-9833813561

**From:** SIIB: Placements <[placements@siib.ac.in](mailto:placements@siib.ac.in)>

**Sent:** 06 August 2021 15:45

**To:** Ignatius Barretto <[ignatius@godrej.com](mailto:ignatius@godrej.com)>

**Cc:** Dr. Asmita Chitnis <[director@siib.ac.in](mailto:director@siib.ac.in)>; Anuja Zanzad <[officer@siib.ac.in](mailto:officer@siib.ac.in)>

**Subject:** Invitation for Guest Lecture || Godrej & Boyce and SIIB

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**SIIB: Placements** <placements@siib.ac.in>

Wed, Aug 18, 2021 at 11:30 AM

To: Ignatius Barretto <ignatius@godrej.com>

Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Hello Ignatius Sir,

Greetings from **Symbiosis Institute of International Business!**

On behalf of SIIB, I would like to express our sincere gratitude to you for accepting the Invitation as a Key-Note Speaker for a Webinar for the students of SIIB. We are highly obliged to have you for the same.

As discussed, the Guest Lecture is scheduled on **Sunday, 12th September 2021, 12 PM** onwards. We would be sharing with you a Microsoft Teams link for the same, soon.

We are excited to hear you speak and gain valuable insights from the session!

For any further assistance & discussion, please feel free to contact me.

**Regards,**

**Rohan Sen, +91-8551067855**

**Abhishek Sukumaran, +91-9037158922**

**Corporate Relations and Placement Cell**

**Symbiosis Institute of International Business (SIIB)**

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

W: [www.siib.ac.in](http://www.siib.ac.in) E: [placements@siib.ac.in](mailto:placements@siib.ac.in)

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**Ignatius Barretto** <ignatius@godrej.com>

Tue, Sep 7, 2021 at 1:18 PM

To: "SIIB: Placements" <placements@siib.ac.in>

Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Dear Rohan

As discussed, request to please schedule my interaction with batch on Sunday  
Sept 19 2021, 12 Noon – 1:00 PM

Regards

Ignatius Barretto

Godrej & Boyce Mfg. Co. Ltd.

Mob: +91-9833813561

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**SIIB: Placements** <placements@siib.ac.in> Tue, Sep 7, 2021 at 1:45 PM  
To: Ignatius Barretto <ignatius@godrej.com>  
Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Hello Ignatius Sir,

Greetings from **Symbiosis Institute of International Business!**

As requested, we have rescheduled the Guest Lecture to **Sunday, 19th September 2021, 12 PM onwards**. We would be sharing an updated Microsoft Teams link with you prior to the event.

For any further assistance & discussion, please feel free to contact me.

**Regards,**

**Rohan Sen, +91-8551067855**

**Abhishek Sukumaran, +91-9037158922**

**Corporate Relations and Placement Cell**

**Symbiosis Institute of International Business (SIIB)**

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

W: [www.siib.ac.in](http://www.siib.ac.in) E: [placements@siib.ac.in](mailto:placements@siib.ac.in)

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**Ignatius Barretto** <ignatius@godrej.com> Tue, Sep 7, 2021 at 1:47 PM  
To: "SIIB: Placements" <placements@siib.ac.in>  
Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Thanks for accommodating my request.

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---

**SIIB: Placements** <placements@siib.ac.in> Fri, Sep 17, 2021 at 4:15 PM

To: Ignatius Barretto <ignatius@godrej.com>  
Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Hello Ignatius Sir,

Greetings from **Symbiosis Institute of International Business!**

As discussed, below is the Meeting Link along with the Schedule of Events for your perusal.

<b>Date</b>	19th September 2021
<b>Time</b>	12:00 PM - 1:00 PM
<b>Meet Link</b>	<a href="#">Click here to join the meeting</a>

Schedule of Events	
Time	Event
12:00 PM - 12:10 PM	Introduction & Welcome Address
12:10 PM - 12:50 PM	Lecture on Talent Acquisition: Expectations from a candidate
12:50 PM - 1:00 PM	Q&A session & Vote of Thanks

Looking forward to the session to gain valuable insights!

For any further assistance and discussion, please feel free to contact me.

**Regards,**

**Rohan Sen, +91-8551067855**

**Abhishek Sukumaran, +91-9037158922**

**Corporate Relations and Placement Cell**

**Symbiosis Institute of International Business (SIIB)**

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

W: [www.siib.ac.in](http://www.siib.ac.in) E: [placements@siib.ac.in](mailto:placements@siib.ac.in)

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**Ignatius Barretto** <ignatius@godrej.com> Fri, Sep 17, 2021 at 4:35 PM  
To: "SIIB: Placements" <placements@siib.ac.in>  
Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Thank you, Rohan.

Looking forward to the interaction.

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**SIIB: Placements** <placements@siib.ac.in>  
To: Ignatius Barretto <ignatius@godrej.com>

Sun, Sep 19, 2021 at 2:30 PM

Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Hello Ignatius Sir,

Greetings from **Symbiosis Institute of International Business!**

On behalf of the students of SIIB, I would like to express my sincere gratitude to you for making time and sharing your thoughts about Talent Acquisition: Expectations from a Candidate. We received some great insights from this wonderfully interactive session.

We're glad to be associated with you. Looking forward to having you and your esteemed organization back for more campus engagement activities.

For any further assistance and discussion, please feel free to contact me.

**Regards,**

**Rohan Sen, +91-8551067855**

**Abhishek Sukumaran, +91-9037158922**

**Corporate Relations and Placement Cell**

**Symbiosis Institute of International Business (SIIB)**

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W: [www.siib.ac.in](http://www.siib.ac.in) E: [placements@siib.ac.in](mailto:placements@siib.ac.in)

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**Ignatius Barretto** <ignatius@godrej.com>

Sun, Sep 19, 2021 at 7:23 PM

To: "SIIB: Placements" <placements@siib.ac.in>

Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Thanks SIIB team for the opportunity.

It was indeed a pleasure connecting with the batch.

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## **Guest Lecture by Mr. Ignatius Barretto on Talent Acquisition: Expectations from a candidate**

**Date of Conduct:** 19<sup>th</sup> September 2021

**Duration:** 1 hour

**Speaker's Name & Designation:** Mr. Ignatius Barretto, Corporate HR

**Organization:** Godrej & Boyce Mfg. Co. Ltd

**HOD/Concerned Faculty Head:** Ms. Anuja Zanzad/Corporate Relations Team

**Batch:** Students of Batch 2020-22 (IB Specialization)

**No of students present:** 120+

### **Synopsis:**

On the 19<sup>th</sup> of September 2021, the students of Batch 2020-22, IB Specialization attended a session by Mr. Ignatius Barretto on Talent Acquisition: Expectations from a candidate. The session was conducted by the Corporate Relations Team/Ms. Anuja Zanzad.

The objective of the session was to make the students aware of the expectations of the recruiters from a candidate. Mr. Barretto talked about different factors that influence an interview and the key elements of influencing skills. Mr. Barretto also discussed some dos and don'ts when working in a team.

The students of SIIB gained immense knowledge of how to present themselves better in an interview. The session was interactive throughout with a Q&A session at the end, which was very well explained by Mr. Barretto.

### **Feedback:**

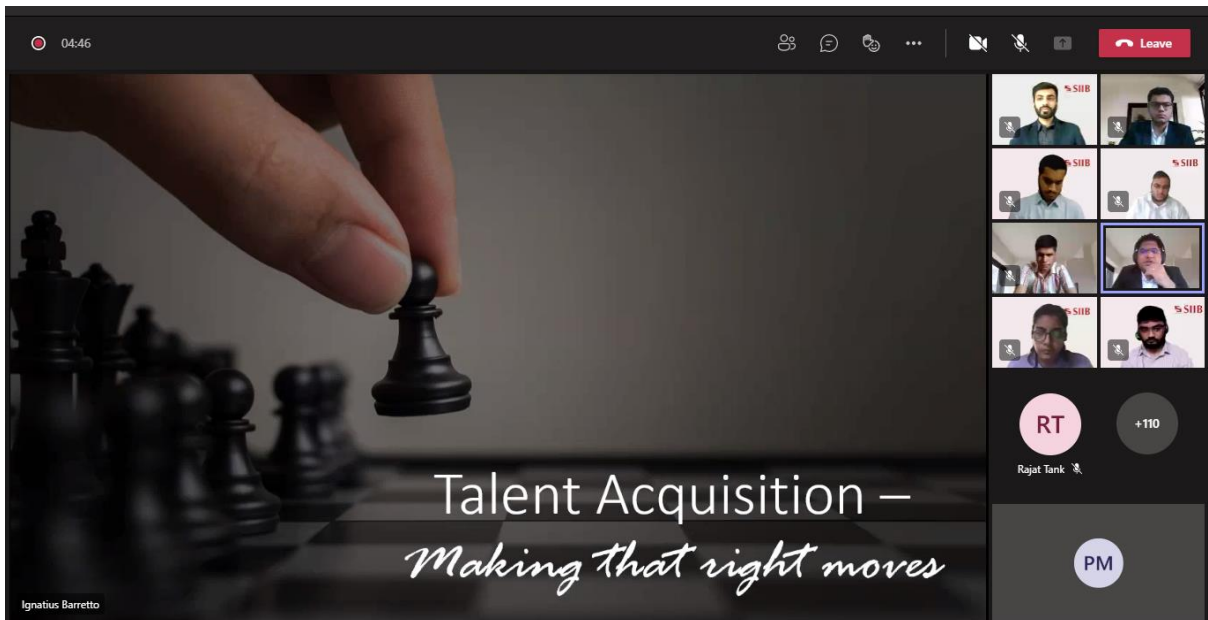
1. "The session was very informative and well delivered as Mr. Barretto how to keep a team motivated to achieve better outcomes." – Gauri Pai, MBA, International Business (Finance), Batch 2020-2022.

2. "The session was insightful as Mr. Barretto discussed various influencing skills required to create a team that can make an impact." – Nandita Bhutra, MBA, International Business (Marketing), Batch 2020-2022.

### **Overall Feedback:**

The session was very informative as it helped students better understand the expectations of the recruiters and how present themselves better in an interview.

**Pictures:**



04:33

IB RS  
Ignatius Barretto Rohan sen

RT SS  
Rajat Tank Studentrela...

VD PI  
Vaibhav Dw... Pavankuma...

RM +103  
Ritika Mesh...

PM

Rishav Raj

Abhishek Sukumaran

Ignatius Barretto

Rahul Bhure

Nandita Bhutra

Amilash Degan

Rohan sen

Anoop Dharkar

Souvik Modak

Gauri Pai

Pranay Sonkar

Ruthvik Ragam

Samwad Shinde

Namit Gupta

---

**Workshop Invitation || Larsen & Toubro and SIIB**

6 messages

**SIIB: Placements** <placements@siib.ac.in>

Mon, Aug 16, 2021 at 10:30 AM

To: pradeep.panigrahi@larsentoubro.com

Cc: "Dr. Asmita Chitnis" &lt;director@siib.ac.in&gt;, Anuja Zanzad &lt;officer@siib.ac.in&gt;

Dear Pradeep Sir,

***Greetings from Symbiosis Institute of International Business!***

It was a pleasure connecting with you, on call!

Pre-placement activities are conducted as a grooming process so as to make a candidate ready to enter the corporate world. We are glad to inform you that as a part of this process, a specialization wise workshop is planned for the **first and final year students(2020-22,2021-23)**. Through this exercise, we expect students to acquire the desired skill set and sharpen various aspects such as communication skills, subject knowledge, individual strengths & weaknesses, accountability etc.

Further to our discussion on call, we are happy to invite you to SIIB for an online workshop for the students of **MBA - Energy & Environment** and would request you to kindly accept the invitation. Below are some of the topics we would like to suggest for the workshop:

- Sustainability - A driver of Circular Economy
- Sensational Sustainability vs. Simple Circularity
- Synergising the innovation of Sustainability with the practicality of Circularity
- Incorporating Circularity with Corporate Sustainability for economic growth

Also, we would like to suggest 29th Aug or 5th September,2021 for the session. Request you to let us know whether the schedule suits you and the topic you would like to speak on. **Or you may let us know your availability, we will check internally and try our best to accommodate the same.**

I am hereby attaching our **course curriculum** for your kind perusal. We look forward to your presence and request you to acknowledge this invitation.

For any further information, please feel free to contact the undersigned.

**Regards,****Deby Satapathy, +91 7406842400****Corporate Relations and Placement Cell****Symbiosis Institute of International Business (SIIB)**

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

W: [www.siib.ac.in](http://www.siib.ac.in) E: [placements@siib.ac.in](mailto:placements@siib.ac.in)



**Energy & Environment - Course Curriculum\_SIIB.pdf**

182K

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**SIIB: Placements** <placements@siib.ac.in>

Wed, Sep 1, 2021 at 2:15 PM

To: pradeep.panigrahi@larsentoubro.com

Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Dear Pradeep Sir,

**Greetings from Symbiosis Institute of International Business!**

Hope this email finds you in good health.

Gentle reminder regarding the trail mail. Requesting you to let us know whether the schedule suits you and the topic you would like to speak on. Or you may let us know your availability, we will check internally and try our best to accommodate the same.

We wish to build a fruitful collaboration with your esteemed organization. We are eagerly waiting for a positive response from your end.

In case of any queries, kindly feel free to contact the undersigned.

**Regards,**

**Deby Satapathy, +91 7406842400**

**Corporate Relations and Placement Cell**

**Symbiosis Institute of International Business (SIIB)**

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

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**Pradeep Panigrahi** <Pradeep.Panigrahi@larsentoubro.com>

Wed, Sep 1, 2021 at  
5:42 PM

To: "SIIB: Placements" <placements@siib.ac.in>

Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Dear Deby,

Thanks for the follow-ups. As discussed, last 2-3 months have been hectic as we were working on our Integrated Report. This weekend I have sessions with IIM-A and hence suggest 18<sup>th</sup> or 25<sup>th</sup> Sept. and my topic of choice is: 'Synergising the innovation of Sustainability with the practicality of Circularity' if that works for you. Please let me know.

Regards,

Pradeep

**Dr. Pradeep Panigrahi**

*Head – Corporate Sustainability*

**Larsen & Toubro Ltd.**

Landmark Building (Near WEH Metro Station), Andheri East

Mumbai – 400093

Mobile#: +91-99876-69087

Email id: [pradeep.panigrahi@larsentoubro.com](mailto:pradeep.panigrahi@larsentoubro.com)

Web: <https://www.larsentoubro.com/>

**From:** SIIB: Placements <[placements@siib.ac.in](mailto:placements@siib.ac.in)>

**Sent:** 01 September 2021 14:15

**To:** Pradeep Panigrahi <[Pradeep.Panigrahi@larsentoubro.com](mailto:Pradeep.Panigrahi@larsentoubro.com)>

**Cc:** Dr. Asmita Chitnis <[director@siib.ac.in](mailto:director@siib.ac.in)>; Anuja Zanzad <[officer@siib.ac.in](mailto:officer@siib.ac.in)>

**Subject:** Re: Workshop Invitation || Larsen & Toubro and SIIB

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**Larsen & Toubro Limited**

[www.larsentoubro.com](http://www.larsentoubro.com)

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**SIIB: Placements** <placements@siib.ac.in>

Thu, Sep 2, 2021 at 12:42 PM

To: Pradeep Panigrahi <Pradeep.Panigrahi@larsentoubro.com>

Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Dear Pradeep Sir,

Greetings of the day!

Thank you for the update. We would like to confirm 25th September 2021 for the session with you. The Online Workshop will be attended by the 2020-22 and 2021-23 batches of MBA Energy & Environment.

We would like to suggest a time slot of 5:30 pm to 7:00 pm for the session. Kindly confirm whether that works for you and a meeting link shall be shared accordingly.

Looking forward to your response. Feel free to contact the undersigned for further information.

**Regards,**

**Deby Satapathy, +91 7406842400**

**Corporate Relations and Placement Cell**

**Symbiosis Institute of International Business (SIIB)**

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

W: [www.siib.ac.in](http://www.siib.ac.in) E: [placements@siib.ac.in](mailto:placements@siib.ac.in)

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**Pradeep Panigrahi** <Pradeep.Panigrahi@larsentoubro.com>

Mon, Sep 13, 2021 at 12:20 PM

To: "SIIB: Placements" <placements@siib.ac.in>

Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Dear Deby,

I thought I had already replied 😊...The time slot suits me and I look forward to interact with SIIB students.

Please share the calendar and link. Thanks

[Quoted text hidden]

---

**SIIB: Placements** <placements@siib.ac.in>

Tue, Sep 14, 2021 at 11:29 AM

To: Pradeep Panigrahi <Pradeep.Panigrahi@larsentoubro.com>

Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Dear Pradeep Sir,

Greetings of the day! Hope this email finds you in good health.

Thank you so much for confirming your availability.

Please find the **meeting details** below for the session :

**Topic** - Synergising the innovation of Sustainability with the practicality of Circularity.

**Date & Time** - 25th September, 5:30PM to 7 PM

**Platform** - MS Teams

**Link** - [Workshop](#) | [Meeting link](#)

Looking forward to your presence. For any further assistance, please feel free to contact the undersigned.

**Regards,**

**Deby Satapathy, +91 7406842400**

**Corporate Relations and Placement Cell**

**Symbiosis Institute of International Business (SIIB)**

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

W: [www.siib.ac.in](http://www.siib.ac.in) E: [placements@siib.ac.in](mailto:placements@siib.ac.in)

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## Workshop Report

**Date of Conduct:** 25<sup>th</sup> September 2021

**Duration:** 1 hour 30 mins

**Speaker's Name & Designation:** Dr. Pradeep Panigrahi, Head - Corporate Sustainability

**Organization:** Larsen & Toubro

**HOD/Concerned Faculty Head:** Student Relations/Ms. Anuja Zanzad

**Batch:** Energy and Environment, Batch 2020-2022 & Batch 2021-2023

**No of students present:** 65+

### Synopsis:

SIIB extends its warm welcome to [Dr. Pradeep Panigrahi](#), Head - Corporate Sustainability, [Larsen & Toubro](#), as part of our virtual guest lecture series. Dr. Panigrahi will share his expert insights on 'Synergising the innovation of Sustainability with the practicality of Circularity'. We are honoured to have him as the speaker and elated to be graced by his presence.

On 25th September 2021, the batches of MBA-E&E 2020-22 and 2021-23 attended a workshop conducted by [Dr. Pradeep Panigrahi](#), Head- Corporate Sustainability, [Larsen & Toubro](#). The topic for the session was "Synergising the innovation of sustainability with the practicality of circularity".

Dr. Panigrahi initiated the session by providing information about ESG as an essential parameter for investors and organizations. He gave a brief introduction to the circular economy by giving various examples. Dr. Pradeep explained the importance of Circularity and cited multiple instances of its practical application in India. There was an interactive discussion about the use of e-waste in the medals provided in the Tokyo Olympics.

It was an engaging session that concluded with a thought-provoking question and answers session.

### Pictures:



SIIB brings to you a workshop by

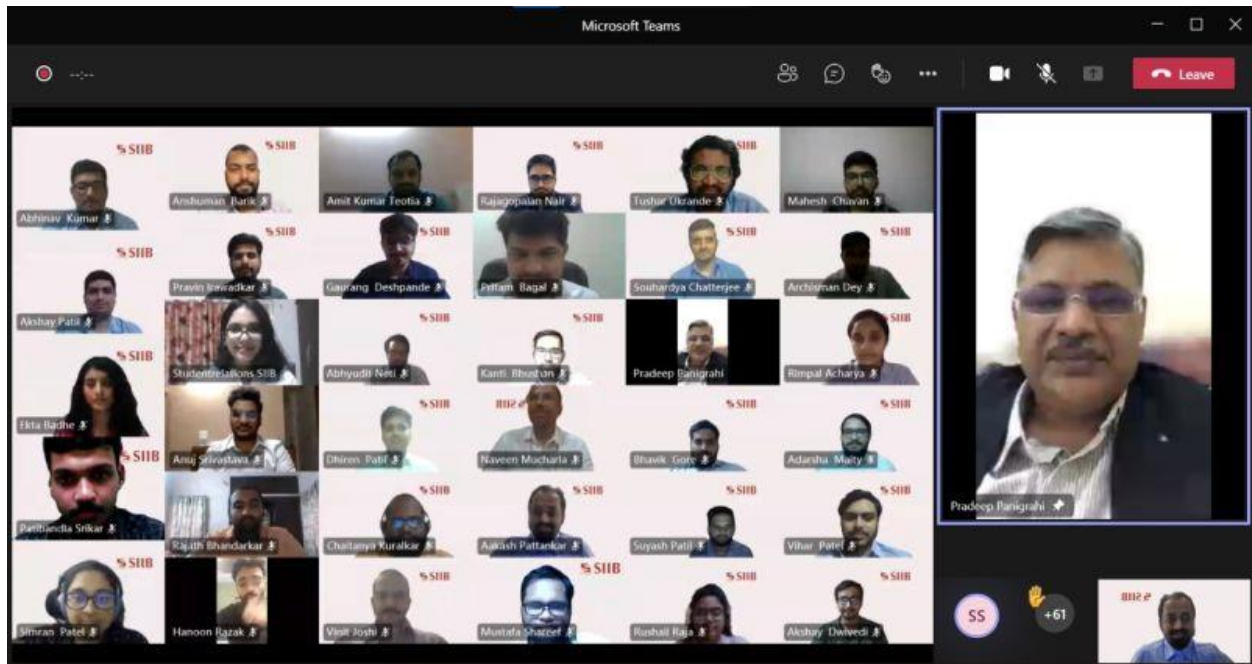


**DR. PRADEEP PANIGRAHI**

HEAD - CORPORATE SUSTAINABILITY, LARSEN & TOUBRO LTD.

**'SYNERGISING THE INNOVATION OF SUSTAINABILITY WITH THE PRACTICALITY OF CIRCULARITY'**

25TH SEPTEMBER, 2021 | 5:30 PM TO 7:00 PM



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## Invitation for Guest Lecture || L&T Finance & SIIB

3 messages

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**SIIB: Placements** <placements@siib.ac.in>

Tue, Sep 14, 2021 at 11:15 AM

To: richapant@lifs.com

Cc: Anuja Zanzad <officer@siib.ac.in>, "Dr. Asmita Chitnis" <director@siib.ac.in>

Dear Richa Ma'am,

### Greetings from Symbiosis Institute of International Business, Pune!

It was a pleasure connecting with you. Hope this email finds you well.

I, **Radheya Zope**, would like to introduce myself as the SPOC for Campus Engagement Activities at SIIB for the academic year 2021-2022. We are extending an invitation to your esteemed organization, **L&T Finance** to open new avenues of synergy through *multiple corporate engagement activities*.

Further to our discussion, I would like to invite you on behalf of SIIB to deliver a session for the **MBA - Energy & Environment** batches of 2020-22 & 2021-23. Below are some of the topics we would like to suggest or you can let us know a topic pertaining to CSR and sustainability for the session.

1. Feasibility of CSR initiatives in SMEs – benefits and challenges
2. Business Ethics and CSR education towards building a holistic MBA program
3. Sustainability and CSR through Green supply chain management
4. The role of CSR communication in marketing strategy

We would like to suggest **11AM to 12AM** on **26th September, 2021** for the session. Kindly inform us whether the schedule suits you and let us know which topic you would like to speak on.

I am hereby attaching our **course curriculum** for your kind perusal. We look forward to your presence and request you to acknowledge this invitation.

Also, requesting you to kindly share your contact details for the ease of communication. For further clarifications, feel free to contact the undersigned.

Regards,

**Radheya Zope +91 7900149659**

**Deby S. +91 7406842400**

**Corporate Relations and Placement Cell**

**Symbiosis Institute of International Business (SIIB)**

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

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 **Energy & Environment - Course Curriculum\_SIIB (1).pdf**  
182K

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**Richa Pant** <richapant@lifs.com>

Tue, Sep 14, 2021 at 11:59 AM

To: "SIIB: Placements" <placements@siib.ac.in>

Cc: Anuja Zanzad <officer@siib.ac.in>, "Dr. Asmita Chitnis" <director@siib.ac.in>

Sure thanks. Will take point 4 role of CSR communications in marketing strategy

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Richa Pant  
L&T Finance Holdings

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**SIIB: Placements** <placements@siib.ac.in>

Tue, Sep 14, 2021 at 2:28 PM

To: Richa Pant <richapant@lifs.com>

Cc: Anuja Zanzad <officer@siib.ac.in>, "Dr. Asmita Chitnis" <director@siib.ac.in>

Dear Richa Ma'am,

**Greetings of the day !**

Thank you so much Ma'am for your confirmation. We shall be sharing the meeting link for **26th September @11AM** soon.

Looking forward to your presence in the session.

In case of any queries and further information, feel free to contact the undersigned.

**Regards,**

**Radheya Zope +91 7900149659**

**Deby S. +91 7406842400**

**Corporate Relations and Placement Cell**

**Symbiosis Institute of International Business (SIIB)**

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

W: [www.siib.ac.in](http://www.siib.ac.in) E: [placements@siib.ac.in](mailto:placements@siib.ac.in)

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## WORKSHOP REPORT

**Date of Conduct:** 26<sup>th</sup> September 2021

**Duration:** 1 hour

**Speaker's Name & Designation:** Richa Pant, Head of CSR and Sustainability

**Organization:** L&T Finance

**Batch:** Energy and Environment Batch 2020-2022 & Batch 2021-2023

**No of students present:** 66

### Synopsis:

On 12th September 2021, the students of MBA-E&E, batches of 2020-2022 and 2021-2023, attended a workshop conducted by Ms. Richa Pant, Head of CSR and Sustainability of L&T Finance. The topic for the session was 'Building Reputational Capital through CSR.'

Ms. Richa Pant initiated the session with an introduction to CSR undertaken in organisations and highlighted the advantage of building reputational capital through CSR as its importance has gone upwards over the last few years. She further addressed L & T Financial Holdings, a financial solutions provider catering to diverse needs of customers across various sectors, including rural finance. Ms. Richa shared some valuable insights about CSR laws in India and CSR at LTFH with their strategies. The vision at LTFH is to aspire for an inclusive social transformation of communities that they could serve by nurturing and creating opportunities for sustainable livelihood for the society.

CSR Programs described by Ms.Richa were:

- Digital Sakhi – Flagship Program
- Disaster Management (Relief operations)
- Road Safety
- Jalvaibhav
- Boondein – Employee volunteering program

Ms. Richa described their Flagship Program and their involvement in Digital Sakhi and Sustainability of Digital Sakhi post-LTFH exit where they provide entrepreneurship experience in Digital Sakhi Seva Kendra and employability in the BFSI sector. Later, she highlighted a few points on the policy and advocacy and mentioned a few awards awarded to the Digital Sakhi Program. Ms. Richa talked about the Jalvaibhav CSR program and how it aligns with tractor finance. Ms.Richa concluded her presentation by mentioning the CSR activities undertaken during Covid and the trends in India. The session ended with a very insightful and engaging question-and-answer session.

### Feedback:

1. 'Today's session was very insightful, and this session has given us an exposure by providing us a broader outlook of microfinancing and raise in emphasis in CSR.'

- Srikar Patibandla, Energy and Environment Management, Batch 2021-2023.

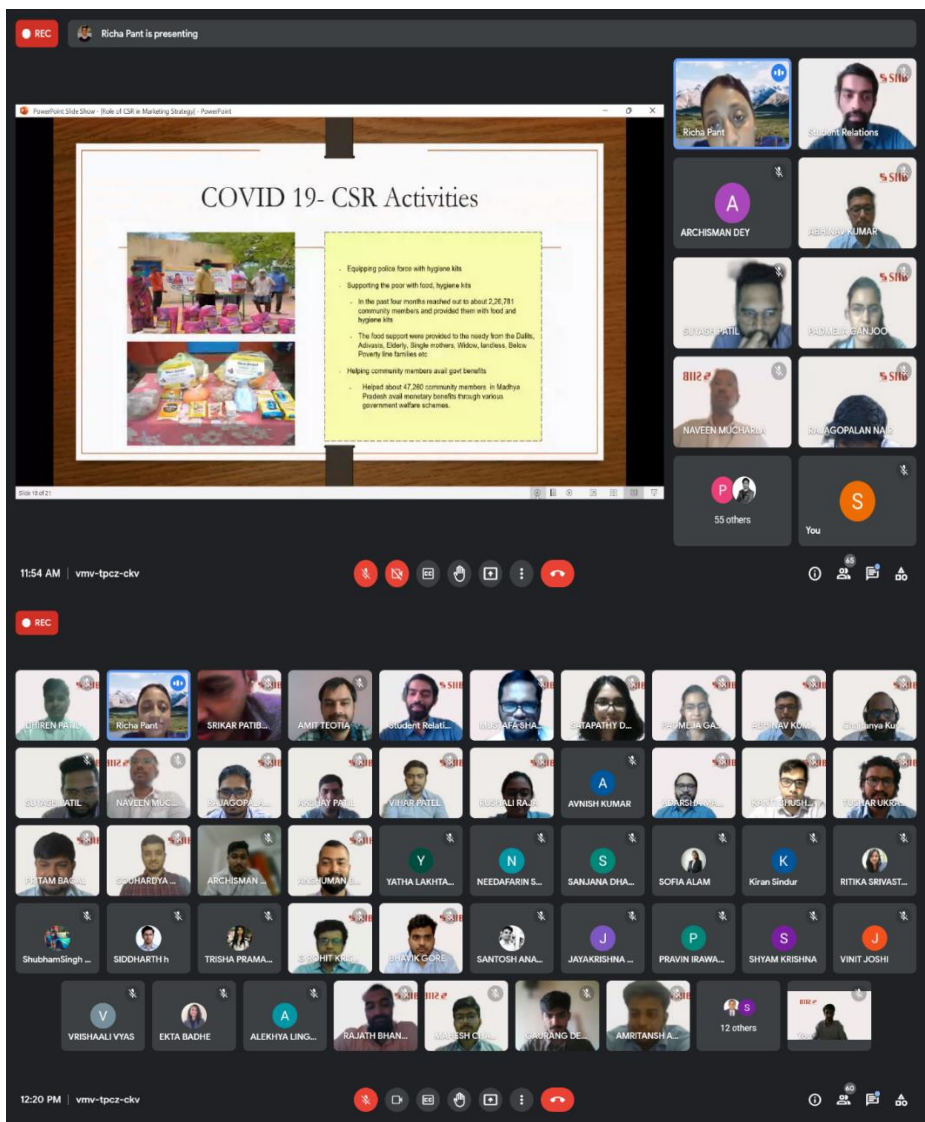
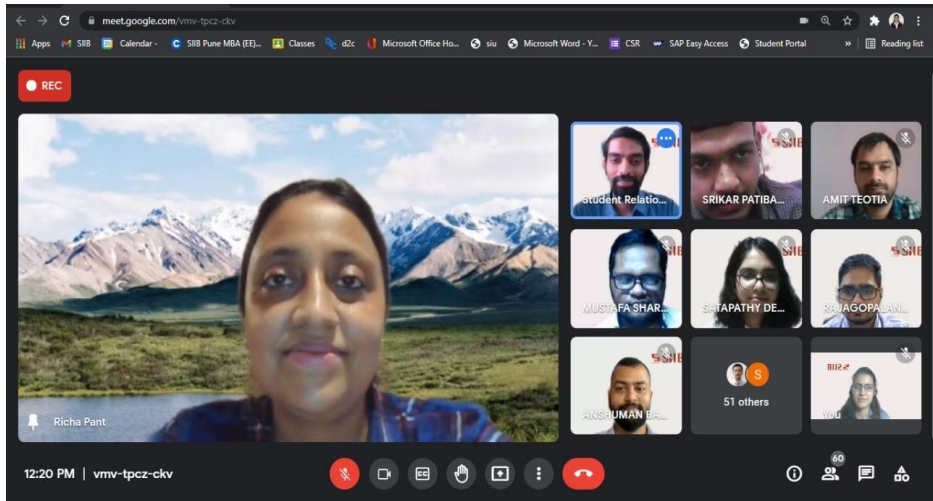
2. 'It was an insightful and very engaging session conducted by Ms.Richa. She gave great insight into how L&T Finance is practicing Corporate Social Responsibility and highlighted their flagship program, Digital Sakhi, which provides rural women with an opportunity to work for their organization.'

- Ekta Badhe, Energy and Environment Management, Batch 2020-2022.

### Overall Feedback:

The lecture helped the students understand How CSR was a current trend in India and a few insights about how LTFH was involved in CSR-related activities. It also helped students to realize how companies have been focusing on CSR for the past few years.

### Pictures:



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## Webinar Invitation || Ergos & SIIB

6 messages

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**SIIB: Placements** <placements@siib.ac.in>

Tue, Sep 14, 2021 at 4:59 PM

To: "KISHOR@ERGOS.IN" <kishor@ergos.in>

Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Dear Kishor Sir,

***Greetings from Symbiosis Institute of International Business!***

It was a pleasure connecting with you over the phone.

I, **Suraj Datta**, would like to introduce myself as the SPOC for Campus Engagement Activities at SIIB for the academic year 2021-2022. We are extending an invitation to your esteemed organization, **Ergos** to open new avenues of synergy through *Final Placements, Summer Internship Program, Live Projects, and various other corporate engagement activities.*

As discussed, we are happy to invite you to **SIIB** for a webinar for our **MBA-Agri Business students** and would request you to accept the invitation.

The dates available for the webinar are mentioned below:

- 18th September 2021, Saturday
- 19th September 2021, Sunday
- 25th September 2021, Saturday
- 26th September 2021, Sunday

As suggested, please find below the topic based on your preference along with some topics that we would like to suggest for the webinar:

- Changing landscape of AgriTech space
- Scaling up Disruptive Agriculture Technologies in India
- Agriculture is ripe for disruption
- Progression from Farming to Smart Farming
- How AgriTech is changing the farming ecosystem

Alternatively, you may let us know your availability, we will check internally if we can accommodate the same.

Requesting you to kindly confirm the date & topic for the workshop.

In the case of any queries and further requirements, feel free to contact the undersigned.

Regards,

**Suraj Datta, 8250941825**

**Anjali Anand, 9599226187**

**Corporate Relations and Placement Cell**



**Symbiosis Institute of International Business (SIIB)**

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

W: [www.siib.ac.in](http://www.siib.ac.in) E: [placements@siib.ac.in](mailto:placements@siib.ac.in)

---

**SIIB: Placements** <placements@siib.ac.in>

Thu, Sep 23, 2021 at 5:15 PM

To: "KISHOR@ERGOS.IN" <kishor@ergos.in>

Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Dear Kishor Sir,

***Greetings!***

Tried connecting with you over the phone call but could not reach you.

We will get back to you with the confirmation of the schedule for the webinar at the earliest.

In case of any queries and further information feel free to contact the undersigned.

**Regards,**

**Suraj Datta, 8250941825**

**Anjali Anand, 9599226187**

**Corporate Relations and Placement Cell**

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**SIIB: Placements** <placements@siib.ac.in>

Sat, Sep 25, 2021 at 11:55 AM

To: "KISHOR@ERGOS.IN" <kishor@ergos.in>

Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Dear Kishor Sir,

***Greetings!***

Please find below the details of the Webinar:

**Date:** 26th September

**Time:** 12:00 PM - 1:00 PM

**Topic:** "Changing landscape of AgriTech space"

**Link:** [Click Here to Join](#)

Looking forward to an insightful session with you.

In case of any queries and further requirements, please feel free to contact the undersigned.

**Regards,**

**Suraj Datta, 8250941825**

**Anjali Anand, 9599226187**

**Corporate Relations and Placement Cell**

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A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

W: [www.siib.ac.in](http://www.siib.ac.in) E: [placements@siib.ac.in](mailto:placements@siib.ac.in)

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**Kishor Jha** <kishor@ergos.in> Sun, Sep 26, 2021 at 1:14 PM  
To: jyoti choudhary <jyoti.choudhary@ergos.in>, ashutosh sinha <ashutosh.sinha@ergos.in>  
Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>, "SIIB: Placements" <placements@siib.ac.in>

Dear Jyoti,

I interacted with the student today and found it very exciting and deeply thinking through the Agritech space and its impact.

Pls get the profiles for Internship and finals.

Regards:  
Kishor Jha

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**SIIB: Placements** <placements@siib.ac.in>

Sun, Sep 26, 2021  
at 1:48 PM

To: Kishor Jha <kishor@ergos.in>

Cc: jyoti choudhary <jyoti.choudhary@ergos.in>, ashutosh sinha <ashutosh.sinha@ergos.in>, "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Dear Kishor Sir,

**Greetings!**

We would like to express our gratitude for sparing your precious time on Sunday for such an insightful session.

We are delighted to hear your feedback for the batch.

Looking forward to connecting with Jyoti Ma'am for further communication regarding the Campus Engagement Activities.

We wish to build a strong and fruitful relationship with your esteemed organization.

In case of any queries, please feel free to contact the undersigned.

**Regards,**

**Suraj Datta, 8250941825**

**Anjali Anand, 9599226187**

**Corporate Relations and Placement Cell**

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**Jyoti Choudhary** <jyoti.choudhary@ergos.in>

Mon, Sep 27, 2021 at 1:06 PM

To: Kishor Jha <kishor@ergos.in>

Cc: ashutosh sinha <ashutosh.sinha@ergos.in>, "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>, "SIIB: Placements" <placements@siib.ac.in>

Noted Sir.

We would take the discussion forward.

Best Regards,  
Jyoti Choudhary

On Sun, Sep 26, 2021 at 1:14 PM Kishor Jha <[kishor@ergos.in](mailto:kishor@ergos.in)> wrote:

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## WEBINAR REPORT

**Date of Conduct:** 26th September 2021

**Duration:** 1 hour 15 mins

**Speaker's Name & Designation:** Mr. Kishor Jha, CEO & Founder

**Organisation:** Ergos

**HOD/Concerned Faculty Head:** Student Relations/Ms. Anuja Zanzad

**Batch:** Agri-Business Management, Batch 2020-2022 & Batch 2021-2023

**No of students present:** 100+

### Synopsis:

On the 26th of September 2021, the batches of MBA - AB, 2020-22, and 2021-23 attended a Webinar by Mr. Kishor Jha, CEO & Founder, Ergos. The topic for the session was "Changing Landscape of AgriTech Space."

Mr. Kishor initiated the session by giving an overview of agriculture in India. The session progressed with Mr. Kishor discussing the potential technology holds in transforming agriculture. He explained that the increasing clarity in the policy-making and govt's openness to external stakeholders has enabled growth in the AgriTech sector. He also discussed how technology in the Agri Space is progressing rapidly, enabling soil profiling, crop monitoring, market linkage, quality assessment, and many other aspects. Mr. Kishor emphasised the importance of making the farmers use smartphones to make AgriTech a success. He further mentioned the importance of making farmers inclusive of the new technology and companies to adopt assisted models for the same. He also stated the need for an intelligent platform where farmers can safely store their grains to ensure a better price for their produce. The session concluded with an intriguing round of questions and answers.

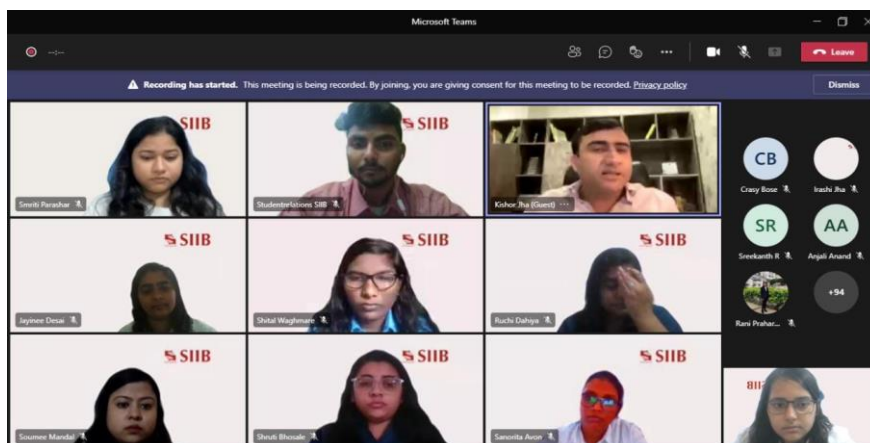
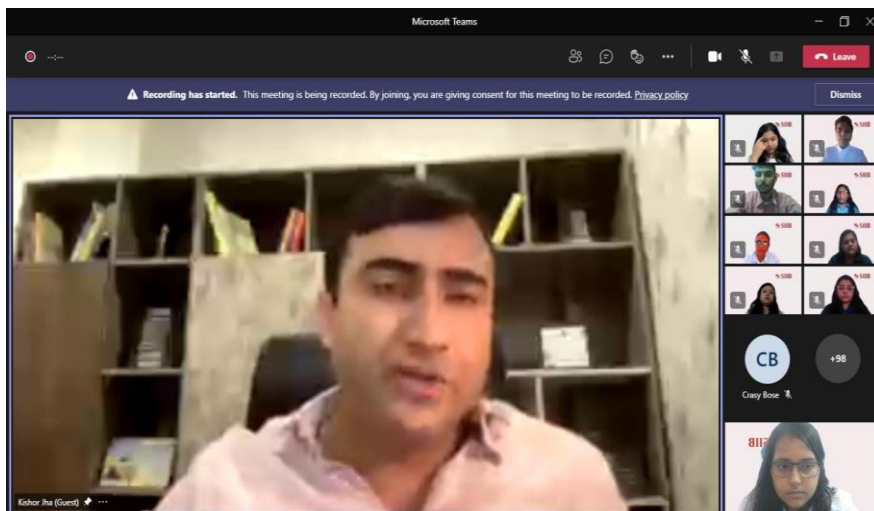
### Student Feedback:

1. "It was a very insightful and intriguing session. It covered various aspects of AgriTech Space as well as how things work on the grassroots level. I also learned more about involving farmers and making them aware of different technologies that can make farming more productive and profitable."  
-Kunal Gaurav, Agri-Business, Batch 2021-23
2. "It was an insightful and enriching session. We got an insight about farmers adopting technology, storage of grains, changing perspective of farmers towards technology advancement, and the importance of understanding the market on the rural grounds from the prospect of a farmer to develop any product or service for rural areas."  
-P S Nivedhya, Agri-Business, Batch 2020-22

### Overall Feedback:

The session gave students an overview of agriculture in India and the ability of technology to modify agriculture. It also assisted them in gaining an understanding of the various technologies that are making a significant impact in the Agri space.

Pictures -



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**Online Workshop Invitation || Green Flame India & SIIB**

7 messages

**SIIB: Placements** <placements@siib.ac.in>

Tue, Aug 17, 2021 at 10:39 AM

To: vinay.gadikar@greenflameindia.com

Cc: Anuja Zanzad &lt;officer@siib.ac.in&gt;, "Dr. Asmita Chitnis" &lt;director@siib.ac.in&gt;

Dear Vinay Sir,

**Greetings from Symbiosis Institute of International Business!**

It was a pleasure connecting with you.

I, **Sanjana Dhamande**, would like to introduce myself as the Point of Contact for Campus Engagement Activities for the academic year 2021-2022. On behalf of SIIB, I would like to extend a warm invitation to **Green Flame India** in our campus and we aspire to open new avenues of synergy with your company through webinars, workshops, guest lectures, live projects and Summer Internship programs.

We are happy to extend an invitation to you for an online workshop with the students of **MBA - Energy and Environment** and would request you to kindly accept the invitation.

Please let us know your preferred topic on which you would like to speak. We can also provide you with a list of topics for your reference. Please find the details of **course curriculum** of **MBA Energy & Environment** for your perusal. .

For any further clarifications, please feel free to contact the undersigned. Looking forward to hearing back from you.

**Regards,****Sanjana Dhamande +917507330065****Aakash Pattankar +91 9035312109****Corporate Relations and Placement Cell****Symbiosis Institute of International Business (SIIB)**

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

W: [www.siib.ac.in](http://www.siib.ac.in) E: [placements@siib.ac.in](mailto:placements@siib.ac.in)**Energy & Environment - Course Curriculum\_SIIB.pdf**

225K

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**Vinay Gadikar** <vinaygenenergy@gmail.com>

Wed, Aug 25, 2021 at 11:01 AM

To: "SIIB: Placements" &lt;placements@siib.ac.in&gt;

Cc: Anuja Zanzad <officer@siib.ac.in>, "Dr. Asmita Chitnis" <director@siib.ac.in>

Hello Ms Sanjana Dhamande,

Thank you for the invitation and it's our pleasure to get associated with your institution. Coincidentally I am an alumni of Symbiosis International University having done a PG Diploma in Business Management from SIMS, Range Hills.

Following is a list of topics which I may discuss with your MBA students.

1. Energy Audits and Energy Management
2. Advance Energy Management
3. Renewable Energy Sources

You may advise me which one of them is to be taken up.

Thank you,  
vinay

--

Vinay Gadikar! [Linked In](#)  
+91 84 22 96 00 01

Green Flame Private Limited, Pune | [Website](#) | [Linked In](#)  
Certified Energy Manager® - AEE (USA)  
Certified Measurement and Verification Professional® - EVO-AEE (USA)  
Certified Energy Auditor - BEE (Govt. of India)  
Certified Lead Auditor - ISO 50001 (IRCA)  
Lead Assessor for ESOS (UK)  
International Trainer for CEM® Certifications - AEE (USA)  
Certification Board Member - (AEE)

[Energy Audits, Mandatory Energy Audits for DCs,](#)  
[Power Quality Audits, Water Audits,](#)  
[Green Audits, EnMS \(ISO 50001\) Certifications](#)  
[Solar Thermal Solutions](#)  
[Solar Photovoltaic Solutions](#)  
[Energy Modelling, Reliability Assessment](#)  
[Project Management Consultancy, Training](#)

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--

Vinay Gadikar.

---

**SIIB: Placements** <placements@siib.ac.in>

Wed, Sep 1, 2021 at 5:46 PM

To: Vinay Gadikar <vinaygenergy@gmail.com>

Cc: Anuja Zanzad <officer@siib.ac.in>, "Dr. Asmita Chitnis" <director@siib.ac.in>

Dear Vinay Sir,

Thank You for the prompt response.

This interaction with the batch would be beneficial in initiating a fruitful and a long standing engagement between **Greenflame** and **SIIB**.

We would like to propose the following topic for the guest lecture with our students  
- **'Sustainability challenges associated with Renewable Energy Systems.'**

As discussed we would like to schedule the guest lecture on **Saturday, 11th September at 6 PM**. I request you to kindly consider our Invitation and revert with the confirmation for the same.

In case of any queries and further information, feel free to contact the undersigned. Looking forward to hearing back from you!

**Regards,**

**Sanjana Dhamande +917507330065**

**Aakash Pattankar +91 9035312109**

**Corporate Relations and Placement Cell**

**Symbiosis Institute of International Business (SIIB)**

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

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**SIIB: Placements** <placements@siib.ac.in>

Fri, Sep 24, 2021 at 12:49 PM

To: Vinay Gadikar <vinaygenergy@gmail.com>

Cc: Anuja Zanzad <officer@siib.ac.in>, "Dr. Asmita Chitnis" <director@siib.ac.in>

Dear Vinay Sir,

Greetings from Symbiosis Institute of International Business!

*It was such a pleasure to interact with you on call!*

This interaction with the batch would be beneficial in initiating a fruitful and long-standing engagement between **Greenflame** and **SIIB**.



We would like to propose the following topic for the guest lecture with our students  
- 'Sustainability challenges associated with Renewable Energy Systems.'

As discussed we would like to schedule the guest lecture on **Friday, 1st October** at **6 PM**. I request you to kindly consider our Invitation and revert with the confirmation for the same.

In case of any queries and further information, feel free to contact the undersigned. Looking forward to hearing back from you!

**Regards,**

**Sanjana Dhamande +917507330065**

**Aakash Pattankar +91 9035312109**

**Corporate Relations and Placement Cell**

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**Vinay Gadikar** <vinaygenergy@gmail.com>

Fri, Sep 24, 2021 at 2:49 PM

To: "SIIB: Placements" <placements@siib.ac.in>

Cc: Anuja Zanzad <officer@siib.ac.in>, "Dr. Asmita Chitnis" <director@siib.ac.in>

Hello Ms. Sanjana Dhamande,

Thank you for the invitation. The date and time is okay with me. Regarding the topics, I have some suggestions. The proposed topic is not aligned with my area of work. Though I have been dealing with technical stuff of many renewable energy technologies, I am not quite conversant with its policies and regulatory part. So I may not justify the topic - 'sustainability challenges with renewable energy systems'. I have already conveyed you the list of topics in my trailing email dated 25 Aug 2021. Of which I can discuss - 'Energy Audits and Energy Management'. Please convey to me your suitability.

Thank you,

vinay

--

Vinay Gadikar | [Linked In](#)

+91 84 22 96 00 01

Green Flame Private Limited, Pune | [Website](#) | [Linked In](#)

Certified Energy Manager® - AEE (USA)

Certified M&V Professional® - EVO-AEE (USA)

Certified Energy Auditor - BEE (Govt. of India)

Certified Lead Auditor - EnMS ISO 50001 (IRCA)

Lead Assessor for ESOS (UK)

International Trainer for CEM® Certifications - AEE (USA)

Certification Board Member - (AEE)

Energy Audits, Mandatory Energy Audits for DCs,  
Power Quality Audits, Water Audits,  
Green Audits, EnMS (ISO 50001) Certifications  
Solar Thermal Solutions  
Solar Photovoltaic Solutions  
Energy Modelling, Reliability Assessment  
Project Management Consultancy, Training  
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**SIIB: Placements** <placements@siib.ac.in>

Fri, Sep 24, 2021 at 4:38 PM

To: Vinay Gadikar <vinaygenergy@gmail.com>

Cc: Anuja Zanzad <officer@siib.ac.in>, "Dr. Asmita Chitnis" <director@siib.ac.in>

Dear Vinay Sir,

Thank you so much for your confirmation.

I wish to inform you that we would be more than happy to have a guest lecture on the topic '**Energy Audits and Energy Management**'.

Looking forward to your presence in the session.

In case of any queries and further information, feel free to contact the undersigned.

**Regards,**

**Sanjana Dhamande +917507330065**

**Aakash Pattankar +91 9035312109**

**Corporate Relations and Placement Cell**

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**SIIB: Placements** <placements@siib.ac.in>

Fri, Oct 1, 2021 at 9:40 AM

To: Vinay Gadikar <vinaygenergy@gmail.com>

Cc: Anuja Zanzad <officer@siib.ac.in>, "Dr. Asmita Chitnis" <director@siib.ac.in>

Dear Vinay Sir,

Greetings of the day! Hope this email finds you well.

We would like to confirm the date **1st October 2021,6pm** for the guest lecture on the topic specified in the trailing mail. Below is the link for the session.

**Meet link:**<https://meet.google.com/tcw-wtqi-fgw>

For further assistance, feel free to contact the undersigned.

**Regards,**

**Sanjana Dhamande +917507330065**

**Aakash Pattankar +91 9035312109**

**Corporate Relations and Placement Cell**

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## WORKSHOP REPORT

**Date of Conduct:** 1<sup>st</sup> October 2021

**Duration:** 1 hour

**Speaker's Name & Designation:** Mr Vinay Gadikar (Director)

**Organization:** Green Flame Pvt. Ltd.

**HOD/Concerned Faculty Head:** Student Relations/Ms. Anuja Zanzad

**Batch:** Energy and Environment Batch 2021-2023

**No of students present:** 41

### Synopsis:

On 1st October 2021, the students of MBA-E&E, batch 2021-2023, attended a workshop conducted by Mr. Vinay Gadikar, Director, Green Flame Pvt. Ltd. The topic for the session was 'Energy Audit and Energy Management '.

Mr. Vinay began his workshop by explaining how energy management is a multidisciplinary domain where expertise from many fields like Mechanical and Electrical is required. He then explained how vital energy cost is, accounting for 5 to 40 percent of the total cost. Mr. Vinay expressed his views on energy security and how it is still a massive concern as 50 to 60 percent of oil imports from OPEC countries and how the USA tactfully became an energy independent country reducing its reliance on OPEC countries. Mr. Vinay showed us the numbers where the USA, China, and India contributed significantly to GHG emissions, but India's per capita emission was much lower. He gave us a glimpse of how energy saving can help us increase foreign exchange, which allows for the country's development.

Mr. Vinay then went on to tell us how India is taking significant strides in energy saving by introducing the PAT scheme by BEE to reduce energy consumption and promote enhanced energy efficiency among specific energy-intensive industries in the country. In the end, he explained the different stages and types of the energy audit and the variety of certifications required for auditors both domestic and internationally to conduct the auditing. The session ended with a very intriguing and knowledgeable round of questions and answers.

### Feedback:

1. 'We got insights on the relation between energy consumption and GDP. He also told us how rising fuel prices and climate change become essential to managing energy consumption and where the energy is used more, there the scope for reducing energy consumption is high.'

-Dhiren Patil, MBA Energy, and Environment, 2021-2023.

2. 'It was an insightful session where Mr. Gadikar gave us critical insights on using Artificial Intelligence in Energy management and informed us how to collect data for energy audits.'

- Sushrut Jadhav, MBA Energy and Environment, 2021-2023

### Overall Feedback:

Mr. Vinay gave us an overall idea of the basics of the auditing business. His views on how traditional companies after the PAT scheme are looking to switch to modern and advanced technologies helped us anticipate the auditing sector's boom in the coming years. He helped us clarify doubts on which certifications to go for and how to go about it, which was great for students who want to pursue a career in this field.

### Pictures:



REC

7:04 PM | tcw-wtqi-fgw

40

REC

7:16 PM | tcw-wtqi-fgw



SIIB Alumni Relations Team <alumni@siib.ac.in>

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## Invitation for Guest Lecture

2 messages

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**SIIB Alumni Team** <alumni@siib.ac.in>  
To: psubram@gbci.org

Fri, Oct 8, 2021 at 2:36 PM

Dear Sir,

***Greetings from the SIIB Alumni Relations Team!***

It gives us immense pleasure to invite you for a **Guest Lecture**, for our students of E&E Batch. As discussed, please find below the details of the same.

**Date: 10th October 2021 (Sunday)**

**Time: 11:30 am - 12:45 pm (IST)**

**Topic: LEED approach towards sustainability and opportunities**

Kindly join the guest lecture by using the link below:

[Click here to join the meeting](#)

We request you to join by 11:15 am, so that we can conduct a test run, to avoid any technical issues.

**Regards,**

**SIIB Alumni Relations Team**

Symbiosis Institute of International Business (SIIB)

Address: Hinjewadi, Pune - 411 057, Maharashtra

Website: [www.siib.ac.in](http://www.siib.ac.in) | E-mail: [alumni@siib.ac.in](mailto:alumni@siib.ac.in)

Alumni Portal: [alumni.siib.ac.in](http://alumni.siib.ac.in)

Connect: <https://www.linkedin.com/groups/50754/>

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**SIIB Alumni Team** <alumni@siib.ac.in>  
To: psubram@gbci.org

Sun, Oct 10, 2021 at 1:10 PM

Dear sir,

***Greetings from the SIIB Alumni Relations Team!***

We would like to express our gratitude for taking time out of your busy schedule and enriching us with your knowledge and experience.

It is always a pleasure to interact with our alumni. It was an engaging and an extremely informative session for everyone. We thank you for covering different LEED approaches towards sustainability and opportunities. We look forward to having more such sessions in the future.

Please find attached the group photos of the event.

Thank you.

**Regards,**

**SIIB Alumni Relations Team**

Symbiosis Institute of International Business (SIIB)

Address: Hinjewadi, Pune - 411 057, Maharashtra

Website: [www.siib.ac.in](http://www.siib.ac.in) | E-mail: [alumni@siib.ac.in](mailto:alumni@siib.ac.in)

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Connect: <https://www.linkedin.com/groups/50754/>

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### 3 attachments

**2021-10-10 (16).png**

1606K

**2021-10-10 (2).png**

1739K

**2021-10-10 (3).png**

2912K

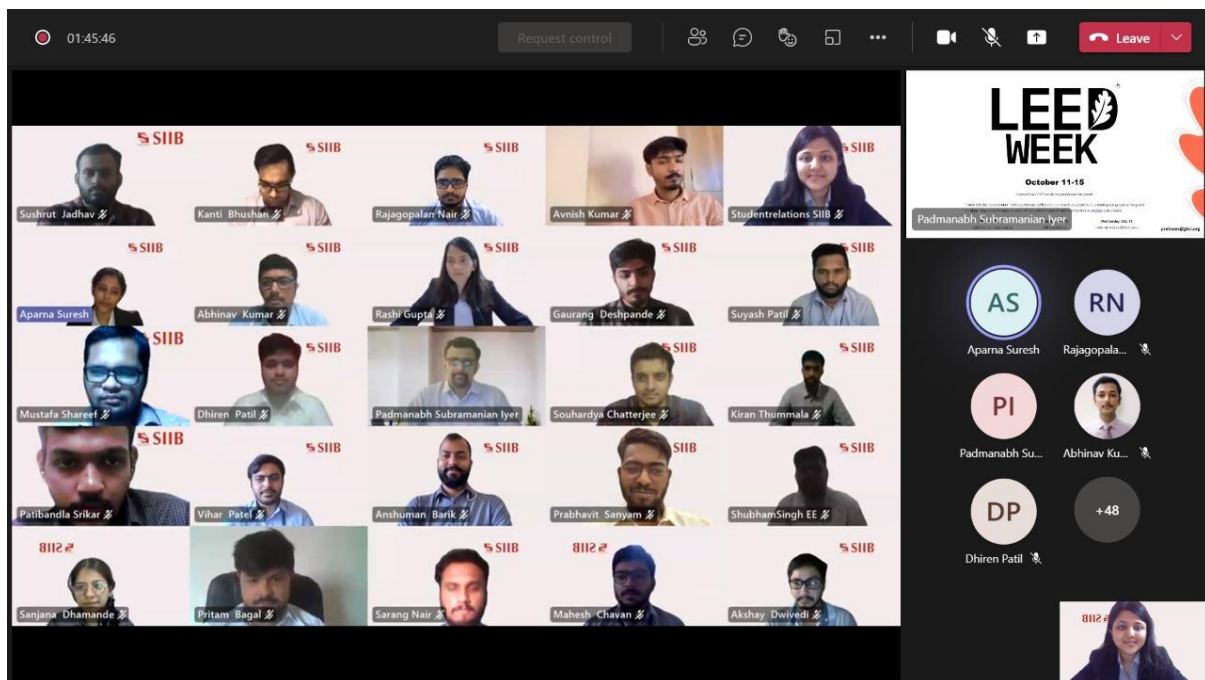


## Guest Lecture Report on Mr. Padmanabh Subramanian's session.

On 10<sup>th</sup> October 2021, Mr Padmanabh Subramanian, an alumnus of Batch 2009 – 2011, working with GBCI India as the Regional Head – Market Development delivered a guest lecture on “LEED Approach Towards Sustainability and Opportunities” for the MBA - E&E Batches of 2020 – 2022 & 2021 – 2023.

In the session, he shared deep insights into LEED certification, its concept, evolution, various aspects and versions. LEED zero concept, Arc platform for performance analysis, LEED for Indian cities and communities, how LEED certification helps in ESG reporting and achieving sustainability goals, adaptations by LEED Certification for post Covid situations were the major areas of discussion. The session helped students to get a better understanding about importance and benefits of certifications associated with construction and maintenance of buildings, processes regarding the same, and how it leads to sustainable development.

Students asked questions based on how existing buildings could achieve LEED certification, and how employee productivity can be increased with LEED Certification. Mr. Padmanabh Subramanian was happy to reconnect with his Alma Mater and deliver the session for the students.



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**Invitation for Guest Lecture || Porter & SIIB**

6 messages

**SIIB: Placements** <placements@siib.ac.in>

Thu, Sep 16, 2021 at 5:38 PM

To: campusengagement@theporter.in

Cc: "Dr. Asmita Chitnis" &lt;director@siib.ac.in&gt;, Anuja Zanzad &lt;officer@siib.ac.in&gt;

Dear Ma'am,

Greetings from **Symbiosis Institute of International Business!**

We hope that this email finds you in good health.

*This is in reference to our discussion regarding the Guest Lecture.*

I, **Kavya Mehrotra**, would like to introduce myself as the SPOC for Campus Engagement Activities at SIIB for the academic year 2021-2022. On behalf of SIIB, I would like to extend a warm invitation to your esteemed organization to participate in the **Guest Lecture Series**.

As discussed, below are the slots available for the mentioned dates:

Date	Day	Slots Available
25 <sup>th</sup> September' 21	Saturday	Morning: 10 AM - 1 PM
		Afternoon: 2 PM - 5 PM
26 <sup>th</sup> September' 21	Sunday	Afternoon: 2 PM - 5 PM
2 <sup>nd</sup> October' 21	Saturday	Morning: 10 AM - 1 PM
		Afternoon: 2 PM - 5 PM
3 <sup>rd</sup> October' 21	Sunday	Morning: 10 AM - 1 PM
		Afternoon: 2 PM - 5 PM

Please let us know your preferred date and the topic for the lecture. Kindly let us know how to proceed further to facilitate the same.

**We would be honoured to have your organization onboard for the same!**

For any further discussion, please feel free to contact the undersigned.

**Regards,****Kavya Mehrotra, +91-8826958571****Rohan Sen, +91-8551067855****Corporate Relations and Placement Cell****Symbiosis Institute of International Business (SIIB)**

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

W: [www.siib.ac.in](http://www.siib.ac.in) E: [placements@siib.ac.in](mailto:placements@siib.ac.in)

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**SIIB: Placements** <placements@siib.ac.in>

Tue, Sep 28, 2021 at 9:29 AM

To: campusengagement@theporter.in

Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Dear Ma'am,

Hope you are doing well.

Please find attached, list of webinar topics, as requested by you.

**Regards,**

**Kunal Thusu, +91-8149257161**

**Kavya Mehrotra, +91-8826958571**

**Corporate Relations and Placement Cell**

**Symbiosis Institute of International Business (SIIB)**

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

W: [www.siib.ac.in](http://www.siib.ac.in) E: [placements@siib.ac.in](mailto:placements@siib.ac.in)

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 **Webinar Topics - Porter.pdf**  
408K

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**SIIB: Placements** <placements@siib.ac.in>

Thu, Sep 30, 2021 at 11:38 AM

To: campusengagement@theporter.in

Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Dear Ma'am,

Hope you are doing well!

As discussed, please find below the available time slots for the Guest Lecture on 8th October, 2021.

Date	Day	Slots Available
8th October' 21	Friday	Morning: 10 AM - 1 PM
		Afternoon: 2 PM - 5 PM

Regards,

Kunal Thusu, +91-8149257161

Kavya Mehrotra, +91-8826958571

**Corporate Relations and Placement Cell**

**Symbiosis Institute of International Business (SIIB)**

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

W: [www.siib.ac.in](http://www.siib.ac.in) E: [placements@siib.ac.in](mailto:placements@siib.ac.in)

[Quoted text hidden]

**Campus Engagement** <campusengagement@theporter.in>

Fri, Oct 8, 2021 at  
1:25 PM

To: "SIIB: Placements" <placements@siib.ac.in>

Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>, Rakesh Gopalani <rakesh@porter.in>

Hi Kunal,

Please find below the details for the Guest Lecture scheduled for the students of Symbiosis Institute of International Business.

Name of the Stakeholder	Paras Agarwal
Topic for the Guest Lecture	Digitisation as a Disruptor in Business Ecosystem
Date and Time of the event	14th October 2021, 6 PM

Let me know in case you require any further information.

**Best Regards,**

Campus Engagement Team  
Porter.in

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*The security of our email addressee(s) at a high priority for us and therefore, PORTER has put forth all the efforts to ensure that the email message and any attachments thereof are error and virus-free, but unfortunately, full security of any email (including its attachments) cannot be ensured despite our efforts as the data included in emails could be infected, intercepted, or corrupted and hence, the recipient is requested to check the email and the attachments thereof for any kind of threats/virus etc., with proper and fit software, the sender assumes no responsibility and/or liability for any damage(s) inflicted by viewing/downloading the content of this email (including any of its attachments).*

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**SIIB: Placements** <placements@siib.ac.in>

Mon, Oct 11, 2021 at 1:07 PM

To: Campus Engagement <campusengagement@theporter.in>

Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>, Rakesh Gopalani <rakesh@porter.in>

Dear Ma'am,

We are happy to host you on 14th October, 6pm for the Guest Lecture.

For any further discussion, please feel free to contact the undersigned.

**Regards,**

**Kunal Thusu, +91-8149257161**

**Kavya Mehrotra, +91-8826958571**

**Corporate Relations and Placement Cell**

**Symbiosis Institute of International Business (SIIB)**

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

W: [www.siiib.ac.in](http://www.siiib.ac.in) E: [placements@siib.ac.in](mailto:placements@siib.ac.in)

[Quoted text hidden]

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**SIIB: Placements** <placements@siib.ac.in>

Thu, Oct 14, 2021  
at 8:00 AM

To: Paras Agarwal <parasagarwal@porter.in>

Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>, Campus Engagement <campusengagement@theporter.in>

Dear Paras Sir,

Greetings from SIIB!

Please find below the invite link for the guest lecture scheduled for today i.e. 14th October 2021 at 6:00 PM.

[Guest Lecture || Porter](#)

For any further discussion, please feel free to contact the undersigned.

**Regards,**

**Kunal Thusu, +91-8149257161**

**Kavya Mehrotra, +91-8826958571**

**Corporate Relations and Placement Cell**

**Symbiosis Institute of International Business (SIIB)**

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

W: [www.siib.ac.in](http://www.siib.ac.in) E: [placements@siib.ac.in](mailto:placements@siib.ac.in)

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## WORKSHOP REPORT

**Date of Conduct:** 14<sup>th</sup> October 2021

**Duration:** 1Hr

**Speaker's Name and Designation:** Mr. Paras Agarwal, Head - City Business Expansion, Porter.in

**Organisation:** Porter.in

**HOD/Concerned Faculty Head:** Student Relations/Ms. Anuja Zanzad

**Batch:** IB Batch 2020-2022 & IB Batch 2021-2023

**No. of Students present:** 200+

### Synopsis:

On the 14th of October 2021, the students of International Business of MBA-IB batch 2020-22 and MBA-IB 2021-23 attended a workshop by Mr. Paras Agarwal, Head - City Business Expansion, Porter.in. The topic of the session was "Digitisation as a Disruptor in Business Ecosystem".

Mr. Paras Agarwal initiated the session with a brief introduction to digitalisation. He elaborated about Porter's journey and targeted its goal of increasing the efficiency of the process. Mr. Agarwal mentioned the real-time problems faced by customers and service providers. He stated how the unorganised market hurts vehicle operators and the USP of Porter that sets them apart in the market. He further explained the role of digitalisation in Porter to tackle problems efficiently.

The session concluded with an interactive question and answer round.

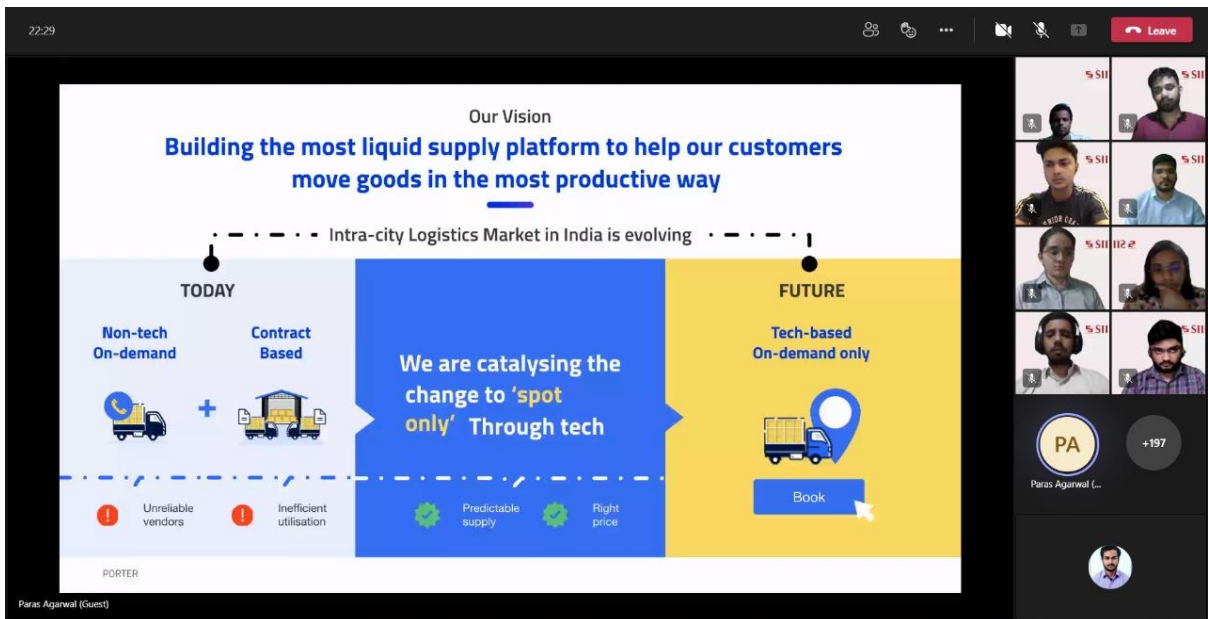
### Feedback:

1. "The session gave insights into how digitisation can make a huge difference and help businesses to expand in multiple folds. The way Mr. Paras explained the whole process helped me to get a better understanding and importance of efficiency in the supply chain." – Sidharth Saratkar, International Business (Marketing), Batch 2021-2023
2. "I Found Mr. Paras Agarwal's session was really powerful, enlightening, and entertaining. It has broadened our understanding a lot regarding how an intra city logistics system works, what are the policies and techniques that they took for daily running of the system." – Rupam Rajak, International Business (Marketing), Batch 2021-2023

### Overall Feedback:

The session was interesting and interactive and students received a lot of insights into positioning themselves as members of the corporate world.

**Pictures:**





58:30

Paras Agarwal (Guest)

RR +177  
Rupam Rajak

SIIB

Zoom Meeting

30:59

## Major USP?

Customers	Partners
<ul style="list-style-type: none"> <li>No Bargaining – Fixed Fare model</li> <li>Reliability</li> <li>Highly Economical</li> <li>Real-time tracking</li> <li>Trusted drivers</li> <li>Online payment options - wallet facility</li> <li>Tracking of logistics cost</li> <li>GST Invoice</li> </ul>	<ul style="list-style-type: none"> <li>No Bargaining – Fixed Fare model</li> <li>Higher Utilization - Return Trips</li> <li>Flexibility in working</li> <li>Increased Earnings</li> <li>Demand from all locations</li> <li>Immediate Payout</li> <li>Association with a company - RnR Programs, Vehicle Insurance</li> </ul>

4

Paras Agarwal (Guest)

PA

Paras Agarwal (Guest)

+201

Zoom Meeting



SIIB Alumni Relations Team <alumni@siib.ac.in>

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## Invitation for Guest Lecture at SIIB

2 messages

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**SIIB Alumni Team** <alumni@siib.ac.in>  
To: Misha Mehta <mishagarg82@gmail.com>

Mon, Oct 18, 2021 at 5:26 PM

Dear Ma'am,

***Greetings from the SIIB Alumni Relations Team!***

It gives us immense pleasure to invite you for a **Guest Lecture** at SIIB, for our students. As discussed, please find below the details of the same.

**Date:** 20th October 2021 (Wednesday)  
**Time:** 5:15 pm - 6:15 pm (IST)  
**Topic:** Being One with the Consumer

[Click here to join the meeting](#)

We request you to join by 5:00 pm, so that we can conduct a test run, to avoid any technical issues.

Thank you.

**Regards,**  
**SIIB Alumni Relations Team**  
Symbiosis Institute of International Business (SIIB)  
Address: Hinjewadi, Pune - 411 057, Maharashtra  
Website: [www.siib.ac.in](http://www.siib.ac.in) | E-mail: [alumni@siib.ac.in](mailto:alumni@siib.ac.in)  
Alumni Portal: [alumni.siib.ac.in](http://alumni.siib.ac.in)  
Connect: <https://www.linkedin.com/groups/50754/>

---

**SIIB Alumni Team** <alumni@siib.ac.in>  
To: Misha Mehta <mishagarg82@gmail.com>

Sat, Oct 23, 2021 at 12:39 PM

Dear Ma'am,

We would like to express our gratitude for taking time out of your busy schedule and enriching us with your knowledge and experience.

It is always a pleasure to interact with our alumni. It was an engaging and extremely informative session for everyone. We thank you for sharing different aspects of consumer and market insights.

We look forward to having more such sessions in the future.

**Regards,**

**SIIB Alumni Relations Team**

Symbiosis Institute of International Business (SIIB)

Address: Hinjewadi, Pune - 411 057, Maharashtra

Website: [www.siib.ac.in](http://www.siib.ac.in) | E-mail: [alumni@siib.ac.in](mailto:alumni@siib.ac.in)

Alumni Portal: [alumni.siib.ac.in](http://alumni.siib.ac.in)

Connect: <https://www.linkedin.com/groups/50754/>

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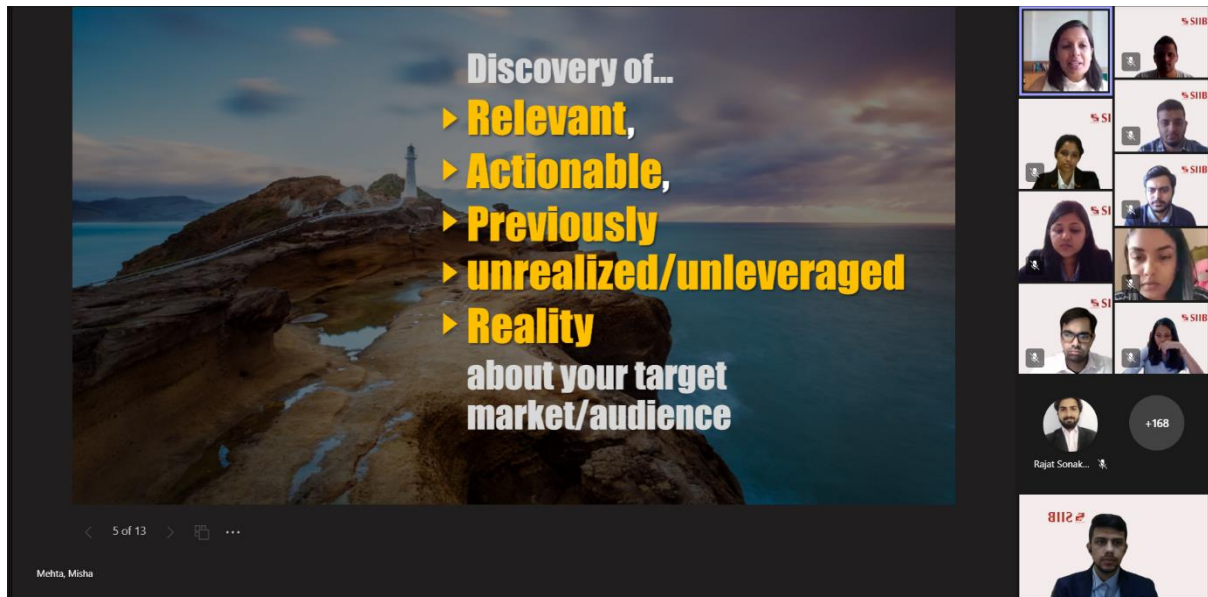
## Guest Lecture Report on Ms. Misha Mehta's session

On 23rd October 2021, Ms. Misha Mehta, an alumna of batch 2005-07, working with Philip Morris International as the Insights Lead – India & Pakistan, delivered a guest lecture on “Being One with the Consumer” for the entire batch of 2021-'23.

In the session, she shared, the importance of market research, consumer & market insights and how they help build successful brand campaigns. She also talked about the importance of retail experience over e-commerce and insights related to the same. She shared real-life examples of brands using consumer insights to launch new marketing campaigns or to bring out of the box ideas to reality through the use of technology.

Students asked questions on how brands handle unsuccessful advertisements and how the pandemic has brought changes in human behaviour that leads to changes in consumer insights.

Ms. Misha Mehta was happy to conduct the session and is keen to nurture her association with the institute.



The screenshot displays a Zoom meeting interface. The main content is a presentation slide with a background image of a rocky coastline and a lighthouse. The slide text reads: "Discovery of..." followed by a list of five points in yellow: "▶ Relevant," "▶ Actionable," "▶ Previously," "▶ unrealized/unleveraged," and "▶ Reality". Below the list, it says "about your target market/audience". At the bottom left of the slide, it says "5 of 13" and "Mehta, Misha". On the right side, there is a grid of 12 participant video thumbnails. Below the grid, there is a name "Rajat Sonak..." and a "+168" icon. At the bottom right, there is a larger thumbnail of a participant with the name "8112" and a small icon.



SIIB Alumni Relations Team <alumni@siib.ac.in>

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## Invitation for Guest Lecture

1 message

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**SIIB Alumni Team** <alumni@siib.ac.in>  
To: binu joseph <j.binu4u@gmail.com>

Sat, Oct 23, 2021 at 1:20 PM

Dear Sir,

*Greetings from the SIIB Alumni Relations Team!*

It gives us immense pleasure to invite you for a **Guest Lecture** for our students. As discussed, please find below the details of the same.

**Date:** 24th October 2021 (Sunday)

**Time:** 11 am - 1 pm (IST)

**Topic:** Role and Future of Big Data in Agribusiness

[Click here to join the meeting](#)

We request you to join by 10:45 am, so that we can conduct a test run, to avoid any technical issues.

Thank you.

**Regards,**

**SIIB Alumni Relations Team**

Symbiosis Institute of International Business (SIIB)

Address: Hinjewadi, Pune - 411 057, Maharashtra

Website: [www.siib.ac.in](http://www.siib.ac.in) | E-mail: [alumni@siib.ac.in](mailto:alumni@siib.ac.in)

Alumni Portal: [alumni.siib.ac.in](http://alumni.siib.ac.in)

Connect: <https://www.linkedin.com/groups/50754/>

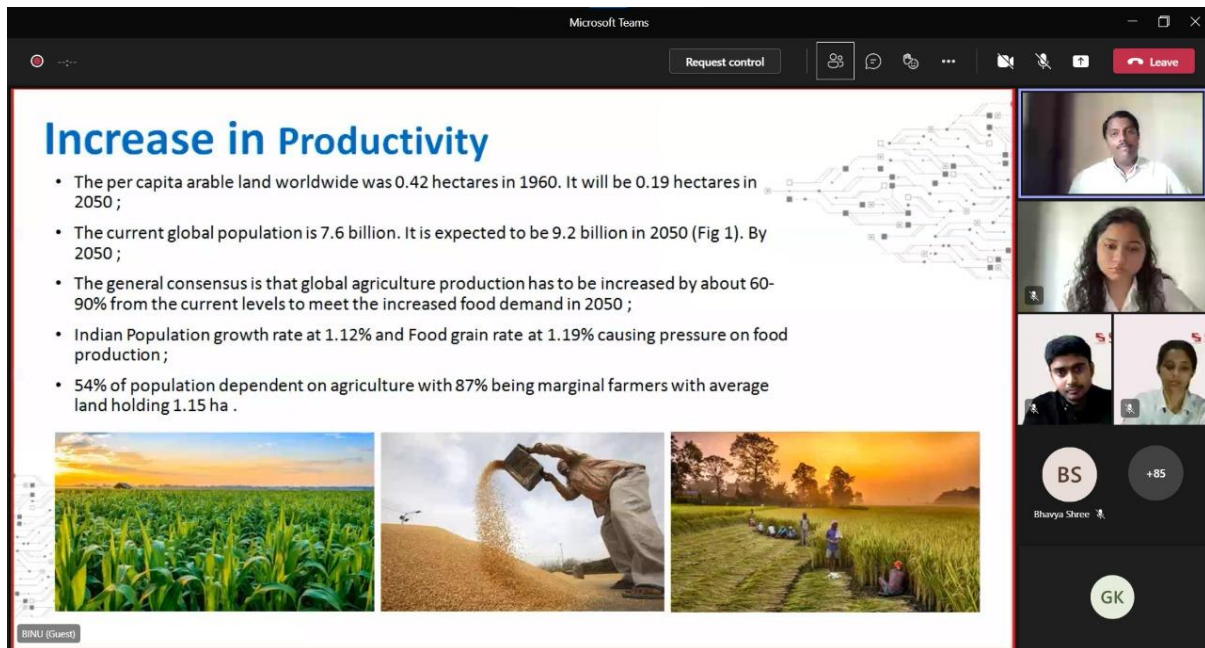
## Guest Lecture Report on Mr. Binu Joseph's session

On 24th October 2021, Mr. Binu Joseph, an alumnus of batch 2009-11, working with Agzon Agro Private Limited as the Founder Director and COO, delivered a guest lecture on "Role and Future of Big data in Agribusiness" for the batches of 2020-'22 & 2021-'23 Agribusiness.

In the session, he talked about how various sectors are utilising big data to establish their competitive edge among the consumers. The major areas of discussion involved the usage of techniques and tools in Agri-tech sector to enhance and benefit the farmers and thereby improve productivity. The future prospects relating to the accessibility of big data was also a key learning from the session.

Students asked questions on how the lack of awareness has affected the utilisation of the technical advancements in the field and what are the scopes of promoting the usage of big data in remote areas of the country.

Mr. Binu Joseph was happy to conduct the session and is looking forward to more interactions with the students in the future.



The screenshot shows a Microsoft Teams meeting interface. The main content is a presentation slide titled "Increase in Productivity" with the following bullet points:

- The per capita arable land worldwide was 0.42 hectares in 1960. It will be 0.19 hectares in 2050 ;
- The current global population is 7.6 billion. It is expected to be 9.2 billion in 2050 (Fig 1). By 2050 ;
- The general consensus is that global agriculture production has to be increased by about 60-90% from the current levels to meet the increased food demand in 2050 ;
- Indian Population growth rate at 1.12% and Food grain rate at 1.19% causing pressure on food production ;
- 54% of population dependent on agriculture with 87% being marginal farmers with average land holding 1.15 ha .

The slide also features three images: a cornfield at sunset, a person pouring grain into a sack, and a field with people working. The Teams interface includes a top bar with "Request control", a "Leave" button, and a right-hand panel with video thumbnails for participants and a chat area.

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**Webinar Invitation || HM.CLAUSE & SIIB**

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**SIIB: Placements** <placements@siib.ac.in>

Fri, Oct 29, 2021 at 12:21 PM

To: Vamsi Krishna C &lt;vamsiabm@gmail.com&gt;

Cc: "Dr. Asmita Chitnis" &lt;director@siib.ac.in&gt;, Anuja Zanzad &lt;officer@siib.ac.in&gt;

Dear Vamsi Sir,

***Greetings!***

As discussed, please find below the details of the Webinar:

**Date:** 29th October 2021**Time:** 6:00 PM - 7:30 PM**Topic:** Agri input sector perspective**Link:** [Click here to Join](#)

Looking forward to an insightful session with you.

In case of any queries and further requirements, please feel free to contact the undersigned.

**Regards,****Utkarsha Zinjade, 7709286159****Anjali Anand, 9599226187****Corporate Relations and Placement Cell****Symbiosis Institute of International Business (SIIB)**

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

W: [www.siib.ac.in](http://www.siib.ac.in) E: [placements@siib.ac.in](mailto:placements@siib.ac.in)

[Quoted text hidden]

# WORKSHOP REPORT

**Date of Conduct:** 29<sup>th</sup> October 2021

**Duration:** 1 hour 20 mins

**Speaker's Name & Designation:** Mr. Vamsi Krishna C, National Sales Manager

**Organization:** HM.CLAUSE

**HOD/Concerned Faculty Head:** Student Relations/Ms. Anuja Zanzad

**Batch:** Agri Business Management, Batch 2021-2023

**No of students present:** 60

## **Synopsis:**

On 29th October 2021, the batch of MBA - AB 2021-23 attended a webinar by Mr. Vamsi Krishna C, National Sales Manager, HM.CLAUSE. The topic for the session was "Agri Input Sector Perspective."

Mr. Vamsi initiated the session by giving a brief overview of his organization. The talk progressed with Mr. Vamsi discussing potential India holds in terms of production in agriculture. He also shared some interesting statistics concerning Indian agriculture and the impact of COVID across various sectors. Dividing the farming cycle into three parts, namely "Pre-farming Activity," "Crop Production Activity," and "Post-harvest Management", Mr. Vamsi interrelated them with the various linkages required at each step. He took the talk forward, discussing different agri-input supply chains such as "seed" and "fertilizer". He also explained the process of price build up in the Agri input supply chain.

Mr. Vamsi concluded the session by mentioning different opportunities present in the Agri input sectors and their risks and suggesting digital push in Agri input as a need of the hour. The webinar ended with an intriguing round of questions and answers.

## **Some questions from the session -**

"With the increasing demand amidst a shortage of food worldwide, should India focus more on its Agri export basket? "

- Sammer Gundla, Agri Business Management, Batch 2021-2023

"Has HM. Clause decided on taking up some measures to develop an application wherein farmers and the company can get connected in a better way?"

- Smriti Parashar, Agri Business Management, Batch 2021-2023

## **Feedback:**

"The session with Mr. Vamsi was very insightful, and he shared details about the Agri input sector, which helped us understand the opportunities prevailing in this sector."

-Chinmay Kinage, Agri Business Management, Batch 2021-2023

2. "The session was very informative and gave us insights into the Agri input sector, supply chain and importance of digitalization in agriculture along with shedding the light of various opportunities available in this sector."

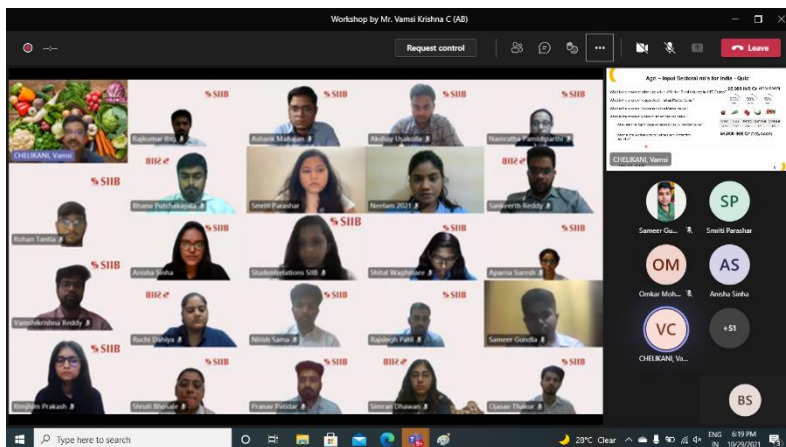
- Shruti Bhonsle, Agri Business Management, Batch 2021-2023



### Overall Feedback:

The session was very insightful and enriched the student's understanding of the Agri-input sector, Agri supply chain, and the opportunities and risks associated with it.

### Pictures:



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**Fwd: Invitation for workshop on 'Personal Branding'**

3 messages

---

**Sushant Malik** <sushant.malik@siib.ac.in>  
To: Roshni Pardeshi <assistant.placement@siib.ac.in>

Sat, Dec 11, 2021 at 11:07 AM

Dear Ma'am,

Ms Jinal has agreed to take a workshop on 'Personal Branding' on 14th December, 2021 (5:15PM-7:15PM).

I request you to get her payments approved by Director Mam.

----- Forwarded message -----

From: **Sushant Malik** <sushant.malik@siib.ac.in>  
Date: Wednesday, December 8, 2021  
Subject: Invitation for workshop on 'Personal Branding'  
To: [dedhiajinal@gmail.com](mailto:dedhiajinal@gmail.com)  
Cc: "Dr. Asmita Chitnis" <[director@siib.ac.in](mailto:director@siib.ac.in)>

Dear Ms Jinal,

Greetings from SIIB!!!

Symbiosis Institute of International Business (SIIB) is a constituent of Symbiosis International (Deemed University). Symbiosis Institute of International Business (SIIB) established in 1992 is one of the top B-Schools in the country imparting quality education in the field of International Business, Agribusiness and Energy and Environment.

Every year, SIIB conducts several conclaves, seminars and workshops to facilitate the interaction between the eminent personalities and experts from different walks of life and the students of SIIB. I would like to invite you for a workshop on 'Personal Branding' at our institute. This workshop is meant for all the students at SIIB and will be conducted online on 14th December 2021 (5:15 PM-7:15 PM).

It would be a great learning experience for our students if experts like you will come and share their experience with them.

Looking forward to your confirmation.

Best,

**Sushant Malik****Assistant Professor**

Symbiosis Institute of International Business (SIIB)

G.No. 174/1, Hinjewadi Pune - 411057, India

[www.siib.ac.in](http://www.siib.ac.in) | [www.siu.edu.in](http://www.siu.edu.in)**EXT-418 MO- +91 9013821429**

--

Best,

**Sushant Malik****Assistant Professor**

Symbiosis Institute of International Business (SIIB)

G.No. 174/1, Hinjewadi Pune - 411057, India

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**Gauri Kale** <gaurik.acadcord@siib.ac.in> Sat, Dec 11, 2021 at 11:31 AM  
To: Sushant Malik <sushant.malik@siib.ac.in>  
Cc: Markadiction Club <markadiction@siib.ac.in>, Roshni Pardeshi <assistant.placement@siib.ac.in>, Academic coordinators <academic\_coordinators@siib.ac.in>

Dear Sir,

The calendar is updated as per mentioned details for Batch 2020-22 and 2021-23.

On Sat, Dec 11, 2021 at 11:12 AM Sushant Malik <[sushant.malik@siib.ac.in](mailto:sushant.malik@siib.ac.in)> wrote:

Dear Ma'am,

I request you to book a slot for 14th December, Tuesday 5:15 PM-7:15 PM for the Batch 2020-22 and Batch 2021-23 (All students) for a workshop on Personal Branding by Ms. Jinal Shah.

----- Forwarded message -----

From: **Jinal Shah** <[dedhiajinal@gmail.com](mailto:dedhiajinal@gmail.com)>  
Date: Friday, December 10, 2021  
Subject: Invitation for workshop on 'Personal Branding'  
To: Sushant Malik <[sushant.malik@siib.ac.in](mailto:sushant.malik@siib.ac.in)>  
Cc: "Dr. Asmita Chitnis" <[director@siib.ac.in](mailto:director@siib.ac.in)>

Dear Sushant,

I humbly accept the invitation. Thank you for the opportunity.

Regards  
Jinal Shah  
Assistant Professor  
NMIMS Deemed to be University

<https://www.linkedin.com/in/jinalsameershah/>

On Wed, Dec 8, 2021 at 2:22 PM Sushant Malik <[sushant.malik@siib.ac.in](mailto:sushant.malik@siib.ac.in)> wrote:  
Dear Ms Jinal,

Greetings from SIIB!!!

Symbiosis Institute of International Business (SIIB) is a constituent of Symbiosis International (Deemed University). Symbiosis Institute of International Business (SIIB) established in 1992 is one of the top B-Schools in the country imparting quality education in the field of International Business, Agribusiness and Energy and Environment.

Every year, SIIB conducts several conclaves, seminars and workshops to facilitate

the interaction between the eminent personalities and experts from different walks of life and the students of SIIB. I would like to invite you for a workshop on 'Personal Branding' at our institute. This workshop is meant for all the students at SIIB and will be conducted online on 14th December 2021 (5:15 PM-7:15 PM).

It would be a great learning experience for our students if experts like you will come and share their experience with them.

Looking forward to your confirmation.

Best,

**Sushant Malik**

**Assistant Professor**

Symbiosis Institute of International Business (SIIB)

G.No. 174/1, Hinjewadi Pune - 411057, India

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Celebrating 50 Years of Excellence

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--

Best,

**Sushant Malik**

**Assistant Professor**

Symbiosis Institute of International Business (SIIB)

G.No. 174/1, Hinjewadi Pune - 411057, India

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--

Gauri Kale

Academic Co-ordinator (M :8378990832, 8888158389)

Symbiosis Institute of International Business (SIIB),

G. No. 174 / 1, [Rajiv Gandhi Infotech Park, Phase I,](#)

Hinjewadi, Taluka Mulshi, Pune - 411057  
Maharashtra, India.

020-229444409

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**image003.gif**  
10K

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**Markadiction** <markadiction@siib.ac.in> Sat, Dec 11, 2021 at 3:37 PM  
To: Gauri Kale <gaurik.acadcord@siib.ac.in>  
Cc: Sushant Malik <sushant.malik@siib.ac.in>, Roshni Pardeshi <assistant.placement@siib.ac.in>, Academic coordinators <academic\_coordinators@siib.ac.in>

Thank you.

**Markadiction - Marketing Club, SIIB**

Email: [markadiction@siib.ac.in](mailto:markadiction@siib.ac.in) | Website: [www.siib.ac.in](http://www.siib.ac.in) |

Address : Rajeev Gandhi Infotech Park Phase 1 , Hinjewadi , Pune  
Maharashtra - 411 057

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# BUILDING YOUR PERSONAL BRAND

by

**GUEST SPEAKER – MS JINAL SHAH**

**Date – 14/12/2021**

**Time - 5:15 PM – 7:15 PM**

**SIIB**

With  
Our Guest Speaker  
**Ms. Jinal Shah**

**MARKADITION**

## BUILDING YOUR PERSONAL BRAND

DATE : 14 DECEMBER,  
2021, TUESDAY

Time : 5:15 PM - 7:15 PM

**"Personal  
Branding Expert"**

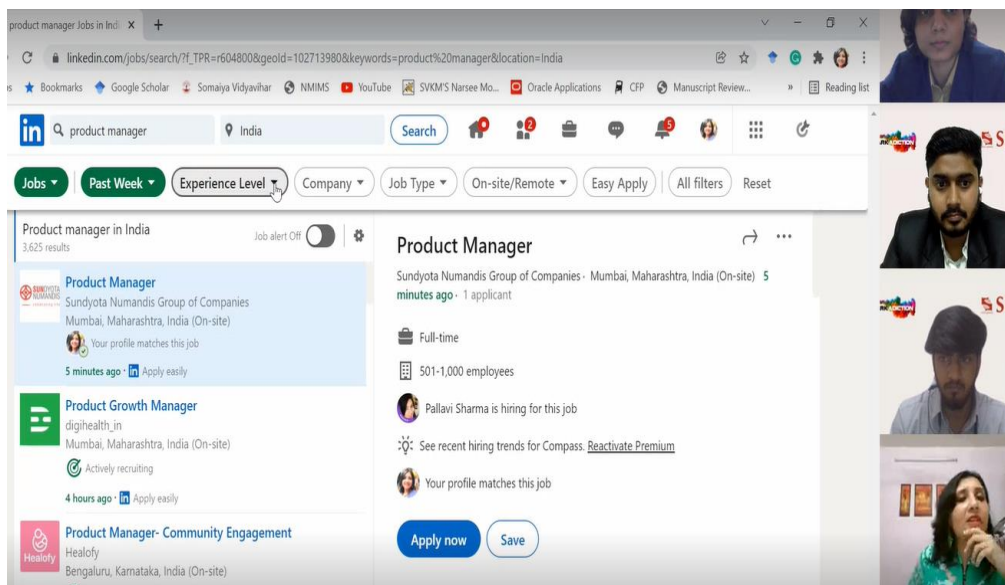
**Ms Jinal Shah** having conducted many workshops in prestigious institutions such as IIMs and IITs, enlightened the students of **SIIB** in the right direction regarding personal branding.

In the workshop she emphasized on the following aspects:

- Importance of **LinkedIn**, why you should be using it and how to effectively use it to build networks
- How to build a professional **LinkedIn** profile from scratch, what counts for a good profile, what not to write on your **LinkedIn**
- How **LinkedIn** can open a wide array of opportunities for us
- Tips to expand our resume
- Various types of Visual content to boost **Visual Content Marketing**
  - How images, videos, infographics or even memes can help in a more visually appealing marketing.
- What is online screening, how to build your '**Personal Brand**'
- The LinkedIn effect as compared to conventional profiles and how to connect to accomplished people in your field
- Create Job alerts on LinkedIn
- Personal Branding for Dummies
- The Alter Ego in LinkedIn,

The students expressed their gratitude towards the guest speaker **Ms. Jinal Shah** for sharing her valuable insights. She thanked the organizers of the meet, **Markadiction** for a smooth conduct of the workshop.

## Some Glimpses from the workshop:





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**Campus Engagement || S&P Global & SIIB**

4 messages

**SIIB: Placements** <placements@siib.ac.in>

Mon, Dec 6, 2021 at 4:52 PM

To: b.simma@spglobal.com

Cc: "Dr. Asmita Chitnis" &lt;director@siib.ac.in&gt;, Anuja Zanzad &lt;officer@siib.ac.in&gt;

Dear Balakrishna Sir,

**Greetings from Symbiosis Institute of International Business, Pune!***It was a pleasure connecting with you on call.*

Established in 1992, **Symbiosis Institute of International Business (SIIB)** is ranked as the 11th Best Private B-school in the country and 23rd Best B-school in the country. With an aim to provide a holistic pedagogy in a diverse business landscape, SIIB offers three full time, residential MBA programmes in-

- International Business
- Agribusiness and
- Energy & Environment

MBA - International Business program offers specializations in Supply Chain Management, Marketing, Finance, and HR.

I, **Shyam Krishna**, on behalf of SIIB would like to extend an invitation to you and your esteemed organization, **S&P Global**, to open new avenues of synergy through *Final Placements, Internships & Live Projects, Workshops, Guest Lectures, and various other corporate engagements.*

Guest Lectures are conducted as a grooming process so as to make the candidate ready to enter the corporate world. We are glad to inform you that as a part of this process, a specialization-wise workshop is planned for the **Batch of 2021-23.**

We are happy to invite you to SIIB for an online workshop for our **MBA - Energy and Environment** and would request you to accept the invitation. We look forward to your presence and request you to acknowledge this invitation.

For further details, kindly refer to our [Website](#) and [Corporate Brochure 21-22.](#)

In case of any queries and further information feel free to contact the undersigned. Looking forward to hearing from you!

**Regards,****Shyam Krishna - 7010403877****Tejas Pathak - 9731562255****Corporate Relations and Placement Cell****Symbiosis Institute of International Business (SIIB)**

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

W: [www.siib.ac.in](http://www.siib.ac.in) E: [placements@siib.ac.in](mailto:placements@siib.ac.in)

---

**Simma, Balamuralikrishna** <b.simma@spglobal.com>Tue, Dec 14, 2021 at  
12:59 AM

To: "SIIB: Placements" &lt;placements@siib.ac.in&gt;

Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Hi Shyam,

Hope you are doing great.

Here I give my consent to take this opportunity up to address **alumni** of **Symbiosis Institute of International Business on General Understanding on ESG**, and let us schedule a session as discussed.

Thank You

Balamuralikrishna Simma

**From:** SIIB: Placements <[placements@siib.ac.in](mailto:placements@siib.ac.in)>

**Sent:** 06 December 2021 16:52

**To:** Simma, Balamuralikrishna <[b.simma@spglobal.com](mailto:b.simma@spglobal.com)>

**Cc:** Dr. Asmita Chitnis <[director@siib.ac.in](mailto:director@siib.ac.in)>; Anuja Zanzad <[officer@siib.ac.in](mailto:officer@siib.ac.in)>

**Subject:** Campus Engagement || S&P Global & SIIB

**EXTERNAL MESSAGE**

Dear Balakrishna Sir,

**Greetings from Symbiosis Institute of International Business, Pune!**

*It was a pleasure connecting with you on call.*

Established in 1992, **Symbiosis Institute of International Business (SIIB)** is ranked as the 11th Best Private B-school in the country and 23rd Best B-school in the country. With an aim to provide a holistic pedagogy in a diverse business landscape, SIIB offers three full time, residential MBA programmes in-

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For further details, kindly refer to our [Website](#) and [Corporate Brochure 21-22](#).

In case of any queries and further information feel free to contact the undersigned. Looking forward to hearing from you!

**Regards,**

**Shyam Krishna - 7010403877**

**Tejas Pathak - 9731562255**

**Corporate Relations and Placement Cell**

**Symbiosis Institute of International Business (SIIB)**

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

W: [www.siib.ac.in](http://www.siib.ac.in) E: [placements@siib.ac.in](mailto:placements@siib.ac.in)

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**SIIB: Placements** <placements@siib.ac.in>

Mon, Jan 3, 2022 at 3:20 PM

To: "Simma, Balamuralikrishna" <b.simma@spglobal.com>

Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Hello Balamuralikrishna sir,

**Greetings of the day!**

It was a pleasure interacting with you on call today.

It is with greatest pleasure, that we extend a warm invitation to you for having a guest lecture with the **MBA Energy & Environment** batch **2021-23** on **January 4th 2022 at 7 PM**

We shall be thrilled to have you over for the guest lecture.

I shall be sharing the link for the meeting with you shortly.

In case of any queries, Kindly contact the undersigned.

**Regards,**

**Shyam Krishna - 7010403877**

**Tejas Pathak - 9731562255**

**Corporate Relations and Placement Cell**

**Symbiosis Institute of International Business (SIIB)**

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

W: [www.siib.ac.in](http://www.siib.ac.in) E: [placements@siib.ac.in](mailto:placements@siib.ac.in)

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**SIIB: Placements** <placements@siib.ac.in>

Mon, Jan 3, 2022 at 3:33 PM

To: "Simma, Balamuralikrishna" <b.simma@spglobal.com>

Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Dear Balamuralikrishna sir,

**Greetings!**

As discussed, I have shared the link for the meet with this mail

Link - [Click here to join the meeting](#)

In case of any queries, please feel free to contact the undersigned.

**Regards,**

**Shyam Krishna - 7010403877**

**Tejas Pathak - 9731562255**

**Corporate Relations and Placement Cell**

**Symbiosis Institute of International Business (SIIB)**

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

W: [www.siib.ac.in](http://www.siib.ac.in) E: [placements@siib.ac.in](mailto:placements@siib.ac.in)

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# WORKSHOP REPORT

**Date of Conduct:** 04<sup>th</sup> January 2022

**Duration:** 1 hour.

**Speaker's Name & Designation:** Mr. Balamuralikrishna Simma, Senior Research Specialist, ESG, S&P Global

**HOD/Concerned Faculty Head:** Student Relations/Ms. Anuja Zanzad

**Batch:** MBA Energy and Environment, Batch 2021-2023

**No of students present:** 41

## Synopsis:

On 04th January 2021, the students of MBA-E&E, the batch of 2021-2023, attended a workshop conducted by Mr. Balamuralikrishna Simma, Senior Research Specialist, ESG, S&P Global. The topic for the session was 'Introduction to ESG.'

Mr. Balamuralikrishna initiated the session by introducing himself and giving an overview of ESG. Further, he asked the students their understanding of ESG to know their perspectives. Mr. Balamuralikrishna also provided a brief history of ESG, highlighting its significant aspects and glimpses. He shared some valuable insights on the critical elements of ESG, namely, Environment, Social, and Governance, from a Business perspective, mentioning some of the industry-leading standards like CDP, TCFD, UN SDGs, SASB, and SBTi. The speaker emphasized, 'Why do we require ESG in the industry?' and explained its essence in bringing sustainability towards the environment. Mr. Simma expertly provided an ESG Growth Forecast and enlightened the students about the various prevalent opportunities in the ESG Industry.

Towards the end of the session, the speaker specified some of the most sought tools and certifications required in ESG, ranging from various Analytical Tools like the coding languages R and Python. Mr. Simma also informed the students about certifications that may benefit them in their study of ESG. The session ended with a very insightful and engaging question-and-answer session.

## Feedback:

1. "Mr. Balamuralikrishna expertly gave us spectacular and relevant insights on ESG. The workshop helped us gain a 360 degree view-point towards ESG from an industrial perspective which proved to be quite beneficial."

-Hanoon Razak, MBA Energy, and Environment, Batch 2021-2023

2. "The workshop was quite constructive and offered a thorough understanding of the ESG and were also enlightened about different analytical tools and Standards like CDP, TCFD, UN SDGs, SASB, and SBTi which certainly peaked our interest in the domain of ESG "

- Dhiren Patil, MBA Energy and Environment, Batch 2021-2023

## Overall Feedback:

The objective of the workshop was to provide students a thorough grasp of ESG. They were also instructed about the many international standards employed in the industry, with real world examples from the corporate sector provided by the speaker.

Pictures:

