## BRIMS CONNECT for the Month of September 2022



#### Anchors



Avani Kurup



Kadambari Kawale

#### **Director of the Year 2022**



Dr. Nitin Joshi Director Dr. V. N. Bedekar Institute of Management Studies

honoured with the top educators of Indian higher education

'Director of the Year 2022'

powered by Brainwonders 27<sup>th</sup> August, 2022 New Delhi

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#### • 2<sup>nd</sup> September :

Dr. Pallavi Chandwaskar successfully completed Level 2 training programme as "Yoga Wellness Instructor" by Yoga Certification Board, Ministry of AYUSH, Govt. of India



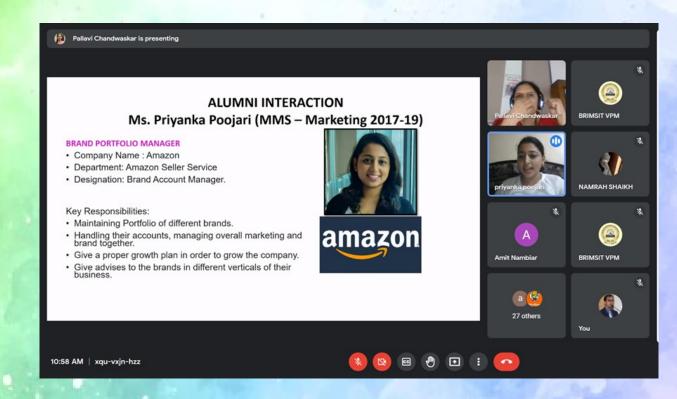
#### • 3<sup>rd</sup> September:

Dr Nitin Joshi delivered valuable views in the One-day National symposium on "UGC Draft guidelines for Engaging Professor of Practice" as Guest of Honor, organized by the Indian Institute of Social Reform and Research.



#### • 3<sup>rd</sup> September :

Dr. Pallavi Chandwaskar conducted webinar for aspiring MMS students and has invited alumni Ms. Priyanka Poojari, Brand manager at Amazon, to interact with prospective MMS students.



## Guess the Brand

#### Tagline **"Do what you can't."**

## SAMSUNG

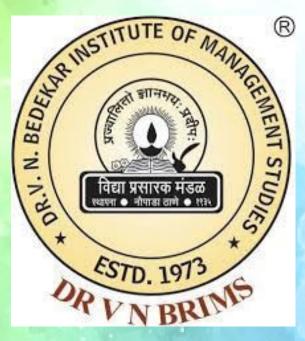
Mr. Sanjay Sapkal coordinated and activated the CRISIL research Database subscription in first week of September 2022.
We have subscribed the following Industries in Database for Dr. V. N. BRIMS Library.

- 1) Airline services
- 2) Banking
- 3) Cars and Utility Vehicles
- 4) Cold Chain
- 5) Commercial Vehicles
- 6) Consumer Foods
- 7) Container Freight
- **Stations/Inland** Container Depots
- 8) Packaging
- 9) Quick Service Restaurants
- 10) **Refining and Marketing**

- 11) Retail Finance Housing
- 12) Retailing
- 13) E-Commerce
- 14) Educational Services
- 15) Hospitals
- 16) Household Appliances
- 17) IT Enabled Services
- 18) Solar Energy
- 19) Steel Products
- 20) Telecom Services

15<sup>th</sup> September :

Prof. Dipti Periwal Initiated and executed MOU between BRIMS and ERC Institute, Singapore.





be different be ERCI

#### 16<sup>th</sup> September :

• Dr. Pallavi Chandwaskar attended the webinar organised by AIMA and AACSB International for orientation towards prestigious International Accreditation of AACSB (The Association to Advance Collegiate Schools of Business - US) as a part of institutional initiative towards higher accreditation.



19<sup>th</sup> – 24<sup>th</sup> September :

Dr. Nitin Joshi Invited as Business Excellence Assessor by Godrej Aerospace.



## Guess the Brand

# Tagline **"The ultimate driving machine."**



#### 20<sup>th</sup> September :

 Prof. Dipti Periwal Reviewed a case study for The Case Journal - Emerald Publication, Scopus Indexed Journal.



• 20<sup>th</sup> September:

Campus Placement handled by Prof.

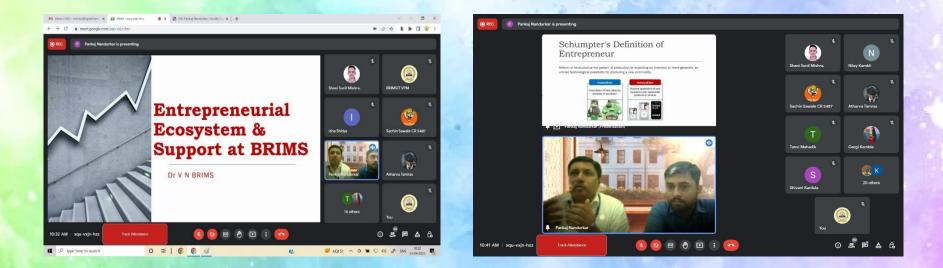
Dr. Mugdha A. Bhadkamkar. HDFC Life Company had
Pre-placement Talk followed by online Test and Interviews.
7 Students selected from Batch of MMS 2021 - 23 with
Package of Rs 4.80 LPA





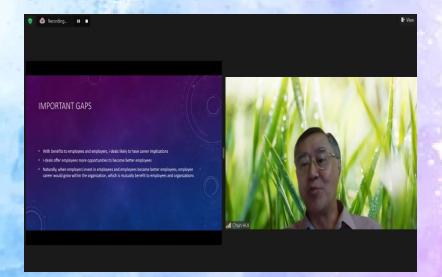
#### • 23<sup>rd</sup> September :

Dr. Pankaj Nandurkar and Mr. Chaitanya Pawar conducted a session for aspiring MMS students on, "Entrepreneurial Ecosystem & support at BRIMS"



#### **25-26 September** Dr Smita Jape attended an international conference on the theme "future management research" between **25-26 September** 2022





## Guess the Brand

#### Tagline "Move the way you want."



#### • 27 September :

NBA core committee headed by Dr Nitin Joshi with NBA coordinator Dr Pallavi Chandwaskar and members Dr Smita Jape, Dr Pankaj Nandurkar, Ms Vibhuti Save and Prof Mahesh Bhanushali, have submitted institutional SAR (Self-Assessment Report) for NBA Accreditation of the institute.

- 27<sup>th</sup> September:
- Proud moment for DR V N BRIMS as it was shortlisted among the top 8 colleges in Mumbai in Green Campus – Amrut Mohatsava organized by DTE.
- The evaluation committee of Green Campus Amrut Mohatsava has identified the top 8 colleges based on the evaluation of 13 criteria (points).

#### • 30<sup>th</sup> September :

Dr. Nitin Joshi Appointed as the Chairman for conducting Online Ph.D. Viva by the University of Mumbai.



• Dr. Nitin Joshi received an invitation for Paper Setting from IIMM (Indian Institute of Material Management)



•Dr. Nitin Joshi authored a workbook on Sales Management Titled "Selling made Interesting" bv writer's choice.

> DESIGNED BY: PROF. NITIN JOSHI

> > A must for New Sales Professionals

## MADE INTERESTING

SELLING



MC

A workbook to excel in selling skills

#### SELLING MADE INTERESTING

The workbook has been designed to engage and involve participants at intellectual level. The design of the workbook aims at higher order learning as defined clearly in Bloom's Taxonomy with special focus on Understanding, Analysing, Applying, Evaluating and Creating. The facilitation of the workshop using the workbook will provide opportunities for the participants to express themselves both in verbal and non-verbal communication with a clear objective of enhancing the power of expression of the participants. The use of the workbook will help in imbibing the concept of learning-by-doing and experiencing the challenges by creating a simulated environment in the classroom. The workbook helps to cover both theoretical and practical elements of sales thereby helping the facilitators and participants of the programs to develop right knowledge, right skills and right attitude which is most important for being sales professionals. This method of learning makes selling more interesting and engaging.



Dr. Nitin Joshi is a professional trainer and a marketing consultant with special focus on sales. He is currently working as a Director with Dr. V. N Bedekar Institute of Management Studies (DR VN BRIMS), Thane. He has over twenty-five years of rich and varied experience in Sales and Marketing with Industry leaders like Multi Commodity Exchange of India Ltd. (MCX,) Datapro Information Technology Ltd. (DITL) and ATCO products Ltd. at various positions. His core areas of interest are Sales trainings, and grooming management students in the operations and marketing specialization. He is Master in engineering with honors and has completed Ph.D. in understanding green consumer behaviour. He also works as an Assessor for Business Excellence for EFOM Model.

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## Guess the Brand

#### Tagline **"Betcha can't just eat one."**



#### Organized by BRIMS connect team Under the guidance of Dr Pankaj Nandurkar

## Thank You!!!