

***6.3.3 Professional Development /Administrative
Training Programs Organized by the Institution
2022-23***



The South Indian Association's

Tel. : 0251 2449891 / 92

The S.I.A. College of Higher Education

Accredited B* by NAAC
(Affiliated to University of Mumbai)

P-88, MIDC Residential Area, Dombivli Gymkhana Road, Near Balaji Mandir, Dombivli (East), 421 203.

Email : office@thesiacollege.com Website : www.thesiacollege.com

Ref. No : SIAC/02/22-23

Date : 13/06/2022

To
Prof. Peeyush Pahade
President,
IQAC Cluster India

We thank you for accepting our invitation as a Resource Person for a One Day Workshop on Revised NAAC Guidelines on Tuesday, the 14th June, 2022

It was a very useful and informative session and we all got a lot to learn from the session. We thank you for giving your valuable insights for the development of our college.

We look forward your association in the future too.

Thanking you,

For the SIA college of Higher Education

Padmaji
Principal

Pahade
14/6/2022





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Email : office@thesiacollege.com Website : www.thesiacollege.com

Ref. No : SIAC/01/22-23

Date : 13/06/2022

To
Prof. Peeyush Pahade
President,
IQAC Cluster India

Dear Sir,

It gives us a great pleasure to inform you that The SIA College of Higher Education, Dombivli in collaboration with IQAC Cluster India has organized a One Day Workshop on Revised NAAC Guidelines on Tuesday, the 14th June, 2022 at 9:30am in the college premises.


We would like to cordially invite you to serve as the Resource Person for the session.


We would be deeply honored to have you in our college and we look forward to the interesting academic interactions.

Thanking you,


IQAC Convenor




13/6/2022
Received on behalf of Prof. Peeyush Pahade
Signed in person


Principal

THE SIA COLLEGE HIGHER EDUCATION
One Day Workshop on Revised NAAC Guidelines

DATE : 14/06/22

SIGNATURE

Sr.No	Teacher List of AY 2022-23	SESSION I	SESSION II
1	PADMAJA ARVIND		
2	HASITKUMAR HIRJI NAGARIYA	<i>Hasit</i>	<i>Hasit</i>
3	BABITA RAJKUMAR NAGDEV	<i>Babita</i>	<i>Babita</i>
4	SALOCHNA RAJKUMAR NAGDEV	<i>Salochna</i>	<i>Salochna</i>
5	MAHESH GHANSHYAM KANDALKAR	<i>Mgk</i>	<i>Mgk</i>
6	BHARATHI VENKATESH RAO	<i>B.V Rao</i>	<i>B.V Rao</i>
7	RANJANA JAGDEESH MHALGI	<i>RJ</i>	<i>RJ</i>
8	BOOMA V. HALPETH	<i>V Booma</i>	<i>V Booma</i>
9	S.SAI SREE	<i>S.Sai Sree</i>	<i>S.Sai Sree</i>
10	RENU VIJAY VERMA	<i>Renu</i>	<i>Renu</i>
11	HEMA R IYENGAR	<i>Hema</i>	<i>Hema</i>
12	KAVITHA PONRAJ NADAR		
13	TARUN SADANAND KUCKIAN	<i>Tarun</i>	<i>Tarun</i>
14	SUNITA LAKHI SIDHANI	<i>Sunita</i>	<i>Sunita</i>
15	PRANJALEE RAJNISH KURUNDKAR	<i>Pranjalee</i>	<i>Pranjalee</i>
16	TEJASWINI SUDESH SHIVSHARAN	<i>Tejaswini</i>	<i>Tejaswini</i>
17	RASIKA SHINDE	<i>Rashika</i>	<i>Rashika</i>
18	SHILPA NIMABRE	<i>Shilpa</i>	<i>Shilpa</i>
19	SREEKALA MAHESH NAIR	<i>Sreekala</i>	<i>Sreekala</i>
20	NANDINI NILESH KADAM	<i>Nandini</i>	<i>Nandini</i>
21	SANDHYA KAPIL THAKKAR	<i>Sandhya</i>	<i>Sandhya</i>
22	SANDHYA PRAMOD PANDEY	<i>Sandhya</i>	<i>Sandhya</i>
23	GANESH SHANKAR MORE		
24	RASHMI SANJIV CHINDARKAR	<i>Rashmi</i>	<i>Rashmi</i>
25	DEEPIKA RAVI IYER	<i>Deepika</i>	<i>Deepika</i>
26	Shweta Gopala Krishnan	<i>Shweta</i>	<i>Shweta</i>
27	ROOSHIKESH JADE	<i>Rooshikesh</i>	<i>Rooshikesh</i>
28	SUJITH RAMAN	<i>Sujith</i>	<i>Sujith</i>
29	DR. Shilpa Deepak Malani	<i>Shilpa</i>	<i>Shilpa</i>
30	Mrs. Megha Vighnesh		
31	Dr. NitinKumar Muralidhar Patil	<i>Dr. Nitin</i>	<i>Dr. Nitin</i>
32	Mrs. Shubhangi A. Daptardar	<i>Shubhangi</i>	<i>Shubhangi</i>
33	Mrs. Meenakshi P. Kulawade		
34	Mrs. Mukul Satish Kulkarni	<i>Mukul</i>	<i>Mukul</i>
35	Mr. Rajkumar Balan Pillai	<i>Rajkumar</i>	<i>Rajkumar</i>
36	Mrs. Madhura Tejas Tawade		
37	AJAY PADMAKAR PURO		
38	Sunil Gawkar		
39	S.MARY		
40	HARSHADA CHETAN THAKKAR		
41	ROSHAN RAMJI RATHOD		
42	AJIT RAMCHANDRA MORE		



43	SAVITA JOSHI		
44	HARESH TANDLEKAR		
45	Mrs. Reshma Manoj Patil		
46	Dhansing Pardeshi		
47	Ajit More Nitin Sir (IT)		

V. B. Joshi

IQAC CORDINATOR



[Signature]

PRINCIPAL

PRINCIPAL
The S.I.A. College of Higher Education
DOMBIVLI (E)

THE SIA COLLEGE HIGHER EDUCATION
One Day Workshop on Revised NAAC Guidelines

DATE : 14/06/22

SIGNATURE

Sr.No	Teacher List of AY 2022-23	REFRESHMENTS
1	PADMAJA ARVIND	
2	HASITKUMAR HIRJI NAGARIYA	
3	BABITA RAJKUMAR NAGDEV	
4	SALOCHNA RAJKUMAR NAGDEV	
5	MAHESH GHANSHYAM KANDALKAR	
6	BHARATHI VENKATESH RAO	
7	RANJANA JAGDEESH MHALGI	
8	BOOMA V. HALPETH	
9	S.SAI SREE	
10	RENU VIJAY VERMA	
11	HEMA R IYENGAR	
12	KAVITHA PONRAJ NADAR	
13	TARUN SADANAND KUCKIAN	
14	SUNITA LAKHI SIDHANI	
15	PRANJALEE RAJNISH KURUNDKAR	
16	TEJASWINI SUDESH SHIVSHARAN	
17	RASIKA SHINDE	
18	SHILPA NIMABRE	
19	SREEKALA MAHESH NAIR	
20	NANDINI NILESH KADAM	
21	SANDHYA KAPIL THAKKAR	
22	SANDHYA PRAMOD PANDEY	
23	GANESH SHANKAR MORE	
24	RASHMI SANJIV CHINDARKAR	
25	DEEPIKA RAVI IYER	
26	Shweta Gopala Krishnan	
27	ROOSHIKESH JADE	
28	SUJITH RAMAN	
29	DR. Shiipa Deepak Malani	
30	Mrs. Megha Vighnesh	
31	Dr. NitinKumar Muralidhar Patil	
32	Mrs. Shubhangi A. Daptardar	
33	Mrs. Meenakshi P. Kulawade	
34	Mrs. Mukul Satish Kulkarni	
35	Mr. Rajkumar Balan Pillai	
36	Mrs. Madhura Tejas Tawade	
37	AJAY PADMAKAR PURO	
38	Sunil Gawkar	
39	S.MARY	
40	HARSHADA CHETAN THAKKAR	
41	ROSHAN RAMJI RATHOD	
42	AJIT RAMCHANDRA MORE	
43	SAVITA JOSHI	



44	HARESH TANDLEKAR	
45	Mrs. Reshma Manoj Patil	
46	Dhansing Pardeshi	
47	Atit More Nitin sir (IP)	

Boona

IQAC CORDINATOR

[Signature]

PRINCIPAL



PRINCIPAL
The S.I.A. College of Higher Education
DOMBIVLI (E)



Institutional name

Document no 3

Name of Teacher:

Department:

Year:

I. Research projects	Principal Investigator	Title	Funding Agency & year of Award	Duration	Amount
1. Completed					
2. On-going					
3. Sanctioned:					

II. Research Guide ship: (Give details)

1. name/s of students	
2. Research topics	
3. Funding by students	
Completed	
On-going:	

III. Papers presented in conferences

Sr. No	Title of Paper	Title of Proceeding of conference	Name of Conference	National / International	Publication Year	ISBN / ISSN number	Affiliating institute	Name/ s of Publisher

IV. Awards:

Name of the Awardee	Name of the Award	Name of Awarding Agency	Year of Award	Incentives by organization

V. Research Papers

No	Title of Paper	Name of Author	Department	Name of Journal	Year of Publication	ISBN/ ISSN number	Indexed/ not Impact factor

VI Books/ Chapters published: Details (national/ International only)

VII Patents filed:

VIII. Industry – research related linkages:



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The S.I.A. College of Higher Education
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P-88, MIDC Residential Area Dombivli Gymkhana Road,
Near Balaji Mandir, Dombivli (East), 421203.

15th June 2022

Report of NAAC Revised guidelines workshop

The Internal Quality Assurance Cell organised a one-day workshop in collaboration with IQAC cluster India on the topic "Revised NAAC Guidelines" on 14th June 2022. Mr Peeyush Pahade, was the resource person. The workshop had hands-on training on preparing academic calendar, training on document preparation, activity planning etc. A total of 31 faculty members attended the workshop.

V. Boomer

IQAC COORDINATOR

IQAC Co-ordinator
The S.I.A. College of Higher Education
Dombivli (E)

P. Pranjali
PRINCIPAL
PRINCIPAL

The S.I.A. College of Higher Education
DOMBIVLI (E)

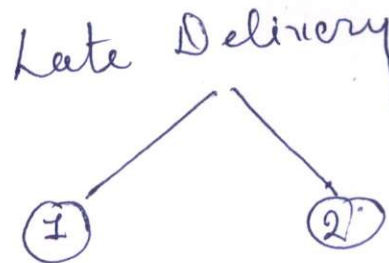


4. You are negotiating terms with a supplier of a critical component in your manufacturing process. You receive 100 units monthly. Your project needs 150 units for the next 6 months and perhaps as many as 200 units ongoing after that. You've been satisfied with the supplier's quality, however there have been two occasions where late deliveries have forced overtime to meet customer commitments. An out-of-state vendor has offered you a 20% discount for the 200 units per month for a one-year contract. Analyse the power factors, set up your negotiation strategy, and walk through a scenario with your partners (observers). You have 10 minutes for each exercise then you will sum up your findings for the group.

100 units

150 units required → 6 months

200 units





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Email : office@thesiacollege.com Website : www.thesiacollege.com

Ref. No : S(AC) 566/22-23

Date : 30/11/2022

To,
Ms. Anguja Agarwal
Asst. Professor
SIES School of Management,
Navi Mumbai

Dear Madam,

Greetings!!

On behalf of the Internal Quality Assurance Cell of The S.I.A. College of Higher Education, Dombivli (East) we take this opportunity to thank you for accepting our invitation to conduct One Day Faculty Development Program on "**Contemporary Pedagogy of Millennials**" on December 1st 2022 at 10:00 AM.

Looking forward for many more such associations with you in future.

Thank you,

Regards,

MS. Booma Halpeth
IQAC Convener



Dr. Padmaja Arvind

Principal
PRINCIPAL
The S.I.A. College of Higher Education
DOMBIVLI (E)



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Email : office@thesiacollege.com Website : www.thesiacollege.com

Ref. No : SIA/565/22-23

Date : 30/11/22

To,
Ms. Anguja Agarwal
Asst. Professor
SIES School of Management,
Navi Mumbai

Dear Madam,

Greetings!!

It gives us immense pleasure to invite you to our college for conducting One Day Faculty Development Program on “**Contemporary Pedagogy of Millennials**” organised by Internal Quality Assurance Cell of The S.I.A. College of Higher Education Dombivli (East) on 1st December 2022 at 10:00 AM.

Kindly accept the invitation.

Thank you,

Regards,

MS. Booma Halpeth
IQAC Convener



Dr. Padmaja Arvind

Principal

PRINCIPAL

The S.I.A. College of Higher Education
Dombivli (E)



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Email : office@thesiacollege.com Website : www.thesiacollege.com

Ref. No : SIAC/569/22-23

Date : 30/11/22

To,
Dr. Seema Laddha
Asst. Professor
SIES School of Management,
Navi Mumbai

Dear Madam,

Greetings!!

It gives us immense pleasure to invite you to our college for conducting One Day Faculty Development Program on “**Contemporary Pedagogy of Millennials**” organised by Internal Quality Assurance Cell of The S.I.A. College of Higher Education Dombivli (East) on 1st December 2022 at 10:00 AM.

Kindly accept the invitation.

Thank you,

Regards,

MS. Booma Halpeth

IQAC Convener



Dr. Padmaja Arvind

Principal

PRINCIPAL

The S.I.A. College of Higher Education
DOMBIVLI (E)

30/11/2022



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Email : office@thesiacollege.com Website : www.thesiacollege.com

Ref. No : SIAE/570/22-23

Date : 30/11/2022

To,
Dr. Seema Laddha
Asst. Professor
SIES School of Management,
Navi Mumbai

Dear Madam,

Greetings!!

On behalf of the Internal Quality Assurance Cell of The S.I.A. College of Higher Education, Dombivli (East) we take this opportunity to thank you for accepting our invitation to conduct One Day Faculty Development Program on "Contemporary Pedagogy of Millennials" on December 1st 2022 at 10:00 AM.

Looking forward for many more such associations with you in future.

Thank you,

Regards,

MS. Booma Halpeth
IQAC Convener



30/11/2022

Dr. Padmaja Arvind

Principal
PRINCIPAL

The S.I.A. College of Higher Education
DOMBIVLI (E)



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Email : office@thesiacollege.com Website : www.thesiacollege.com

Ref. No : SIAAC/568/22-23

Date : 30/11/2022

To,
Dr. M.S. Devi
Asst. Professor
Shiv Nadar University, Chennai

Dear Madam,

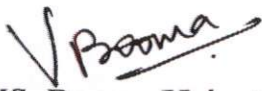
Greetings!!

On behalf of the Internal Quality Assurance Cell of The S.I.A. College of Higher Education, Dombivli (East) we take this opportunity to thank you for accepting our invitation to conduct One Day Faculty Development Program on "Contemporary Pedagogy of Millennials" on December 1st 2022 at 10:00 AM.

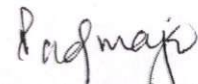
Looking forward for many more such associations with you in future.

Thank you,

Regards,


MS. Booma Halpeth
IQAC Convener




Dr. Padmaja Arvind

Principal
Principal
The S.I.A. College of Higher Education
DOMBIVLI (E)





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Email : office@thesiacollege.com Website : www.thesiacollege.com

Ref. No : SIA/567/22-23

Date : 30/11/2022

To,
Dr. M.S.Devi
Asst. Professor
Shiv Nadar University,
Chennai

Dear Madam,

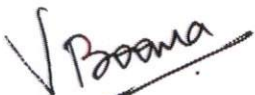
Greetings!!

It gives us immense pleasure to invite you to our college for conducting One Day Faculty Development Program on “**Contemporary Pedagogy of Millennials**” organised by Internal Quality Assurance Cell of The S.I.A. College of Higher Education Dombivli (East) on 1st December 2022 at 10:00 AM.

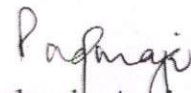
Kindly accept the invitation.

Thank you,

Regards,


MS. Booma Halpeth
IQAC Convener




Dr. Padmaja Arvind

Principal
PRINCIPAL
The S.I.A. College of Higher Education
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EXPENSES STATEMENT FOR IQAC FACULTY DEVELOPMENT PROGRAM
DATE 1ST DECEMBER 2022

SNO	EXPENSE HEAD		AMOUNT
1	REMUNERATION FOR RESOURCE PERSON	2000*3	6000
2	REFRESHMENTS (CANTEEN)	33	3850
3	ICE CREAM - <i>part of the case study</i>		460
4	CASE STUDY	250*1	250
		TOTAL	10560

V. Booma
CONVENOR

[Signature]
PRINCIPAL
PRINCIPAL
The S.I.A. College of Higher Education
DOMBIVLI (E)

return on ca- and RoE of 1y in FY22.

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a report

pt 2022:

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wers in ose by ocations

female vs 1.8x rparts

1 September d in the pre-58% growth

Among the ghest credit

Andh a-aka

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onitoring fe-times comvth in male

vinced with my response to the show-case notice and called me for a personal appearance on November 29, for which my lawyer appeared." Following the social media outrage against his posts, a few firms said on Twitter that they are withdrawing the sponsorship of his options training seminar.

Sebi Brings in Credit Risk-based Limits for MFs in Debt Investments

Our Bureau

Mumbai: The Securities and Exchange Board of India (Sebi) has introduced credit rating-based single-issuer limits for actively managed mutual fund schemes. The move is aimed at avoiding inconsistency in investment by mutual funds in debt instruments of an issuer, irrespective of the nature of a scheme's management, the regulator said.

Currently, credit risk-based single-issuer limits are allowed for debt exchange-traded funds to enable them to effectively manage the risk associated with such investments.

The regulator on Tuesday said a mutual fund scheme should not invest more than 10% of its net asset value (NAV) in debt and money market securities rated 'AAA' issued by a single issuer. While for companies rated 'AA', the exposure should not

be more than 8% and the limit has been capped at 6% for 'A' and below-rated companies.

Fund houses may extend the investment limits by up to 2% of the NAV of the scheme with prior approval of the board of trustees and directors, Sebi said.

The long-term rating of issuers should be considered for the money market instruments. However, if there is no long-term rating available for the same issuer, then based on the mapping of credit assessors between short-term and long-term ratings, the most conservative long-term rating should be taken for a given short-term assessment of creditworthiness, the regulator said.



Exposure to government money market instruments such as G-Sec and T-bills should be treated as exposure to government securities, Sebi said. The new rule would be applicable for all the new schemes introduced now. Existing schemes should be grandfathered from these guidelines until the maturity of the underlying debt and money market securities, the regulator said.

LAST CLOSE ▶ ₹1,058.60 STOP LOSS ▶ ₹1,025

1,125

POLYMED

The stock price has been in an uptrend as per the positive chart pattern like higher tops and bottoms

BUY
TARGET
1,035

LAST CLOSE ▶ ₹975 STOP LOSS ▶ ₹945

Database www.etintelligence.com

ACTIVITY (₹ Cr.)							MF ACTIVITY (₹ Cr.)						
EQUITY			DEBT				EQUITY			DEBT			
Buy	Sell	Net	Buy	Sell	Net	Date	Buy	Sell	Net	Buy	Sell	Net	
9773	7158	2615	551	320	231	14/11	4696	3717	969	5789	5630	159	
6430	5716	714	635	268	367	11/11	7118	5957	1161	7291	6409	883	
9258	5024	4234	639	162	477	10/11	4951	4432	518	6504	4791	-888	
5582	7385	-1803	75	43	33	9/11	4433	5191	-758	4094	4273	-179	
7399	7637	-237	459	295	164	7/11	3948	3761	188	2273	2264	9	
184541	156498	28043	9161	8833	328	Total Nov	41263	39913	1350	46760	48613	-1852	
1869209	1999455	-125430	133217	147456	-14239	Total 2022	1085995	917095	168901	1230810	1265954	-35243	

In Volumes at BSE					Sprint in Volumes at NSE						
Days	2 Weeks	%	Days	2 Weeks	%	Days	2 Weeks	%	Days	2 Weeks	%
Volume	Avg. Vol.	Chg	Volume	Avg. Vol.	Chg	Volume	Avg. Vol.	Chg	Volume	Avg. Vol.	Chg
4846577	13612	35505.70	129.75	4846577	13612	35505.70	129.75	4846577	13612	35505.70	129.75
121817	738	16410.84	2264.55	121817	738	16410.84	2264.55	121817	738	16410.84	2264.55
7541n	364	6880.77	926.60	7541n	364	6880.77	926.60	7541n	364	6880.77	926.60
1638	3286.23	699.90		1638	3286.23	699.90		1638	3286.23	699.90	
4752	2919.93	15.00		4752	2919.93	15.00		4752	2919.93	15.00	
34270	2273.90	27.75		34270	2273.90	27.75		34270	2273.90	27.75	
40916	2271.41	115.05		40916	2271.41	115.05		40916	2271.41	115.05	
53375	1793.53	11.59		53375	1793.53	11.59		53375	1793.53	11.59	
2556	1791.25	1107.65		2556	1791.25	1107.65		2556	1791.25	1107.65	
91575	1693.58	8.13		91575	1693.58	8.13		91575	1693.58	8.13	
1550	1637.71	1921.15		1550	1637.71	1921.15		1550	1637.71	1921.15	
50944	1623.87	408.45		50944	1623.87	408.45		50944	1623.87	408.45	

Returns on BSE					Worst Returns on BSE						
Days	Prices	%	Average	Days	Prices	%	Average	Days	Prices	%	Average
Close	Chg	Volume	Chg	Close	Chg	Volume	Chg	Close	Chg	Volume	Chg
10.69	4.14	158.2	14072	58.90	98.15	-40.0	18102	16.95	27.40	-38.1	8974
266.85	142.60	87.1	30182	101.80	162.05	-37.2	32845	3.08	1.82	69.2	5154273
237.30	139.80	69.7	15636	100.05	155.50	-35.7	32291	3.08	1.82	69.2	5154273
3.08	1.82	69.2	5154273	5.11	7.75	-34.1	400642	58.45	36.10	61.9	8759
58.45	36.10	61.9	8759	69.25	104.05	-33.5	16400	28.40	17.60	61.4	10301
28.40	17.60	61.4	10301	32.50	109.15	-70.2	501600	10.69	1.36	686.0	6790
10.69	1.36	686.0	6790	15.70	30.95	-49.3	50246	266.85	85.80	211.0	21900
266.85	85.80	211.0	21900	16.95	30.65	-44.7	63318	22.10	7.32	201.9	62041
22.10	7.32	201.9	62041	6.90	11.63	-40.7	1137916	30.73	12.25	150.9	16813
30.73	12.25	150.9	16813	2.70	4.45	-39.3	881858	58.45	26.10	124.0	5416
58.45	26.10	124.0	5416	35.80	256.82	-86.1	46092	30.05	4.52	564.8	197223
30.05	4.52	564.8	197223	16.00	92.75	-82.8	434700	280.70	44.40	532.2	5600
280.70	44.40	532.2	5600	24.90	130.90	-81.0	186624	350.20	57.15	912.8	13154
350.20	57.15	912.8	13154	7.84	26.10	-70.0	132400	274.95	45.00	511.0	105701
274.95	45.00	511.0	105701								

F&O Corner-NSE

Positive Trend					Negative Trend				
Company	Spot Price	Future Price	% Diff	OI Chg (%)	Company	Spot Price	Future Price	% Diff	OI Chg (%)
Vodafone Ide	8.05	8.15	1.24	0.37	Shriram Tran	1270.30	1249.25	-1.66	10.55
Godrej Cons.	865.65	875.00	1.08	-2.05	Cofores	3977.75	3953.45	-0.61	-0.96
BHEL	81.05	81.85	0.99	-6.37	LT Tech Serv	3846.35	3835.95	-0.27	-1.90
Hind.Cooper	114.65	115.75	0.96	2.81	Sh.Cements	23218.35	23161.20	-0.25	0.18
AMDC	117.15	118.25	0.94	5.16	Alkem Labora	3121.65	3118.75	-0.09	-7.95
Jubilant F&W	546.05	551.00	0.91	4.12	PVR	1857.80	1856.40	-0.08	0.81
AB Capital	144.10	145.40	0.90	12.13	Dr.Lal Pathl.	2413.80	2412.90	-0.04	7.52
Balrampr Ch	381.40	384.85	0.90	-0.38	Hero Motocor	2828.25	2827.35	-0.03	4.96
Mahanagr Gas	897.45	905.55	0.90	3.49	Deepak Nitr.	2168.90	2168.70	-0.01	-2.38
Data Comm.	1274.20	1285.70	0.90	2.31					

Active Calls					Active Puts				
Company	Contract	Traded Qty	Open Interest	Chg In OI (%)	Company	Contract	Traded Qty	Open Interest	Chg In OI (%)
FINNIFTY	19300.00-Nov	3861.50	46.51	188.61	FINNIFTY	19200.00-Nov	3617.24	47.67	388.35
FINNIFTY	19250.00-Nov	2407.99	42.48	385.53	FINNIFTY	19250.00-Nov	2985.33	12.27	242.13
FINNIFTY	19350.00-Nov	2110.32	19.41	104.35	FINNIFTY	19300.00-Nov	1788.60	3.98	131.93
NIFTY	18600.00-Dec	1267.85	57.75	-3.02	NIFTY	18600.00-Dec	1424.05	80.75	137.65
NIFTY	18700.00-Dec	1265.01	69.70	3.30	NIFTY	18500.00-Dec	891.75	102.91	-2.75
BANKNIFTY	43200.00-Dec	1042.60	38.94	54.70	BANKNIFTY	43000.00-Dec	860.50	45.87	-1.97
NIFTY	18650.00-Dec	979.34	35.80	18.97	BANKNIFTY	43200.00-Dec	838.38	12.63	59.31
Pun.Nat.Bank	55.00-Dec	771.20	292.64	7.27	NIFTY	18650.00-Dec	729.60	15.15	148.60
BANKNIFTY	43000.00-Dec	766.81	38.15	-32.47	BANKNIFTY	43100.00-Dec	663.64	16.60	22.61
BANKNIFTY	43100.00-Dec	749.97	31.68	63.86	Pun.Nat.Bank	50.00-Dec	427.68	181.28	6.69

Future OI Gainers					Future OI Losers				
Company	Open Interest	Chg In OI (%)	Future Price	Chg In Price (%)	Company	Open Interest	Chg In OI (%)	Future Price	Chg In Price (%)
Laurus Labs	90.40	35.00	412.15	-9.33	Alkem Labora	2	7.95	3118.75	-1.40
Bandhan Bank	632.61	15.18	236.05	4.42	Reliance Ind'	267	7.54	2725.40	0.09
United Brew.	8.96	12.73	1694.65	0.10	BPCL	182	7.44	340.85	0.57
AB Capital	342.52	12.13	145.40	5.10	Vedanta	317	6.99	3035.53	-3.13
ABB India	16.42	10.85	3039.70	-2.69	Delta Corp	173	6.80	229.70	-1.82
Shriram Tran	53.40	10.55	1249.25	-0.33	BHEL	1182	6.37	81.85	-0.12
Coal India'	295.85	7.61	228.55	-1.42	Atul	1	5.85	8343.20	-1.12
Dr.Lal Pathl.	7.98	7.52	2412.90	-0.63	Axis Bank	430	5.39	897.55	0.02
Hind.Unilive	72.87	6.32	2649.90	4.07	Marico	87	5.19	505.25	2.92
Bajaj Finserv	74.40	6.03	1645.15	-1.40	Syngene Intl	17	4.07	604.20	-0.67

Market-Wide Position Limit					Top Sectoral OI Gainers				
Company	MWPL (Lakh)	OI (Lakh)	MWP (%)	Chg In OI (%)	Sector	Open Interest	Chg In OI (%)	Trd Qty	Chg In OI (%)
Pun.Nat.Bank	5913.78	5616.00	94.96	7.41	Retail	184.22	3.70	45.03	30.81
Indiabulls H	805.67	749.60	93.04	-7.47	Medical Services	31.90	3.64	12.26	30.98
BHEL	2564.83	2364.08	92.17	-10.97	Construction	1440.68	3.42	354.60	32.66
Delta Corp	356.69	315.80	88.54	-12.39	Leather	20.88	3.00	3.59	-1.44
GNFC	182.82	142.83	78.12	-10.06	Telecom Equipments	132.36	2.94	20.36	33.64
Ambuja Cemen	1459.17	1010.54	69.25	1.80	Consumer Durables	77.77	2.59	18.43	-35.59
L & T Fin.H	1673.57	1109.97	66.32	0.34	Pharmaceuticals	1096.81	2.26	358.67	114.51
RBL Bank	1199.04	787.45	65.67	4.68	Cables	11.35	2.13	3.03	1.20
					Insurance	479.61	2.05	200.72	14.48
					FMCG	1331.44	2.00	480.87	138.25

The same in making any specific or other decisions. Readers are recommended to make appropriate enquiries and seek appropriate advice before making any decisions.



Indian Institute of Management
Ahmedabad

IIMA/F&A0315(A)

Revised 1998

Mridula Ice Cream Parlour (A)

Frank D'Souza brooded over his glass of beer. The sun had set a while ago, but night had not yet fully descended; a pleasant sea-breeze was blowing and set his flamboyant half-opened shirt fluttering and from time to time he had to pull his flapping hat back into position. However, Frank was not in a mood to appreciate the pleasant surroundings. He was brooding over the fact that, at the end of the first month of operation, there was no money left in the cash box of Mridula Ice-Cream Parlour, which he owned.

Background

Frank D'Souza was the Sales Manager of a well-known company in Bombay which dealt in consumer goods. With his inherent persuasive powers, Frank D'Souza had made a name for himself not only in his own company, but also in the consumer circles where he was viewed as a very pleasant, jovial personality and was welcomed whenever he condescended to visit the offices of the more important clients. However, as the years went by, Frank D'Souza became more and more bored with his routine work.

Every year for the past few years he had spent his summer vacation at this coastal resort of Goa where he had watched the operations of large number of ice-cream vendors and the two ice-cream parlours along the beach. These parlours seemed to be doing roaring business during the vacation months which he spent at this resort. An idea germinated in Frank's fertile mind to get away from his routine job for considerable time intervals without too much sacrifice in income.

Frank studied the operations during the previous year and found out that he could rent out facilities to run a parlour for the summer season without any difficulty and that it would come fully equipped with the freezer for storing the ice-cream and all the required auxiliary equipments and furniture. Some of the ice-cream manufacturers would provide these on a rental basis. So he did not really have to put in any money in the form of capital expenditure. The ice-cream manufacturers also guaranteed a regular supply of the required ice-cream in bulk. His business would mainly be selling a ready-made product involving only packaging and delivering it to customers.

Frank decided to take the plunge. He persuaded the management of his company to give him four months' leave during the peak summer months without any pay. The management, though reluctant to do this, was also not willing to ask him to resign from the company.

Written by Professors V. Jaikumar and K. Balakrishnan, Indian Institute of Management, Ahmedabad.

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Eventually it agreed that, on an experimental basis, he would be granted four months' leave this year. Frank took this leave, went to Goa, and set up the ice-cream parlour along the beach, quite close to the two existing parlours. He intended to run it at least for four months (April to July) of the peak summer season.

Pricing

Mridula ice-cream parlour sold ice-cream in five sizes, ranging from 50 g. cones to 1 kg. family pack in a carton. These were also the standard lines carried by his competitors. Since Frank had frequent discussions with the cost accountant of his company, he had a fairly good idea of how to cost a product, and felt confident to work out the costs of his five product lines. (Details of how Frank worked out the prices for each of the sizes are given in Exhibit 1.) Basically what Frank had done was that he took the estimated quantity of ice-cream to be sold in a month and arrived at a cost per kg. of ice-cream which he called the operating cost per kg. Then he arrived at the price for each size by adding up the purchase price of the ice-cream, the operating cost for that weight of ice-cream, and the container cost for each for each size; to this total he added a 10 per cent margin which would take care of any melting and serving loss of ice-cream and give a profit. This price was rounded off to the next 10 paise. As the prices calculated by Frank corresponded to the prices charged by his competitors, he was reassured about the cost calculations.

Frank had several competitors. As mentioned earlier, two of them were parlours like his own, while the others were essentially "street" vendors who carried their wares either in huge flasks or in small hand-carts. The prices charged by the street vendors were always lower than the prices charged by the parlours and the quality definitely inferior. Therefore, Frank was not worried about this class of competitors. He was really concerned about the prices charged by other ice-cream parlours, and, since his prices matched theirs, he was satisfied.

Mridula ice-cream parlour in its first month obtained the largest sales in terms of number of units, in the smallest size. This was the 50 g. cone priced at 80 paise by Frank. The next size was the larger scoop cone of 100 g. which he had priced at Rs.1.50. The majority of the customers for 80 paise cones were really young children who brought their parents or elder brothers or sisters with them to the parlour. Many times Frank had noticed that it seemed as if the family had come in to buy the youngest a cone, but at the spur of the moment decided to buy a family pack.

When Frank had thought up of taking this long summer vacation to run his outdoor ice-cream parlour on the beach, all he was really expecting to make was around Rs.2,000 per month. He needed that much to maintain himself in the style to which he was accustomed. The fact that there was no money left in the kitty after he had paid out the salaries for April to his counter-boys had provoked this black mood in Frank.

As he continued to brood, a friend, Mr. SK Banerjee, a practising chartered accountant from Bombay, who was also vacationing in Goa, joined him at his table. Suddenly an idea struck Frank; may be the way he had worked out costs for setting the prices was wrong. After all, any time he had any question on costs, as the sales manager of the Bombay company, he had always talked to the cost accountant of the company. So he thought he could enlist the help of his friend in checking whether the way he had calculated costs was right.

When Banerjee heard about Frank's travails he immediately saw through the problem. Banerjee thought that Frank should adopt an activity based costing (ABC), the rudiments of which were briefly explained to him. For example, Banerjee asserted that "packing" and "cash

collection" were two distinct activities and were driven by different "cost drivers". Finding Frank quite confused by the technical jargon, Banerjee tried to explain the concept of ABC in simple terms. Frank was allocating costs to all sizes of ice-cream as a rate per kg of ice-cream; but this was not the way in which expenses were really incurred. Banerjee pointed out that the counter-boys who served the customers probably spent more or less the same amount of time to scoop ice-cream into the smallest cone or to pack a 1 kg. carton of ice-cream. In that case the number of units was the cost driver. Therefore, he wanted an estimate of how many units of each kind of ice-cream was sold during the month. Similarly the cashier may have taken the same amount of time in collecting money from a customer whether he bought one cone of ice-cream, several cones, 1kg of ice cream or a number of items put together, as such, the cost driver was number of transactions. So he also wanted a break-up of how many orders the parlour had received during the month to determine the number of cash transactions involved for each line. Frank could see his point and said he will try somehow to estimate the figures and provide them to Banerjee by next day.

The following day Frank was able to provide the figures. (see Exhibit 2.)

Based on the new information provided by Frank, Banerjee worked out the proper allocation of costs for each size of ice-cream and came up with new prices as shown in Exhibit 3. Banerjee allocated the counter-boys' salary based on the number of units, cashier's salary based on the number of orders (transactions), and the rest based on kg. sold in each category. Based on the revised cost calculation, Banerjee came up with the suggestion that the prices of the 50 g. and 100 g. cones should be raised by 10 paise each to 90 paise and Rs.1.60 respectively. Prices of the 250 g. and 500 g. sizes need not be changed; the price of the 1kg pack worked out to 20 paise less than the old price, but Banerjee suggested that this reduction need not be done. The main point was that the two smallest sizes were losing money at the rate of 10 paise per piece and this was the real reason why Frank was left without any money at the end of the month. And, lack of activity based costing (ABC) was the culprit.

As a matter of fact Banerjee also prepared an income statement for April (Exhibit 4). He showed that, though no money was left in the kitty, Frank had actually made a profit of Rs.568 after taxes which would have been considerably more had he sold the 50 and 100 g. cones at higher prices. Banerjee further suggested that Frank get rid off the cashier since he (Frank) himself could take care of this function. At that stage Frank blurted out, "I am the cashier". It transpired that what Frank had actually shown as cashier's salary was actually the money which he had taken from the cash box from time to time for his own expenses. However, Frank did not always remember to note down the amount he had been taking from the cash box.

The greater problem which faced Frank at the moment was that according to Banerjee's calculations he should charge a price higher than which he was charging now on two of his fast selling lines. Although during April the prices charged by Frank and his two competitors (ice-cream parlours) were identical. Frank had noticed during his earlier visits to Goa that the prices of the two old parlours used to see-saw -- sometimes one parlour charged less and at other times the other parlour charged less. Frank wondered whether the "see-saw price game" was to take away volumes from each other. If it was so, this would mean that if Frank raised his price while the other two parlours did not, probably Frank's sales would drop. On the other hand there was the possibility that Frank could try to influence the other two parlour

owners to raise their prices also as he had heard that they were not doing as well this year compared to the previous years. There was also an alternate possibility that they might refuse to cooperate or even joint hands to squeeze Frank out of his business, by undercutting him. But the inherent danger in all of them raising prices was not lost on Frank, who, as a sales manager, knew that if people perceived prices as too high, they would be willing to compromise on quality and go in for a cheaper product, the street vendors' ice-cream in this case. He also wondered whether he should reduce his product lines, and concentrate on the most "profitable" ones.

Required: What prices should Frank D'Souza charge for various sizes of ice-creams?

Should he consider reducing his product lines? If so, which lines should he drop?

250
500

**Exhibit 1
Mridula Ice-cream Parlour
Schedule for Price Fixation**

A. Purchase price		Rs. 12/kg				
B. Estimated monthly expenses		Rs 1,960				
	<u>Details</u>					
	Cashier's salary	Rs.600				
	Counter-boys (2)	Rs.600				
	Rent	Rs.150				
	Electricity	Rs.400				
	Misc.expenses	Rs.210				
C. Expected average monthly volume		3,000 kgs				
D. Expected operating cost/kg (B)/(C)		65.3 paise/kg				
E. Computation of price						
Unit size	Purchase Price @ Rs 12/kg	Operating Cost @ 65.3ps/kg	Containers Cost/unit	Total Cost/unit	110% of cost	Unit Price
g.	Rs.	Rs.	Rs.	Rs.	Rs.	Rs.
50	0.600	0.033	0.075	0.708	0.779	0.80
100	1.200	0.065	0.080	1.345	1.480	1.50
250	3.000	0.163	0.100	3.263	3.589	3.60
500	6.000	0.327	0.120	6.447	7.092	7.10
1000	12.000	0.653	0.160	12.813	14.094	14.10

**Exhibit 2
Mridula Ice-cream Parlour
Analysis of Sales during April**

Unit-size (g.)	No. of orders	Total no. of units	Total weight (kg.)
50	3,640	4,687	234
100	2,200	3,130	313
250	720	1,640	410
500	340	1,000	500
1000	100	543	543
Total	7,000	11,000	2,000

Exhibit 3
Mridula Ice-cream Parlour
Schedule for Price Revision (Based on "Proper" allocation)

Common cost	Basis of Allocation	50 g	100 g	250 g	500 g	1000 g	Actual For June
		Rs.	Rs.	Rs.	Rs.	Rs.	Rs.
1.Cashier's salary	No. of orders	240	145	48	22	7	462
2.Counter- boy's salary	No of pieces sold	263	175	92	56	30	616
3.Rent	Total weight						
4.Electricity	Total weight	106	141	185	225	245	902
5.Misc expenses	Total weight						
6.Total(1-5)		609	461	325	303	282	1980
7.Total weight (kg)		234	313	410	500	543	2000
8.Operating Cost/kg	(6/7)Rs/kg	2.603	1.473	0.793	0.606	0.519	0.990
9.Operating Cost/kg	Rs/piece	0.130	0.147	0.198	0.303	0.519	
10.Purchase price/unit @ Rs 12/kg	"	0.600	1.200	3.000	6.000	12.000	
11.Containers (estimates)	"	0.075	0.080	0.100	0.120	0.160	
12.Total Cost/ unit	"	0.805	1.427	3.298	6.423	12.679	
13.110% of cost	"	0.886	1.570	3.623	7.065	13.947	
14.Price(nearest 10p)	"	0.900	1.600	3.600	7.100	13.900	

Exhibit 4
Mridula Ice-cream Parlour
Income Statement for April

A.	Revenue		Rs.	Rs.
	50 g	234 kg @ Rs 0.80 per piece	3,744	
	100 g	313 kg @ Rs 1.50 per piece	4,695	
	250 g	410 kg @ Rs 3.60 per piece	5,904	
	500 g	500 kg @ Rs 7.10 per piece	7,100	
	1000 g	543 kg @ Rs 14.10 per piece	7,656	
	Total	2,000 kg @ Rs 14.55* per kg		29,099
B.	Less: Costs			
	Purchase price : 2,100 kg @ Rs 12/kg		25,200	
	Operating expenses :	Rs.		
	Cashier's salary	462		
	Counter-boy's salary	616		
	Rent	154		
	Electricity	440		
	Misc. expenses	308	1,980	
	Packing/Containers			
	50 g	4687 units x 0.075 =352		
	100 g	3130 " x 0.080 =250		
	250 g	1640 " x 0.100 =164		
	500 g	1000 " x 0.120 =120		
	1000 g	543 " x 0.160 =87	973	28,153
C.	Profit before taxes			946
D.	Less: Estimated tax liability (40%)			378
E.	Profit after taxes			568



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7	MRS.SANDHYA PRAMOD PANDEY	
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9	MRS. MEENAKSHI P. KULWADE	
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11	MRS.MAMTA DEVRE	

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P-88, MIDC Residential Area Dombivli Gymkhana Road,
Near Balaji Mandir, Dombivli (East), 421203.


1st December 2022

Report of Faculty Development workshop

The Internal Quality Assurance Cell organised a one-day Faculty development Workshop on the topic "Contemporary Pedagogy for Millineals" on 1st December 2022. Prof. M.S. Devi, Shiv Nadar University and her team conducted the session and provided training on case method teaching, tools available for classroom engagement and gamification of lectures and games and in class activities that can be conducted. A total of 31 faculty members attended the training


IQAC COORDINATOR

IQAC Co-ordinator
The S.I.A College of Higher Education
Dombivli (E)


PRINCIPAL
PRINCIPAL
The S.I.A. College of Higher Education
DOMBIVLI (E)





The South Indian Association's

Tel. : 0251 2449891 / 92

The S.I.A. College of Higher Education

Accredited B⁺ by NAAC
(Affiliated to University of Mumbai)

P-88, MIDC Residential Area, Dombivli Gymkhana Road, Near Balaji Mandir, Dombivli (East), 421 203.

Email : office@thesiacollege.com Website : www.thesiacollege.com

Ref. No : SIAC/54/22-23

Date : 02/7/2022

To
Mr Kirtibhai Astik
Shri Shiv Krupanand Swami Foundation
Samarpan Meditation

Dear Sir,

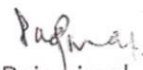
I would like to thank you on behalf of staff of the college for conducting such a wonderful session. The session would have definitely benefitted our staff and we look forward for such sessions in future.

Warm regards


Convenor



Received
KTIASik


Principal
PRINCIPAL
The S.I.A. College of Higher Education
DOMBIVLI (E)



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Ref. No : SIAC/53/22-23

Date : 02/07/2022

To
Mr Kirtibhai Astik
Shri Shiv Krupanand Swami Foundation
Samarpan Meditation

Dear Sir,

It gives us great pleasure to invite you on behalf of the staff academy of the college as a resource person for the session on "Stress Management and Meditation" to be held on 2nd July 2022 at 11 am in the college auditorium.

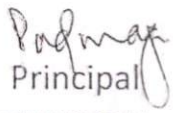
Kindly accept our invitation and grace the occasion

Warm regards


Convenor



Received
KHASTIK


Principal
PRINCIPAL
The S.I.A. College of Higher Education
DOMBIVLI (E)



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Near Balaji Mandir, Dombivli (East), 421203.

EVENT: <i>Stress Management & meditation</i>		DATE: <i>2nd July 2022</i>
RESOURCE PERSON: <i>Kiritibhai Astik</i>		TIME: <i>11am</i>
		VENUE: <i>Auditorium</i>
Sr. No.	STAFF MEMBERS	SIGN
1	PADMAJA ARVIND	
2	BOOMA V HALPETH	<i>V. Booma</i>
3	RANJANA JAGDEESH MHALGI	<i>RN</i>
4	SALOCHNA RAJKUMAR NAGDEV	<i>Salochna</i>
5	BABITA RAJKUMAR NAGDEV	<i>B.N.</i>
6	BHARATHI VENKATESH RAO	
7	DR. HASITKUMAR HIRJI NAGARIYA	<i>H. Nagariya</i>
8	MAHESH GHANSHYAM KANDALKAR	<i>M. G.</i>
9	HEMA RAGHUNATH IYENGAR	
10	KAVITHA NADAR PONRAJ	<i>K. N.</i>
11	PRANJALEE RAJNISH KURUNDKAR	
12	RENU VIJAY VERMA	<i>Renu</i>
13	SUNITA LAKHI SIDHANI	<i>Sunita</i>
14	S. SAI SREE	<i>S. Sai Sree</i>
15	TARUN SADANAND KUCKIAN	<i>T. S.</i>
16	SREEKALA NAIR	<i>S. Nair</i>
17	TEJASWINI SUDESH SHIVSHARAN	<i>T. S.</i>
18	NANDINI KADAM	
19	SANDHYA KAPIL THAKKAR	
20	SANDHYA PRAMOD PANDEY	<i>Sandhya</i>
21	GANESH SHANKAR MORE	
22	RASHMI SANJIV CHINDARKAR	
23	DEEPIKA IYER	<i>Deepika</i>
24	SUJITH RAMAN	
25	SHILPA UMESH NIMBRE	<i>S. Nimbre</i>
26	RASIKA MANISH SHINDE	<i>R. Shinde</i>
27	SHWETA GOPALAKRISHNAN	<i>S. S.</i>
28	ROOSHIKESH JADE	<i>R. Jade</i>
29	DR. SHILPA MALANI	
30	RAJKUMAR PILLAI	<i>R. Pillai</i>
31	DR. NITIN PATIL	<i>N. Patil</i>
32	MUKUL KULKARNI	<i>M. Kulkarni</i>
33	SHUBHANGI DAPTAR	
34	MEENAKSHI KULAWADE	<i>M. K.</i>





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2nd July 2022

Report of Stress Management workshop

The Internal Quality Assurance Cell organised a one-day workshop in collaboration with Shri Shiv Krupanand Swamy foundation on the topic "Stress Management" on 2nd July 2022. The Session covered the causes of stress and its impact on the well-being. In addition, a hands-on practice of various meditation techniques was taken. A total of 25 faculty members attended the workshop.

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