

## Pacific Stars Shining in Corporate World



### Job Offers from 11 more corporates are in the pipeline

#### Forthcoming Certification cum Management Development Programmes :

- Certification Programme on ERP in Collaboration with the Oracle University.
- Certification Programme in Financial Markets.
  - Equity and Debt Markets
  - Mutual Funds
  - Financial Derivatives
- Certification Programme on Business Management for Women.

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## Major Recruiters of The Current Year

- Transport Corporation India Ltd.
- SBI Life Insurance
- Axix bank
- Shivam Group
- TAI (INDIA) Ltd.
- Indra Nivesh Securities (P) Ltd.
- Secure Meters Ltd.
- Birla Sunlife Co. Ltd.
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- Fusion Outsourcing
- Share Khan Ltd.
- India Infoline
- Reliance Retail
- Bajaj Capital
- My City
- Albert & David

# Pacific Management News

A Newsletter of Pacific Group MBA Programmes

Vol. : 2, Issue : 4, April - July 2010

**Pacific Institute of Management**

**Pacific Business School**

**Pacific Institute of Technology**

Imparting Global Vision and Worldwide Employability

### New Programmes offered by the Pacific University

#### Ph.D Programmes in :

- Faculty of Management Studies
- Faculty of Pharmacy
- Faculty of Dental Science

#### First Ever Programme in the State of Rajasthan

- MBA Insurance Management and Actuarial Science

#### Integrated Programmes of International Standards

Synchronized with CA & CS curriculum

- BBM - MBA Integrated
- B.Com - M.B.A. Integrated

#### 2 Year Masters' in Technology

- CAD/CAM
- Software Engineering
- Digital Communication
- VLSI
- Power System
- Structural
- Information Technology
- Communication Engineering

#### M. Pharma

- Pharmaceutics
- Quality Assurance
- Pharmacology

#### Computer Science

- BCA - MCA Integrated Programmes
- MCA
- BCA

RECORD PLACEMENTS INSPITE OF RECESSION  
**AVERAGE 2 JOB OFFERS PER PASSING OUT STUDENT**

**HIGHEST PLACEMENTS IN THE REGION**

**239 JOB OFFERS**

MDPs of Pacific Group  
Gaining popularity in Industries



Certification programme in collaboration with  
**South Asian Pvt. Ltd.**



# Go East, Young Executive. Doing Business with China!! - A Guide to Success



2 Days' Certification cum Management Development Programme

In recent times China has successfully gained top position in global competency in manufacturing, leaving behind USA and Korea. Entrepreneurs from all parts of the world have been seriously endeavoring to search gainful opportunities for starting any venture, either trading with China or to start an enterprise for some value addition in China. Taking an early cue the **Pacific Institute of Management** organized a workshop on **Doing Business with China - 'Business Opportunities and Challenges'** on 10 April, 2010.

The keynote speaker of the workshop was **Prof. Mohd. Saquib**, Honorary Secretary General, India China Economy and Cultural Council, New Delhi and Fellow at Rajiv Gandhi Foundation, New Delhi

The objective of the workshop was to meet the specific needs of the participants and help them to gain a competitive advantage of doing business in China through a combination of in-depth background information and hands-on practical tips and solutions.

The Workshop was broadly divided into two technical sessions. The first session describe China as a land of opportunities and the second session was to acquaint executives with business challenges in China and ways to overcome them i.e. How

to start a business? How to deal with Licenses? Payment Terms, Registering a Property, Credit Facilities, Tax Structure, Enforcing Contracts and Closing a Business in China.

The workshop was attended by the entrepreneurs, corporate executives, students and faculty members of various professional and management institutes. During the concluding session Dr. Hemant Kothari, Associate Professor, PIM, briefly summarized the proceedings and achievements of the workshop and emphasized on important issues highlighted by chief speaker Prof. Mohd. Saquib. The workshop was jointly coordinated by Dr. Hemant Kothari, Associate Professor and Mr. Kanti Mohan Saini, Asst. Professor, PIM.

*"The global importance of Chinese product disclosed that America and European countries are keen to develop their product base in China. Therefore one can find "Made in China," on most of the branded products in their market. Such an economic progress is an example for India and calls for rapid infrastructural progress in our country." - Prof. Mohd. Saquib*



### Tips to enter Chinese market

- Adopting a development strategy that is of long time horizon, the strategy will need to be a flexible one as market conditions are constantly changing due to the presence of globalization.
- It is essential for the foreign-funded enterprises to understand the China's culture, especially regarding the culture of Guangxi (relationship), so as to be able to gain the popularity and trust of China population.
- Establish close relations with government officials.
- Acquire local knowledge and establish local presence.
- Understanding China is vital as China is a land of vast diversity. As such it is important for a company to understand the culture and the society's values before establishing operations in China.
- One of the fastest and less risky ways to enter the Chinese market is to leverage on Chinese distributors to sell your products in China. However, your market success will be highly dependent on the distributor to do the right things in the right way.



2 Days' Certification cum Management Development Programme

Health-Care is a rapidly growing industry with tremendous growth potential in India. According to a nation-wide survey, we have over 2.5 lakh health institutions in the country and more than 90% work of medical administration does not have the in-depth medical knowledge. On the other hand, the personnel, who are engaged in medical administration, have very little exposure in the areas of administrative

*"There is an increasing need of trained manpower for Hospital Management, along with the proficiency in Hospital Management, Patient – Doctor Relationship, Management of allied services, Infrastructure Management, effectiveness of information systems are also needed to make hospitals effective and efficient. The Pacific Institute of Management under Pacific University will leave no stone unturned to seriously work to improve Medical Tourism in India."*

**Prof. B. P. Sharma** Pro President, Pacific University

sciences. Ultimately, this reality results in inefficiency, poor customer satisfaction and poor image of the organization. The **Pacific Institute of Management** visualized this gap and launched a **two days Certification cum Management Development Programme on Hospital**

**Administration** on 24-25 April, 2010. On this occasion, keynote address was delivered by **Prof. Rajan Sudh**, Homeopathy College, Rajasthan Vidyapeeth, Udaipur and **Mr. Anand Jha**, G.M., GBH American Hospital, Udaipur. The important issues deliberated in the workshop were : Hospital Operation Management, Preventive and Social Medicine, Quality Management issues in Hospitals,

Marketing of Healthcare Services, HR issues in Hospital and General Management for scholars of Life Sciences and Medical Sciences.

The programme was attended by the doctors, industrialists and students from various parts of the state. Dr. Hemant Kothari, Associate Professor, PIM and Mr. Kanti Mohan Saini, Assistant Professor, PIM were the coordinator of the programme.

# Raising the bar

## Education Requirements and Career Info on Hospital Administration



"Every year more than 6 lakh tourists come to India for treatment alone. This is one of the innovative and prestigious source of foreign exchange inflow for our country and likely to touch around Rs. 10 crores or more by the year 2015. It is estimated that there is 30% annual increase in medical tourism as the cost of medical treatment in India is 10 times less than other developed countries" - Mr. Anand Jha, GM, GBH American Hospital, Udaipur.

# Faculty development programme on “Teaching Pedagogy for Management”

*An effort to put more value in higher studies*

With the aim to share, value, and disseminate emerging teaching skills, and practices to the audience committed to educational reform and social change the Faculty of Management Studies, Pacific University and Dean, PG Studies, M.L.S. University, Udaipur, organized a two day Faculty Development Programme on **Teaching Pedagogy for Management** from 19-20 June, 2010. The speaker's of the workshop were Prof. **S.K. Vyas**, HOD, Department of Management and Technology, College of Engineering, Bikaner and **Mr. Uttam K. Kinange** from Bijapur, Karnataka. The Coordinator of the programmes were Dr. Hemant Kothari, Associate Professor, PIM, Mr. Shankar Choudhary, Associate Professor, PIM, Mr. Shivoham Singh, Assistant Professor, PIM.

The first session on 19th July, 2010 began with **Professor B.P. Sharma**, Pro-President, Pacific University, addressing the participants on effective learning and teaching, as passing out

students have to man the key positions in the corporate sectors, fiercely competing in the neo-globlised market. The first session on teaching pedagogy witnessed and interesting introduction on effective use of case and caselets in teaching by Prof. S.K. Vyas, The final session of the day was concluded by simulation and management games by Mr. Uttam K. Kinange.

The FDP organizers sought to bring together individuals from diverse settings, including people from management, psychology, science, politics

etc., non-governmental community groups and organizations, graduates and scholars from universities who seek to integrate, interrogate, and develop pedagogical theories into action for educational empowerment and social justice.

The programme clearly demonstrated that key to success were characterized by commitment to Classroom Teaching, effective use of Case and Case lets, Management Games, Simulation etc.

*A Perfect Pedagogy is predicated on the notion of student engagement and proposes involvement via strategies such as collaborative, cooperative and problem-based learning. All recommend a move away from lecturing.*

## Workshop on Mutual Funds :

A one day workshop was conducted on 10 April, 2010 for the students of MBA Part I and II on mutual funds, their structure, scope and penetration in the present financial markets. The workshop was conducted by **Mr. Dhiraj Jain**, a corporate trainer for Reliance Mutual Funds and faculty of PIM. The workshop infused significant enthusiasm and interest towards career in Mutual Funds.



# Export Management :

## Procedure and Documentation

*Two Days' Certification cum Management Development Programme*

The global (business) looks at the whole world as one market. It manufactures, conducts research, raises capital, and buys supplies wherever it can do the job best. It keeps in touch with technology and market trends around the world. National boundaries and regulations tend to be irrelevant, or a mere hindrance. A company headquarters might be anywhere.....

India is the second fastest growing economy of the world and this momentum in the economy can be sustained. This growth can be further improved by enhancing our performance on the exports front. Udaipur and areas surrounding around are famous for marble, minerals, handicrafts etc which are highly in demand abroad. Exploring this opportunity, **The Pacific Institute of Management** and **The Master of International Business** programme of the MLS University in collaboration with the **Indian Institute of Foreign Trade**, New Delhi has organized a two day Certification cum Management Development Programme on **Export Management** on 7-8 May, 2010.

**Prof.S.K.Verma**, IIFT, New Delhi, was the resource person of the workshop. During the inaugural session the eminent personalities present were, **Dr. Jitendra Taliya**, Managing Director, Echon Industries, **Prof. Parmendra Dashora**, Member RPSC, **Mr. Rahul Agrawal**, Secretary PAHER.

In his key note address, **Dr. Jitendra Kumar Taliya** emphasized on

*There is increasing need to stress on the importance of uniformity in traditional agriculture products to cater the needs of global export market. India exports mangoes, grapes, basmati rice and many other products every year, therefore we need to develop better quality control measures in the field of such agricultural products.*

*-Prof. Parmendra Dashora, Member RPSC*

development of mass production centres and high quality control systems for export oriented products. Dr. Taliya also stressed upon consistency in production to become leader in the export market.

Mr.Rahul Agrawal shared his experiences in the areas of export management and emphasized on credibility of organizations in export.

Prof.S. K. Verma deliberated on the export procedure and its intricacies including forex risk, market, product selection etc. and expressed his views on new international markets in Asian countries, Africa and Latin America in Indian context. The other issues discussed during the workshop were- Preliminary steps in Export Business, IEC Code, Export Promotion & Incentive Schemes, Selection of Market & Products for Export,

Export Financing, Letter of Credit & Forex Risk, Export Order Processing Step by Step, Importance of Internet and Websites for Export Business The programme was convened by Kushboo Pahooja, MBA Part-I. The coordinator of the program was Prof. Harshita Shrimali, Deputy Director, PIM and Dr.Hemant Kothari, Associate Professor, PIM.



“Udaipur possesses all requisite qualities and potential in the field of higher education to get a prominent place on the National Map. This dream can come true with joint efforts of MLSU and the Pacific University.”

- Prof. I. V. Trivedi, Hon. Vice Chancellor, MLSU



## Faculty Development Programme on Research Methodology



The inexorable advance of the Knowledge Society and Knowledge Economy - both fuelled by Higher Education, Research and Innovation (HERI) systems that have undergone profound changes in the past decade - have made 'research on research' increasingly important to all countries, whatever their level of development. A new meta-dynamic

that has emerged has been the new innovation and findings in research methodology in which higher education, research and innovation activities have converged and become strategically interlinked.

Three days workshop was held from 17th to 19th June, 2010. The objective of this workshop was to make clear understanding

of research methods, to the future generation of executives, to expose, enrich and equip the faculties of business schools, commerce, education and social sciences with the emerging teaching skills, practices and pedagogy such as use of Cases & Caselets, Management Games & Simulations in Management Teaching etc.

The programme was inaugurated by **Prof. I.V. Trivedi**, Hon. Vice Chancellor M.L.S. University, Udaipur. In his inaugural address, Prof. I.V. Trivedi emphasized on joint collaboration and coordinated efforts of private and government sectors in the field of research and higher education. He said that Asia will lead the economic activities in the next century. He further emphasized on the role of our country to be and international figure in research activities. On this occasion, the Hon. V.C. desired that Udaipur possess all requisite qualities and potential in the field of higher education to get a prominent place on

National Map. This dream can come true with joint efforts of MLSU and The Pacific University.

The inaugural session was presided by the Pro-President and Dean FMS, Pacific University, **Prof. B. P. Sharma**. In his presidential address, Prof. Sharma emphasized on research and development activities in our country and expressed his concern on publication of international research papers by India scholars.

*During last decade, the contribution of China was five times higher than India in publication of international research papers. In the era of global competition we ought to emphasis on our R&D activities and their publications at international level. The Pacific University is determined to be on forefront in these activities.*

- Prof. B.P. Sharma  
Pro-President, Pacific University

The inaugural session of this programme turned into a historical event as **Prof. Trivedi** visited the University for the first time after assuming the office of Hon. Vice Chancellor. M.L.S. University, Udaipur. **Mr. Sharad Kothari**, Registrar, Pacific University, **Prof. R. K. Aeron**, Director Pacific Institute of Technology, **Prof. K.K. Chabra**, Director, College of Engineering, **Prof. B.L. Mehta**,

Director, Pacific Institute of Engineering, **Dr. N.N.G. Mathur**, Principal, Pacific College of Teachers' Education, **Dr. Bhavani Singh Rathore**, Director, Pacific Institute of Hotel Management, **Dr. Indrajeet Singhvi**, Director, Pacific College of Pharmacy, **Dr. Prahalad Rai Somani**, Principal, Pacific Commerce College, **Shri H.G. Gupta**, General Manager (admin) and all the faculty members of Pacific Institute of Management, Pacific Business School and Pacific Institute of Technology graced the occasion.



### The workshop contour

Date: 17 June, 2010

Technical Session I

Resource Person: Prof. G. Soral

Topic: An overview of Research Methodology and Research Design

Technical Session II

Resource Person: Prof. G.M.K. Madnani

Topic: Purpose, Philosophy, Methods and Methodology of Hypothesis Testing-I and II

Date: 18 June, 2010

Technical Session III

Resource Person: Prof. Vergese

Topic: Correlation and Regression {two variables and multivariable cases} - I and II

Technical Session IV

Resource Person: Prof. G.M.K. Madnani

Topic: Non Parametric Tests in Hypothesis Testing - I and II

Date: 19 June, 2010

Technical Session V

Resource Person: Prof. G. Soral

Topic: Multivariate Techniques for Data Analysis: Factor, Cluster and Discriminant Analysis - I and II.

# Rojgar Mela - A Gateway to Employment

The mushrooming of diverse industries in India has led to the opening up of many new and exciting avenues for youngsters. But these new fields necessitate the need for a workforce well equipped with specific skill sets. It often becomes strenuous and confusing for a student to determine his/her own interests. Selecting the right kind of professional courses holds an extremely high value as the whole path of career ultimately depends on the same. To open up the path for the incumbents towards shining future and to envisage wide spectrum views on the various professional courses available, the **Pacific University** in association with **The District Administration** and **The District Employment Department, Udaipur** organised a one day workshop on Employment and Guidance.

## The main objectives of the workshop were :

- To provide vocational guidance about various courses and training facilities to job seekers.
- To build an interface between employers and the job seekers.
- To explore the potentials of the youth so that they can play a more constructive role in shaping their life and the society as a whole.
- Registration of job seekers.
- Collection, compilation and dissemination of market unemployment information.

Over more than 10,000 candidates attended the workshop. During the inaugural session the chief guest of the workshop was **Dr. Girija Vyas**, President National Women Commission. In her presidential address she emphasised that Udaipur city is

becoming a hub for higher studies and employment opportunities in Northern Rajasthan and this workshop will prove to set another milestone in this direction. **Mr. Ashish Agarwal**, Finance Secretary, Paher welcomed the chief guest . **Prof B.P.Sharma**, Pro-President, Pacific University in his speech threw light on the upcoming online programmes and future plans of Pacific University in the direction to increase the employability of the youth . The eminent personalities present on this occasion were **Prof. I. V. Trivedi**, Hon. Vice Chancellor M.L.S.University, Udaipur, **Prof.R. K. Aeron** Director, Pacific Institute of Technology and **Mr. Dhanpat Singh** District Employment Officer.

The chief guest in the second session was **Mr. Mangilalji Garasiya**, Minister of State for Education. The dignitaries present in the second session were **Mr. Raghuvveer Meena**, M.P. Udaipur, **Prof S. S. Chahal**, Hon.V.C. MPUAT and **Prof. P. K. Dashora**, Member RPSC. In this session, the students were shown the path of successful career in the area of Engineering, Pharmacy Management, Biotechnology, Nanotechnology etc. and the ways to develop competency in the respective areas. The students were also acquainted with the knowledge to prepare for various competitive examinations.

## Panel Discussion

The third session of the the workshop was essentially dedicated to the young incumbents of class 11 and 12 who are now ready to enter new avenues of professional world. Coaching representatives from Kota, the city known for its high standard studies with a truly charged coaching environment conducted a panel discussion with the students and their guardians.

## Major Highlights of the Day

### Session 1

Experts from the area of Time Management, Stress Management, Computer Knowledge, C.V. Writing, G.D. and Interviews Skills, Entrepreneurship etc. shared their valuable knowledge and thoughts.

### Session 2

Spot interviews by renowned companies such as Fusion Outsourcing Pvt.Ltd. Wipro, Bangalore, Teamlease, JSW Jindal Steel, Oberoi Hotel, Pyrotech etc.

### Session 3

Coaching representatives from Kota and Udaipur conducted a panel discussion for the IIT/JEE and CA/CS aspirants.

## Mock test for IAS/RAS aspirants.

More than 500 students appeared in the mock test conducted in the workshop for the candidates preparing for the exams and the successful candidates, were laurelled by free study kits. **Mr Dhanpat Singh**, District Employment Officer, Udaipur, organized this test.



## The following prominent companies conducted the Spot interviews

- Fusion Outsourcing Pvt. Ltd.
- Wipro Bangalore
- Teamlease
- JSW Jindal steel
- Oberoi Hotel
- Pyrotech



# International Training Programme on Effective Communication Skills.

**F**aculty of Management Studies, Pacific University in collaboration with EDI-Entrepreneurship Development Institute, Ahmedabad, organised a one day workshop on “**Effective Communication Skills**” on 23 July, 2010.

**B. P. Sharma**, Pro-President, Pacific University announced a scholarship up to 50% of the course fee to pursue any programme running under the umbrella of Pacific University. **Prof Harshita Shrimali**, Deputy Director, PIM



The programme was sponsored by **Indian Technical and Economic Cooperation (ITEC) Ministry of External Affairs, Govt. of India.**

Government officials from different developing countries like **Ministry of Foreign Affair, Iraq; Ministry of Commere and Industry, Tazakistan; Ministry of Commere and Industry, Afganistan; Officers from Agricultural University, Mangola; Corporate Executive from Vietnam and Department of Business English, Iran** etc. participated in the workshop.

The main objective of the programme was to demonstrate to them the importance of effective communications skills in international business. The workshop also emphasised on the importance of English language as business language in the era of globalization. On this occasion **Prof.**

and **Mr. Manish Vyas**, Director, Entrepreneurship Development Institute, Ahmedabad coordinated the Programme. **Mr Kanti Mohan Saini**, Assistant Professor, PIM delivered a lecture on Effective Communication skills.



*Today's global marketplace is a market of many cultures, languages, customs and traditions. In our multicultural and pluralistic business world, it is critically important that every CEO and manager understand the importance of communications as a skill requirement for business success.*



## Subsidised Crash Course on RAS Prelimns ,2010

This course has been started with a mission to promote institutions of higher learning in various fast emerging knowledge based disciplines, for the talented youth where they can develop holistic competence with global vision, local interface, societal orientation, industrial applicability and patriotic passions **The Pacific University** decided to add another feather in its portfolio cap, by launching a

Subsidised Crash Course on RAS Preliminary Examination, 2010. in collaboration with **The District Administration** and **The District Employment Department, Udaipur.**

Experts from the relevant fields would be delivering discourse to aspirants from 14 Aug to 28 Aug, 2010.



## Faculty Development Programme on Research Data Analysis through SPSS

The Pacific Institute of Management in collaboration with SPSS South Asian Pvt. Ltd., Bangalore organized a two day Faculty Development Programme on **Research Data Analysis through SPSS** on 20-21 May, 2010. SPSS Inc. (NASDAQ: SPSS) is a leading global provider of predictive analytics software and solutions. The key resource persons of the workshop were **Mr. Aneesh Sivakumar** and **Mr. Rakesh Purohit**, Statistical Experts, SPSS South Asian Pvt. Ltd., Bangalore. The program was meant to give an introduction to data analysis using SPSS.

Inaugurating the programme **Prof. B. P. Sharma**, Dean FMS, Pacific University called upon the participants and prospective research scholars to publish their work in national and international journals. He also advised them to apply advanced analytical tools to achieve good results. Prof. Sharma announced from this forum that Pacific University would conduct similar programmes in collaboration with leading national organizations.

Mr. Rakesh Purohit explained different software systems and their applications in quantitative analysis and forecasting. He mentioned the use of SPSS in research survey, education and government planning. The concept of SPSS was made

simple and interesting through his slide presentations in the programme. Mr. Aneesh Sivakumar also enhanced the knowledge of the participants on various uses of statistical tools in research.

The delegates of the programme were given delegate kit which included SPSS 18 evaluation copy, SPSS 18 brochure and latest issue of Pacific Business Review.

The topics covered in two days were :

- Introduction to SPSS, Starting SPSS, Creating Variables, Data and its types, Importing Data into SPSS from Excel
- Visual & Optimal Binning, Creating New Variable (compute Functions), Re-code into same/different variables, Syntax Generation & Editing
- Transformations, Replace Missing Values, Identifying duplicate cases, Merge variable & append cases, Data Validation, Select cases, Split file
- Reporting - Tables, Custom & Multi Response Tables, Graphs & Charts (Bar, Pie, Line), Exporting Graphs, OLAP Cubes, Graph Board Template chooser
- Summary Statistics, Frequency, Crosstabs, Chi-Square test, One sample T-test
- One way ANOVA, Correlation and Linear Regression
- Classification Tree, Discriminate Analysis - Case Study



Mr. Rakesh Purohit

More than 100 participants from different institutes and research scholars from the various parts of the country participated in the workshop. The coordinator of the programme were Mr. Shankar Choudhary, Associate Professor, Dr. Hemant Kothari, Associate Professor and Mr. Shivoham Singh, Asst. Professor, PIM.

## Release of CD and Study Material for Export Management :

Pacific Institute of Management and the **Master of International Business** programme of the MLS University in collaboration with the **Indian Institute of Foreign Trade** organized a **Certification cum Management Development Programme on Export Management**. On 6 May, 2010 the CD and study material for this course was released by **Mr. Abhishek Pokharna**, Vice President, Kotak Mahindra Bank, Udaipur, **Mr. Sachin Lunkar**, Relationship Manager, Kotak Mahindra Bank,

Udaipur and **Prof. B.P. Sharma**, Pro-President Pacific University. The course material included the relevant information related to Export and Import Procedure and documentation.

The participants enrolled for the workshop were from various industries, corporate sector, students of Master of International Business and MBA programme of the Pacific Institute of Management, Pacific Business School and Pacific Institute of Technology, Udaipur.

## Workshop on Effective Communication Skills

The objective of a good management institute is to holistically develop the personality of its students so that they can establish their unique identity. Understanding this Pacific Institute of Management regularly organizes **personality development workshop** for its students. On 9-10 April, 2010 a two day workshop on Effective Communication Skills was organized by the institute. The key resource person was **Ms. Megha Gupta**, a management

consultant and soft skill trainer.

Ms. Megha Gupta emphasized on importance of effective and clear communication along with role of attitude, personal hygiene, spoken language, attire and body language in soft skills repertoire. She also stressed upon the important aspects of knowledge, confidence, and realistic expectations of self.

In the post lunch session, the students prepared and conducted a Talk Show.

The show was judged by the students sitting in the audience. The purpose of the Talk Show was multifaceted. It not only helped participants exhibit their communication skills but also helped them become aware about the subtle aspects of communication. It also gave them a platform to discuss various political and social issues. The session turned out to be very interactive with students taking part in queries and discussions.

## Adieu –Yaad Aayenge Ye Pal

To bid a farewell to their seniors, MBA Part I students organized a Farewell Party on 12 May, 2010. The students presented a cultural programme comprising of dances, games and other eye catching items. Mr. and Ms. Farewell Contest was the highlight of the show. More than 20 students took part in the contest. The judges for the event were **Mr. Mahendra Sojatia**, Director Sojatia Classes, **Mr. Rahul Badala**, Director Sojatia Classes and

**R J Himanshu**, 94.3 MY FM. After some breath taking and fantastic performance rounds Gaurav Nagda and Bhasha Pandya were crowned Mr. & Ms. Farewell.

Other titles such as Mr. and Ms. Punctual, Library, Canteen etc were also given to MBA Part –II students on the basis of observations by juniors.

## Cricket Match

A cricket match between MBA Part-I and Part II students was held at MB College ground 'A' on 14 April, 2010. Manav Jhala of Part II took 3 wickets and kunal Bhatnagar, 2 wickets. Mr. Shivoham Singh, Assistant professor, PIM and Dr. Hemant Kothari, Associate Professor, PIM were the conveners of the match. MBA Part II won the 20 over's match by 30 runs.

Pacific Students Outshines at various Inter College Competitions from various parts of the Country.

**Utkarsh –2010**  
R.A. Poddar Institute of Management  
23 – 25 April, 2010

## Lakshya - 2010

at Aishwarya Institute of Management, Udaipur on 10-11 April, 2010

S.No	Event Name	Name	Position
1	Antakshri	Kailash Rajak and Sampat Regar	I
2	Twisted Tale	Bhaskar Aameta and Gagandeep Minocha	III
		Megha Agarwal, Dheeraj Choudhary and Saurabh Chaplot	
3	Song Competition	Sampat Regar and Saurabh Chaplot	III
4	Post Mortem	Bhanupriya Gidwani and Shivangi Sharma	I
6	Face Painting (Chere Pe Chera)	Gaurav Nagda and Dheeraj Choudhary	III
7	Marketing Mania	Bhanupriya Gidwani and Shivangi Sharma	I
8	Chandni Chowk to China	Nisha Poddar, Parag Doshi, Richa Toshniwal and Tanu Bhatt	III

## MOSAIC – 2010

at IIIM, JAIPUR, 28 – 30 April, 2010

S.No.	Event	Name	Position
4	Face Painting	Meenal Salgiya and Rahul Jain	II
5	Chintan	Pallavi Chittora	II
		Sudhir Khichi	
7	Singing	Sudhir Khichi	II

## MOSAIC – 2010

At IIIM, JAIPUR, 28 – 30 April, 2010

S.No.	Event	Name	Position
3	Ad-Making	A. Alok Taya, Chirag Chittora & Khushboo Pahuja B. Priyank Mehta, Nipun Jain and Prachi Sethia	II
5	Bisaat (Business Idea)	a. Alok Taya, Parag Doshi & Tapes Jain	II
8	Dance	a. Prachi Sethia, Nisha Poddar, Tanu Bhatt & Khushboo Pahuja	II

S.No.	Event	Name	Position
5	T-Shirt Gemable Team – 1	1. Ronak Sharma 2. Mona Mehta 3. Parag Doshi	I
6	Brain Wave Teams – 1	1. Mukesh Jiwnani 2. Jitendra Soni	II
7	Third Day Ad-Mania No. Team – 2	<b>Team – 1</b> 1. Gaurav Nagda 2. Kailash Rajak 3. Priyank Mehta 4. Sneha Hiran <b>Team – 2</b> 1. Chirag Chittora 2. Dhiraj Choudhary 3. Ronak Sharma 4. Vivek Jain	II

