



Mohamed Sathak - Department of Management Studies

MS-DoMS

Creating innovative thinkers and global leaders

REPORT ON INTRODUCTION TO BUSINESS MODELS, PROCESS AND SYSTEMS TRAINING

Name of the Event: Introduction to Business Models, Process and Systems Training

Conducted By: MS-DoMS

Date: 30-09-2024 to 5-10-2024

Venue: MS-DoMS

No. of Attendees: MBA 30th Batch 2023-2025 & MBA 31st Batch 2024-2026

& 1 Faculty Member

Guest Speaker: Mr. Prashant & Team

Designation: Consultant, TMTC

INTRODUCTION

Mohamed Sathak – Department of Management Studies (MS-DoMS) organized an interactive five-day training session to sharpen students-participants communication skills. It helps the students to experience professional communication, right from mastering email and dress etiquette to drafting contracts and creating a standout LinkedIn profile, exploring business models, ERP systems and much more.

MISSION: To introduce the students, regarding the essential tools and process that are key to thrive in today's corporate world.

Day I - Monday - 30.09.2024

TOPIC: Setting Expectations & Pre-assessment

Need: To prepare MBA students to be ready for Corporate Interaction and final placement.

Purpose: To be industry ready in terms of knowledge, Skills, & Attitude and succeed in the recruitment and selection of companies, leading to a match in KSA=KRA. Several activities were planned were executed methodically, unleashing the creativity, synergy and teamwork in MBA students! Activities, to sell a pen to an unwilling buyer in 30 seconds, to build a balloon tower using group dynamics, process to start-up of a business idea-challenge & solutions were conducted.

Session II-**Aim:** Digital Communication, to make the students aware of the basic etiquette on writing an e-mail. It focussed on drafting e-mail, the basics included Greeting, Introduction, Body, Conclusion, Signature, Attachments. Focus on drafting e-mail, the information flows logically ensuring to make the points effectively.

TRAINING OUTCOMES

Understand course expectations, Complete pre-training assessment to gauge initial skills, learn basics of email etiquette and dress codes in business environments, draft basic professional emails and avoid common mistakes.

Day II - Tuesday - 01.10.2024

Session I

TOPIC: Contract Drafting

Purpose- Draft terms of engagement and shareholder agreements. Session focus on -What is a contract? Agreement? Details of partnership! All was discussed with examples, a practical based activity on drafting a contract for various scenarios and context were presented by the students.

TRAINING OUTCOMES:

Understand professional contract structure, learn legal concepts in investment raising.

Day III - Thursday - 03.10.2024

TOPIC: LinkedIn, CV Writing, Group Discussion

Purpose-Session focus on Recruitment process-first, written aptitude test, second, Group discussion, third, Personal interview. All MBA second year students were covered in this process. A well-planned and thoughtfully crafted recruitment process helps the hiring team filter the right candidates faster while staying focused on engaging the eligible candidates for maximum conversions. The recruitment process not only reflects the company's professionalism but also helps attract the right kind of candidates while saving the time and money spent on identifying, attracting, engaging, recruiting and retaining talent.

TRAINING OUTCOMES:

Create a professional LinkedIn profile, Write a structured, professional CV, Understand the basics of group discussions.

Day IV - Friday - 04.10.2024

TOPIC: Business Model Canvas

Purpose-Session focus is on Business Model Canvasing, definition of business and entrepreneurship, ideas on business opportunity with second hand furniture, water handpump, an opportunity is seeking screening and seizing, this is the entrepreneur's mindset!

A case example, User: Children in classrooms in developing nations; Need: often only a few computers for the entire class, so all students cannot use a dedicated computer. Insight: We by sharing the screen and allowing for multiple users on that computer, all children can learn together.

The key ideas for idea generation: Brainstorming & Scamper method: SCAMPER Method Acronym :S-Substitute, C-Combine, A-adapt, M-modify, P-Put to another Use, E-Eliminate, R-Reverse!

Brainstorming: Focus is generation of ideas, build on the ideas of others, stay focussed on the topic, first go for quantity then quality. Evaluating the worth of Idea, parameters: Feasibility, Marketability, Desirability, Sustainability, Viability & profitability

Business Model Canvas dimensions: value proposition, customer segments, channels, customer relationship, revenue streams, key resources, key activities, key partner, cost structure.

TRAINING OUTCOMES:

Learn about the Business Model Canvas framework, & Understand how to apply it to plan business strategies from concept to execution.

Day V - Saturday - 5.10.2024

TOPIC: ERP Systems

Session focus is ENTERPRISE RESOURCE SYSTEM, key paradigms, AS-IS to TO-BE, parameters, need vs. want, software vs. solution, data driven decision (DDD), Success in ERP, secure adequate funding, choose a proven project leader, set radiality project timelines. Students were given live cases to present in the class, improving their practical knowledge.

TRAINING OUTCOMES:

Gain an introduction to ERP systems (ERPNext), Understand the key functions of CRM, HRMS, procurement, inventory, and asset management in business systems

Monday - 7.10.2024

Personal interview - All MBA first year students were covered in this process.

Purpose: To be industry ready in terms of knowledge, Skills, & Attitude and succeed in the recruitment and selection of companies, leading to a match in KSA=KRA.

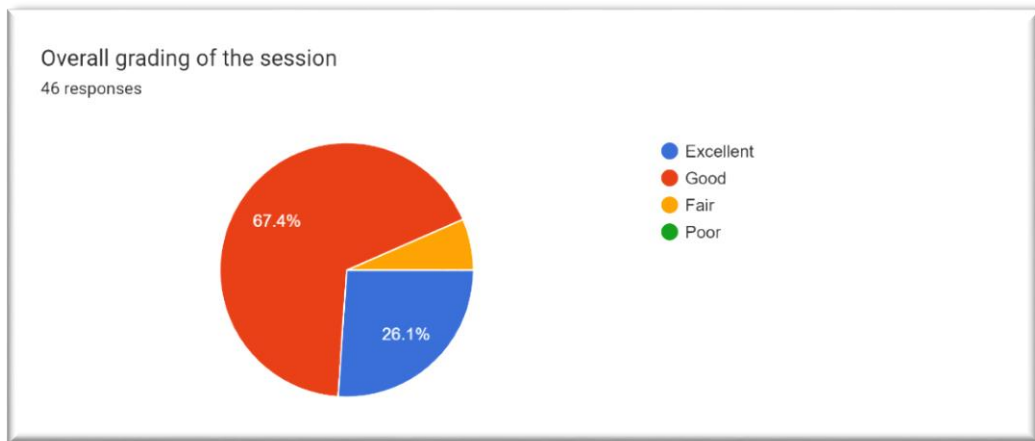
TRAINING OUTCOMES:

Create a professional LinkedIn profile, Write a structured, professional CV.

Overall, the five day training programme provides the students with a comprehensive understanding on the business models, the ability to evaluate and design them. The session also helped to students to groom themselves and make them ready for future career prospects.

STUDENT FEEDBACK

Day I – setting Expectations – Pre -assessment



Session Takeaway

Good

Nice

Knowledge about the management

Super

It is useful and knowledgeable for us

Grab the opportunity

good and usefull

No

Group work

It is good and useful

Marketing

We enjoyed our session and we learned about team work

Learnt about assessment strategy process

Team work

Good

Team work

Gain more knowledge related to interview and organization

It's very useful and improve our knowledge

It's good

Communication plays an important role in working culture so try to develop it

Team works and planning matters

Learnt about process

Was able to learn new concepts

Fun activities

Learn something new

Improvement should have to change

Swot analysis

1

Teamwork

process

Good

Built balloon for team work

Knowledge

It's helps to coordinate with groups

This session useful to mee

I want to learn useful this session learn to contract an interview opportunity benefit point this session

ERP system using the working process entrepreneur business

Useful

Useful

Coordinate with groups and achieve the goals

TEAM WORK

Process of making a plan

summaries and the way of communication is good

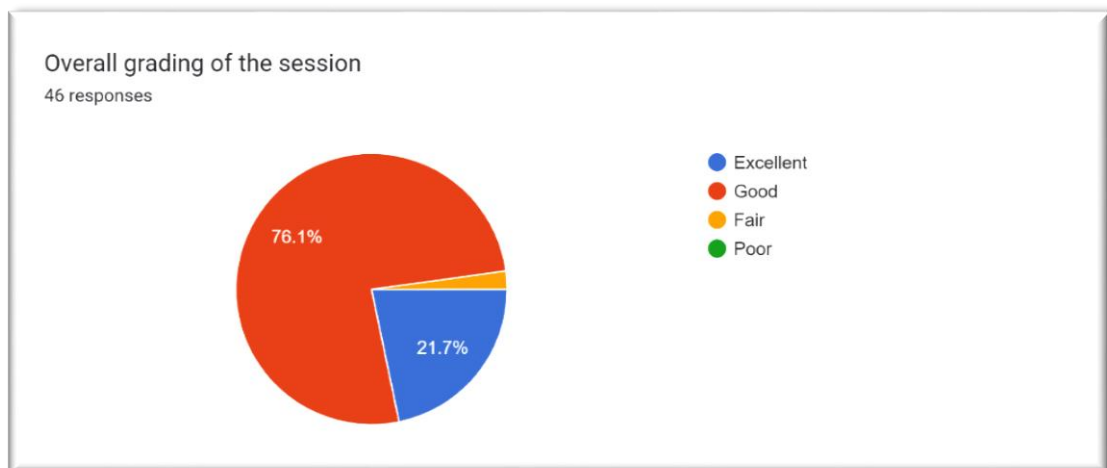
Team coordination

The session clearly set expectations and helped me assess my current knowledge.

Team building skills

I Am Understand Course Expectations

Day II – Contract Drafting



Session Takeaway

Good

Nice

Knowledge about contract

Good

It is useful

nice

No

It is use full me to know how to make a contract

It is good

How to draft contract

It's very useful and we learned lot about contract drafting

It is learn a important information

Legal knowledge

Good

We learned make contract

Get to know about how the contract is drafted

It's very useful

It's good

Gain knowledge about contract

Got to know an overview and idea to create an contact

Learnt how to draft contact

Got an idea of contracts

Useful

Learn something new in contract drafting

Learned lot

Practical session were useful

1

Learnt how to draft contract

contract drafting

Ideas

Knowledge about contract drafting and legal terms of contract

Ideas

Learn something about law of contract

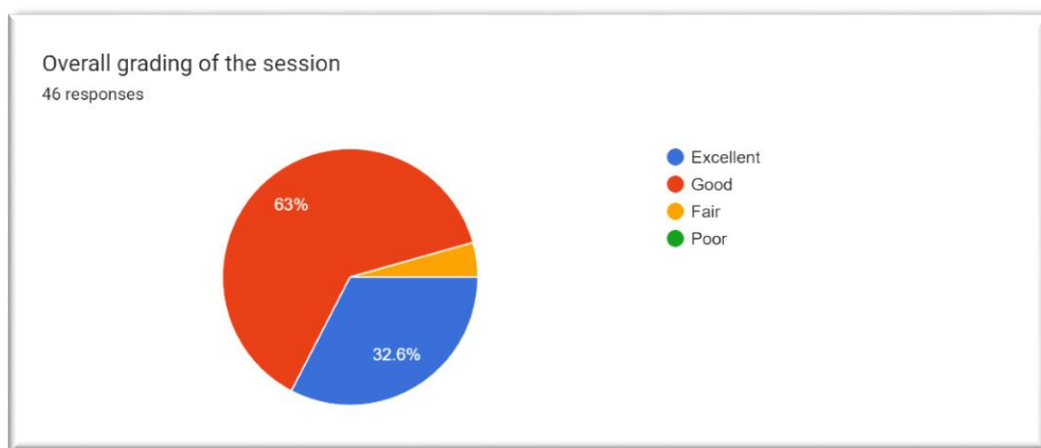
This session is useful to me for communicate with contract seller to buyer

I want to learn contract prepare on sales to purchase agreement

Honestly

Honestly
Learn something Contracts
Learn how to draft the basic contract
Creating a legal contract
learn new outcomes
I learn groomings
I learned how to create a contract and what and all we have to include in terms and conditions of the contract
How to create a new draft
It Is Understand Professional Contract And The Structure

Day III – Written test, Group Discussion and Mock Interview



Session Takeaway

Good
Nice
Identify the mistake while the interview
Useful
It is useful
learnd it
No
Interesting
It is good
Additional points from team members
We learned about how to attend interview and how to do group discussion
It is very useful information
Practical interview experience

Useful

We learned about general knowledge & make resume

I consider it is an useful for our future endeavors

It helps to develop knowledge and communication

It's okay

Great experience

Best way to perform for GD

Know how to make resume
And had a good group discussion

It was a torch light for my career

Improve myself

Learn something new to discuss it is use to discuss my suggestion to group members

Aptitude analysis

Gain knowledge

1

Practical experience interview for the first time

know oru weakness

Interesting

Known about interview procedure

Fairly good

It helps to gain communicate of group discussion and mock interview

This session is useful to me for surely communication with speaking english in interveiw

Interview opportunity benefit point in the professional CV an group discussion

Interview Useful communication person

Useful communication person

It's useful for upcoming interview and group discussion

Practical experience for the first time

Learned to crack the interview and to prepare a resume

learnt new outcomes

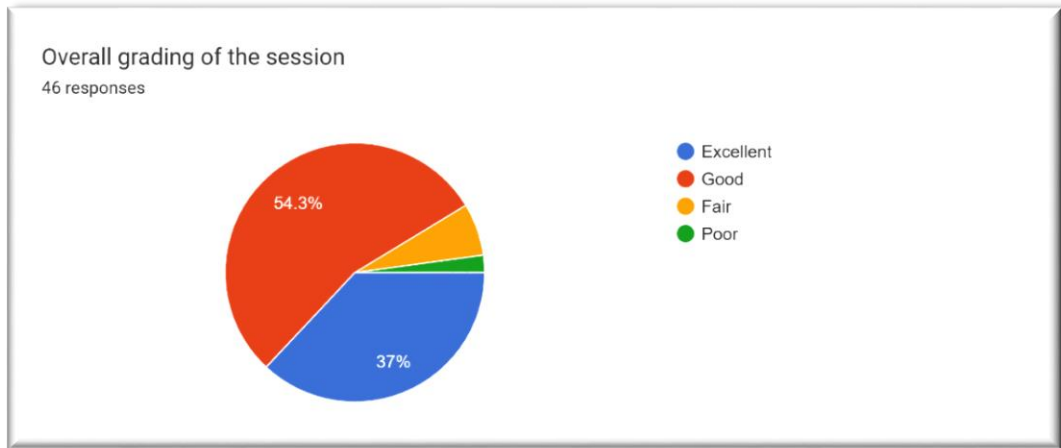
Group discussion and interview

I did my best in GD and written test but unfortunately I'm not able to attend the mock interview

How to face the interview

It Is Create a Professional Contract Structure

Day IV – Business Model Canvas



Session Takeaway

Good

Nice

Very useful for management

Gain Knowledge

It is useful

good

...

Business knowledge

It is good

How to create a good resume

It's is very useful to start a business in future

It's knowing about business model

Business knowledge

Useful

Very good

Gain knowledge about the entrepreneurs skills

It's good

Nothing

Good

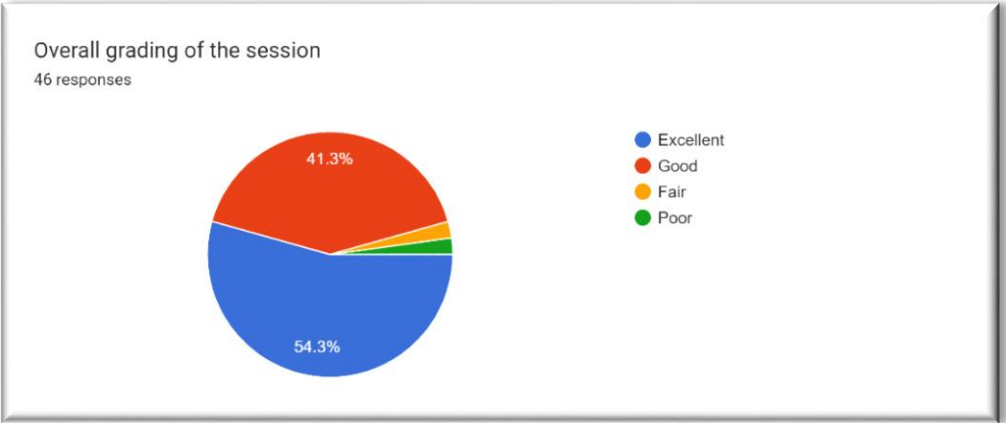
Got the concept of BMC

How to make a business model

Beneficial

Gain knowledge
Learn something new
How to attend a interview in a proper way
Good
1
Learnt how to make a business model
creating business outlets
Good
Knowledge about entrepreneurship and business statistics
Entrepreneur skill
Its helps to get business outlet
This session is very useful to mee for built the businesss
Business planning into analysis on before plan started business
Chart drawing
This session is very useful to built the business
Gain about the Business outlet
Learn how to create business model
Basic necessities of abusiness
learning aspects are good
Business commitments
I learned what is business model canvas and 9 steps in business model canvas
Nothing
That is Learn About the Business Model Canvas Understand

Day V – ERP Systems



Session Takeaway

Good

Nice

Knowing about the information of ERP

Analysis about ERP

It is useful

nice

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Very interesting class

It is good

How are ERP used in firms

Good

It's very useful information

Effective Uses of ERP softwares

Useful

Good

Good

Good

It's good

Good

Clearly understood about the ERP and It's Basic Concepts

Learnt the basics about tally ERP 9

Was a door for my future

Analysis ERP tools

Learn something new in ERP software

Super

Knowledge about functioning ERP system

2

Gained knowledge about ERP software

Gaining knowledge

Creativity

Learned about ERP meaning and how it's used in company

Lot of knowledge

Learn about new techniques of ERP

This session is useful to me

ERP system business organisation software used to inventory suitable software

Session is very usefull me

This session is very useful to me

Learn erp process

Learn how to erp system working

Regarding entrepreneurship

good

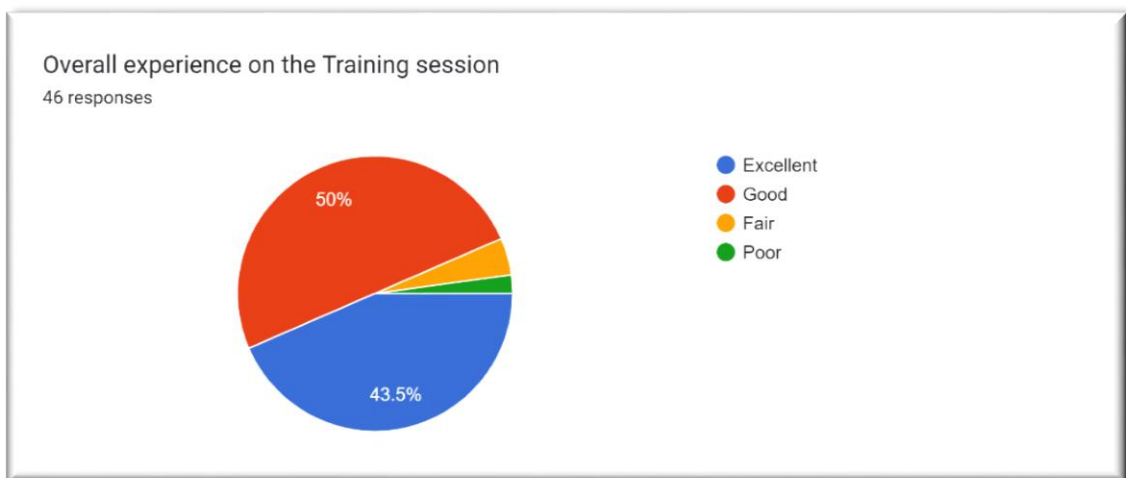
Appitude test conducted

Some what I understood about ERP , tally

Learning about ERPs software

It is Understand the Key Functions of CRM,HRMS,Procurement,Inventory,And Asset Management in Business Systems.

Overall experience on the Training session



SNAPSHOTS





