

WEBINAR ON PYTHON DATA SCIENCE

Sankalp – The Department of Management Studies of Aryabhata College, University of Delhi, proudly hosted a webinar in collaboration with NIIT Limited and was organized on 18th July, 2020 to give students a technology update and to prepare them for industry readiness.

Webinar saw participation from 40 students who all were truly satisfied once the webinar got over. Welcome note by honorable principal Prof. Manoj Sinha and management department's teacher-in-charge Dr. J.K. Singh, marked the beginning of the webinar.

Mr. Vikram Jha being the webinar moderator started the session by introducing the guest speaker wherein he also thanked all the participants for joining in the webinar.

REPORT:

<https://docs.google.com/document/d/1mcf7DOyAXu8Me-BCFKtYmGvv-gNewZqgslc0rpvv3gE/edit?usp=sharing>

ANNUAL EVENT MELANGE 21

Melange 21, an online management conclave, was one of the best webinars organized by SANKALP & VANIJYA on 21th & 28th FEBRUARY 2021.

Various speakers and motivators from different fields came forward to speak and share their points.

1. Ambassador Akhilesh Mishra - Additional secretary of DPA at the Indian Ministry External Affairs,
2. Mr Kiran DM - CEO of ONGC foundation
3. Mr. Praful Nikam- President of Y4D foundation
4. Mr. Balasighamony Deva Sekhar-Legal Counsel at Supreme Court Delhi
5. Ms. Purna Singh- Member of Municipal Corporation Delhi
6. Mr Shiv Pratap Shukla- MP, Rajya Sabha and Ex- MOS, Ministry of Finance
7. Mr AshutoshTripathi- Managing Partner at LargetonInc
8. Mr. Chaitanya Puri- Peak performance coach
9. Mr. Shanil Ranka- Senior Associate Auditor, PwC UK, CA
10. Ms Jaya Kishori- Spiritual Orator, Motivational Speaker
11. Mr. Niloptal Mrinal-Author, Poet and Sahitya Akademi Awardee
12. Devan Bhalla - Integrated Marketer | TEDx Speaker | Brand Management
13. Mr Gunjan Solanki- Founder of Marketing Weekly, Sales manager at Pidilite Industries Limited
14. Dr Purnima Rao-Associate Professor at FIIB

REPORT:

<https://docs.google.com/document/d/1l2kOKDRNtHjMnd9Ndg3gQXKyU5Pyq7HwEfi1Gn6AeDk/edit?usp=sharing>

WEBINAR ON ANTI-PROFITEERING PROVISION UNDER GST

The purpose of this session was to enrich fellow students about GST and the benefits of learning about Anti-profiteering, at an early age, thus ensuring some value addition in their knowledge during this unfortunate lockdown period.

As we moved ahead, students got a deep insight into; First provision for the consumer The objective of GST is to remove the cascading effect of taxes i.e. tax on tax and seamless flow of credit in the supply chain.

Basis under two instances: Rate reduction in GST by government & Enhance benefit of ITC under GST regime.

Taking an example of a DSLR camera for meaning and understanding: The GST rate was reduced from 28% to 18%. Earlier the basic price was ₹40,000 without GST and ₹51,200 after 28% GST. Now with reduced GST the price of the camera should be ₹47,200.

With the introduction of GST various taxes got subsumed in the GST. This additional benefit of input tax credit in the GST regime is to be passed on by the suppliers to the recipients by way of commensurate reduction in prices.

There are various legal provisions under section 171 in the GST act relating to anti-profiteering.

Order of the National Anti-profiteering Authority NAA mail order the supplier to: Reduce the prices Return the profiteered amount along with the interest to the recipients, wherever identifiable.

NAA may impose a penalty or cancel the GST number of the supplier.

REPORT:

<https://docs.google.com/document/d/1rWr9B-sRnzWGPHjEeeQQ1GVFNm4DAe3j9eUw7q2kxkc/edit?usp=sharing>

WEBINAR ON “OPPORTUNITIES POST COVID-19”

Sankalp, the Department of Management Studies and the Department of Commerce (Vanijya) conducted a webinar on “Opportunities Post Covid-19” on **23rd November 2020** with Mr. Vaibhav Mendiratta (Consultant at the Pune Institute of Business Management). The aim of the webinar was to guide the students towards possible pursuable options after the pandemic.

REPORT:

https://docs.google.com/document/d/14bHfj89_FP-xZ56VwCs8oBtbhS8h_DfSuu8-uhW9TZA/edit?usp=sharing

WEBINAR ON TEAM BUILDING, CONFLICT MANAGEMENT & WORK-LIFE BALANCE

The purpose of this session was to enrich fellow students about Team Building and the benefits of having a good Work-Life Balance, at an early age, thus ensuring some value addition in their knowledge during this unfortunate lockdown period.

As we moved ahead, students got a deep insight into; Self-Management for team building.

A team is when that group of people is working on a specific goal.

Most teams Share information openly Participate in team's task Encourage each other Use all the team's resources BUILDING TEAMS Stage 1 - Forming Members form opinions of others.

Share responsibility, encourage open dialogue, provide structure, direct team issues, develop a climate of trust and respect.

Stage 2 - Storming Characterized by competition and strained relationships among team members.

Enhance team development by - Joint problem solving, norms for different POV, Decision-making procedures, encourage two-way communication, support collaborative team efforts.

Enhancing team development by - Communicate frequently and openly about concerns, encourage members to manage team process, give positive and constructive criticism, support consensus decision making efforts, delegate as much as possible After that Dr Sharma, delved deeper into topics like; COLLABORATION THROUGH TEAM BUILDING Most effective teams arrive at a decision through consensus by following a rational process that includes: Identifying the issue, setting a specific objective, Gathering and analyzing the facts, developing alternatives, Evaluating the alternatives, Deciding and acting TEAM BUILDING STYLE Relationship between Social and Task aspects of Teamwork.

REPORT:

https://docs.google.com/document/d/14XZ9izWcfA3u18YS4zv71MwI_nY2vsleMktl6Cm-ubM/edit?usp=sharing

WEBINAR ON ANALYTICS IN THE FINANCIAL SPACE

The purpose of this session was to enrich fellow students about the importance of analytics in finance, at an early age, thus ensuring some value addition in their knowledge during this unfortunate lockdown period.

As we moved ahead, students got a deep insight into; Products that a bank offers.

Marketing Analytics - Who should you give credit cards to? Involves analysis of the consumer base.

What limit do you set? Every bank has different threshold levels for different kinds of criteria.

Once customers are taken onboard, analytics come in while deciding the credit limit.

Sources of revenues for banks: Interest Fees - Over limit fees Discount/Merchant revenue - Fees on payment on every transaction at stores Cost of banks: Non-payment of dues Expenses like logistics, technology, onboarding etc.

Frauds $PBT = \text{Net interest fees} - \text{frauds} - \text{overheads} - \text{delinquency}$ $PAT = PBT - \text{Tax}$ At every stage, PAT is calculated and decisions are made based on that.

Ways to identify fraud: Place of transactions Volume of transactions Types of transactions Software used in Analytics: SaaS Assessing Big data - framework like Hadoop, languages like Python etc.

We got participation from 60 students across different courses.

REPORT:

<https://docs.google.com/document/d/1i9UNcApMSaUVEnEQBFNefsfro5TVtj-hFQ3U1GSTpuQ/edit?usp=sharing>

WEBINAR ON INDIA AND THE WORLD

The purpose of this webinar was to educate students about the importance of having healthy foreign relations with other countries and strengthening India's position as a nation in the world.

Throughout the session, she provided us with various valuable insights: Contributions of India Culture - folk dancing, festivals, food, handicrafts etc Grammar Zero Architecture History of India She told us how India wasn't really an important country in the early and mid 1900s but our leaders were important.

This was because we had never been an aggressive country.

We have always been helpful when it comes to other countries.

During these trying times, we have helped 150 countries.

We've provided vaccines to more than 82 countries and the United Nations itself.

India's Soft Power Yoga Ayurveda Our Human Resources who create goodwill Diaspora Indians are at top positions throughout the world.

Foreign Services Our foreign service is present in almost all countries of the world, even though we don't have a lot of foreign officers.

Political, cultural events and collaborations with other countries.

Help distressed women, as well as workers in countries like the UK, US. We got participation from 75 students across different courses.

REPORT:

<https://docs.google.com/document/d/10QFwX9vdHashff6y91VUJ4qErMRa45pHQreoeOuOR6E/edit?usp=sharing>