

3.2.2

Total number of workshop, seminars/conferences conducted during the last five years

Year	2022-2023	2021-2022	2020-2021	2019-2020	2018-2019
Number	02	02	02	02	02

2022/23

1. Research Methodology: Hypothesis Development

- **Faculty Name:** Dr.Zavare, Director, Rajiv Gandhi Business School, Pune
- **Beneficiaries :**Faculty members & Students
- **Date & Venue :**ASMA Institute of Management, Date- 09/10/2022

Description:

This workshop delved into the foundational principles of research methodology with a specific focus on hypothesis development. It explored the importance of forming a research hypothesis as a pivotal step in academic research, helping students understand how to translate research problems into testable statements. The session highlighted the process of identifying gaps in the literature, reviewing related work, and crafting well-defined, logical, and concise hypotheses that serve as the basis for empirical testing. Participants also learned about the types of hypotheses (null and alternative) and how to structure them for effective research execution. The workshop bridged theoretical insights with practical exercises, enabling students to connect academic theories with real-world applications in research projects.

Objectives:

- To introduce the concept of hypothesis development in research.
- To provide a clear understanding of hypothesis testing and its importance in validating research.
- To enable students to frame meaningful research questions and develop testable hypotheses.

Learning Outcomes:

- Ability to formulate research questions and hypotheses.
- Understanding the relationship between research objectives and hypotheses.
- Practical insights into hypothesis testing techniques.



Director

PSN Shastri Educational Foundation's
ASMA Institute of Management



2. Use of SPSS and SASS in Model Building

- **Faculty Name:** Dr. Roshan Kazi, Director, Allana Institute of Management, Pune
- **Beneficiaries:** Faculty & Students
- **Date & Venue:** ASMA Institute of Management, Date- 23/01/2023

Description:

This workshop provided participants with hands-on training in two of the most widely used statistical software tools in the business and academic world: SPSS (Statistical Package for the Social Sciences) and SASS (Statistical Analysis Software). Designed to develop students' quantitative research skills, the workshop covered advanced topics such as data preparation, statistical modeling, and interpretation of results. Through real-world case studies, students learned to perform multivariate analysis, build predictive models, and apply statistical tests to validate their hypotheses. The session emphasized the role of statistical tools in making informed business decisions, highlighting their importance in market research, operational efficiency analysis, and financial forecasting.

Objectives:

- To familiarize students with the functionality of SPSS and SASS.
- To enhance skills in data analysis, interpretation, and model building.
- To demonstrate the practical application of statistical tools in research projects.

Learning Outcomes:

- Competency in using SPSS and SASS for model building and data analysis.
- Enhanced ability to interpret statistical outputs.
- Practical knowledge of creating and testing models in research.



Director

Poo Sheela Educational Foundation's
ASMA Institute of Management



2021-2022

1. Intellectual Property Rights (IPR) & Indian Research

- **Faculty Name:** Adv. Shinde
- **Beneficiaries:** Faculty & Students
- **Date & Venue:** ASMA Institute of Management, Date- 25/08/2021

Description:

This workshop provided a comprehensive overview of Intellectual Property Rights (IPR) and their significance in promoting innovation and research within India. It was tailored to help MBA students understand the legal frameworks that protect intellectual property, including patents, copyrights, and trademarks, and how these can be applied to safeguard business innovations. By exploring real-world examples of IPR in action, participants gained insights into how businesses and entrepreneurs can leverage intellectual property to gain a competitive edge in the market. The workshop also addressed the nuances of filing patents and the legal protections offered in the Indian context, encouraging students to think critically about innovation, creativity, and the protection of their ideas in the business world.

Objectives:

- To explain the various types of Intellectual Property Rights.
- To discuss the role of IPR in protecting research and innovation.
- To provide guidance on filing patents and protecting intellectual property in India.

Learning Outcomes:

- Comprehensive understanding of IPR and its relevance to research.
- Awareness of patent filing processes in India.
- Knowledge of legal aspects related to protecting intellectual property.



Director

PBD Chastri Educational Foundation
ASMA Institute of Management



2. Incubation Center and Indian Government Policies

- **Faculty Name:** Mr. Ravindra Bendre, Consultant
- **Beneficiaries:** Faculty & Students
- **Date & Venue:** ASMA Institute of Management, Date- 08/02/2022

Description:

This workshop was designed to provide participants with an in-depth understanding of the role of incubation centers in fostering innovation and entrepreneurship, particularly within the Indian ecosystem. The session began with an overview of the various types of incubation centers, ranging from academic-based to private and government-backed initiatives, highlighting their importance in helping start-ups gain access to resources, mentorship, and funding. A significant portion of the workshop was devoted to Indian government policies designed to support incubation centers and start-ups, such as the Start-up India initiative, which offers tax benefits, funding opportunities, and simplified regulatory processes. Participants learned about the steps involved in applying for incubation, the types of support available, and success stories from Indian entrepreneurs who have successfully scaled their businesses through incubators.

Objectives:

- To provide an overview of incubation centers in India.
- To discuss government policies aimed at supporting start-ups.
- To highlight the resources available for budding entrepreneurs.

Learning Outcomes:

- Understanding of the functioning of incubation centers in India.
- Knowledge of Indian government policies that support start-ups.
- Insights into how entrepreneurs can utilize incubation centers for growth.



Director

PSP Chastri Educational Foundation
ASMA Institute of Management



2020-2021

I. ICSSR Funding for Research activities

- **Faculty Name:** Dr. Sandeep Prabhu, Sr. faculty
- **Beneficiaries:** Faculty & Students
- **Date & Venue:** ASMA Institute of Management, Date- 08/02/2021

Description:

This seminar focused on the various government funding opportunities available for academic and industrial research in India. Participants were provided with a detailed overview of government agencies, such as the Department of Science & Technology (DST), Council of Scientific and Industrial Research (CSIR), and other ministries that offer research grants. The session covered topics such as grant eligibility criteria, application procedures, and the timeline for obtaining research funds. Practical advice on writing effective research proposals was also given, with tips on how to align research goals with government priorities. The seminar also included case studies of successfully funded research projects, illustrating the impact of government support on advancing research in fields such as technology, healthcare, and social sciences.

Objectives:

- To provide detailed knowledge of government funding opportunities for research.
- To guide participants through the application process for research grants.
- To explore eligibility criteria and best practices for obtaining government research funding.

Learning Outcomes:

- Awareness of government funding options for research.
- Understanding of the grant application process and eligibility requirements.
- Ability to secure funding for research initiatives.



Director

PSP Shastri Educational Foundation's
ASMA Institute of Management





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2. Seminar on Research Methodology

- **Faculty Name:** Dr. Sajid Alvi, Director, DIMR, Pune
- **Beneficiaries:** Faculty & Students
- **Date & Venue:** ASMA Institute of Management, Date- 11/10/2020

Description:

This foundational workshop was designed to introduce students to the key concepts and processes involved in conducting research. The session began with an explanation of what constitutes research, followed by a discussion on different types of research designs (exploratory, descriptive, and experimental). Participants learned how to frame research questions, select appropriate data collection methods (surveys, interviews, etc.), and perform basic data analysis. A practical component of the workshop included exercises in designing a simple research project, covering the step-by-step process of problem identification, literature review, methodology design, and data collection techniques. The goal was to equip participants with the essential skills needed to conduct independent research and prepare them for more advanced research projects.

Objectives:

- To introduce students to the basics of research methodology.
- To explain different research designs and data collection methods.
- To teach the principles of basic data analysis and interpretation.

Learning Outcomes:

- Basic understanding of research design and methodology.
- Competency in collecting and analyzing data.
- Familiarity with the fundamentals of research reporting.

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2019-2020

1. Start-up Businesses and Government Policies in India

- **Faculty Name:** N. Gurunath, Samunuti Financial Intermediation Pvt. Ltd
- **Beneficiaries:** Faculty & Students
- **Date & Venue:** ASMA Institute of Management, Date- 13/02/2020

Description:

This workshop explored the challenges and opportunities of starting a business in India, with a focus on the policies and schemes introduced by the Indian government to support entrepreneurship. Topics covered included the Start-up India scheme, Mudra loans, tax exemptions for start-ups, and other initiatives aimed at making the process of starting and scaling a business easier. Participants were provided with insights into the business registration process, legal structures for start-ups, and the various compliance requirements for new businesses. Additionally, the workshop featured a discussion on the challenges faced by start-ups, such as accessing funding, hiring talent, and navigating the regulatory landscape, and offered strategies to overcome these obstacles.

Objectives:

- To provide insights into the start-up ecosystem in India.
- To explain the various government schemes that support start-ups.
- To discuss the procedures for setting up a new business in India.

Learning Outcomes:

- Understanding of the start-up ecosystem and the resources available in India.
- Knowledge of government policies that aid start-up businesses.
- Practical knowledge of setting up a business and navigating government regulations.



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PSD Shastri Educational Foundation's
ASMA Institute of Management



2. IPR and Business opportunities

- **Faculty Name:** Adv. Shinde
- **Beneficiaries:** Faculty & Students
- **Date & Venue:** ASMA Institute of Management, Date- 22/08/2019

Description:


This workshop introduced participants to the basics of Intellectual Property Rights (IPR) and their role in fostering economic development. The session began with an overview of IPR types, including patents, copyrights, and trademarks, and discussed how these rights can incentivize innovation and promote economic growth. Participants learned about the legal frameworks governing IPR both in India and internationally, with a focus on how businesses and researchers can protect their intellectual property while contributing to broader economic development. The workshop also covered recent developments in Indian IPR law, case studies of successful IP-based ventures, and strategies for integrating IP protection into business models. The interactive nature of the workshop allowed participants to engage in discussions about the practical challenges of securing intellectual property rights in India and the steps needed to safeguard innovations.

Objectives:

- To introduce the concept of IPR and its importance in development.
- To explain how IPR can drive economic and technological growth.
- To discuss the various types of IPR and their implications for businesses.

Learning Outcomes:

- Basic understanding of IPR and its role in development.
- Awareness of how IPR fosters innovation and economic growth.
- Knowledge of the different types of intellectual property rights.



Director
PSPN Chastri Educational Foundation's
ASMA Institute of Management



2018-2019

1. Use of SPSS and SASS in Model Building

- **Faculty Name:**Dr. Roshan Kazi, Director, Allana Institute of Management, Pune
- **Beneficiaries:**Faculty & Students
- **Date & Venue:**ASMA Institute of Management, Date- 10/02/2019

Description:

This workshop provided participants with hands-on training in two of the most widely used statistical software tools in the business and academic world: SPSS (Statistical Package for the Social Sciences) and SASS (Statistical Analysis Software). Designed to develop students' quantitative research skills, the workshop covered advanced topics such as data preparation, statistical modeling, and interpretation of results. Through real-world case studies, students learned to perform multivariate analysis, build predictive models, and apply statistical tests to validate their hypotheses. The session emphasized the role of statistical tools in making informed business decisions, highlighting their importance in market research, operational efficiency analysis, and financial forecasting.

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Learning Outcomes:

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- Enhanced ability to interpret statistical outputs.
- Practical knowledge of creating and testing models in research.



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2. Seminar on Research Methodology

- **Faculty Name:**Dr.B.N.Shivale, Director, Aditya Institute of Management
- **Beneficiaries:**Faculty & Students
- **Date & Venue:**ASMA Institute of Management, Date- 22/10/2018

Description:

This foundational workshop was designed to introduce students to the key concepts and processes involved in conducting research. The session began with an explanation of what constitutes research, followed by a discussion on different types of research designs (exploratory, descriptive, and experimental). Participants learned how to frame research questions, select appropriate data collection methods (surveys, interviews, etc.), and perform basic data analysis. A practical component of the workshop included exercises in designing a simple research project, covering the step-by-step process of problem identification, literature review, methodology design, and data collection techniques. The goal was to equip participants with the essential skills needed to conduct independent research and prepare them for more advanced research projects.

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