

**SAMBHRAM SCHOOL OF MANAGEMENT**  
**ORIENTATION PROGRAM FOR SEVENTEENTH BATCH MBA & SECOND BATCH M.Com**  
**STUDENTS, 2015**

**September 07 -12, 2015/Venue: Seminar Hall**

**Objectives of this Program**

- To groom and motivate the new entrants to be good professionals and inculcate the attributes and values of the Management Professional in them.
- To develop a sense of commitment in them towards their profession.
- To develop integrity, transparency, independence and excellence in the profession.

Commerce and Management students don't have the core building blocks to take full advantage of the curriculum. Most of them have very little or no business experience. This Orientation Program has been designed for them to understand the "big picture" of business and build basic competencies in business areas such as finance, strategy, operations, marketing, and people management. Students will be introduced to the unsettling truth that business problems don't come in tidy packages, but spill out chaotically across disciplines and departments.

**Messages Post Orientation Program**

- Work on your communication skills.
- Develop networking plan with industrial contacts and alumni.
- Competency alone is no longer a ticket to success; it's only an entry card. Learn to communicate and have passion about your work.
- Work on UPA (Understand, Plan and Action) approach to solve a problem.
- Hone and develop interpersonal skills – both verbal and written.
- Bring together your dispassionate analytical side and your emotional side to build passion about your work and results.

**What is MBA& M.Com EDUCATION**

The MBA / M.Com education does not teach students to find big jobs and earn great money but facilitates their understanding of various management concepts and practices and its relatedness to real-life situations. Both the education should not build arrogant managers but individuals with humility and receptiveness to new learning.

Some corporate games and team building activities will be organized to simulate organizational environment for the newcomers. It will be an essential exercise to let them understand the demand of industry and how they have to utilize the given time to develop them. The students would enjoy playing management games, listening to lectures and participating in interactive sessions.

### **Advices to MBA & M.Com Students**

Remain open to adapting with changes:

Keep your minds open. Unlearn and try to get away from clichés that you might be hanging on to. This will assist in your learning process.

Put in extra efforts:

You have to be quick at picking up the basics of different domains of management, no matter from which stream you have done your graduation. There will be no excuse and the competition is going to get fiercer.

Learn to be a part of Team:

Team work and learning to adjust with different type of people is a very important personality development arena that you learn at your B-School. It helps improve decision making and leadership also. So let ego go! Work in different groups not necessarily with like-minded people.

Interact:

Talk to your new classmates, seniors, faculty, librarian, office staff, and one and all. Building up relations and networks is one opportunity that B-School provides. So stop being a closed box.

Be sincere:

Sincerity towards everything you do at your B-School should not be ignored. Discipline and timeliness is definitely called for. So do those case studies and projects with undaunted passion and efforts taking cue from your Faculties; attend the entire lecture.

Join extracurricular groups:

Many B-Schools have various students' groups for outdoor activities, sport activities, events, placement training groups, CSR activities, etc. Joining some of these is only going to help you. Remember: 'All the Work and No Play make Jack a Dull Boy/ Girl'. Lastly but not the least adopt a habit of journaling, making notes, preserving your books and notes. You never know when you might need them. Besides, journaling is an excellent way of self-analyzing, learning from others, and it also serves as nostalgia many years down your career.

**MBA and M.Com is Just a Program that prepares you for a tougher real world. All the best for your new journey**

## PROGRAM SCHEDULE

September 07: Day One

10 to 12 Hours Management Education: Challenges and Opportunities: Dr K C Mishra

13.30 to 16 Hours Services Sector: *The Global Scenario (Its contribution to India's GDP)*

Mr. Sunder Rajan, HR Mentor, Bangalore

September 08: Day Two

10 to 12 Hours Invest Two and Gain Forty/Make a Decision Now: Mr. Shrihari

Udupa, Chief People Officer, PWC

13.30 to 16 Hours Power of Communication, Effective Communication: A Tool for

Personality Development: Mr. B K Gupta, Motivational Speaker

September 09: Day Three

10 to 12 Hours Positive Attitude: The Key to Success Mr. S V Patil, Spraying

Systems [India] Private Limited

13.30 to 16 Hours Management Games: Prof Rema Narayanswamy and Prof. Arpita Sastri

September 10: Day Four

10 to 12 Hours Management-Economics Perspective: Dr P G Changappa, Former VC, UAS

13.30 to 16 Hours Art of Learning Financial Skills to be a Better Manager: Dr Zabiulla

September 11: Day Five

10 to 12 Hours Entrepreneurship Dynamics: Dr Jacob Crasta, CME Group

13.30 to 16 Hours How Should I Be a Student @ Sambhram: Prof HA Raghavendra,

Dr. Zabiulla and Prof Rema Narayanswamy

September 12: Day Six

10 to 12 Hours Industry Trends: Mr. Sahib Jaan, MD, Micro E[X]

