



## Nav Nirman Sewa Samiti's Samalkha Group of Institutions, Samalkha Distt. Panipat

News Letter of the Month April, 2019.

Published by: Nav Nirman Sewa Samiti's Samalkha Group of Institutions, Samalkha Distt. Panipat

### Industrial Visit – Motilal Oswal Financial Services Pvt. Ltd.

3<sup>rd</sup> April, 2019



Faculty of Management Department at Samalkha Group of Institutions (SGi) organized an Industrial Visit in Motilal Oswal Financial Services Ltd., Panipat for their BBA and MBA students. It is the obligatory prerequisite of Practical Knowledge that all the contents of Share Trading should collaborate and linked with the industries so that student will more capable to learn practical knowledge which is needed in these days. For fulfilling these objectives Management Department organized an industrial visit in this service industry.

Motilal Oswal Financial Services is an Indian diversified financial services firm offering a range of financial products and services. The company is listed on the BSE, NIFTY, NASDAQ, Dow Jones, Hang Seng stock exchanges. The company was formed in 1987 by Motilal Oswal and Ramdeo Agrawal after they acquired membership on The BSE. Motilal Oswal was elected director and joined the governing board of the Bombay Stock Exchange in 1998. Motilal Oswal Securities is a depository participant of the NSDL and the Central Depository Services Limited (CDSIL) in 2000. The company started offering derivatives products and advisory services on both BSE as well as NSE in 2001.





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Managing Director Mr. Manish Garg met the students personally and gave answers of all there queries. Ms. Priyanka from HR Department gave online training of 2 hours regarding Share Trading.



Students are very enthusiastic for this visit and asked many questions related to their career and management of a Share Trading company. They gently received the answers of all questions from Mr. Manish Garg – Managing Director of Motilal Oswal Financial Services Pvt. Ltd.

Dr. Rajesh Goel – Director appreciate all students and teachers on their learning and experience.

### **Retail Marketing Workshop**

**(17<sup>th</sup> April, 2019)**

Department – Faculty of Management and at Samalkha Group of Institutions (SGi) organized a workshop for Management students by Management Professors. They told about Retail marketing that it pertains to the strategies and tactics that retailers use to attract customers and drive sales. Firstly they told about Product, which is the physical item that's being sold. The second is Price, which refers to the pricing strategy that the merchant uses to sell the item. Third is “Place” which refers to the location or platform used to sell products. Finally, there's Promotion, which is what the retailer does to get the word out and entice sales.

Teachers perfectly created a blend of knowledge and experience in his career and professional life which makes him stand apart from the crowd. With their good



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interactive nature he passionately trained the people in Reatail Marketing.

At last Dr. Sarita Goel – Director, SGI along with Faculties appreciate the Students and Teachers for putting their efforts in learning new skills of Marketing.



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### Management Game - *Time Management*

22<sup>nd</sup> May, 2019

Management department in Samalkha Group of Institutions organize a management game on the topic of Time Management. 1<sup>st</sup> step is the theory part of Time Management for giving standard time to each activity and then actual performance comparing with standard and eliminate the variances.

2<sup>nd</sup> step is the workshop for giving standard time and comparing. This activity done by two group with crossing through the rope activity.

The activity on Time Management is organized by Department of MBA. This activity starts from the Theoretical Lecture about meaning of modern concept of time management. It is the act of planning the amount of time which any employee spend on different activities. These activities match up with the concept of Frederick Taylor's

scientific management techniques. Its goal is to increase worker productivity. To do this we conducted time and motion studies and began to focus on the best ways for jobs to be performed to maximize the work completed in a given amount of time.

For this activity firstly we have to set one or some goals then we prioritizing those goals and after that we decide the standard time of activities and then observing results. For proving this activity we organized a workshop in which a group of 10 students have to come out from a rope. All students catch their hands with one another and a circle of rope start from one side and come out of another side. This activity done three times by a same group and average time is stotted as a standard time of the activity. And then all groups compare with the standard time that accordingly the groups are completing the task or not.

Complete workshop is very interesting and coordinated by MBA Department.