



ARKA EDUCATIONAL AND CULTURAL TRUST (R)

JAIN INSTITUTE OF TECHNOLOGY DAVANGERE

(A Unit of Jain Group of Institutions, Bengaluru)

NAAC
GRADE **A⁺**
ACCREDITED INSTITUTION

DEPARTMENT OF

MBA

Empowering Future Leaders



THE MANAGEMENT LEAD

— ANNUAL NEWS LETTER —



LEARN

Continuously



LEAD

Confidently



INNOVATE

Creatively



IMPACT

Responsibly



VOLUME: 3



JULY 2025
TO JUNE 2026

“ EXPERIENCE
THE BEST,
EXPERIENCE
SUCCESS. ”



VISION OF THE DEPARTMENT

To provide holistic development of individual personality with a benevolent touch and managerial outlook through comprehensive education.



MISSION OF THE DEPARTMENT

- ▶ To implement an educational scheme carefully and wisely aiming at the harmonious development of the mind of students.
- ▶ To induct management issues to provide young minds the skills to help them to achieve managerial goals.
- ▶ To produce managers, who pour out the resources of skill.



#323, Near Veereshwara Punyashrama,
Bada Cross, Avaragere Village,
Davangere - 577003.



Contact: 9739034751,
9663868258, 9164518069

“EVERY CHALLENGE IS AN OPPORTUNITY TO LEARN, LEAD, AND GROW.”



We are a college that prides itself not in fostering academic excellence but also in making our learners append at the school satisfying, fulfilling and joyous. I intend to take the JGI Group to the next level, employ more effective methods to make the students think differently and install in them with positive attitude towards inclusive growth that benefits them and the society at large

- Dr. Chenraj Roychand, Chairman, JGI, Bengaluru



At JIT Davangere, all our actions are directed towards imparting quality education through theoretical learning with the virtue of practical learning. Delightful learning happens here as we club academics with sports and cultural activity. Students are trained to excel in their career, share knowledge, have overall growth & emerge as leaders

-Dr. Ganesh D B, Principal & Director, JIT, Davangere



Choosing the right MBA College is a significant decision. I encourage you to explore our MBA Department further, visit our campus, and talk to our faculty and current students. We are confident that our MBA Department will provide the skills, knowledge, and experiences one need to achieve career aspirations. We look forward to welcoming our community

- Dr. Suhas D, Head of the Department , JIT, Davangere



FINANCIAL AWARENESS LITERACY AT AN EARLY AGE

28TH October 2025

Timings: 11 am to 12 pm

Why Awareness Program?

The Department of MBA organized an informative webinar session in association with the National Securities Depository Limited (NSDL) on the topic "Financial Awareness & Financial Literacy at an Early Age" for the Final Year MBA students. The primary objective of the session was to enhance students' understanding of personal finance, encourage responsible financial behavior, and equip them with the knowledge required to make informed financial decisions from an early stage in their careers. The webinar emphasized that financial literacy is an essential life skill that enables individuals to manage their income effectively, plan for future goals, and achieve long-term financial stability. During the session, the resource person explained the importance of budgeting, saving, investing, and financial planning.



Objectives of the Event

The webinar successfully enhanced the financial knowledge and awareness of the participating students. They gained a better understanding of personal financial planning, budgeting, saving, and the importance of investing at an early age. The session improved their knowledge of different investment options, the functioning of the securities market.

Outcome of the Event

The primary objective of the NSDL webinar on "Financial Awareness & Financial Literacy at an Early Age" was to educate Final Year MBA students about the importance of financial literacy and responsible financial management.



FINANCIAL AWARENESS LITERACY AT EARLY AGE

The webinar also provided valuable insights into the functioning of the Indian securities market and the role of NSDL in maintaining securities in electronic form through Demat accounts. Students gained an understanding of the importance of digital financial services, including UPI, internet banking, mobile banking, and online investment platforms, while also learning about safe digital transaction practices.

The resource person stressed the significance of investor awareness, risk management, diversification of investments, and the need to remain vigilant against financial frauds and cyber scams. The session further covered the role of regulatory bodies such as SEBI in safeguarding investor interests and promoting transparency in the financial markets. The concept of the power of compounding was explained.



The webinar also provided valuable insights into the functioning of the Indian securities market and the role of NSDL in maintaining securities in electronic form through De-mat accounts. Students gained an understanding of the importance of digital financial services, including UPI, internet banking



mobile banking, and online investment platforms, while also learning about safe digital transaction practices. The resource person stressed the significance of investor awareness, risk management, diversification of investments.

IGNITE 15.0- ORIENTATION PROGRAMME FOR 1ST YEAR MBA STUDENTS

03rd to 05th November 2025

Timings: 9 pm to 5 pm

Why Orientation Program?

"An orientation program is conducted to help new MBA students adapt to the academic environment and understand the expectations of postgraduate education. It introduces students to the institution's policies, learning methodologies, examination system, and available academic resources. The program promotes interaction among students, faculty, and senior members, fostering a sense of belonging and teamwork. It also enhances students' confidence, communication skills, and awareness of career opportunities while preparing them for the challenges of management education. Overall, the orientation program serves as a bridge between undergraduate education and the rigorous, industry-oriented MBA curriculum, ensuring that students begin their academic journey with clarity, motivation, and a positive mindset.



Outcome of the Event

Three-Day Orientation Program successfully enabled first-year MBA students to gain a comprehensive understanding of the institution's academic framework, policies, and expectations. Students became familiar with the campus facilities, faculty, and available learning resources, helping them adapt confidently to the new academic environment.

Objectives of the Event

The primary objective of the IGNITE 15.0 – Three-Day Orientation Program was to provide first-year MBA students with a smooth transition into their postgraduate academic journey by introducing them to the institution's vision, mission, academic regulations, curriculum structure, examination system, and student support services. The program aimed to familiarize students with the campus environment, faculty members.

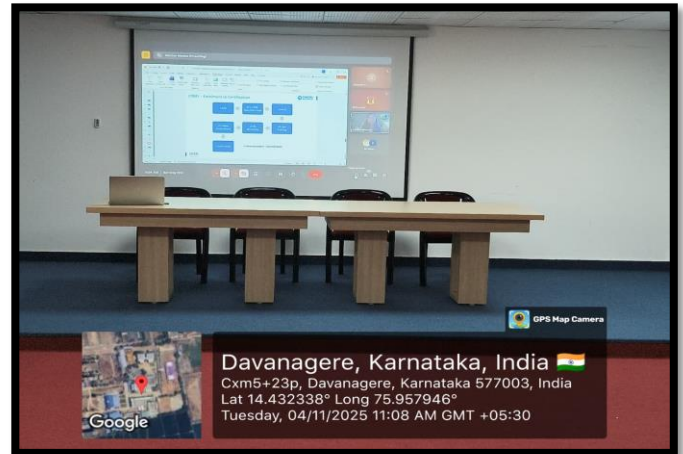


Jain Institute of Technology, Department of MBA, Davangere

IGNITE 15.0- ORIENTATION PROGRAMME FOR 1ST YEAR MBA STUDENTS



Dr. Prakash K B emphasized the importance of discipline, determination, perseverance, time management, and continuous learning in achieving success. Through practical insights and motivational messages, he encouraged students to overcome fear, embrace challenges, learn from failures, and remain committed to their goals.



He also highlighted the importance of effective communication, leadership qualities, teamwork, and developing a strong personality to succeed in the competitive business environment. The session created a positive and energetic atmosphere among the students and motivated them to make the best use of their MBA journey and available opportunities.



As part of the IGNITE 15.0 – Three-Day Orientation Program, Prof. Divya M C conducted an engaging team-building and ice-breaking activity for the first-year MBA students. The session was designed to help students overcome initial hesitation, interact freely with their peers, and create a friendly and positive learning environment.

Through various interactive and fun-filled activities, students were encouraged to communicate, collaborate, and work together as a team. The activities helped students develop interpersonal skills, mutual understanding, trust, coordination, and teamwork. The session also provided an opportunity for students to get to know each other, build new friendships, and feel more comfortable in their new academic environment. Overall, the activity created an energetic and enjoyable atmosphere.

COMMUNICATION SKILLS FOR SUCCESS

17th November 2025

Timings: 11 Am To 01 Pm

Why Workshop?

The “**Communication Skills for Success**” workshop was organized to help MBA students develop effective communication skills that are essential for academic excellence, professional growth, leadership, and career success. In today's competitive business environment, strong communication skills enable students to express ideas clearly, participate confidently in discussions, work effectively in teams, handle interviews, and interact professionally with colleagues, clients, and stakeholders. The workshop provided students with practical guidance and activities to improve their verbal, non-verbal, interpersonal, and professional communication abilities.



Outcome of the workshop

The workshop helped MBA students improve their confidence and effectiveness in communicating with others. Students gained a better understanding of verbal and non-verbal communication, active listening, professional body language, and effective presentation techniques. They developed greater confidence in expressing their thoughts.

Objectives of the workshop

The main objectives of the workshop were to enhance students' verbal and written communication skills, improve their confidence in expressing ideas and opinions, develop effective listening and interpersonal skills, strengthen presentation and public speaking abilities, promote professional etiquette and body language, and prepare students to communicate effectively in interviews, group discussions, meetings, and workplace situations.



COMMUNICATION SKILLS FOR SUCCESS

The session focused on enhancing students' communication abilities and preparing them for success in academic and professional environments. Mr. Harish D. M. provided valuable insights into effective verbal and non-verbal communication, active listening, interpersonal skills, professional etiquette, body language, public speaking, and



presentation techniques. Through interactive discussions, practical activities, and real-life examples, the students were encouraged to improve their confidence and express their thoughts and ideas more effectively.

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DEPARTMENT OF MBA
is organizing a
workshop on

“Communication skills for Success”

For First and Second year MBA students

Resource Person
Mr. Harish D M
Senior Manager
Bansal Wire Industry
DVG

FACULTY COORDINATOR:
Prof. Priya M M
Assistant Professor
Department of MBA
JIT, DVG

Dr. Manjappa Sarathi
Advisor
JIT, DVG

Dr. Suhas D
Professor and Head
Dept of MBA
JIT, DVG

Dr. Ganesh D B
Principal & Director
JIT, DVG

Date: 17th November 2025
Venue: JITD Auditorium

The session was highly engaging and provided students with practical knowledge and skills that will support their personal development, career readiness, and future leadership roles. The workshop provided MBA students with valuable practical insights and helped them understand how effective communication can enhance teamwork, leadership, decision-making, relationship building, and career opportunities. Overall, the session was informative, interactive, and beneficial in preparing students to become confident and effective future managers and business professionals. “The workshop successfully empowered students to communicate with greater clarity, confidence, and professionalism

HR LEADERSHIP LAB

24th November 2025

Timings: 11:30 am to 1 pm

Why Session?

The “HR Leadership Lab: Industry Roles, Growth & Global Certifications” session was organized to provide MBA students with a clear understanding of the changing landscape of Human Resource Management and the wide range of career opportunities available in the field. As HR is increasingly becoming a strategic function in organizations, students need to understand how HR professionals contribute to business growth, employee development, organizational culture, talent management, and strategic decision-making. The session aimed to connect classroom knowledge with real-world industry practices and help students understand the skills and competencies expected by employers.



Outcome of the Session

The session helped students gain a better understanding of the HR profession, industry roles, and potential career growth opportunities. Students became aware of the importance of professional certifications in enhancing employability and career progression. The session also enabled them to identify the skills.

Objectives of the Session

The main objective of the “HR Leadership Lab: Industry Roles, Growth & Global Certifications” session was to provide MBA students with a comprehensive understanding of diverse HR roles, emerging career opportunities, and professional growth pathways in the HR industry. The session aimed to familiarize students with the skills, competencies, and leadership qualities required to succeed in modern HR functions.



HR LEADERSHIP LAB

The “HR Leadership Lab: Industry Roles, Growth & Global Certifications” session was organized for MBA students with the objective of providing them with practical and industry-oriented knowledge about the dynamic field of Human Resource Management. In today's rapidly changing business environment, the role of HR professionals has evolved significantly



from traditional administrative responsibilities to strategic functions that directly contribute to organizational growth and success. The session was designed to help students understand these changing expectations and prepare themselves for successful careers in the HR.

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Department of MBA
in association with
Training & Placement Cell
is organizing
**Session on HR Leadership Lab: Industry Roles,
Growth & Global Certifications**
For 2nd Year MBA Students

**24TH November 2025**
**11.00 am**
**Deccanial Block
Auditorium**



Resource Person,
POOJA B M
Human Resource Professional,
Dubai, UAE

Dr. Prakash M Walavalkar
Dean Training & Placement
JIT

Dr. Suhas D
Professor & HOD
Dept. of MBA
JIT

Dr. Ganesh D B
Principal & Director
JIT

The session began by highlighting the growing importance of Human Resource Management in modern organizations. Students were introduced to the concept of HR as a strategic business function and were encouraged to understand how HR professionals contribute to organizational performance through effective talent acquisition, employee engagement, learning and development, performance management, compensation and benefits, employee relations, organizational development, and workforce planning. The discussion emphasized that modern HR professionals are expected to work closely with senior management and contribute to important organizational decisions.



INVESTOR AWARENESS PROGRAM BY UTI MUTUAL FUND

25th November 2025

Timings: 3 pm to 4:30 pm

Why this Program?

The Investor Awareness Program was organized for MBA students in association with UTI Mutual Fund, with Mr. Jinu Jose as the Resource Person, to create awareness among students about the importance of financial planning, savings, investments, and responsible money management. As future managers and professionals, MBA students need to develop financial literacy and understand various investment avenues available in the market. The program aimed to introduce students to the fundamentals of mutual funds, investment planning, risk and return, diversification, long-term wealth creation, and the importance of making informed financial decisions.



Outcome of the Program

The Investor Awareness Program helped students develop a better understanding of financial literacy and investment planning. Students gained knowledge about the fundamentals of mutual funds, the relationship between risk and return, diversification, investment horizons, and the importance of aligning investments with individual financial goals.

Objectives of the Program

The primary objective of the Investor Awareness Program was to enhance the financial literacy and investment awareness of MBA students. The program aimed to familiarize students with the basic concepts of saving, investing, mutual funds, financial planning, risk and return, and portfolio diversification. The program focused on developing students' ability to evaluate investment opportunities.



INVESTOR AWARENESS PROGRAM BY UTI MUTUAL FUND

The Investor Awareness Program was organized for MBA students with the objective of developing financial awareness and introducing them to the fundamentals of investment and personal financial planning. The program was conducted in association with UTI Mutual Fund, with Mr. Jinu Jose serving as the Resource Person. The session provided students with an opportunity to gain practical knowledge about financial markets, investment planning, mutual funds, risk management, and responsible investment practices. The program was particularly relevant for MBA students as financial literacy is an essential.



The session began with an introduction to the importance of financial literacy in today's economic environment. Students were encouraged to understand that earning an income is only one part of financial well-being, while effective financial planning, saving, investing.

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DEPARTMENT OF MBA
in association with
TRAINING & PLACEMENT CELL
is organizing

INVESTOR AWARENESS PROGRAM

Speaker:  **Mr. Jinu Jose**
REGIONAL HEAD,
UTI MUTUAL FUND

 **25th November 2025**

 **3pm to 4.30 pm**  **JITD Auditorium**

Dr. Prakash M Walavalkar Dean Training & Placement JIT, DVG	Dr. Suhas D Professor & HOD Dept. of MBA JIT, DVG	Dr. Ganesh D B Principal & Director JIT, DVG
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The Resource Person explained that developing financial awareness at an early age can help individuals build disciplined financial habits and prepare for future financial responsibilities. Students were encouraged to develop a long-term perspective toward managing money rather than focusing only on short-term financial gains.

One of the key areas covered during the program was the difference between saving and investing. Students learned that while savings are generally maintained to meet short-term needs and emergencies, investments are made with the objective of generating potential returns and achieving long-term financial goals. The session highlighted the importance of maintaining a balance between liquidity.



SWAGAT 2K25- FRESHERS DAY

4th To 5th December 2025

Timings: 9 am to 5 pm

Why Freshers day?

SWAGAT: Freshers 2K25 was organized to warmly welcome the newly joined students into the institution and provide them with a memorable beginning to their academic journey. The event aimed to help freshers become comfortable with their new environment, interact with seniors and faculty members, build friendships, and develop a sense of belonging to the institution. Through a combination of sports, carnival activities, and the Freshers Day celebration, the event created an enjoyable and engaging platform for students to develop confidence, teamwork, communication, and interpersonal skills while beginning their journey toward personal and professional growth.



Outcome of the Event

The event successfully helped the freshers feel welcomed, comfortable, and connected to the institution and their fellow students. Students developed greater confidence through participation in sports, carnival activities, and cultural celebrations. The activities strengthened teamwork, communication, leadership, coordination, and interpersonal skills.

Objectives of the Event

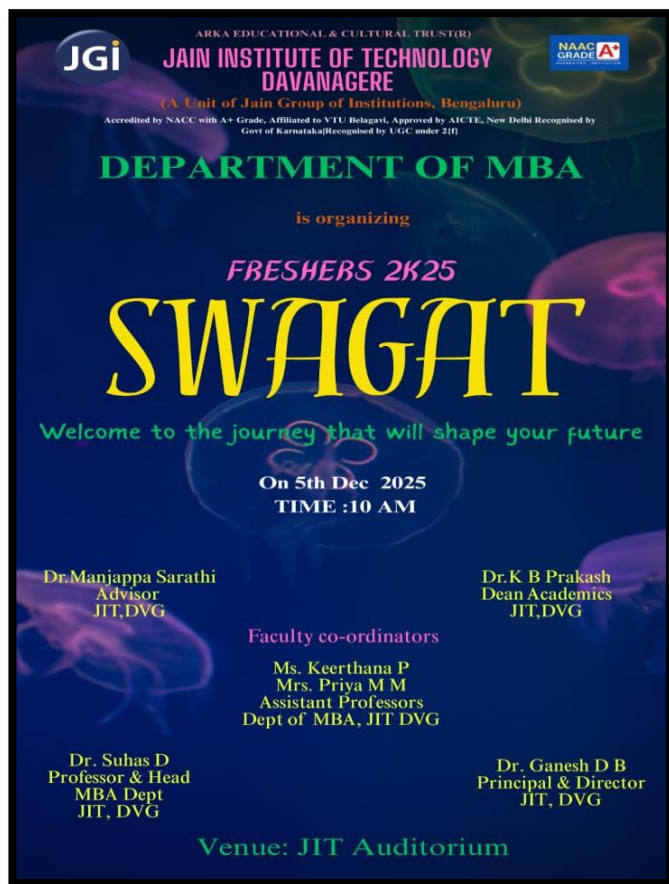
The primary objectives of SWAGAT: Freshers 2K25 were to warmly welcome and integrate new students into the institution, create a positive and friendly learning environment, and encourage interaction among juniors, seniors, and faculty members. The event also aimed to promote teamwork, sportsmanship, leadership, creativity, communication, and healthy competition among students.



Jain Institute of Technology, Department of MBA, Davanagere

SWAGAT 2K25- FRESHERS DAY

SWAGAT: Freshers 2K25, themed “A Welcome Journey That Will Shape Your Future,” was organized as a vibrant and engaging welcome celebration for the newly joined students. The event was designed to give freshers a memorable start to their academic journey and introduce them to the campus environment in a joyful and supportive manner. The celebrations included a Carnival and Sports Day for the juniors on the 4th, followed by the Freshers Day function on the 5th. The Carnival and Sports Day provided students with an opportunity to actively participate in fun-filled activities, sports, games, and interactive events. These activities encouraged students to step out of their comfort zones.



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Accredited by NAAC with A+ Grade, Affiliated to VTU Belagavi, Approved by AICTE, New Delhi Recognised by Govt of Karnataka/Recognised by UGC under 2(f)

DEPARTMENT OF MBA
is organizing
FRESHERS 2K25
SWAGAT
Welcome to the journey that will shape your future

On 5th Dec 2025
TIME :10 AM

Dr.Manjappa Sarathi
Advisor
JIT,DVG

Dr.K B Prakash
Dean Academics
JIT,DVG

Faculty co-ordinators
Ms. Keerthana P
Mrs. Priya M M
Assistant Professors
Dept of MBA, JIT DVG

Dr. Suhas D
Professor & Head
MBA Dept
JIT, DVG

Dr. Ganesh D B
Principal & Director
JIT, DVG

Venue: JIT Auditorium



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DEPARTMENT OF MBA
is organizing
SPORTS CARNIVAL
FOR 1ST YEAR MBA STUDENTS

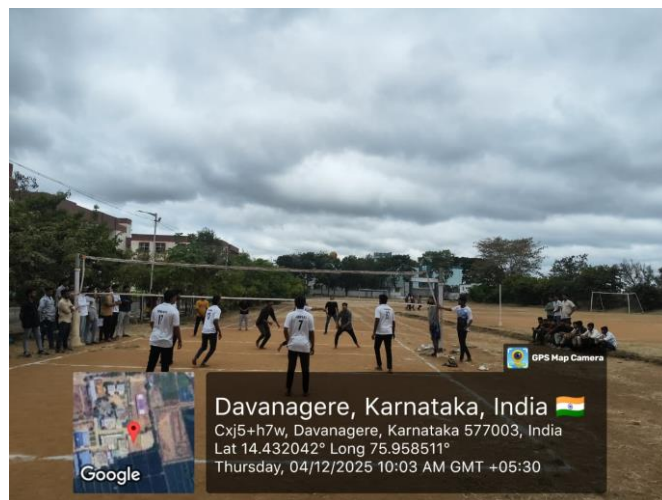
FACULTY COORDINATORS
Prof. Keerthana P, Prof. Priya M M
Assistant Professors, Dept of MBA

9.00 am to 5.00 pm

4th December 2025 **JIT PLAYGROUND**

Dr. Suhas D
Professor & HOD
JIT, DVG

Dr. Ganesh D B
Principal & Director
JIT, DVG



SWAGAT: Freshers 2K25 successfully created a positive first impression and encouraged students to begin their educational journey with confidence and enthusiasm. The event not only celebrated the arrival of a new batch but also emphasized the importance of teamwork, leadership, communication, friendship, and personal growth.



TRAINING PROGRAM ON “SAP-FICO MODULE”

16th December 2025 To 20th December 2025

Timings: 9 AM to 5:30 PM

WHY SAP FICO MODULE?

SAP FICO is a core module within SAP ERP, comprising two main components: SAP Financial Accounting (FI) and Controlling (CO). The FI component focuses on financial reporting and accounting management, enabling organizations to store financial data, generate accurate financial statements, and assess the status of key financial processes. The CO component is dedicated to planning, monitoring, and analyzing costs across the organization, supporting internal cost control and decision-making. The integration of these modules within SAP-ERP allows organizations to enhance quality and accuracy of their data, streamline transaction recording, and improve visibility into their financial condition. As a result, SAP FICO is widely recognized as an essential module that helps organizations in diverse industries manage finances efficiently and maximize the productivity of accounting functions within the system.



Objectives of SAP-FICO Module:

- Enhanced Career Opportunities:
- Improved Job Performance:
- Higher Earning Potential:
- Comprehensive Financial Analysis:
- Networking and Continuous Learning

Outcomes of SAP-FICO Module:

Access to new roles and promotions
Increased efficiency and effectiveness
Eligibility for higher salaries and bonuses
Ability to make informed, strategic financial decisions
Expanded professional network and ongoing skill development



TRAINING PROGRAM ON “SAP-FICO MODULE”

Day 1

The trainer began the session by introducing ERP and SAP, along with SAP FI - Financial Accounting Global Settings and some tools used for implementation. These are software systems that help companies manage and organize information across different departments, making it easier for them to work together. SAP is a company known for making ERP software. The name SAP originally comes from German words meaning "System Analysis Program Development." Today, the company is called SAP SE, where "SE" means it is a public company registered under European Union law.



Day - 2

In this session, trainer focused on how SAP Financial Accounting (FI) meet legal and external reporting requirements. Within FI, key global settings include maintaining the fiscal year variant, assigning company codes to fiscal year variants, and defining open posting period variants. These configurations are essential in SAP ERP or SAP S/4HANA systems to ensure accurate financial processing and integration with other business systems. It broadly divided into Financial Accounting (FI) and Management Accounting (CO), with FI dedicated to statutory compliance and external reporting.

TRAINING PROGRAM ON “SAP-FICO MODULE”

Day 3

Trainer briefing about SAP FI – General Ledger; to set up tolerance groups for G/L accounts to control posting limits and assign users to these groups to manage their posting authority. Define global parameters for each company code, such as currency and fiscal year settings. General Ledger management includes creating G/L accounts, posting entries, and using features like holding, parking, and posting documents to manage financial transactions efficiently and securely. SPRO → SAP Reference IMG → Financial Accounting → Financial Accounting Global Settings → Document → Tolerance Group → Assign User/Tolerance Group.



Day 4

In the morning session, the trainer provided an in-depth overview of SAP FI - Accounts Receivable, focusing on its function in recording and managing all accounting transactions related to customers. This module is essential for tracking receivables, managing customer accounts, and supporting the overall sales management process by ensuring accurate and up-to-date customer financial data.

The trainer guided participants through the detailed steps involved in creating Sundry Debtors within SAP. Special attention was given to the configuration of the reconciliation account for customers using transaction code FS00.

Day 5

During the session, participants learned how to create Sundry Debtors in SAP, which involves setting up customer master records for clients to whom goods or services are sold on credit. The trainer explained the importance of defining tolerance groups for customers, which help manage permissible payment differences and automate the handling of minor discrepancies during payment processing. Additionally, the concept of customer payment terms was covered, highlighting due dates for payments, any discounts available. The detailed walkthrough of creating a customer master record, ensuring all information related to payment terms, and tolerance group is accurately maintained.



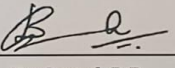
SAMPLE CERTIFICATE

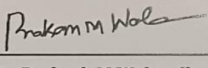
**JAIN INSTITUTE OF TECHNOLOGY,
DAVANAGERE**
Near Veereshwara Punyashrama BADA Cross,
Avaragere Village, Davanagere – 577003

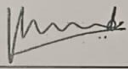
**SEVENTH SENSE**
Talent Solutions

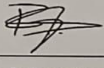
CERTIFICATE
MBA BATCH (2024-26)

Mr./Ms.....**POORNIMA B H**....., Register No**4JD24BA072**.....,
studying in 2nd year, Master of Business Administration has successfully completed **SAP**
FICO Training and Assessments from 16.12.2025 to 21.12.2025 for 40 Hours, conducted by
Seventh Sense Talent Solutions. Bengaluru bearing MSME Registration No: UDYAM-KR-03


Dr. Ganesh D B
Principal & Director


Dr. Prakash M Walavalkar
Dean (Training & Placement)


Mr. Vinod Prabhu. B
Managing Director
Seventh Sense Talent Solutions


Mr. Rajeev Swamy
Vice-President
Seventh Sense Talent Solutions



TRAINING PROGRAM ON “SAP-FICO MODULE”

SAP FICO allows an organization to store a complete version of their financial transaction data. Specifically, the purpose of SAP FICO is to help companies generate and manage financial statements for analysis and reporting, as well as to aid in effective business planning and decision-making. With expertise in financial accounting, cost controlling, asset accounting, and more, SAP FICO professionals play a vital role in helping organizations streamline their financial processes and make informed business decisions. Stats: The demand for SAP FICO professionals has increased by 25% in the last two years. Demand for SAP has increased since the introduction of S/4HANA and Fiori.

SAP FICO certification has risen to the top of the corporate priority list. As a result, the need for SAP consultants has skyrocketed. The scope varies across different industries that adopt SAP FICO as their ERP financial backbone. Here are some key industries that hire FICO fresher's: Manufacturing: Automotive, Heavy Engineering, Pharma & Life Sciences widely use SAP FICO for inventory costing, asset accounting and financial supply chain functions.

The most Demanding jobs after SAP FICO Module:

1. SAP Consultant
2. SAP FICO consultant
3. Business process analyst
4. Solution development consultant
5. Implementation consultant
6. Project manager
7. Sales manager
8. Process expert
9. SAP treasury expert WFO
10. Associate Consultant

EMPLOYMENT OPPORTUNITIES ON SAP FICO MODULE CERTIFIED CANDIDATE

Tech Companies

IBM
Infosys
TCS
Wipro
Cognizant

Large Enterprises

Siemens
General Electric
Bosch Group
Proctor & Gamble
Nestle

Retail & Consumer

Amazon
Coca Cola
PepsiCo
Target
HUL



STOCK MARKET LEARNING BASED ON FUNDAMENTAL AND TECHNICAL ANALYSIS

20th December 2025

Timings: 10 am to 12 pm

Why Workshop?

The workshop on “A Stock Market Learning Based on Fundamental & Technical Analysis” was specially organized for MBA students to provide them with practical exposure to the functioning of the stock market. As part of their academic and professional development, this session aimed to deepen students' understanding of how capital markets operate, the role they play in the economy, and how various financial instruments are traded and regulated. Designed to complement classroom learning, the webinar brought theoretical concepts to life by showcasing real-time insights into the trading environment, market structure, investor behavior, and regulatory mechanisms.



Outcome of the Event

Workshop Demonstrated a stronger understanding of how business concepts are applied in real-world scenarios. They began to cultivate a strategic mindset necessary for effective leadership, innovation, and informed decision-making. The webinar also helped students identify current trends and emerging opportunities across various domains

Objectives of the Event

The primary objective of the workshop was to bridge the gap between academic theory and real-world business practices. By exposing participants to practical insights and experiences, the session aimed to enhance their readiness for the evolving professional landscape. A key focus was to foster entrepreneurial thinking among students, encouraging them to approach problems with creativity and an innovation-driven mindset.



STOCK MARKET LEARNING BASED ON FUNDAMENTAL & TECHNICAL ANALYSIS

The session was conducted by Mr Madesh M B, Mr Vinay Kumar who served as the resource person, sharing his practical insights and expertise in the field of finance. The live learning format enabled students to bridge the gap between theoretical finance concepts and their real-world applications, making the experience both engaging and educational. session aimed to deepen students' understanding of how capital markets operate, the role they play in the economy, and how various financial instruments are traded and regulated. Designed to complement classroom learning, the webinar brought theoretical concepts.



One of the key highlights of the webinar was the detailed discussion on mutual funds, including the concept of risk classification. Students were introduced to how mutual funds are categorized based on the level of risk.

The session introduced participants to key components of the securities market such as equities, debt instruments, derivatives, mutual funds, and exchange-traded funds (ETFs). It also explained the roles of important institutions like SEBI (Securities and Exchange Board of India), stock exchanges (NSE, BSE), depositories, and intermediaries such as brokers and investment advisors. Students were able to observe or discuss how live market data is analyzed, how trading decisions are made, and how economic indicators influence investor behavior. One of the key highlights of the webinar was its "live learning" format, which allowed students to engage with real-time market scenarios, enhancing their ability to interpret market movements and understand trading strategies.



SESSION ON “INNER CALM: A JOURNEY TO SELF”

31st December 2025

Timings: 11 am to 1 pm

Why Inner calm Session?

A session on “Inner Calm: A Journey to Self” is especially valuable for MBA students as they navigate a rigorous academic environment filled with deadlines, presentations, competitive placements, and career pressures. The high-stress nature of business education often leads to anxiety, burnout, and a lack of focus. Mindfulness equips students with practical tools to manage stress, improve concentration, and stay emotionally balanced. It enhances their decision-making abilities by promoting clarity and self-awareness—critical traits for future managers and leaders. Moreover, mindfulness nurtures emotional intelligence, enabling students to build better relationships, communicate effectively, and lead with empathy.



Outcome of the Event

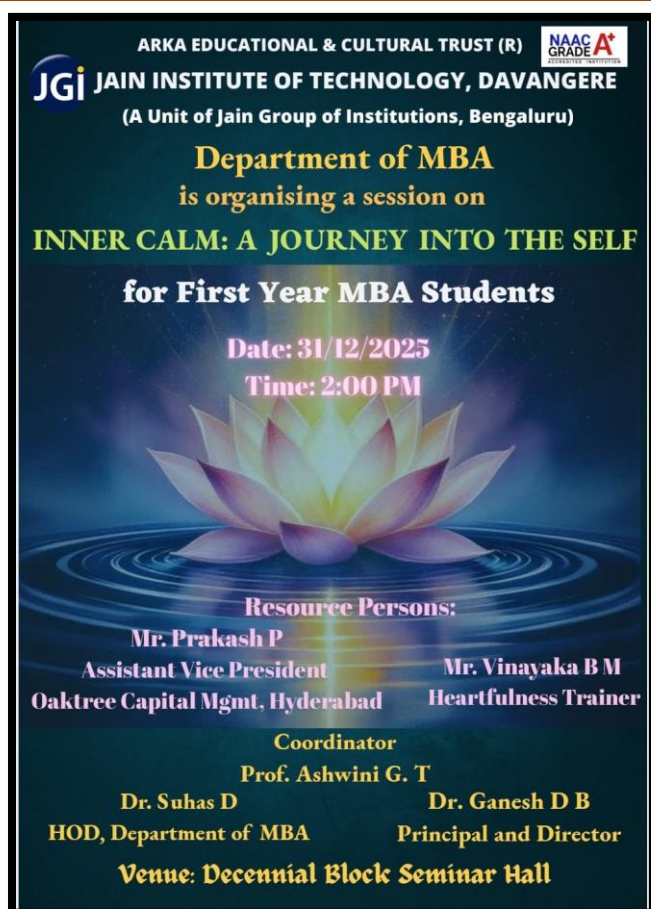
After the session, participants are likely to experience a deep sense of inner peace and relaxation, with noticeable reductions in tension and stress. Many may find that their ability to concentrate and remain mindful is significantly enhanced, helping them stay more present and attentive in their daily lives.

Objectives of the Event

The primary objective of the session is to teach participants foundational meditation techniques such as mindfulness, focused breathing, and body relaxation. It aims to help attendees develop the ability to calm their minds, reduce mental clutter, and enhance their focus. The session also provides practical tools to manage stress and anxiety effectively through relaxation and awareness practices.



SESSION ON “INNER CALM: A JOURNEY TO SELF”



The session is designed to introduce participants to the core principles and practices of meditation, with a strong emphasis on mindfulness, focused breathing, and body relaxation. These foundational techniques serve as powerful tools for managing the fast-paced demands of academic and professional life. Through guided exercises and experiential learning, participants are taught how to calm the constant chatter of the mind, release accumulated tension, and cultivate a deep sense of inner stillness. The session also addresses the growing issue of stress and anxiety by offering practical strategies that can be used anytime to restore balance and composure.



The Participants are guided through practical exercises such as **breath awareness**, **body scan meditations**, and **mindful observation**. This insightful and calming session was conducted by **Mr. Prakash P**, who served as the resource person, sharing his expertise in meditation and wellness practices.

Beyond immediate relaxation, the session encourages participants to view meditation as a long-term lifestyle practice. By integrating it into their daily routines—even just a few minutes a day—attendees can experience lasting benefits, including improved focus, better sleep, emotional resilience, and overall mental and physical health. Mindfulness equips students with practical tools to manage stress, improve concentration, and stay emotionally balanced. It enhances their decision-making abilities by promoting clarity and self-awareness—critical traits for future managers and leaders. Moreover, mindfulness nurtures emotional intelligence, enabling students to build better relationships.



CERTIFICATION ON SAP MM

05th January 2026 To 09th January 2026

Timings: 9 AM to 5:30 PM

Why SAP MM Training Programme?

SAP MM (Materials Management) certification is a professional credential that validates expertise in managing procurement, inventory, and material processes using SAP ERP systems. It is widely recognized and beneficial for individuals aiming to build careers in supply chain management, procurement, or logistics.

The certification helps MBA students in understanding SAP MM functionalities, improve organizational efficiency, and advance their careers in materials management and supply chain domains. Additionally, SAP MM certification demonstrates a commitment to continuous learning and professional development, as staying certified requires keeping up with the latest SAP innovations and industry best practice. This ongoing learning ensures that MBA graduates remain relevant and valuable in a rapidly evolving business environment.



Outcome of the Event

Enhanced Employability, Increased Salary Potential, Diverse Career Opportunities, Long-Term Professional Growth, Validation of Expertise.

Objectives of the Event:

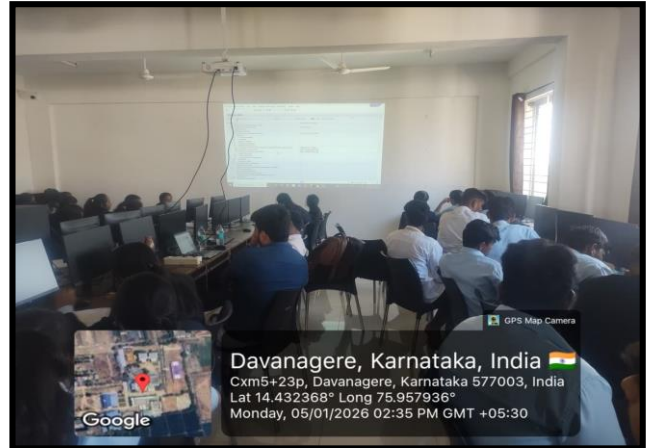
To equip students with essential skills in procurement management, inventory control, and material planning, to enhance career prospects, Worldwide recognition, enabling students to apply their theoretical knowledge to practical business scenarios. This hands-on experience is vital for understanding complex supply chain processes.



CERTIFICATION ON SAP MM

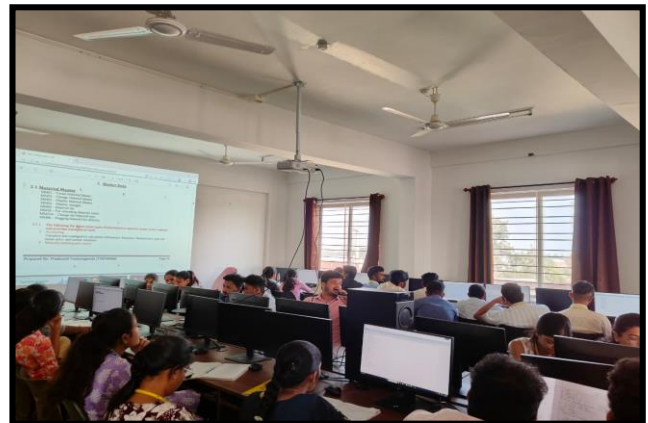
DAY 1

The session covered SAP MM (Materials Management) procurement process begins with the identification of material or service requirements within the organization. This need is formally recorded in the system through the creation of a Purchase Requisition (PR), which specifies details such as material description, quantity, and required delivery date. Following vendor selection, a Purchase Order (PO) is created in SAP MM. the SAP MM procurement process is a structured sequence involving PR creation, RFQ issuance, quotation comparison, vendor selection, PO creation, and PO release, ensuring transparency, compliance, and efficiency in organizational purchasing activities. The SAP MM procurement process is a structured sequence involving PR creation, RFQ issuance, quotation comparison, vendor selection, PO creation, and PO release, ensuring transparency, compliance, and efficiency in organizational purchasing activities.



DAY 2

On this session, Trainer covered on Inventory Management in SAP MM, Goods Receipt (GR), Goods Receipt (GR), Transfer Postings, Stock Transfers, Physical Inventory and Stocktaking, Handling Batch and Serial Numbers, Physical Inventory and Stocktaking are essential for verifying that system stock levels match actual quantities in storage. The process involves counting materials, entering the results in SAP, and reconciling any discrepancies to maintain data integrity. For materials that require detailed tracking, SAP MM manages batch and serial numbers. SAP MM Inventory Management ensures real-time, accurate monitoring of all goods movements, supports compliance and audit requirements, and helps organizations optimize stock levels and warehouse efficiency.



CERTIFICATION ON SAP MM

DAY 3

Invoice Verification in SAP MM, as explained in the training, is a crucial step in the procurement process that ensures the accuracy and compliance of vendor invoices before payment is made. This process is closely linked to the GR/IR (Goods Receipt/Invoice Receipt) procedure, where the system matches the vendor's invoice against the corresponding Purchase Order (PO) and Goods Receipt (GR) documents. In automatic verification, the system cross-references the invoice details—such as quantity, price, and delivery terms—with the PO and GR, flagging any discrepancies for resolution. If the invoice matches both the PO and the GR, it can be posted directly, updating the financial records and creating the necessary accounting entries. However, if there are differences in quantity or price, the system may block the invoice for further review until the discrepancies are resolved, either by adjusting the invoice or communicating with the vendor.



DAY 4

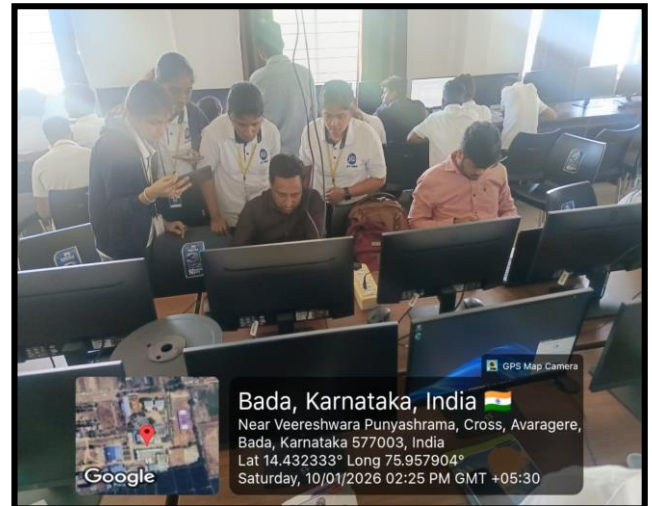
The session focused on Material Requirements Planning (MRP) is the central tool used for this purpose. MRP systematically compares total demand requirements, including sales forecasts and actual customer orders, with existing inventory and scheduled receipts. Demand management in SAP MM involves creating sales forecasts and planned independent requirements, which serve as the basis for MRP runs. Procurement and inventory optimization are achieved by leveraging MRP's ability to schedule procurement proposals with consideration for lead times, production cycles, and vendor delivery schedules. MRP, forecasting, and demand management—enable organizations to balance service levels with cost efficiency, streamline procurement, and ensure robust inventory control.



CERTIFICATION ON SAP MM

Day 5

Reporting and analysis in SAP MM are essential for monitoring and improving procurement and inventory processes. SAP MM provides a wide range of standard reports that help users track inventory levels, purchase orders, goods receipts, vendor performance, and stock movements. Commonly used reports include MB51 (Material Document List), MB52 (Warehouse Stock), MMBE (Stock Overview), and ME2L (Purchase Orders by Vendor), among others. These reports allow users to filter data by material, plant, vendor, and date, making it easy to analyze specific areas of the supply chain. SAP MM also offers analytical tools to support performance monitoring and decision-making.



SAMPLE CERTIFICATE



CERTIFICATION ON SAP MM

SAP MM (Materials Management) is highly beneficial across various industry sectors due to its ability to streamline supply chain operations, optimize procurement, and enhance inventory management. In industries such as manufacturing, retail, pharmaceuticals, and logistics, SAP MM provides a centralized platform for managing material master data, procurement processes, vendor relationships, and inventory levels, which are critical for operational efficiency. By automating and integrating these functions, SAP MM reduces manual work, minimizes inventory losses, and helps avoid both excess stock and stockouts, leading to significant cost savings and improved resource utilization. The module's real-time tracking and analytics capabilities offer greater visibility and control over material flows, enabling businesses to make data-driven decisions, respond quickly to market demands, and improve customer satisfaction.

The most Demanding jobs after SAP MM Module:

1. SAP Functional Consultant (specializing in SD, PP, FICO, etc.)
2. SAP Project Manager
3. SAP EWM Consultant
4. SAP Ariba Consultant
5. SAP BW/BI Consultant
6. SAP GRC Consultant
7. SAP Basis Administrator
8. SAP Security Consultant

EMPLOYMENT OPPORTUNITIES FOR SAP MM MODULE CERTIFIED CANDIDATES

Tech Companies

IBM
Infosys
TCS
Wipro
Cognizant

Product Based Companies

Reliance Industries
Tata steel
Jindal steel
GAIL

Pharmaceutical Company

Sun Pharma
Piramal Pharma
Zydus Group
Ajanta Pharma



IBM GLOBAL CERTIFICATION ON FUNDAMENTAL & AI

06th January 2026

Timings: 10 am to 11 am

Why IBM Certification?

The IBM Global Certification Program on Data Fundamentals & AI was organized to help MBA students understand the growing importance of data and artificial intelligence in modern business environments. As organizations increasingly rely on data-driven decision-making and AI-enabled technologies, management professionals need to develop basic knowledge of these emerging tools. The program aimed to bridge the gap between management education and industry requirements by providing students with practical exposure to data fundamentals and AI concepts. It also encouraged students to explore how data and AI can be applied in areas such as marketing, finance, human resource management, operations, and business analytics. The IBM Global Certification Program contributed to the holistic development of MBA students by enhancing their digital awareness, analytical mindset, and industry readiness, while preparing them to effectively navigate the evolving demands of the modern business world.



Objectives of the Event

The primary objective of the program was to introduce MBA students to the fundamental concepts of data and artificial intelligence and help them understand their relevance in business and management. The program aimed to develop students' awareness of data-driven decision-making, AI applications, emerging technologies, and digital transformation.

Outcome of the Event

Upon completion of the program, students gained a basic understanding of data fundamentals and artificial intelligence and their applications in the business environment. They developed awareness of how organizations use data and AI to improve decision-making, enhance operational efficiency, understand customers, opportunities.



IBM Global Certification on Fundamental & AI

The IBM Global Certification Program on Data Fundamentals & AI was organized for MBA students to provide them with valuable exposure to the fundamentals of data and artificial intelligence in the context of modern business and management. The session was conducted by Mr. Varun P. Goudar, who guided the students through the significance of data and AI in today's rapidly changing corporate environment. The program focused on creating awareness about how data has become a critical organizational asset and how artificial intelligence is transforming the way businesses operate, make decisions, and deliver value to customers.



Basic concepts and applications of data and AI, enabling them to understand the role of technology beyond traditional management practices. The session highlighted the increasing demand for professionals who possess a combination of managerial knowledge, analytical thinking, and technological awareness. Students learned about the relevance of data-driven approaches in various functional areas of management, including Human Resource Management, Marketing, Finance, Operations, and Business Analytics. The program also emphasized the importance of developing future-ready skills to meet the changing expectations of the industry. Through the IBM certification-oriented learning experience, students were encouraged to

enhance their knowledge, strengthen their professional competencies, and explore emerging career opportunities associated with data and artificial intelligence. The session helped MBA students recognize that AI and data are not limited to technical professionals but are also highly relevant to managers and business leaders who need to interpret information, make informed decisions, and manage technology-enabled organizations. The program served as an important platform for connecting academic learning with industry-oriented technological knowledge. The expert guidance provided by Mr. Varun P. Goudar helped students gain greater clarity about the practical relevance of data and AI.



MOTIVATIONAL TALK: “The Winning Attitude Towards Success”

09th January 2026

Timings: 10 am to 12 pm

Why Motivational Talk?

The motivational talk “**The Winning Attitude Towards Success**” was organized to inspire MBA students to develop a positive mindset, self-confidence, and a strong attitude towards achieving personal and professional success. MBA students are preparing to enter a competitive business environment where leadership, resilience, adaptability, decision-making, and effective communication are essential. The session aimed to motivate students to overcome fear of failure, recognize their strengths, set clear goals, and develop a success-oriented mindset. The talk also encouraged students to view challenges as opportunities for learning and growth and to approach their academic journey.



Outcome of the Event

The session helped students gain a better understanding of the importance of attitude and mindset in achieving success. Students were motivated to develop greater self-confidence, positive thinking, and resilience while facing academic, personal, and professional challenges. They gained inspiration to set meaningful goals.

Objectives of the Event

The primary objective of the motivational talk was to encourage MBA students to develop a positive and winning attitude towards their personal and professional goals. The session aimed to enhance students' self-confidence, motivation, leadership qualities, and ability to face challenges with resilience. It also sought to help students understand the importance of goal setting, discipline, perseverance, positive thinking.



Motivational talk: The winning attitude towards success

The motivational talk “The Winning Attitude Towards Success” was organized for MBA students with the objective of inspiring and empowering them to develop the right mindset for achieving success in their academic, personal, and professional lives. The session was delivered by Dr. Nikhil S. Belawadi, who interacted with the students and motivation. The session focused on the idea that success is not determined only by knowledge, qualifications, or talent but also by an individual's attitude, mindset, determination, and willingness to continuously learn and improve. Students were encouraged to recognize their potential



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JGI JAIN INSTITUTE OF TECHNOLOGY, DAVANGERE
(A Unit of Jain Group of Institutions, Bengaluru)

Department of MBA
is organising
MOTIVATIONAL TALK:
“The Winning Attitude towards Success”

Resource Person
Dr. Nikhil S Belawadi
Tutor, Department of Physiology
BGS, GIMS

Venue: JIT Auditorium
on 9th January 2026
10.00 AM to 12.00 PM

Mrs. Divya M C
Coordinator, Dept of MBA

Dr. Suhas D **Dr. Ganesh D B**
HOD, Dept of MBA **Principal and Director**

and develop confidence in their abilities. The talk emphasized the importance of setting clear goals and taking consistent action towards achieving them. Students were motivated to understand that meaningful success requires patience, discipline, commitment, and perseverance. The session also addressed the challenges that young management students may face while beginning their professional careers. In today's competitive corporate environment, MBA graduates are expected to demonstrate not only technical and managerial knowledge but also leadership skills, emotional intelligence, adaptability, communication abilities, and the confidence to make effective decisions. The motivational talk encouraged students to develop these qualities.



FINANCIAL WELLNESS AWARENESS PROGRAM

16th January 2026

Timings: 2 pm to 4 pm

Why Financial Wellness ?

" Financial Wellness Awareness Program" workshop is highly beneficial for MBA students as it equips them with essential financial knowledge and practical skills required in today's dynamic business environment. Financial literacy forms a critical foundation for decision-making, both personally and professionally, enabling students to understand key concepts such as budgeting, investing, and risk management. By delving into the workings of stock markets and various investment strategies, the workshop bridges the gap between academic learning and real-world financial practices. It enhances students' preparedness for careers in finance, banking, consulting, and entrepreneurship by offering insights into market behavior.



Outcome of the Event

Financial awareness programs lead to more informed and rational decision-making by enhancing knowledge of investment options, risks, and returns. They help investors manage risks effectively, build diversified portfolios, and navigate market fluctuations. This program boost financial confidence and help prevent fraud through increased vigilance.

Objectives of the Event

Financial awareness programs help build informed and responsible investors by improving their understanding of markets, investment options, and risks, ensuring better decision-making and market stability. The programs promote financial planning aligned with goals and risks, while educating investors on regulations and fraud prevention. They help protect people from financial fraud by showing common scams and warning signs, so they can avoid being tricked.



FINANCIAL WELLNESS AWARENESS PROGRAM



This session was conducted by Mr Sujayendra S. It covers fundamental and technical analysis, helping students evaluate investment opportunities more effectively. Beyond investment, the workshop focuses on empowering students to align their financial goals with their risk tolerance and time horizon.



It emphasizes the importance of investor protection by raising awareness about common financial frauds, regulatory bodies like SEBI, and the rights and responsibilities of investors. Through interactive sessions, real-life case studies, simulations, and expert-led discussions, students gain hands-on exposure and build the confidence.



This practical and career-relevant workshop bridges the gap between academic theory and real-world financial application, making it a valuable learning opportunity for MBA students pursuing careers in finance, consulting, entrepreneurship, or corporate leadership.

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DAVANGERE
(A Unit of Jain Group of Institutions, Bengaluru)



DEPARTMENT OF MBA
is organizing
FINANCIAL WELLNESS AWARENESS PROGRAM



for MBA Students

RESOURCE PERSON
Mr. Sujayendra S
DATE: 16th January 2026,
TIME: 2.00 PM

Faculty Coordinator
Prof. Veerasha Arluru

Dr Prakash M Walavalkar
Dean (Training & Placement)
JIT,DVG

Dr Suhas D
Professor and Head
Dept of MBA
JIT,DVG

Dr Ganesh D B
Principal & Director
JIT,DVG

VENUE: SEMINAR HALL, DECENNIAL BLOCK

GRADUATION DAY

17th January 2026

Timings: 10 am

Why Graduation Day ?

Graduation day for MBA students marks the transition from rigorous academic training to a lifelong network of leadership and professional influence. While a standard undergraduate graduation celebrates the completion of foundational studies, an MBA graduation represents a critical shift into executive-level responsibility. It marks the official shift from an active student to a member of a high-value global alumni community. This network is crucial for career-long executive opportunities, mentorship, and business partnerships. MBA programs are notoriously intense, involving high-stakes group projects, late-night case studies, and corporate presentations alongside recruitment stress. Graduation celebrates survival and mastery of this high-pressure environment.



Outcome of the Event

For many, graduation officially unlocks their post-MBA job offers. Graduates typically experience a substantial jump in title. Graduation marks the point where students transition from on-campus recruitment to exclusive executive search channels, which are heavily reliant on institutional alumni status.

Objectives of the Event

To formally transition students into the school's global alumni association. To showcase top-tier talent to visiting corporate recruiters, donors, and board members. To issue a final call to action regarding ethical leadership, corporate governance, and sustainable business practices. To provide a dedicated forum for graduates to thank families, spouses, and mentors who carried domestic or financial burdens during the rigorous program.



“POWER BI”- A DATA ANALYTICS TOOL

19th January 2026 to 23rd January 2026 and 27th January 2026 to 31st January 2026

Timings: 9 AM to 5:30 PM

WHY POWER BI TRAINING FOR MBA?

Power BI, developed by Microsoft, is a powerful data visualization tool designed to transform raw data into meaningful insights through interactive and visually appealing reports and dashboards. It allows users to create relationships between different data tables and build complex data models, making data analysis more comprehensive. Power BI also enables the design of interactive dashboards, allowing users to filter information and drill down into specific data points for deeper exploration. Collaboration is made easy through Power BI Workspaces, where teams can work together on reports and dashboards.



Outcome of Power BI

After completing a Power BI session, participants should have a foundational understanding of Power BI, be able to import and transform data, and build effective data models. They will gain skills in creating insightful visualizations and applying DAX for advanced analytics.

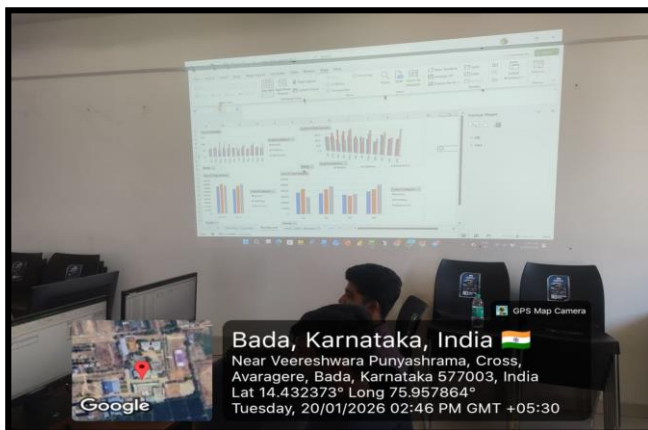
Objectives of Power BI

It enables users to import, transform, and model data from multiple sources to create interactive visualizations. This key components include Power Query for data preparation and DAX for advanced analytics. This combination helps uncover insights, support data-driven decisions.

“POWER BI”- A DATA ANALYTICS TOOL

Day 1

The instructor discussed various data analysis tools and elaborated on the application of Power BI within organizations. The subjects covered included: eliminating duplicate entries, filtering records, and managing missing data. Techniques such as pivoting and unpivoting columns, combining queries, and aggregating data explained. The trainer highlighted the cloud-based platform for sharing, collaboration, and more sophisticated analytics. Participants also learned how to access and engage with reports and dashboards via mobile devices.



Day 2

The concepts of Power BI and the use of tools such as Kaggle and the UCI Machine Learning Repository were covered. Kaggle is a widely recognized platform for data science competitions, datasets, and collaboration, while Power BI serves as a business analytics and data visualization tool. Similarly, the UCI Machine Learning Repository is a popular source for datasets in machine learning research and education; while direct integration with Power BI is not available, datasets from UCI can also be downloaded and used within Power BI for data analysis and visualization.

“POWER BI”- A DATA ANALYTICS TOOL

Day 3

The Home tab is where you start your work in Power BI Desktop. It provides options for data import, data transformation, and basic operations. The View tab allows you to customize the appearance of your report canvas and manage bookmarks and themes. The Modeling tab is used to manage data models, create calculations, and define data relationships. The Insert tab provides options to add different elements to report. The Page View tab allows to adjust how to see our report pages. The Help tab provides access to resources and support options



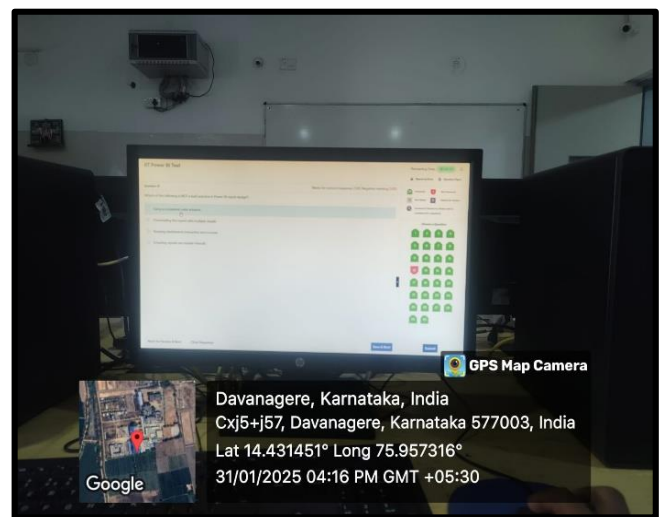
Day 4

Creating a project on Power BI involves several key steps, including defining the project scope, gathering and preparing data, building data models, creating visualizations, and sharing insights. Data DAX functions were used to conditional columns. Data modeling is the process of creating a visual representation or a blueprint that defines the information collection and management systems of any organization. Create new columns based on existing data. Cloud-based service for sharing, collaboration, and more advanced analytics Hands on sessions was given to the students for the better understanding of the concepts.

“POWER BI”- A DATA ANALYTICS TOOL

Day 5

The facilitator provided valuable perspectives on financial analytics, demonstrating how to construct an interactive dashboard that illustrates the status of employee loan amounts, incorporating a drill-down feature to explore individual employee information by region and repayment timelines. Additionally, a dashboard that clarified the trends in staff turnover among diverse organizations, segmented by roles and departments, and enriched with insights on promotions, compensation, job satisfaction. Later in the day, the closing ceremony took place, during which the instructor was honored by Dr. Suhas D, the Head of the MBA Department. The event was also graced by Dr. Prakash M Walavalkar, Dean of Placements, and Mrs. Annapurna P D, Assistant Professor in the MBA Department, who were present for the felicitation.



SAMPLE CERTIFICATE



“POWER BI”- A DATA ANALYTICS TOOL

Demonstrating Power BI proficiency on your resume significantly enhances your adaptability and marketability, particularly if you are considering a career transition. In today's data-driven landscape, organizations across industries value professionals who can leverage analytics platforms like Power BI to extract insights, support decision-making, and communicate results effectively. Analytics skills empower you to advocate for your contributions by enabling the creation of compelling, data-driven visualizations that clearly illustrate your achievements and support your perspective. This ability to present complex information in an accessible format is highly sought after in roles ranging from data analysis to business intelligence and management.

The most Demanding jobs after Power BI:

1. Business analyst
2. Data analyst
3. Financial analyst
4. HR data analyst
5. Marketing data analyst
6. Data manager
7. Business system analyst
8. Data visualization specialist
9. Intelligence analyst
10. Power BI developer
11. BI consultant

EMPLOYMENT OPPORTUNITIES FOR POWER BI CERTIFIED CANDIDATES

Financial Services

JPMorgan Chase
Goldman Sachs
Citibank
HSBC

Tech Companies

IBM
SAP
Microsoft
Oracle

Consulting Firms

Deloitte
Accenture
General Motors
KPMG

Energy

Exxon
Chevron
Shell
BP



CAREER OPPORTUNITIES AFTER MBA

3rd February 2026

Timings: 2 pm to 3 pm

Why Career Opportunity Session

The session on “Career Opportunities After MBA” is organized to help MBA students understand the wide range of career paths available after completing their management education. Many students are often uncertain about which specialization, industry, or job role best suits their skills and career aspirations. This session provides practical insights into current industry expectations, emerging career opportunities, required skills, professional certifications, and career growth prospects. It also helps students understand how to effectively transition from academic life to the corporate world and make informed career decisions.



Outcome of the Session

At the end of the session, students will gain a clear understanding of the career opportunities available after completing an MBA. They will be able to identify suitable job roles based on their specialization, interests, and skills. Students will also gain awareness of current industry trends, employer expectations, essential technical and soft skills, and professional certifications.

Objectives of the Session

The main objective of the session is to familiarize MBA students with diverse career opportunities available across various industries and functional areas such as Human Resource Management, Marketing, Finance, Business Analytics, Operations, and Entrepreneurship. The session aims to help students identify their strengths and align them with suitable career options. It also focuses on developing awareness of industry-relevant skills, professional certifications.



CAREER OPPORTUNITIES AFTER MBA

The session on “Career Opportunities After MBA”, delivered by Mr. Chethan Sogi, was organized to provide MBA students with valuable insights into the career possibilities available after completing their management education. The session focused on helping students understand the transition from academic learning to professional.

specialization, individual interests, strengths, and professional goals. The session also highlighted the changing expectations of employers and the growing importance of industry-relevant knowledge, digital skills, analytical thinking, communication abilities, leadership qualities, teamwork, problem-solving, and adaptability.



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NAAC
GRADE A

DEPARTMENT OF MBA

is organizing a session on

**CAREER OPPORTUNITIES AFTER
MBA**

for MBA Students

**DATE: 3rd February 2026,
TIME: 2.00 PM**

Faculty Coordinator
Veresha Arluru
ASST PROFESSOR
JIT,DVG

RESOURCE PERSON
Mr. CHETHAN SOGI
MONOLINE ACADEMY
BENGALORE

Dr Suhas D
Professor and Head
Dept of MBA
JIT,DVG

Dr Ganesh D B
Principal & Director
JIT,DVG

VENUE: SEMINAR HALL, DECENNIAL BLOCK

The resource person discussed the diverse career opportunities available to MBA graduates across different functional areas, including Human Resources, Marketing, Finance, Business Analytics, Operations, Consulting, Banking, and Entrepreneurship.



AN EXPERT TALK ON AI AWARENESS

06th February 2026

Timings: 11: 00 AM

Why AI Awareness Program

To successfully prepare MBA students for an AI-driven digital future, business schools must move past treating technology as an isolated elective. The primary objective is to build strategic "AI fluency," training graduates to confidently bridge the gap between complex engineering teams and high-level corporate strategy. Instead of focusing on technical coding, the modern management curriculum needs to emphasize hands-on tool fluency, data-driven decision-making, and proactive operational orchestration. This approach requires reshaping core business disciplines such as marketing, finance, and human resources—around predictive analytics and automated workflows. Furthermore, future leaders must be heavily trained in AI governance, data privacy frameworks, and the ethical management of algorithmic bias. Ultimately, the modern corporate landscape demands managers who can evaluate technology risks and apply critical human judgment to automated insights. By focusing on these pillars, institutions ensure that their postgraduate students graduate not as passive observers of digital transformation, but as agile leaders who can guide their workforces through rapid technological shifts.

Objectives of the Event

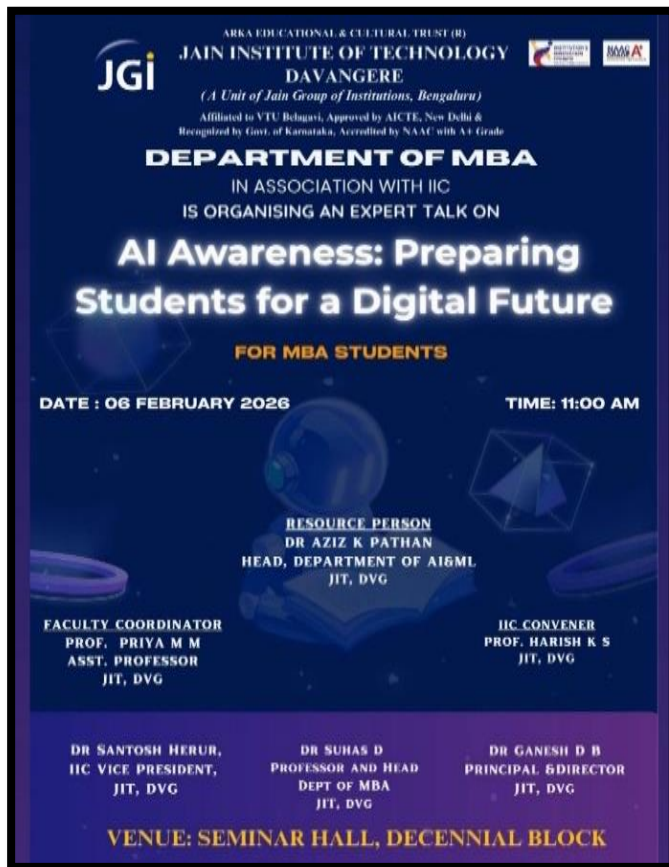
The primary objective of the event was to build strategic AI fluency and data literacy among final-year MBA students, enabling them to bridge the gap between technical teams and business strategy. The program aimed to introduce practical, hands-on tool fluency across core management disciplines like HR, finance, and marketing while instilling a deep understanding of AI governance, data privacy, and algorithmic bias.

Outcome of the Event

The "AI Awareness: Preparing Students for a Digital Future" event successfully equipped final-year MBA students with the strategic digital fluency needed to lead in a technology-driven corporate landscape. By bridging management theory with practical applications, the program trained students to orchestrate AI workflows across key business domains like HR, finance, and marketing.



AN EXPERT TALK ON AI AWARENESS



The Department of MBA at Jain Institute of Technology, Davangere, in association with the Institution's Innovation Council (IIC), organized an expert talk on "AI Awareness: Preparing Students for a Digital Future" for MBA students. The session took place on February 06, 2026, at 11:00 AM in the Seminar Hall, Decennial Block.

The event featured Dr. Aziz K Pathan, Head of the Department of AI & ML at JIT, Davangere, as the resource person.



Event was Coordinated by Prof. Priya M M (Faculty Coordinator) and Prof. Harish K S (IIC Convener), the initiative was supported by Dr. Santosh Herur (IIC Vice President), Dr. Suhas D (Professor and Head, Dept. of MBA), and Dr. Ganesh D B (Principal & Director). The program aimed to equip management students with insights into artificial intelligence and its transformative role in shaping digital corporate environments.



EFFECTIVE SALES AND MARKETING STRATEGIES FOR STARTUPS

09th February 2026

Timings: 10: 00 AM

Why Effective Sales & Marketing Strategies for Startups

Effective sales and marketing strategies are important for MBA students because they help develop practical skills needed to understand customers, identify market opportunities, build strong brands, and increase business revenue. MBA students need to learn how to analyze market trends, segment customers, develop appropriate marketing plans, communicate value effectively, and convert potential customers into loyal customers. These strategies also strengthen skills such as negotiation, communication, decision-making, leadership, and problem-solving. In today's competitive business environment, knowledge of sales and marketing enables MBA graduates to connect theoretical concepts with real-world business situations and contributes to their effectiveness as future managers and entrepreneurs.

Outcome of the Event

The "Effective Sales and Marketing Strategies for Startups" event successfully transformed MBA students into execution-oriented growth leaders equipped to handle high-uncertainty business environments. Participants gained actionable proficiency in lean customer discovery, cost-effective growth hacking, and data-driven customer acquisition pipelines. By mastering key financial metrics like CAC and LTV, students graduated with the practical capability to optimize B2B and B2C sales funnels under strict resource constraints. Ultimately, the event achieved its goal by enabling future managers to seamlessly align lean marketing campaigns with direct sales execution to drive sustainable, rapid startup expansion.

Objective of the Event

The objective of the event is to equip MBA students with practical knowledge of effective sales and marketing strategies essential for the growth and success of startups. The event aims to help students understand market identification, customer acquisition, branding, digital marketing, sales planning, and innovative promotional techniques. It also provides insights into real-world startup challenges and enables students to develop strategic thinking, entrepreneurial skills, and practical approaches for building and scaling successful businesses.



Why Microsoft Excel Training Programme?

Microsoft Excel is a powerful spreadsheet application developed by Microsoft. It is widely used for various business, educational, and personal purposes. Here are some key features and uses of Microsoft Excel: Data Entry and Storage: Excel allows users to input, organize, and store large amounts of data. Formulas and Functions: Excel provides a wide range of built-in formulas and functions to perform calculations, statistical analysis, and logical operations. PivotTables: Pivot Tables help summarize, analyze, and present data in an easy-to-understand format. Data Visualization: Users can create various charts (bar, line, pie, etc.) and graphs to visualize data trends and patterns.



Objectives of the Event

Make students employable by making them understand the fundamentals of excel and under advanced options to be used in the corporate world.

The objectives of a placement session are designed to prepare students or job seekers for the recruitment process, enhance their employability, and ensure they are well- equipped to secure desirable position

Outcome of the Event

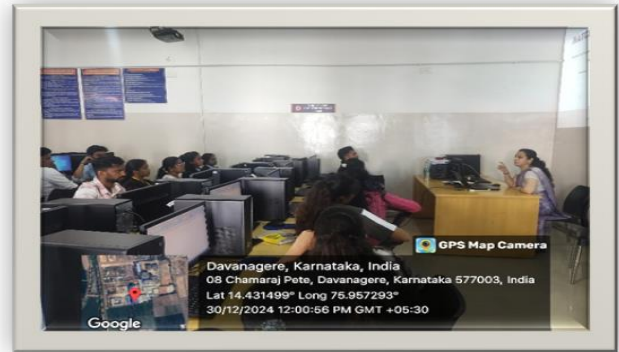
Familiarize participants with the Excel interface, including the ribbon, toolbars, and basic navigation. Teach the fundamentals of creating, saving, and managing Excel workbooks and worksheets. Instruct on efficient data entry techniques, including autofill, data validation, and data protection.



ADVANCED MS EXCEL TRAINING AND PLACEMENT

DAY 1

To enhance and enrich the skills in students, Department of MBA is organizing 6 days "Microsoft Excel and Soft skills training" for final year students from 6th March 2026 to 10th January 2026. Prof. Meghana R, Assistant professor, Dept of CSE handled the first session on Excel provides several powerful functions for searching and retrieving data from tables. Among these, VLOOKUP, HLOOKUP, INDEX, and MATCH are essential tools for data analysis and management. Here's a brief overview of each function, including their syntax and use cases from 10.00am to 1.00pm.



Prof. Divya M C Assistant professor, Department of MBA handled the second session on Resume Writing and job portal sessions from 2.00pm to 5.00pm. Prof. Sriharsha V J, Assistant Professor coordinated the event. Students actively participated and took the advantage.



Dr. Prakash M Walavalkar, Dean Training placement & Associate professor, Department of MBA handled the second session on E-Mail Writing from 2.00pm to 5.00pm. Writing a professional email involves clear communication, appropriate tone, and proper formatting. Students actively participated and took the advantage.

DAY 2

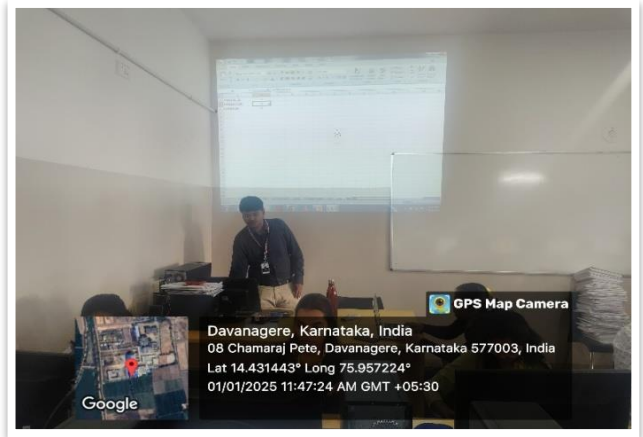
On Day 2 - Prof. Basavaraj Patil, Assistant professor, Dept of CSE, handled the first session on overview of sorting, filtering, data validation, text to columns, and removing duplicates in excel. Excel is a powerful tool for data management and analysis, offering various features that enhance data organization and usability



ADVANCED MS EXCEL TRAINING AND PLACEMENT

Day 3

On Day 3 Dr Aziz Khan F Pathan, Associate Professor, Department of CSE, in the morning session explained some essential Microsoft functions: *SUM, PRODUCT, AVERAGE, MIN, MAX, SUMPRODUCT, RAND, and RANDBETWEEN, ABS, LOG, TRIM, CONCATENATE, SUBSTITUTE, UPPER & LOWER, LENGTH, LEFT RIGHT AND MID SELECTION.*



The self-introduction session for MBA students carried by Mrs Annapurna P D, Assistant Professor, Department of MBA, in the afternoon session served as a critical platform for students to present themselves effectively, establish connections, and set the tone for their academic journey. The key components and insights from the session, emphasizing the importance of crafting a compelling self-introduction.

DAY 4

Prof Nandeesh B M, Assistant Professor, Department of EEE, conducted session on 4th Day of Excel and Soft Skills Training Programme, in the morning session from 10 am to 1 pm .



Mr. Veerabhadraswamy H D, Assistant Professor department of MBA, handled the 2nd session on “Group Discussion” from 2.00pm to 5.00pm. Students actively participated and took the advantage. The group discussion (GD) is a structured conversation on a specific topic among a group of individuals.

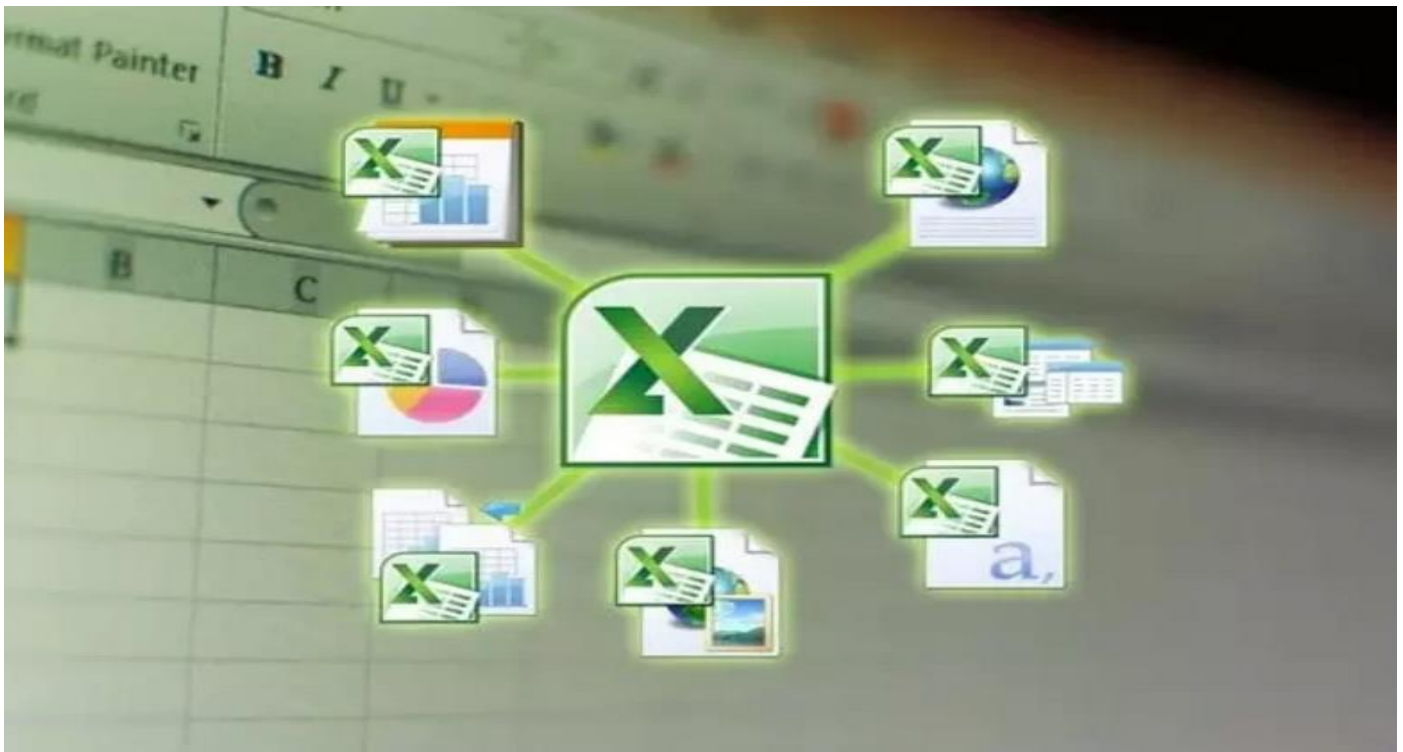
ADVANCED MS EXCEL TRAINING AND PLACEMENT

Day 5

On Day 5 -Mr Sunil M, Assistant Professor, Dept of ECE, handled first session from 10.00 am to 1.00 pm on Microsoft Word and PowerPoint, focusing on creating professional documents and impactful presentations.



Dr Suhas D, HOD & Professor, Department of MBA handled second session on Mock Interview for MBA students for real-world job interviews by providing them with a platform to practice their interviewing skills in a supportive environment.





Unlock Your Microsoft Excel Career Potential: Ten High-Demanding Excel Career Opportunities for you!

Microsoft Excel, built in 1987, Microsoft Excel is one of the world's most popular and commonly used spreadsheet programs. Its application is no longer limited to spread sheets. MS Excel has been one of the most significant technical skills. It is among the top-rated skills that is required from a candidate working with mathematics, data collection, etc. Most of the companies use excel for tracking day to day activities and operations. Excel is used in many domains. Learn excel, it will be definitely used in your future job. As a fresher one can get job as MIS executive, Analyst or in any back office.

Ten of the most Demanding Excel jobs:

1. Excel Consultant
2. Excel VBA Programmer
3. Financial Analyst
4. Analyst in excel business intelligence
5. Excel dashboard designer
6. Microsoft excel project manager
7. Excel trainer
8. Retail store managers
9. Project managers
10. Accountants

EMPLOYMENT OPPORTUNITIES FOR ADVANCE EXCEL CERTIFIED CANDIDATES

Financial Services

Goldman Sachs
JPMorgan Chase
Morgan Stanley

Retail and E-commerce

Amazon
Walmart
DMart

Tech Companies

Microsoft
Google
Apple

Consulting Firms

Boston Consulting Group
McKinsey & Company

INFUSION 2K26

23rd April 2026

Timings: 9am to 5 pm

Why Infusion ?

INFUSION is an intercollegiate management fest organized for final-year degree students with the objective of providing them with an opportunity to apply their theoretical knowledge in practical and competitive situations. The fest features a variety of management-oriented activities and events designed to enhance students' leadership, communication, teamwork, decision-making, problem-solving, creativity, and entrepreneurial skills.

Through active participation in the fest, students gain practical exposure to real-world business situations and develop confidence in handling managerial challenges. INFUSION also promotes healthy competition, innovation, networking, and collaboration among students from different institutions, thereby contributing to their overall personality development and preparing them for future academic and professional careers.

Objective of the Event

INFUSION is a management fest for final-year students designed to bridge the gap between theory and practical application. The event provides a dynamic platform to sharpen leadership, strategic thinking, and entrepreneurial skills through engaging competitions. By emphasizing teamwork, communication, and decision-making, it fosters creativity and a competitive spirit to prepare students for future professional challenges.

Outcome of the Event

INFUSION, students will successfully bridge the gap between theory and practice, transforming classroom knowledge into actionable business strategies. Through hands-on challenges, they will sharply refine their leadership, communication, and collaborative teamwork skills. Ultimately, the experience equips them with critical problem-solving abilities and a resilient entrepreneurial mindset, leaving them fully prepared to tackle real-world professional environments.



INFUSION 2K26



Infusion is an inter-collegiate management and cultural festival designed specifically to challenge and showcase the strategic capabilities, domain expertise, and leadership acumen of final-year undergraduate and postgraduate students. Built around real-world business scenarios, the fest features high-stakes competitions across core management disciplines, including multi-round

Best Manager stress simulations, strategic business plan pitching, financial analytics challenges, and live marketing or brand-relaunch campaigns. Alongside these domain-specific events, the fest incorporates intellectual competitions like business quizzes and case presentations, dynamic cultural and sports contests, and networking opportunities that allow graduating students to bridge academic theory with practical execution



INVESTOR AWARENESS PROGRAM

29th April 2026

Timings: 10: 00 AM

Why Investor Awareness Program ?

Investor Awareness Programs serve as a vital bridge between financial goals and informed decision-making, helping individuals build long-term financial security and independence. By demystifying complex financial concepts, these programs equip participants—especially students and young professionals—with essential skills in personal budgeting, wealth management, asset allocation, and risk mitigation. They play a critical role in safeguarding retail investors against fraudulent schemes, market volatility, and speculative traps by teaching sound principles like diversification and value investing. Furthermore, fostering a strong culture of financial literacy encourages active, disciplined participation in capital markets, empowering individuals to make prudent investments, plan effectively for major life milestones, and navigate dynamic economic environments with confidence.

Objective of the Event

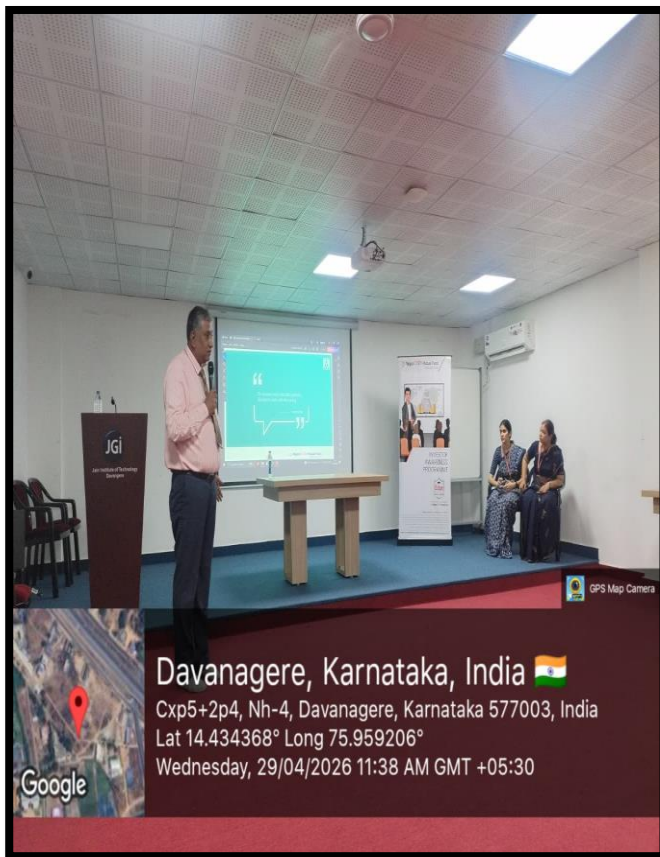
The primary objective of the Investor Awareness Program is to enhance financial literacy and demystify capital market concepts. It aims to empower participants with practical skills in budgeting, asset allocation, and risk management for long-term wealth creation. Additionally, it seeks to protect individuals from fraudulent schemes while fostering disciplined, confident investing habits.

Outcome of the Event

The Investor Awareness Program enhanced participants' financial literacy by providing practical knowledge on asset allocation, risk management, and long-term wealth creation. Attendees learned to identify and avoid fraudulent financial schemes, equipping them to navigate capital markets with confidence and discipline.



Investor Awareness Program



An **Investor Awareness Program (IAP)** is an educational initiative sponsored by regulatory bodies like SEBI, stock exchanges, and financial institutions to promote financial literacy among retail investors and students. The program provides fundamental knowledge on personal financial planning, asset allocation, and the working of capital markets, helping participants understand

various investment avenues such as equities, mutual funds, and bonds. By emphasizing risk management, portfolio diversification, and the importance of dealing only with registered intermediaries, an IAP equips individuals with the tools to make informed financial decisions while safeguarding them against market fraud, unauthorized schemes, and speculative risks.



FREE PGCET WORKSHOP

8th & 9th May 2026

Timings: 9.30 am to 4.00 pm

Why PGCET Workshop ?

“The Free PGCET Workshop is an institutional initiative designed to support final-year undergraduate students and management aspirants in successfully navigating the Karnataka PGCET entrance examination. Recognizing the challenges students face in competitive exam preparation, this workshop serves as a comprehensive training and orientation platform. It bridges the gap between basic undergraduate education and the rigorous analytical skills required for management entrances, offering expert guidance at no cost to help candidates secure admissions into premier MBA programs.

Objectives of the Event

preparation strategies for the PGCET entrance test. The workshop aims to enhance candidates' problem-solving speed and accuracy through shortcut techniques, mock practice, and expert mentorship. Additionally, it seeks to offer insights into counseling procedures, seat matrix, and admission strategies to help students secure seats in top management and technical institutions.

Outcome of the Event

The Free PGCET workshop successfully equipped aspirants with a comprehensive understanding of the exam pattern, marking scheme, and strategic preparation roadmaps. Participants gained valuable insights into shortcut problem-solving techniques and time-management skills, significantly boosting their confidence and readiness for the entrance test. Ultimately, the session empowered students with clear guidance on counseling procedures and admission pathways to secure placements in premier postgraduate institutions.



FREE PG CET WORKSHOP



Jain Institute of Technology (JIT), Davangere conducted a Free PG CET Workshop for degree students in 2026. According to JIT's official website, the Department of MBA organized a two-day Free PG CET Workshop from 8 May to 9 May 2026 at JIT, Davangere. The workshop covered important MBA-PG CET preparation areas such as Quantitative Aptitude, Verbal Ability, Logical Reasoning, and General Knowledge, along with practice tests.

The final day features an exam-pattern PG CET Mock Test covering English, General Knowledge, Reasoning, and Quantitative Analysis. Participant answer sheets are evaluated to award 1st, 2nd, and subsequent merit ranks. The session concludes with a detailed score review and performance feedback.



Why Business Model Canvas ?

Business Model Canvas (BMC) workshop offers MBA students an essential, hands-on bridge between academic theory and real-world executive practice. While traditional coursework often teaches core functions—like finance, marketing, and operations—in isolation, a BMC workshop forces students to integrate these disciplines into a single, interconnected ecosystem on a single visual page. By actively designing and critiquing canvas models, students move away from rigid, static business plans and learn the agile, lean management techniques vital in today's dynamic markets. Beyond fostering strategic agility and an entrepreneurial mindset, the workshop provides students with a practical, industry-standard tool they can immediately apply to capstone projects, case competitions, consulting assignments, and future managerial decision-making.

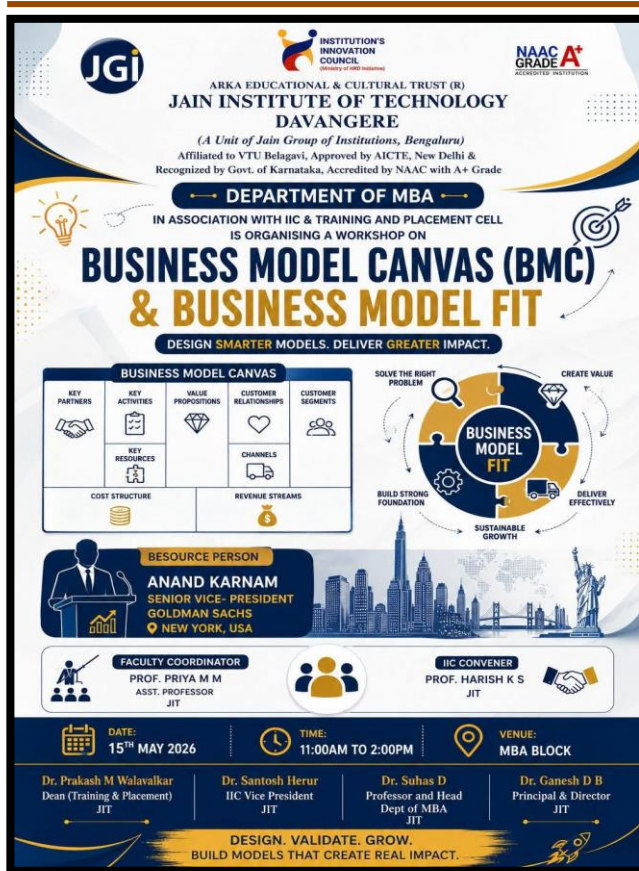
Objectives of the Event

The primary objective of this workshop is to familiarize management students with the nine core building blocks of Alexander Osterwalder's Business Model Canvas, emphasizing the critical alignment between Value Propositions and Customer Segments. The session aims to foster an entrepreneurial mindset by teaching students how to evaluate infrastructure (Key Activities, Resources, Partners), manage customer interfaces (Channels, Relationships), and analyze financial viability (Cost Structures, Revenue Streams).

Outcome of the Event

Upon completing the workshop, MBA students will gain a practical understanding of how to synthesize core business functions into an integrated visual model. They will develop hands-on proficiency in using the Business Model Canvas to evaluate and iterate value creation strategies using agile startup principles. Ultimately, students will emerge with enhanced strategic decision-making skills, enabling them to evaluate market viability and confidently pitch scalable business concepts.

WORKSHOP ON BUSINESS MODEL CANVAS



The Workshop on Business Model Canvas is an interactive, experiential learning program designed to equip management students and emerging entrepreneurs with a structured approach to business planning and strategic development. Developed around Alexander Osterwalder's globally recognized 9-block framework. The session guides the participants through core fundamentals.

Core fundamentals such as defining customer value propositions, designing delivery channels, optimizing resource allocation, and ensuring financial sustainability. Through hands-on exercises and collaborative team activities, the workshop transforms abstract business ideas into actionable, visually structured commercial strategies.



MARKET MAVERICKS- SELLING ACTIVITY

19th May 2026

Timings: 9 am to 5 pm

Why Selling Activity?

Engaging MBA students in selling activities is crucial for their professional development and practical understanding of business dynamics. These activities help students apply theoretical knowledge in real-world scenarios, honing their sales techniques, negotiation skills, and customer interaction abilities. Selling activities also foster critical soft skills such as persuasion, communication, and problem-solving, which are essential for any business leadership role. Additionally, they provide valuable insights into market trends, customer behavior, and the strategic aspects of sales management. Participating in these activities, MBA students gain hands-on experience that enhances their ability to drive business growth and manage client relationships effectively,



Outcome of the Event

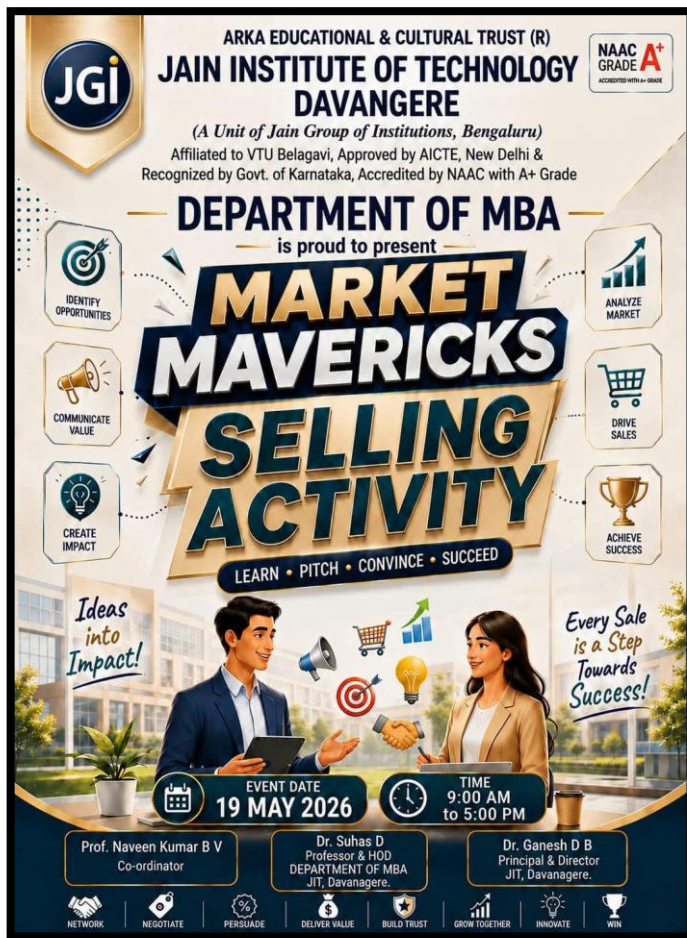
It provides practical experience in sales techniques and strategies, allowing students to apply theoretical knowledge to real-world scenarios. This hands-on approach enhances their understanding of consumer behavior, negotiation skills, and market dynamics. It helps develop critical soft skills such as communication, persuasion, and relationship-building.

Objectives of the Event

Provide hands-on experience in the practical aspects of sales and negotiation, essential skills for any business professional. Such activities aim to enhance students' understanding of sales strategies, customer relationship management, and market analysis. By engaging in real-world selling scenarios, students develop crucial skills such as persuasive communication, problem-solving, and the ability to tailor solutions.



MARKET MAVERICKS- SELLING ACTIVITY



The selling activity for MBA students is designed to equip them with practical sales skills and a deep understanding of the sales process. This activity typically involves role-playing scenarios where students practice pitching products or services, handling objections, and closing deals. It focuses on developing key competencies such as effective communication, negotiation, and relationship-building. By simulating real-world sales environments,

the activity helps students gain confidence and experience in selling, which are crucial for their future careers in business. The hands-on approach also allows students to apply theoretical knowledge in a practical setting, enhancing the overall learning experience and preparing them for success in various sales and marketing roles. The money collected through this activity is utilized for Corporate Social Responsibility (CSR) initiatives, specifically directed towards Veereshwara Punyashrama, supporting its noble causes and community development efforts.



STUDENT AWARENESS PROGRAM ON CYBER CRIME& CYBER SAFETY

25th May 2026

Timings: 10.00 am to 1.00 pm

Why Cyber Crime Awareness program ?

A Student Awareness Program on Cyber Crime & Cyber Safety equips students with essential digital hygiene to protect themselves against financial scams, phishing, and identity theft. By educating participants on cyber laws, reporting portals, and online safety practices, the program empowers students to navigate the digital world securely and protect both their personal data and professional reputations.

Objectives of the Event

The primary objective is to equip students with critical knowledge regarding digital safety protocols, safe browsing habits, and data protection strategies. The program aims to teach students how to identify sophisticated online scams while familiarizing them with IT laws, compliance regulations, and official reporting mechanisms for cyber grievances.

Outcome of the Event

As a direct outcome, students will transition into cyber-aware individuals capable of recognizing online threats, securing personal and professional profiles, and maintaining strong digital hygiene. Ultimately, this session reduces individual vulnerabilities to cyberattacks and ensures students are prepared to handle data responsibly in high-security corporate environments.



STUDENT AWARENESS PROGRAM ON CYBER CRIME & CYBER SAFETY

JAIN INSTITUTE OF TECHNOLOGY, DAVANGERE
(A UNIT OF JAIN GROUP OF INSTITUTIONS, BENGALURU)
Approved by AICTE New Delhi, Affiliated to VTU Belgaum
No. 323, Near Veereshwara Punyashrama, Bada cross, Davangere Village

DEPARTMENT OF MBA
IN ASSOCIATION WITH
TRAINING AND PLACEMENT CELL
Is Organizing
"STUDENT AWARENESS PROGRAM ON"

CYBER CRIMES & CYBER SAFETY
Be Alert. Be Aware. Stay Safe Online.

SOCIAL MEDIA USAGE
Use Social Media Wisely. Think Before You Click.

CAREER AWARENESS
Discover. Plan. Prepare. Succeed.

AWARENESS FOR A BETTER TOMORROW
Awareness Today. Better Tomorrow. Stronger Future.

FOR MBA STUDENTS

BY DR. R JAYAVARMA
SOUTH INDIA PRESIDENT
INTERNATIONAL HUMAN RIGHTS PROTECTION COMMISSION, ANDHRA PRADESH.

DATE 25 MAY 2026
TIME 10.00 AM TO 1.00 PM
VENUE JIT AUDITORIUM

ORGANIZERS

PROF. ANNAPURNA P D
CO-ORDINATOR

DR. SUHAS D
HOD, DEPARTMENT OF MBA

DR. PRAKASH M WALAVALKAR
DEAN- TRAINING & PLACEMENT

DR. GANESH D B
PRINCIPAL & DIRECTOR

BE AWARE. BE SAFE. BE RESPONSIBLE. BUILD YOUR FUTURE.

The Student Awareness Program on Cyber Crime & Cyber Safety addresses the growing need for digital security literacy among students in an era of rapid technological adoption. Modern educational environments require extensive use of online learning portals, digital payments, social networking, and cloud-based services—creating a wider attack surface for cybercriminals targeting young adults.

This initiative offers a comprehensive breakdown of prevalent digital threats, including social engineering

unauthorized data harvesting, unauthorized access, and malicious software. Beyond identifying risks, the session delivers practical training on implementing multi-layer digital defenses, navigating privacy controls, and identifying red flags in online interactions. Furthermore, the program highlights statutory frameworks like the Information Technology Act, outlines the legal boundaries of digital engagement, and provides clear, step-by-step guidance on utilizing official cybercrime reporting portals and national helplines.



CORPORATE CONNECT INDUSTRIAL VISIT

27th May 2026

11 am to 5 pm

Why Corporate Connect Industrial Visit ?

The Corporate Connect Industrial Visit is a practical experiential learning initiative organized for MBA students to bridge the gap between classroom management theories and real-world industry operations. By taking students directly onto the production floors and corporate headquarters of established organizations, this initiative unpacks the complexities of large-scale corporate infrastructure. It transforms theoretical concepts in logistics, human resources, operational layouts, and production lifecycles into highly tangible, visual realities.



Objectives of the Event

The primary objective is to provide management students with first-hand exposure to live corporate environments, governance practices, and operational workflows. The program aims to help the cohort observe real-time execution of strategic supply chain management, quality control measures, and workforce optimization. Additionally, it is designed to stimulate critical thinking regarding practical industry challenges while enhancing professional networking and familiarity with corporate culture standards.

Outcome of the Event

students will transition to practical field analysis by evaluating live organizational workflows, identifying operational efficiencies, and mapping supply chain networks. Ultimately, this visit bridges the gap between theory and execution, developing grounded management professionals fully equipped for future corporate demands.



CORPORATE CONNECT INDUSTRIAL VISIT



The industrial visit to Dyashin Technosoft Pvt. Ltd. and Power Control Equipments offers students a dual perspective on modern corporate operations, bridging academic theory with practical industry practices across both technology and manufacturing sectors. At Dyashin Technosoft Pvt. Ltd., participants gain exposure to the software development lifecycle, agile project management, and client-centric IT solutions within a high-growth service environment. Conversely, visiting Power Control Equipments provides hands-on insights into

heavy manufacturing, electrical shop-floor logistics, quality control standards, and supply chain management for industrial power systems. Together, this visit enables students to contrast IT services with industrial manufacturing, offering a holistic understanding of cross-functional business operations, quality compliance, and career pathways across diverse domains.



CERTIFICATION ON SALES FORCE

1st June 2026 to 5th June 2026 & 8th June 2026 to 12th June 2026

Timings: 9:00 AM to 5:30 PM

Why Sales Force Training Programme?

In today's digital-first business landscape, Salesforce has emerged as a powerful tool for managing customer relationships, streamlining sales processes, and driving business growth. However, to unlock its full potential, proper training is essential. A well-structured Salesforce training program equips individuals and teams with the skills needed to navigate the platform efficiently, manage data accurately, and utilize advanced features like automation, reporting, and analytics. It ensures that organizations maximize their return on investment by enabling users to work smarter, make informed decisions, and deliver exceptional customer experiences. Moreover, such training fosters cross-departmental collaboration, accelerates onboarding, and prepares professionals for globally recognized Salesforce certifications paving the way for personal career advancement and organizational success.



Objectives of the Event

The Salesforce Training Program aims to equip participants with a robust understanding of customer relationship management and the Salesforce platform. The primary objectives include building technical proficiency in navigating the interface, managing customer data, and automating key business processes. Participants will learn to handle leads, opportunities, and customer accounts effectively, while also developing the ability to generate customized reports and dashboards for strategic decision-making.

Outcome of the Event

Familiarize participants with the CRM Fundamentals, Sales force Navigation, Lead & Opportunity Management, Workflow Automation, Reports & Dashboards, Problem-Solving & Analytical Thinking.



CERTIFICATION ON SALES FORCE

DAY 1

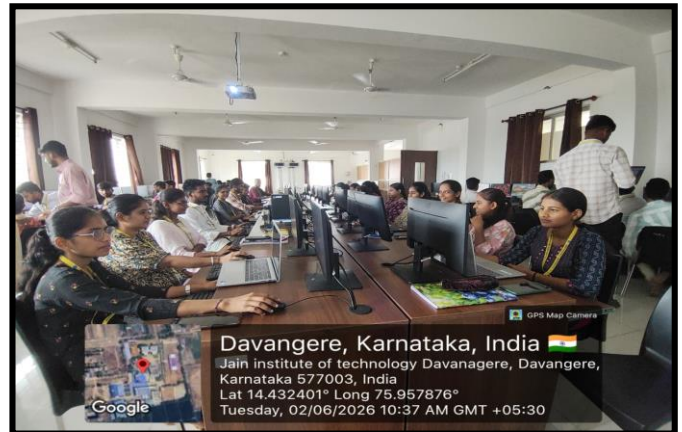
To enhance and enrich the skills in students, Department of MBA is organizing 5 days "Sales Force Training Program" for First year students from 1st June 2026 to 5th June 2026 and 8th June 2026 to 12th June 2026. Dr. Suhas D HOD, Dr. Prakash M Walavalakar & Mr. Sourish Benerjee inaugurated the training program.



Mr. Sourish Benerjee, handled the second session and introduced about SaaS CRM, Salesforce Foundations, Salesforce Highlights and Dreamforce 2024 from 2.00pm to 5.00pm. Prof. Sriharsha V J and Prof. Divya M C, Assistant Professors coordinated the event. Students actively engaged and gained knowledge.

DAY 2

On Day 2 – Mr. Sourish Benerjee, handled the first session on how to Explore Summer '24 product updates and new features, most of which are free and Accounts and Contacts. Trainer assigned project to perform on the topics covered in the first session for better understanding of the concepts.



Mr. Sourish Bejerjee ,trainer from Seventh sense talent solutions handled the second session on "Discover how accounts and contacts work together in Salesforce" from 2.00pm to 5.00pm. Students gained knowledge how accounts and contacts work together is crucial for managing relationships with businesses and individuals effectively. Students actively participated and took the advantage.



CERTIFICATION ON SALES FORCE

DAY 3

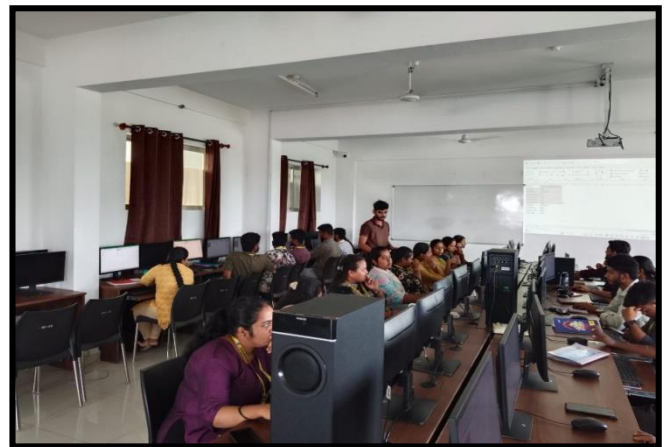
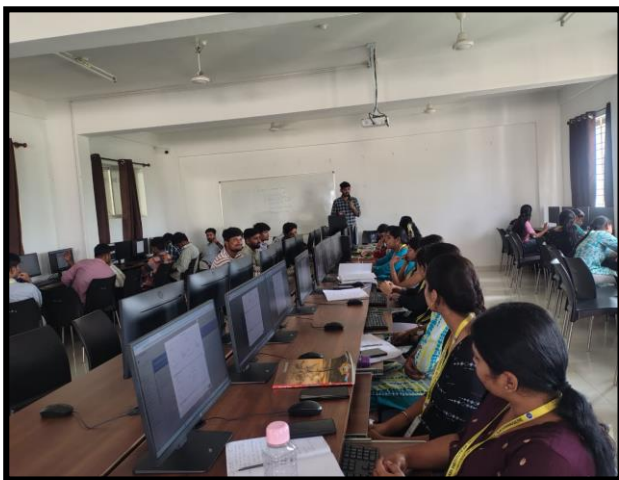
On Day 3 trainer Mr. Sourish Benerjee, handled the session on Contact Record: Step-by-Step, and Learn to use an account record in Sales force. It Helps users track interactions, manage relationships, and make informed decisions—all in one centralized system.



The session was taken between 10.00am to 5.00pm. Students actively participated and took the advantage. Hands on sessions was given to the students for the better understanding of the concepts.

DAY 4

On Day 4 – Trainer Mr. Sourish Benerjee conducted session on Learning to use the contacts list view in Sales force and Leads and Opportunities in Sales force from 10.00am to 1.00pm theoretically.



Mr. Sourish Benerjee, handled the 2nd session on Contact to Builder Implementation and Create a data model that gives businesses a single view of their customers .The hands-on session was taken between 2.00pm to 5.00pm. Students actively participated and gain the knowledge on creating data modelling.

CERTIFICATION ON SALES FORCE

DAY 5

On Day 5 -Trainer Mr. Sourish Benerjee assigned project to students in a group. This session was held from 10.00am to 1.00pm. It is commonly used in academic, professional, and competitive contexts to evaluate participants' communication, analytical, and interpersonal skills.



Students presented project in the second session which was held from 2.00 pm to 5.00 pm. Dr. Prakash M Walavalkar, Dr. Suhas D, Prof. Sriharsha V J, Prof. Divya M C and Trainer Mr. Sourish Benerjee concluded the training program.

Sample Certificate



CERTIFICATION ON SALES FORCE

Unlock Your career in Sales force. Sales force training opens a gateway to diverse and rewarding career opportunities across industries. It equips individuals with in-demand skills in customer relationship management (CRM), sales automation, lead generation, and data-driven decision-making. Trained professionals can explore roles such as Sales Executive, Business Development Manager, Key Account Manager, and CRM Analyst, among others. With the growing reliance on cloud-based platforms and digital selling, Sales force expertise is increasingly valued by employers, making it a powerful tool for career advancement. Whether in tech, finance, healthcare, or retail, Sales force-trained individuals are well-positioned to drive growth and innovation in the modern sales landscape.

Ten of the most Demanding Sales force jobs:

1. Sales Representative / Account Executive
2. Sales Manager / Territory Manager
3. Key Account Manager (KAM)
4. Business Development Manager
5. Sales Trainer / Corporate Sales Coach
6. Channel Sales Manager
7. Inside Sales / Digital Sales Specialist
8. Sales Operations Analyst
9. Customer Success Manager (CSM)
10. Marketing and Sales Integration Roles

EMPLOYMENT OPPORTUNITIES IN SALESFORCE FOR CERTIFIED CANDIDATES

Global Tech Giants

Accenture
IBM
Capgemini
Deloitte
Infosys

Top Cloud & SaaS Companies

Adobe
Oracle
SAP

Startups & Mid-Sized Companies

Zoho Corporation
Freshworks
Insightly

Industry-Specific Employers

Using Salesforce

HDFC Bank
Apollo Hospitals
Amazon
Jio



Why Wealth creation & Financial Literacy ?

A workshop on Wealth Creation & Financial Literacy is essential because earning an income alone does not guarantee long-term financial security. The program teaches participants how to outperform inflation by strategically allocating capital into growth assets like equities, mutual funds, and fixed-income options. By mastering core habits such as structured budgeting, emergency planning, and systematic investing, participants learn to harness the power of compounding over time. Ultimately, it equips individuals with the practical knowledge needed to avoid financial fraud, optimize tax efficiency, and make confident, disciplined decisions toward financial independence.

Objectives of the Event

The primary objective is to equip students with critical competencies in compounding mechanics, strategic asset allocation, and foundational risk management protocols. The session aims to teach the cohort how to identify viable investment vehicles, formulate disciplined budgeting strategies, and mitigate market-driven risks. Additionally, it targets developing an analytical, investor-centric mindset required for evaluating wealth avenues and building modern corporate financial readiness.

Outcome of the Event

The workshop provided MBA students with practical insights into strategic wealth management, bridging corporate financial theory with personal asset creation. Students gained a clear understanding of evaluating capital market instruments—including equities, mutual funds, and fixed-income assets—to design risk-adjusted, inflation-resilient portfolios. By mastering concepts like asset allocation, tax efficiency, and the power of compounding

WEALTH CREATION & FINANCIAL LITERACY



The Workshop on Wealth Creation & Financial Literacy is an interactive educational program designed to equip participants with essential money management skills and strategic investment knowledge for long-term financial independence. Through practical modules covering personal budgeting, debt management, and emergency planning,

the session helps participants establish a stable financial foundation. Additionally, it introduces key asset classes—such as equities, mutual funds, real estate, and fixed-income options—while emphasizing the power of compounding, systematic investing, tax efficiency, and risk diversification. Ultimately, the workshop empowers individuals to make informed,



INTERNATIONAL YOGA DAY

22nd June 2026

Timings: 10 am to 1 pm

Why International Yoga Day ?

International Yoga Day in an educational institution promotes holistic well-being by helping students manage academic stress, anxiety, and burnout. Through mindfulness and physical posture practices, it enhances concentration, emotional resilience, and overall mental clarity essential for academic success. Ultimately, celebrating this day encourages a healthy work-life balance, equipping future professionals with the self-care tools needed to maintain physical fitness and mental wellness in demanding corporate environments.

Objectives of the Event

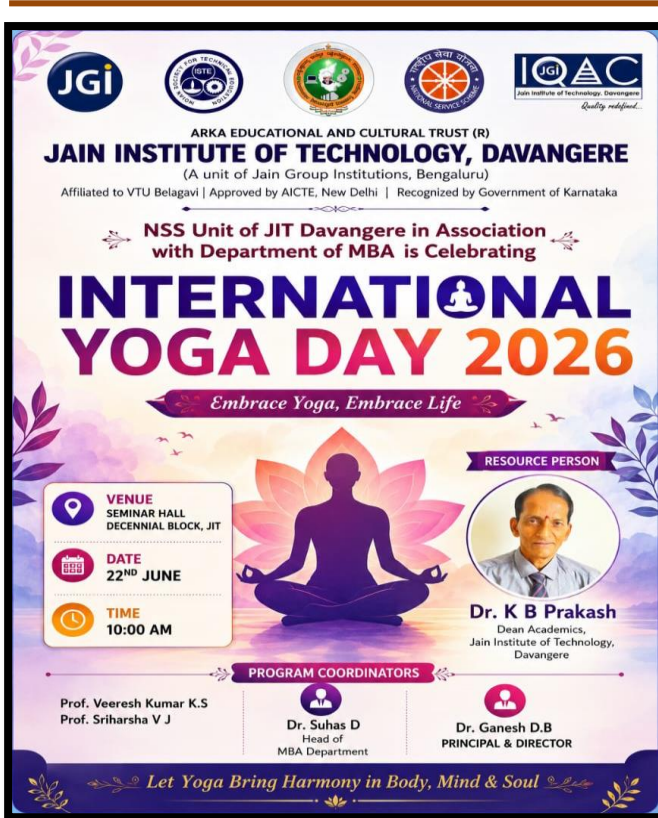
The International Yoga Day event aims to promote overall well-being, stress relief, and mental clarity through the practice of yoga. By highlighting its physical and mindfulness benefits, the program fosters a sense of community while inspiring participants to build healthy, lifelong habits into their daily routines.

Outcome of the Event

The International Yoga Day celebration successfully raised awareness of holistic health, equipping participants with simple yoga postures and breathing techniques for daily stress management. The session fostered unity among attendees while encouraging them to adopt regular mindfulness practices for long-term physical and mental well-being.



INTERNATIONAL YOGA DAY



Managing stress, enhancing cognitive focus, and maintaining personal well-being alongside demanding academic and corporate pursuits. The session introduces practical mindfulness techniques, breathing exercises, and posture alignments designed to combat desk fatigue and corporate burnout.

By cultivating daily mindfulness, future business leaders enhance their executive decision-making, emotional intelligence, and mental stamina under pressure. Ultimately, observing this day reinforces the importance of work-life integration, empowering students to build sustainable wellness habits that support long-term productivity and effective leadership.



Corporate Social Responsibility Activity

25th June 2026

Timings: 10 am to 1 pm

Why Corporate Social Responsibility Activity ?

Conducting a Corporate Social Responsibility (CSR) activity provides MBA students with essential hands-on experience in integrating social impact with business strategy. By actively engaging in community-focused initiatives, future managers bridge classroom theories with Environmental, Social, and Governance (ESG) frameworks, fostering ethical decision-making and empathetic leadership. The experience enhances critical skills in stakeholder management, team collaboration, and sustainable planning—equipping graduates to drive purpose-led profitability in modern corporate environments.

Objectives of the Event

The event aims to bridge classroom learning with practical CSR and ESG frameworks while instilling ethical leadership and social accountability in MBA students. It equips future managers with strategic stakeholder management skills to align corporate growth with sustainable community impact.

Outcome of the Event

The CSR event enabled MBA students to gain practical experience in applying Environmental, Social, and Governance (ESG) principles to real-world community initiatives. Participants developed essential leadership, stakeholder management, and team-building skills while learning how corporate sustainability can drive meaningful social impact alongside business growth.



Corporate Social Responsibility Activity



The Department of MBA at Jain Institute of Technology, Davangere, organized a Corporate Social Responsibility (CSR 2026) activity on Thursday, June 25, 2026, starting at 1:15 PM at Veereshwara Punyashrama. Coordinated by Mrs. Divya M C, under the leadership of Dr. Suhas D (HOD, Department of MBA) and Dr. Ganesh D B (Principal & Director)

the initiative highlighted the core ethos that successful individuals bear a responsibility to give back and make the world a better place. The event aimed to provide MBA students with meaningful community engagement, reinforcing the importance of social accountability, ethical management, and active corporate citizenship alongside academic learning.





ARKA Educational & Cultural Trust ®

Jain Institute of Technology

(A Unit Of Jain Group Of Institutions, Bengaluru)

Affiliated to VTU, Belagavi, Approved by AICTE New Delhi, Recognized by UGC under 2(f) and Government of Karnataka, Accredited by NAAC A+ Grade No. 323, Near Veereshwara Punyashrama, Bada Cross, Avargere Village, Davangere.

**Mob: 9164518069, 9739034751. E-mail: mba@jitd.in,
principal@jitd.in Web: www.jitd.ac.in**



Jain Institute of Technology, Department of MBA, Davangere