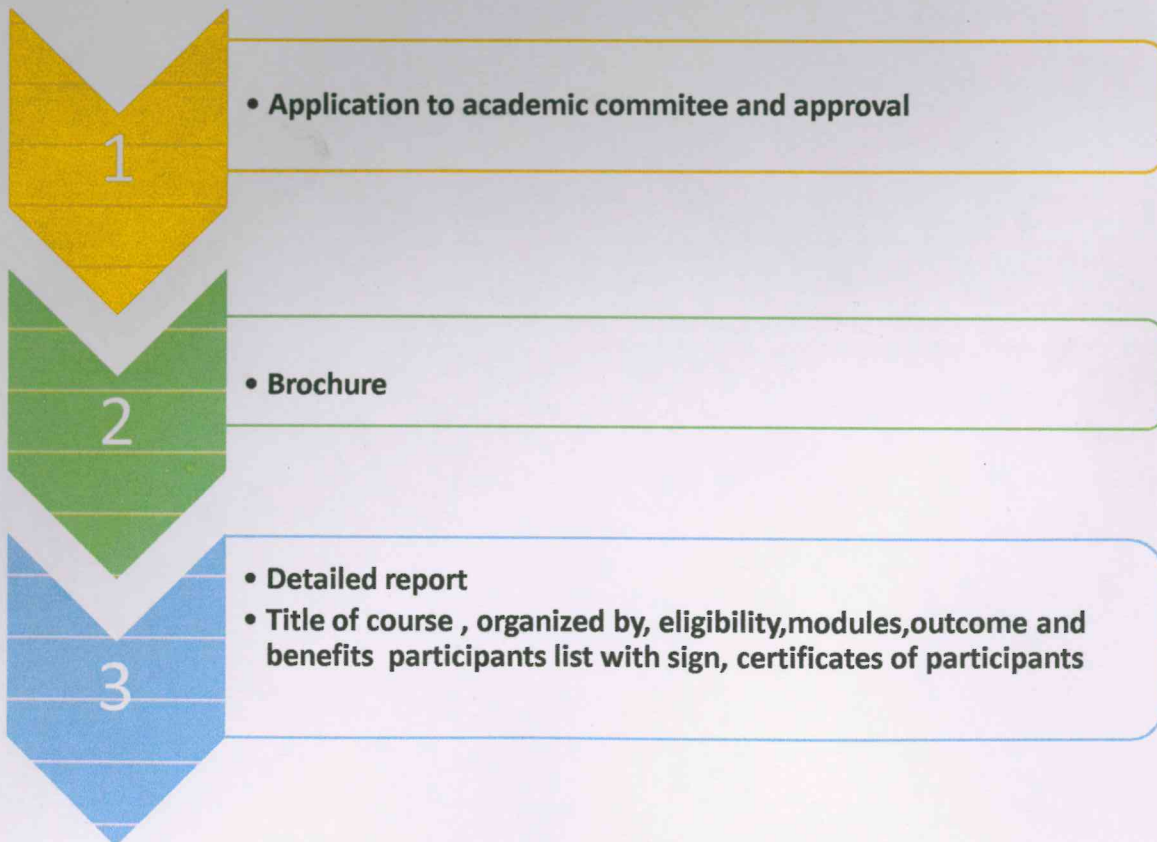


MIDSR DENTAL COLLEGE LATUR
DEPARTMENT OF PERIODONTICS
VALUE ADDED COURSE
LEARN TO EARN- PRACTICE
MANAGEMENT
(COURSE REPORT 2017)



LEARN TO EARN-PRACTICE MANAGEMENT' course report includes



7th Jan 2017

To,
The chairman,
Academic committee,
MIDSR Dental College
Latur

Subject: Permission for conducting value added course

Respected Sir/Madam


As per above mentioned subject Department of Periodontics want to organize 'Learn to Earn -Practice Management' value added course on 9th and 10th Jan 2017 as scheduled and mentioned in the brochure.

Kindly give approval for the same.

Yours Faithfully


Head of Dept.

H.O.D.
Dept. of Periodontics
M.I.D.S.R. Dental College, LATUR


- Submit along
with course curriculum.



MAHER'S PUNE
MIDSR DENTAL COLLEGE & HOSPITAL, LATUR.



LEARN TO EARN VALUE ADDED COURSE

ORGANIZED BY - DEPARTMENT OF PERIODONTICS

DURATION - 16 HOURS
DATE - 9 & 10 JAN 2017
VENUE - DEPT OF PERIODONTICS
COURSE FEE - FREE OF COST
ELIGIBILITY - INTERNS, POST GRADUATES, STAFF, OTHER FACILITIES

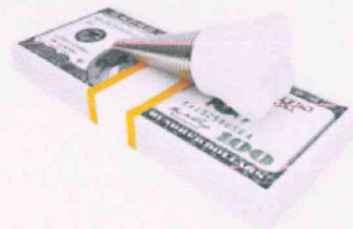


ORGANIZING MEMBER
DR. GAURI UGILE

SPEAKER
DR. VISHNUDAS BHANDARI

ORGANIZING MEMBER
DR. RAGHAVENDRA METRI

- ▶ **MODULE 1 - BDS scenario today**
 - Soft skill and domain skill
 - SWOT analysis
 - Self image and goal setting
- ▶ **MODULE 2 - Presentation skill**
 - Time management
 - To avoid competition be different
 - Add value
- ▶ **MODULE 3 - Marketing strategies**
 - Price objections and negotiations
 - Upgradation of clinic
- ▶ **MODULE 4 - Financial management**
 - Develop good habit
 - Delegation





Introduction

This **Practice Management Course** was offered by MIDSr College Latur.

Why are few people roaring in practice and few feel they have stuck in wrong profession? Though people have same degrees and are in the same city and locality one grows and others only survive or perish? Why not all toppers in college are leading practitioners and most of people who are failures in college are failures in practice in city? Do you have these questions and do you want to get answers for these questions you need to attend this course.

Objectives of the Training were:

1. To teach soft skills needed for running practice.
2. To give knowledge about how our clinic ambience, staff presentation will grow practice.
3. To teach how dressing of doctor and staff matters in practice growth.
4. Different marketing strategies for practice growth and many more.

All business have only 20 percent people happy and rest just killing time or are frustrated. This shows that the profession is not a problem it's a normal trend in all profession. So changing profession or cursing luck is not the solution. We have to learn the

science behind this successful people. So to learn the science, you need to join the course. The knowledge required to be topper in academics and to run a clinic are totally different. Do you know what you learned in college 5 years in BDS and 3 years in MDS account for 12.5% of income (Domain skills), rest 87.5% income comes from other things (Soft skills) we never learnt. So people who are toppers in college are not always winners in practice because its only 10% part of science learned about earning. Few people who we feel are lucky in both are not lucky but have unknowingly learnt the art from their life experiences or parents or some other way. This skill once learned will be helpful at any time in life and to manage problems in life in different phases other than practice. Like once you learn swimming you can swim in well, beach or sea. So if you are confused as the course will be useful to you or not at this stage as you have not planned still about life you should still do it. Knowledge once gained can be used many times and as and when needed so learning is a continuous process

LEARN TO EARN ELIGIBILITY CRITERIA WAS

- All Interns and Post Graduate Students

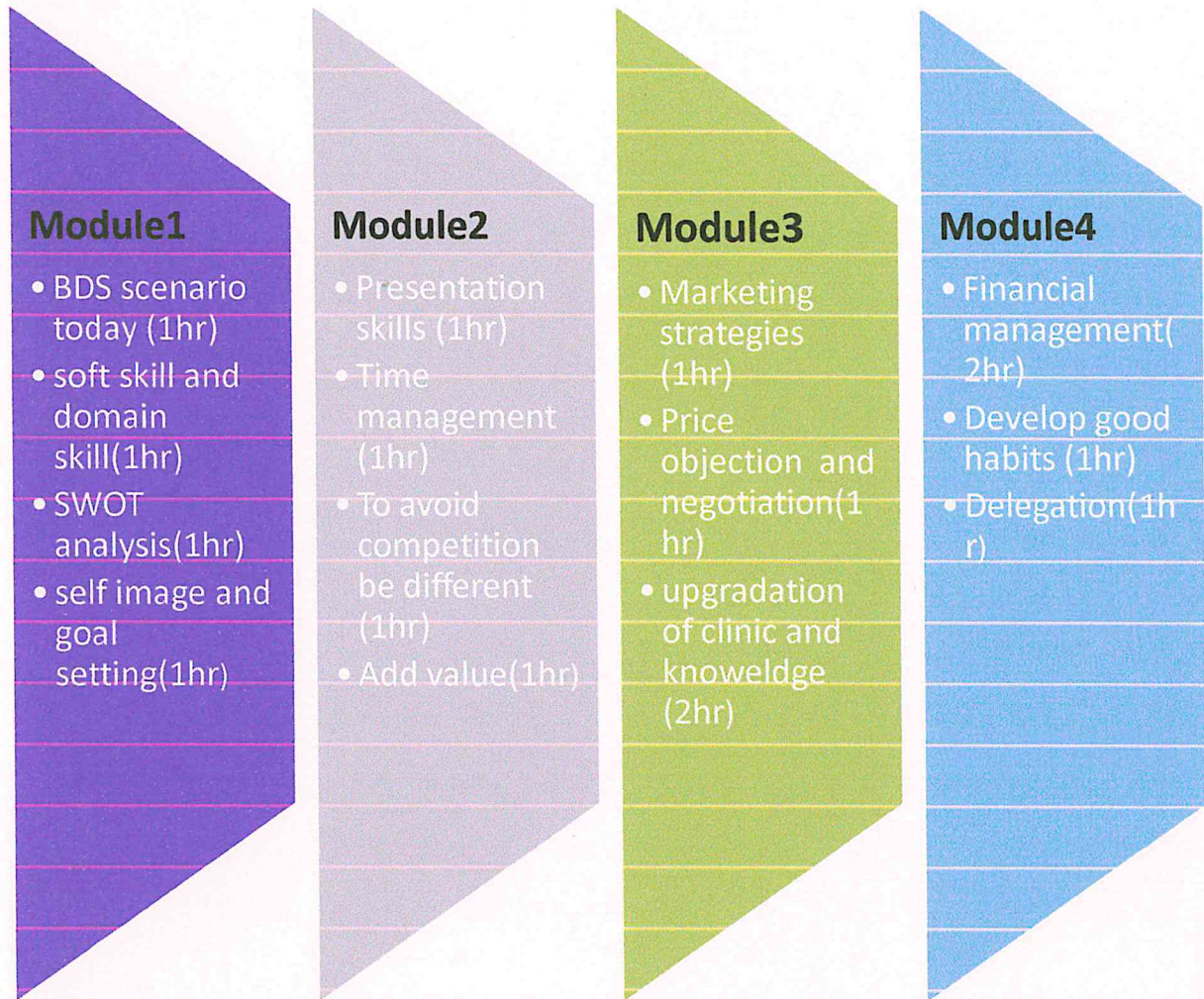
staff-teaching & non-teaching staff

other faculties

COURSE SCHEDULE – It comprised of four modules of four hours each within stipulated time period of two days. Course was conducted on 9th and 10th Jan of 2017. A variety of learning resources were utilized in terms of lectures with power point presentation & videos.

COURSE FEES: It was free

COURSE DETAILS



LEARNING OUTCOME

Participants would be



Report:

Department of Periodontics has organized 'Learn to Earn -Practice Management course at MIDSR Dental College, Latur.

The course was conducted on **9 and 10 JAN 2017**.

The course was held in the main lecture hall, and was attended by 92 participants in total comprising of post graduate students and staff. Here the course began inaugural function with world peace prayer followed by puja and lamp lighting by all the dignitaries. The chief guests Dr. Suresh Kamble, Dr.Vishnudas Bhandari, Dr.Gauri Ugale, Dr.Raghavendra Metri, Dr.Praveen Dhore. Dr. Abhishek Dabhade were present. The chief guests Dr. Suresh Kamble were felicitated by Dr.Vishnudas Bhandari with shawl and sapling. Dr. Raghavendra Metri presented the welcome note for the program.The program concluded with a vote of thanks by Dr. Gauri Ugale. Followed by all modules of the course.

MIDSR DENTAL COLLEGE & HOSPITAL , LATUR.

Department of Periodontics

Learn to Earn – Value Added Course

Attendance Record 2017

Sr. No.	Name of Student/Faculty	Year	Signature
01	Abdul Naveed A.H	Intern	<u>Abdul</u>
02.	suryawanshi shubham	Intern	<u>Syogsh</u>
03.	Agyagari viresh	Intern	<u>Viresh</u>
04.	Bargaje Pritee.	Intern	<u>Pritee</u>
05.	g. stalka Anshu	Intern	<u>Anshu</u>
06.	Nagde Jyoti	Intern	<u>Jyoti</u>
07	Nair Tushar	Intern	<u>Nair</u>
08	pandey priya S	Intern	<u>Priya</u>
09	vaybase vidya	Intern	<u>Vidya</u>
10	Peethi Kalleasani	Intern	<u>Peethi</u>
11	Bartake Rohini.R.	Intern	<u>Rohini</u>
12	Bhagat Pooja G	Intern	<u>Bhagat</u>
13	chavan Neha N.	Intern	<u>Neha</u>
14	Dad Shweta .R	Intern	<u>Shweta</u>
15	Deshmukh Yashwant B.	Intern	<u>Yashu</u>
16	Dhir Pooja R	Intern	<u>Pooja</u>
17	Shital kale	Intern	<u>Shital</u>
18	Nagare kiran	Intern	<u>Kiran</u>
19	Jyoti Garad	Intern	<u>Jyoti</u>
20	mote Dipali	Intern	<u>Dipali</u>
21	kadam sonali	Intern	<u>Sonali</u>
22	asandra shanati	Intern	<u>Shanati</u>
23.	Jaiswal Dinesh	Intern	<u>JP.</u>

MIDSR DENTAL COLLEGE & HOSPITAL, LATUR.

Department of Periodontics

Learn to Earn – Value Added Course

Attendance Record 2017

Sr. No.	Name of Student/Faculty	Year	Signature
24	Paiwar pooja	Intern	<u>Pooja</u>
25	Pethe Neha	Intern	<u>Neha.</u>
26	Doljale swati	Intern	<u>Swati</u>
27	shital kale	Intern	<u>shital</u>
28	Dongre shital B.	Intern	<u>shital</u>
29	Patil shwiti	Intern	<u>shwiti</u>
30	Harnale kiran	Intern	<u>kiran</u>
31	Gomare Akshay	Intern	<u>Akshay</u>
32	Kale Dinega	Intern	<u>Dinega</u>
33	Rajbhos Rupali	Intern	<u>Rupali</u>
34	sarda Ashish	Intern	<u>Ashish</u>
35	Joshi Ankita V.	Intern	<u>Ankita</u>
36	Latpate Deepawali	Intern	<u>Deepa</u>
37	Jyoti karad	Intern	<u>Jyoti</u>
38	Munde sindhu tal B	Intern	<u>Munde</u>
39	Kalandat Ganesh L.	Intern	<u>Ganesh</u>
40	langide Pooja	Intern	<u>Pooja</u>
41	Lumate Neha.	Intern	<u>Neha</u>
42	shaikh Asiya	Intern	<u>Asiya</u>
43	kale pranoti.	Intern	<u>Pranoti</u>
44	Kadam Pradnya	Intern	<u>Pradnya</u>
45	Khan Asiya S.	Intern	<u>Asiya</u>
46	Nagare Kiran	Intern	<u>Kiran</u>

MIDSR DENTAL COLLEGE & HOSPITAL , LATUR.

Department of Periodontics

Learn to Earn – Value Added Course

Attendance Record 2017

Sr. No.	Name of Student/Faculty	Year	Signature
47	Tidke Rutuja	Intern	<u>Rutuja</u>
48	Katkar Amol	Intern	<u>Amol</u>
49	Chavan Neha	Intern	<u>Neha</u>
50	Azra Sameer	Intern	<u>Azra</u>
51	Kadim Sonali	Intern	<u>Sonali</u>
52	Bhule Snehalata	Intern	<u>Snehal</u>
53	Singh Smriti	Intern	<u>Smriti</u>
54	Chopra Shrikumar	Intern	<u>Shrikumar</u>
55	Kendre Priti	Intern	<u>Priti</u>
56	Bur Snehatej	Intern	<u>Bur</u>
57	Bhagat Pooja	Intern	<u>Pooja</u>
58	Lalare Shrawa	Intern	<u>Shrawa</u>
59	Utage Anuja	Intern	<u>Anuja</u>
60	Ganore Akshay	Intern	<u>Akshay</u>
61	Dangre Mitul	Intern	<u>Mitul</u>
62	Dhir Pooja	Intern	<u>Pooja</u>
63	Chamla Nilhil	Intern	<u>Nilhil</u>
64	Dohifode Swati	Intern	<u>Swati</u>
65	Murukh Kajal	Intern	<u>Kajal</u>
66	Poliphade Swati	Intern	<u>Swati</u>
67	Shandge Nikita	Intern	<u>Nikita</u>
68	Bur Sneha	Intern	<u>Sneha</u>
69	Shinde Himu	Intern	<u>Himu</u>

MIDSR DENTAL COLLEGE & HOSPITAL, LATUR.

Department of Periodontics

Learn to Earn – Value Added Course

Attendance Record 2017

Sr. No.	Name of Student/Faculty	Year	Signature
70	Sauvette Sadhana	Intern	Sadhana
71	Sankanti P.	Intern	Sankanti P.
72	Sayed Sumera	Intern	Sayed
73	Shruthi Meema.	Intern	Meema
74	Sayed Nida	Intern	Nida
75	Kadam Shamratha	Intern	Keela
76	Ashvini Borkar	Intern	Ashwin
77	Jadhav Sneha	Intern	Sneha
78	Dr. Shital Nagima	Faculty	Nagima
79	Dad Shweta	Intern	Shweta
80	Dr. Sheha Khanapure	Faculty	Sheha
81	Kharolkar Pooja	Intern	Pooja
82	Kadam Varsha	Intern	Varsha
83	Dr. Ashwini Khandare	Faculty	Khandare
84	Mukhopadhyay Praveen	Intern	Praveen
85	Dr. Gauri M. Ugale	Faculty	Ugale
86	Dr. Varsha Sangale	Faculty	Varsha
87	Shalich Asmaran	Intern	AS
88	Dr. Sheha Khanapure	Faculty	Sheha
89	Dr. Shital Nagima	Faculty	Nagima
90	Bhrajnar Avinash	Intern	Avinash
91	Mate Shital	Intern	Mate
92	Mate Dipankar	Intern	Mate



**MAEER'S PUNE
MIDSR DENTAL COLLEGE &
HOSPITAL, LATUR.**



DEPARTMENT OF PERIODONTICS

LEARN TO EARN = PRACTICE MANAGEMENT COURSE

9th and 10th January 2017

This is to certify that _____ has
completed the practice management course.

Principal
MIDSR Dental college

HOD
Dept of Periodontics

Course completion certificate



Head of Department
Department of Periodontics

H.O.D.
Dept. Of Periodontics
M.I.D.S.R. Dental College, LATUR