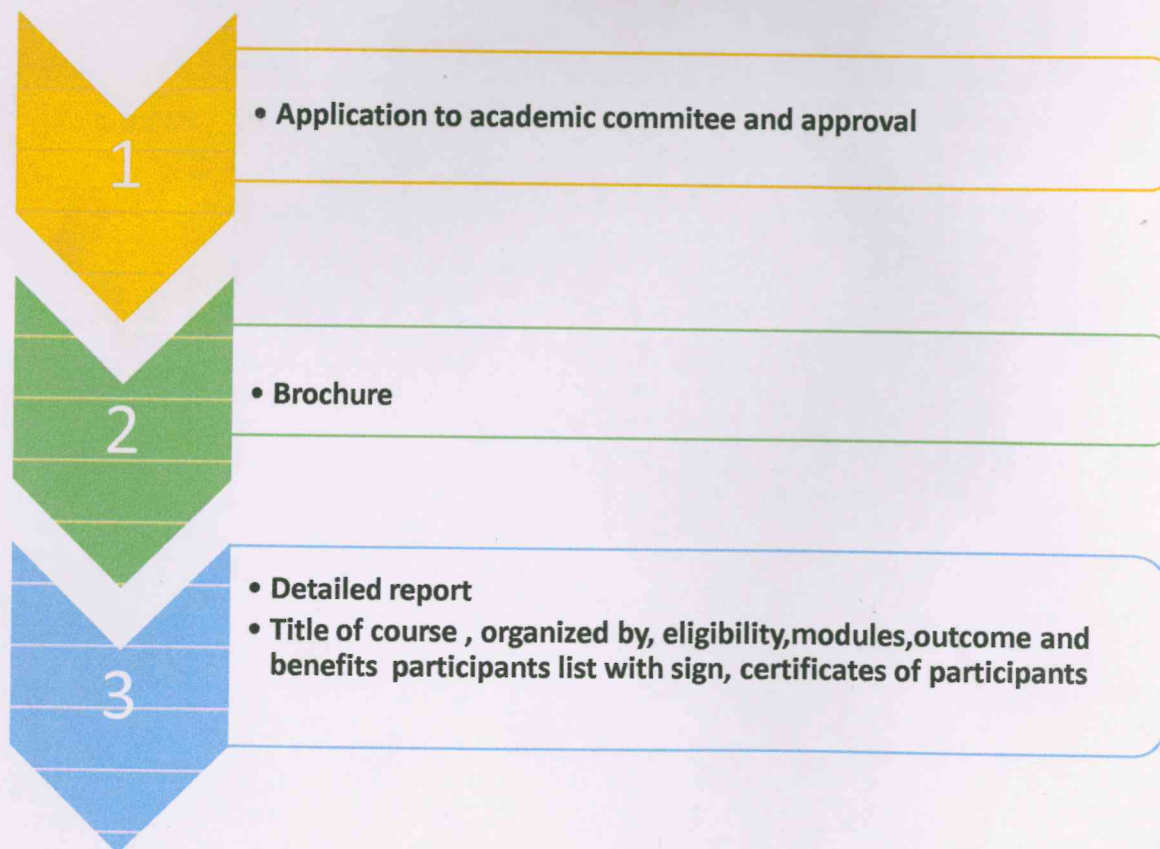


LEARN TO EARN-PRACTICE MANAGEMENT' course report includes



2nd Jan 2018

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 4th and 5th Jan 2018 as scheduled and mentioned in the brochure.

Kindly give approval for the same.

Yours Faithfully


Head of Dept.

H.O.D.

Dept. Of Periodontics
Dept. of Periodontics.

AA

- Submit with all concerned details



MAEER'S PUNE
MAHARASHTRA INSTITUTE OF DENTAL SCIENCES
AND RESEARCH, LATUR



LEARN TO EARN

VALUE ADDED COURSE

ORGANIZED BY - DEPARTMENT OF PERIODONTICS

DURATION - 16 HOURS
DATE - 4th & 5th JAN 2018
VENUE - LECTURE HALL 1
COURSE FEES - FREE OF
COST
ELIGIBILITY - INTERNS, POST
GRADUATES, STAFF &
OTHER FACILITIES



ORGANIZING MEMBER
DR GAURUGALE

SPEAKER
DR VISHNUJAS BHANDARI

ORGANIZING MEMBER
DR RAGHAVENDRA METRI

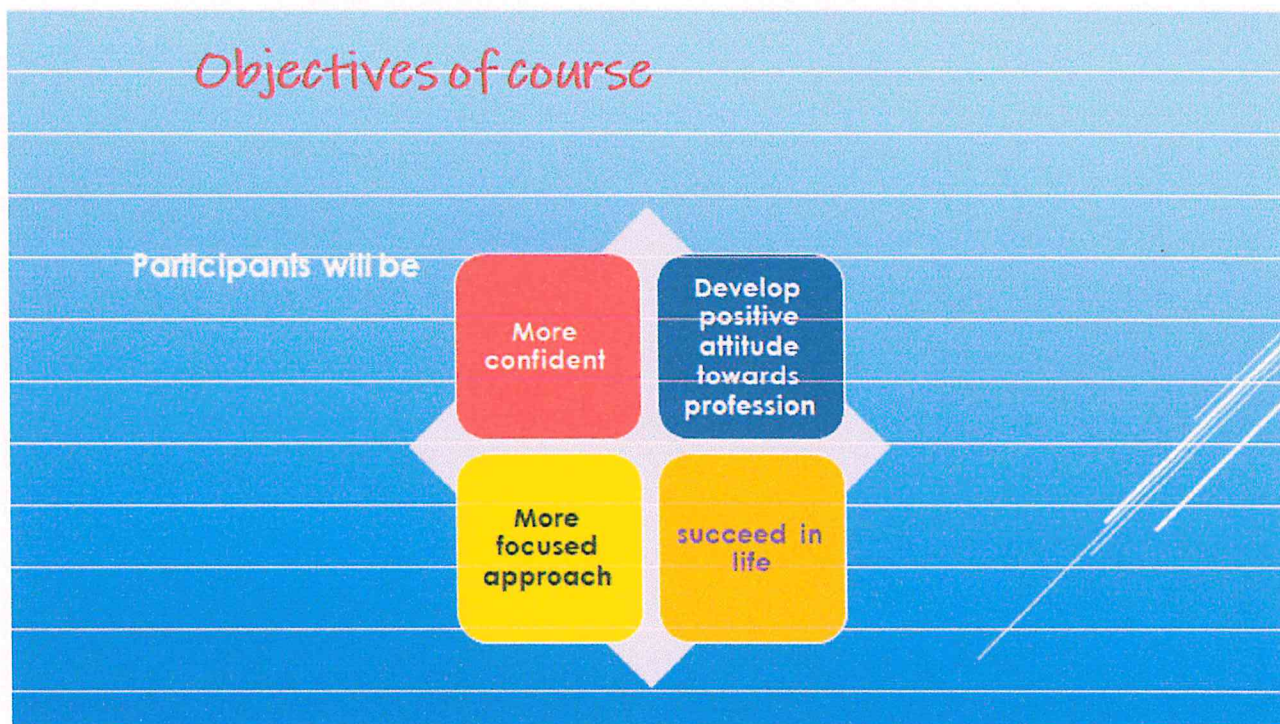
- MODULE 1- a) BDS scenario today
b) Soft skill and domain skill
c) SWOT analysis
d) Self image and goal setting

- MODULE 2 - a) Presentation skill
b) Time management
c) To avoid competition be different
d) Add value

- MODULE 3 - a) Marketing strategies
b) Price objections and negotiations
c) Upgradation of clinic

- MODULE 4 - a) Financial management
b) Develop good habit
c) Delegation





Introduction

This **Practice Management Course** was offered by MIDSAR 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 this questions you need to attend this course.

Objectives of the Training:

- To teach soft skills needed for running practice.
- To give knowledge about how our clinic ambience, staff presentation will grow practice.
- To teach how dressing of doctor and staff matters in practice growth.
- 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

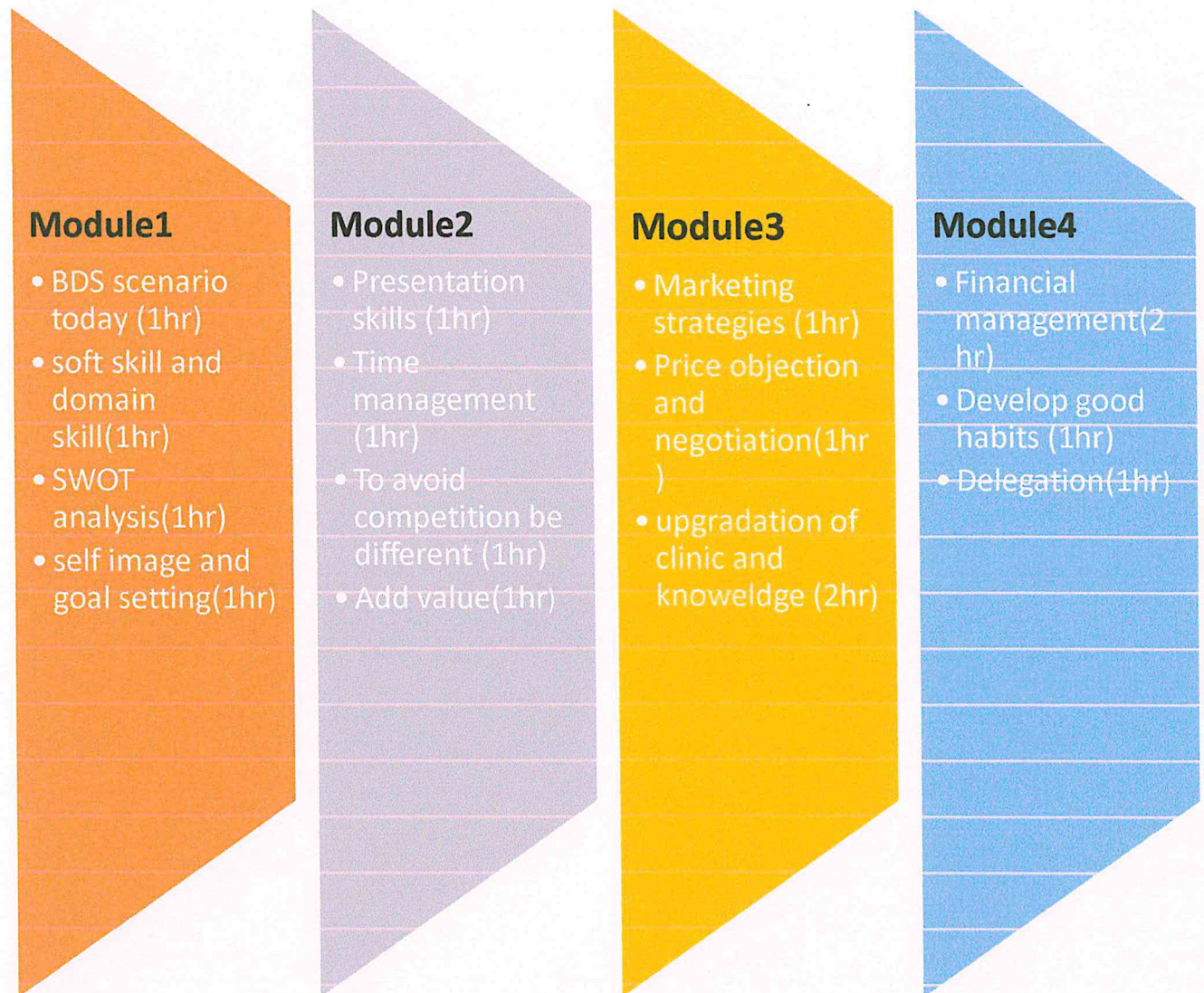
staff-teaching and non-teaching staff

other faculties

COURSE SCHEDULE – It comprised of four modules of four hours each within stipulated time period of two days. Course was held on **4 and 5 JAN 2018**. A variety of learning resources were utilized in terms of lectures with power point presentation & videos.

COURSE FEES: It was free

COURSE DETAILS:



LEARNING OUTCOMES

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 **4 and 5 JAN 2018**.

The course was held in the main lecture hall, and was attended by 69 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. Amol Doifode , Dr.Vishnudas Bhandari, Dr.Gauri Ugale,Dr.Raghavendra Metri, Dr. Mukesh Aradle, Dr.Sandeep Fere and Dr. Sheetal Wagh 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 2018

Sr. No.	Name of Student/Faculty	Year	Signature
1	Jain Bhumika	Intern	<u>Bhumika</u>
2.	Jagdale Shyom	Intern	<u>Shyom</u>
3.	Gupta Ishita	Intern	<u>Ishita</u>
4.	Dhele Nihal	Intern	<u>Nihal</u>
5	Tattapure Aparna	Intern	<u>Aparna</u>
6	Sanwane Pooja	Intern	<u>Pooja</u>
7	Apoorva Datal	Intern	<u>Apoorva</u>
8	Tambolkar Rajeshwari	Intern	<u>Rajeshwari</u>
9	Biyani Shivani	Intern	<u>Shivani</u>
10	Tookose Pooja	Intern	<u>Pooja</u>
11	Thakre Pooja	Intern	<u>Pooja</u>
12	Gugale Riya	Intern	<u>Riya</u>
13	Derhane sukanya	Intern	<u>Sukanya</u>
14	Dodai ADITI	INTERN	<u>Adi</u>
15	Aitalwad shital	Intern	<u>Shital</u>
16	Aboli makrand	intern	<u>Makrand</u>
17	Tawde Tejaswini	Intern	<u>Tejaswini</u>
18	Grundale Swapnali	Intern	<u>Swapnali</u>
19	mame nishigamaha.	Intern.	<u>MN</u>
20	Aasa Tamboli	Intern	<u>Aasa</u>
21	Magar Bhole	Intern	<u>Bhole</u>
22	Swati lakshmi M. Nesi	Intern	<u>Swati</u>
23	Isthalkar ketki	Intern	<u>Ketki</u>

MIDSR DENTAL COLLEGE & HOSPITAL , LATUR.

Department of Periodontics

Learn to Earn – Value Added Course

Attendance Record 2018

Sr. No.	Name of Student/Faculty	Year	Signature
24	Geerjya Maithali	Intern	<u>Maithali</u>
25	Joshi SUYASH	INTERN	<u>Suyash</u>
26	Dharmadhikari Abhishek	Intern	<u>Abhishek</u>
27	Kadam Pradnya	Intern	<u>Pradnya</u>
28	AYESHA SIDDIQUA	Intern	<u>Asu</u>
29	chidambaram Geetha	Intern	<u>Geetha</u>
30	chinchansuza Pranati S.	Intern	<u>Pranati</u>
31	Ajane Pranita	Intern	<u>Pranita</u>
32	Sandhya Patil	Intern	<u>Patil</u>
33	Nidhi Kaushal	Intern	<u>Dull</u>
34	Kendre Amruta	Intern	<u>KA</u>
35	Patil Karishma	Intern	<u>Patil</u>
36	Aade Sneha	Intern	<u>AS</u>
37	fochana Fakh	Intern	<u>Fakh</u>
38	Pradnya Patil	Intern	<u>Pradnya</u>
39	Ausarmal Vishwajeet	Intern	<u>Vishwajeet</u>
40	Kamble Suhag	Intern	<u>Suhag</u>
41	Shagwan Nikita	Intern	<u>Nikita</u>
42	snehala pinate	Intern	<u>Snehala</u>
43	Birajdat sneha	Intern	<u>Sneha</u>
44	Manoj Paichange	Intern	<u>Manoj</u>
45	Ruchit Aishwarya	Intern	<u>Ruchit</u>
46	Dhamale Mittal	Intern	<u>D.S</u>

MIDSR DENTAL COLLEGE & HOSPITAL, LATUR.

Department of Periodontics

Learn to Earn – Value Added Course

Attendance Record 2018

Sr. No.	Name of Student/Faculty	Year	Signature
47	CHAVAN SHRADDHA	INTERN	Shd
48	Daware shubhangis.	Intern	D. shubhangis.
49	Deshmukh mahesh	Intern	Mahesh
50	#mineet Kaul	Intern	MK
51	Maadhavi Limbitote	Intern	Maadhavi
52	Akshay Munde	Intern	Akshay
53	Reddy Kalyani	Intern	Kalyani
54	Ketaki Patil	Intern	Ketaki
55	Shikshette Manu	Intern	Manu
56	Deshmukh Tejaswini	Intern	Tejaswini
57	Laturia Radhika	Intern	Radhika
58	wagmare subhrita	Intern	Subhrita
59	Tawade Shrutika	Intern	Shrutika
60	Shriknisha Munde	Intern	Shriknisha
61	DIPTI SUBHEDR	Intern	Dipti
62	sagar Narayankar	Intern	Sagar
63	Ayesha Ramnani	Intern	Ayesha
64	Waghmare Pradya	Intern	Pradya
65	sunjawanishi shubhangi	Intern	Shubhangi
66	Shailish Swami	Intern	Shailish
67	shinde Pallavi	Intern	Pallavi
68	Kotalwar Vaishnavi	Intern	Vaishnavi
69	Pinare snehal	Intern	Snehal



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



DEPARTMENT OF PERIODONTICS

LEARN TO EARN - PRACTICE MANAGEMENT COURSE

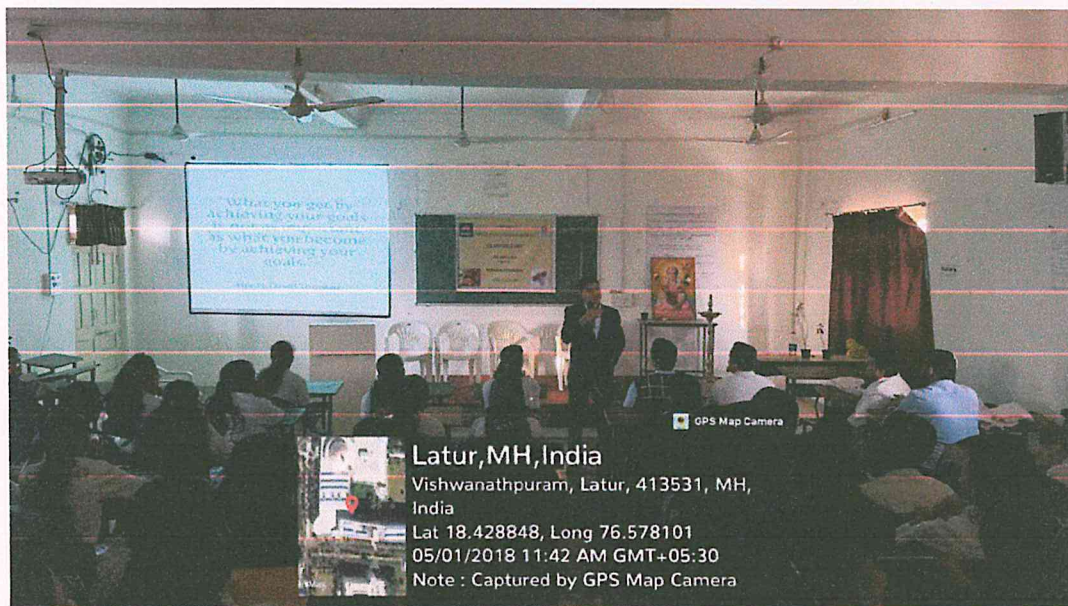
4th and 5th January 2018

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