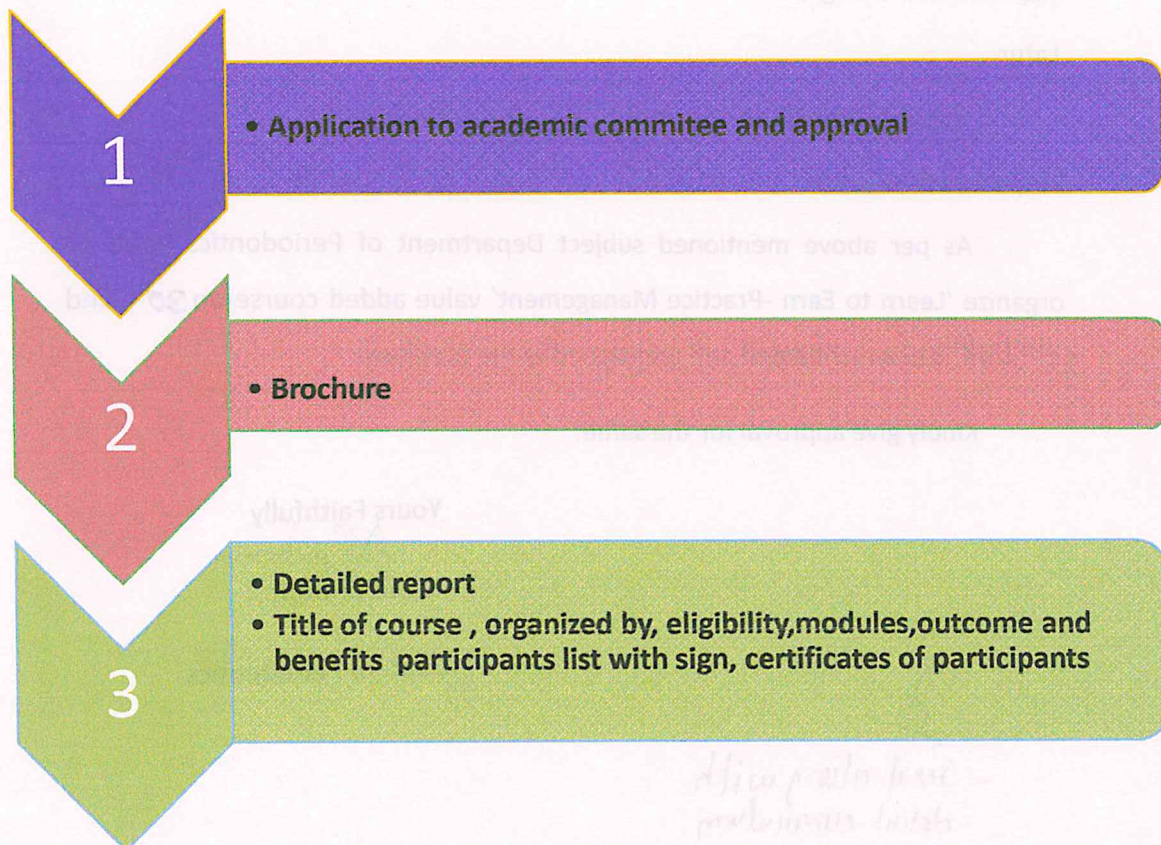


LEARN TO EARN-PRACTICE MANAGEMENT' course report includes





28th Dec. 2019

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 30th and 31st Dec 2019 as scheduled and mentioned in the brochure.

Kindly give approval for the same.

Yours Faithfully

Head of Dept.

H.O.D.
Dept. of Periodontics

- Send along with
detail curriculum

28th Dec 2019

To,

The chairman,

Academic committee,

MIDSR Dental College

Latur

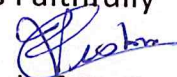
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Head of Dept.

H.O.D.

Dept. of Periodontics
M.I.D.S.R. Dental College, Latur

A
submit along with
course report



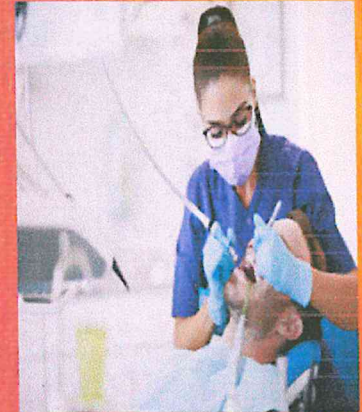
MAEERS PUNE
 MAHARASHTRA INSTITUTE OF DENTAL SCIENCES AND RESEARCH, LATUR



LEARN TO EARN

VALUE ADDED COURSE
 ORGANIZED BY - DEPARTMENT OF
 PERIODONTICS

DURATION - 16 HOURS
 DATE - 30 & 31 DEC 2019
 VENUE - LECTURE HALL 1
 COURSE FEES - FREE OF COST
 ELIGIBILITY - INTERNS, POST GRADUATES
 STAFF & OTHER FACILITIES



ORGANIZING MEMBER
 DR. GAURI UGALE

SPEAKER
 DR. VISHNUDAS BHANDARI

ORGANIZING MEMBER
 DR. RAGHAVENDRA METRI

This Practice Management Course was offered by MIDSR College Latur



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

Different marketing strategies for practice growth and many more.

All business have only 50 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

Objectives of course

Participants will be



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 were:

- 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 WAS

- All Interns and Post Graduate Students

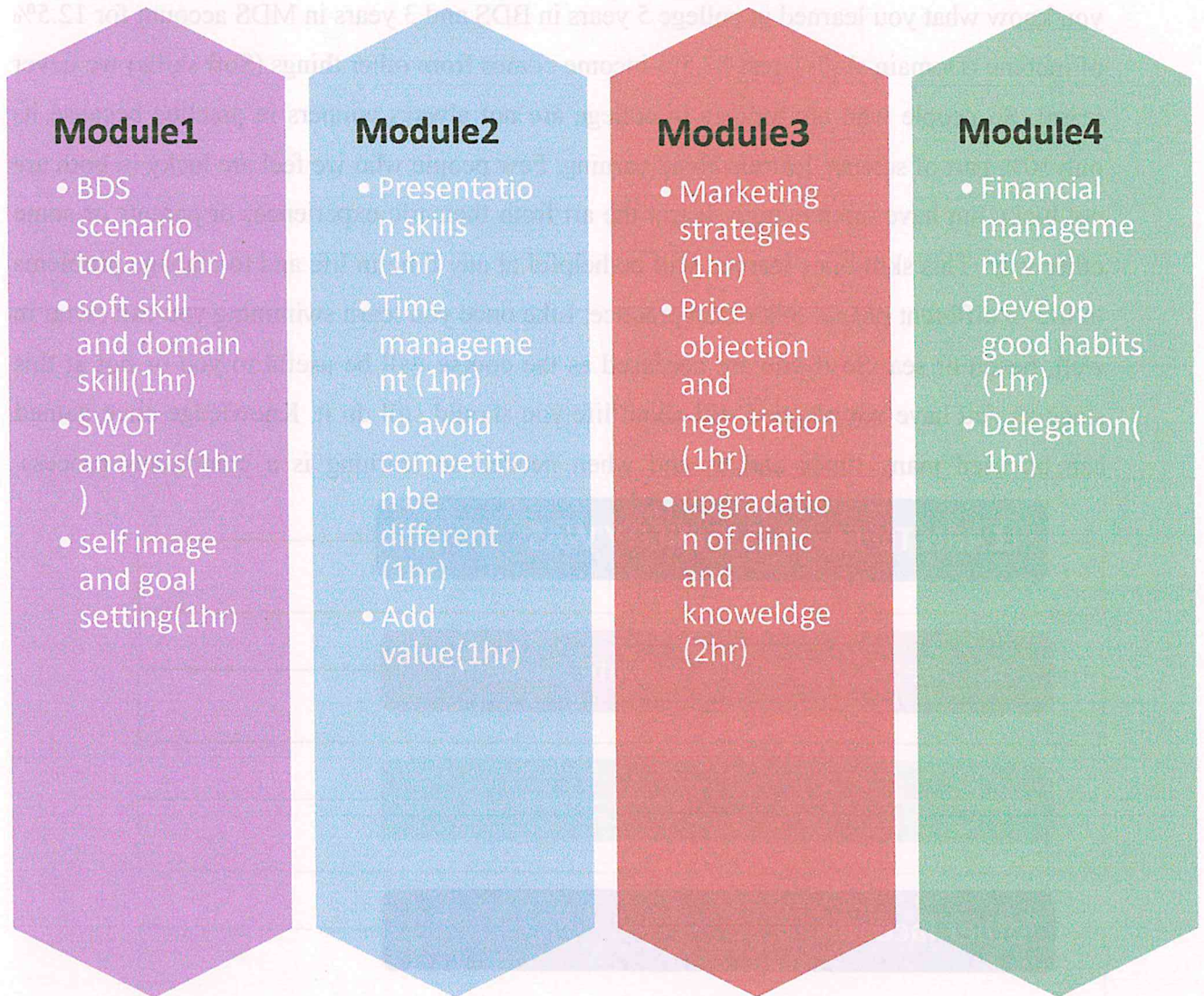
staff

other faculties

COURSE SCHEDULE – It comprised of four modules of four hours each within stipulated time period of two days. Course was conducted by 30 & 31 Dec 2019. A variety of learning resources were utilized in terms of lectures with power point presentation & videos.

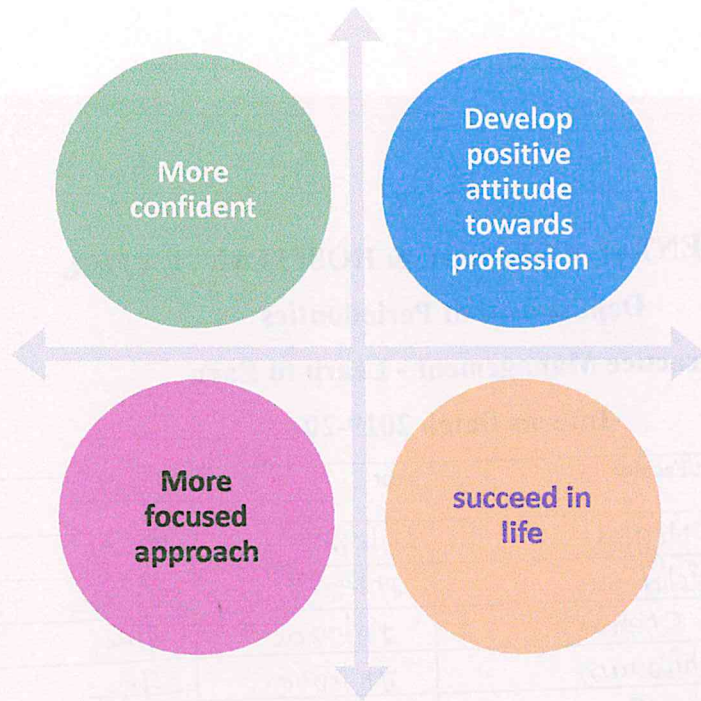
COURSE FEES: IT WAS FREE

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 30 & 31 Dec 2019. The course was held in the main lecture hall, and was attended by 32 participants in total comprising of post graduate students and staff. Here the course began with an 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. Mukesh Aradle, Dr. Poonam Kedar were present. The chief guest Dr. Suresh Kamble was felicitated by Dr. Vishnudas Bhandari with a 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.

List of Participants :

MIDSR DENTAL COLLEGE & HOSPITAL , LATUR.

Department of Periodontics

Practice Management - Learn to Earn

Interns Batch 2019-20

| Sr. No. | Name of Student/Faculty | Year | Signature |
|---------|-------------------------|---------|-----------|
| 1. | Agarwal Megha | Intern | Megha |
| 2. | Alant Disha | Interns | Disha |
| 3. | Aswale Sheba | Interns | Sheba |
| 4. | Aswale Shwanti | Interns | Shwanti |
| 5. | Barkh Atulfa | Interns | Barkh |
| 6. | Basbole Nikita | Intern | Nikita |
| 7. | Bhatnagar Anuja | Intern | Anuja |
| 8. | Bhatt Dhvani | Intern | Dhvani |
| 9. | Bhutade Pooja | Intern | Pooja |
| 10. | Biswas Samrat | Intern | Samrat |
| 11. | Bisole Chaitanya | Intern | Chaitanya |
| 12. | Chalwad Prizanka | Intern | Prizanka |
| 13. | Chalwade Sayali | Intern | Sayali |
| 14. | Chavale Pooja | Intern | Pooja |
| 15. | Chavan Rutuja | Intern | Rutuja |
| 16. | Chidambaram Prizanka | Intern | Prizanka |
| 17. | Dawre Sayam | Intern | Sayam |
| 18. | Dasak Devadine | Intern | Devadine |
| 19. | Deshmukh Rutuja | Intern | Rutuja |
| 20. | Deshmukh Shwanti | Intern | Shwanti |
| 21. | Dhondraji Ashwini | Intern | Ashwini |
| 22. | Dhruv Prashant | Intern | Prashant |
| 23. | Ganikwad Nikita | Intern | Nikita |
| 24. | Ganbhutade Pallvi | Intern | Pallvi |

MIDSR DENTAL COLLEGE & HOSPITAL , LATUR.

Department of Periodontics

Practice Management - Learn to Earn

Interns Batch 2019-20

| Sr. No. | Name of Student/Faculty | Year | Signature |
|---------|-------------------------|---------|-----------|
| 1. | Agarwal Megha | Interns | Megha |
| 2. | Alant Disha | Interns | Disha |
| 3. | Aswale Shreyas | Interns | Shreyas |
| 4. | Aswale Shweta | Interns | Shweta |
| 5. | Barksh Atul | Interns | Barksh |
| 6. | Barbole Nikita | Interns | Nikita |
| 7. | Bhatani Anuja | Interns | Anuja |
| 8. | Bhatt Dhvani | Interns | Dhvani |
| 9. | Bhutade Pooja | Interns | Pooja |
| 10. | Bisgadan Sambal | Interns | Sambal |
| 11. | Birole Chaitanya | Interns | Chaitanya |
| 12. | Chalwad Priyanka | Interns | Priyanka |
| 13. | Chalwade Sayali | Interns | Sayali |
| 14. | Chavale Pooja | Interns | Pooja |
| 15. | Chavan Rutuja | Interns | Rutuja |
| 16. | Chiddarwar Pooja | Interns | Pooja |
| 17. | Dawde Sayali | Interns | Sayali |
| 18. | Dasuk Devadine | Interns | Devadine |
| 19. | Deshmukh Rutuja | Interns | Rutuja |
| 20. | Deshmukh Shweta | Interns | Shweta |
| 21. | Dhondapur Ashwini | Interns | Ashwini |
| 22. | Dhumal Pooja | Interns | Pooja |
| 23. | Gaunwad Nikita | Interns | Nikita |
| 24. | Gaunwad Pooja | Interns | Pooja |

| Sr. No. | Name of Student/Faculty | Year | Signature |
|---------|--------------------------------------|---------|------------------|
| 25. | Utholap Aishwarya | Intern. | <u>Aishu</u> |
| 26. | Nadhe Nivedita Utholap | Intern | <u>Nivedita</u> |
| 27. | Mirva Anjali | Intern. | <u>Anjali</u> |
| 28. | Ingle sneha | Intern | <u>Sneha</u> |
| 29. | Ingle Namrata | Intern | <u>Namrata</u> |
| 30. | Jpper. Sayali | Intern | <u>Sayali</u> |
| 31. | Jadhav Apakshar | Intern | <u>Apakshar</u> |
| 32. | Jadhav Rinku | Intern. | <u>Rinku</u> |
| 33. | Jadhav sneha | Intern. | <u>Sneha</u> |
| 34. | Jadhav shreyas | Intern. | <u>Shreyas</u> |
| 35. | Jivane Rutuja | Intern | <u>Rutuja</u> |
| 36. | Kabra Sakshi | Intern | <u>Sakshi</u> |
| 37. | Kasate Apoorva | Intern | <u>Apoorva</u> |
| 38. | Kawale Twarita | intern | <u>Twarita</u> |
| 39. | Kendze Nikita | Intern | <u>Nikita</u> |
| 40. | Kendze Umesh | Intern | <u>Umesh</u> |
| 41. | Khairnar Shreya | Intern | <u>Shreya</u> |
| 42. | Kombekar Pratiksha | Intern | <u>Pratiksha</u> |
| 43. | Kulakarni Pooja | Intern | <u>Pooja</u> |
| 44. | Kunchange Santoshi | Intern | <u>Santoshi</u> |
| 45. | Late Pratiksha | Intern | <u>Pratiksha</u> |
| 46. | mane monika | Intern | <u>Monika</u> |
| 47. | Mantri Shreya | Intern | <u>Shreya</u> |
| 48. | Mure Asmita | Intern. | <u>Asmita</u> |
| 49. | Nitave Sharvari | Intern. | <u>Sharvari</u> |
| 50. | Patwal Dhanashru | Intern | <u>Dhanashru</u> |
| 51. | Patel Anshant | Intern | <u>Patel</u> |
| 52. | Patel Anruti | Intern | <u>Anruti</u> |
| 53. | Patil Swati | Intern. | <u>Swati</u> |

| Sr. No. | Name of Student/Faculty | Year | Signature |
|---------|--------------------------|------------------|-------------------|
| 57 | Pawar Abhishek | Final | <u>Abhishek</u> |
| 58 | Pawar Nehal Sham | Final | <u>Nehal</u> |
| 58 | Raunqizala Fultan | Final | <u>Fultan</u> |
| 59 | Reddy Praunjav saunjan | Reddy | <u>Reddy</u> |
| 58 | Shaikh Adil Binaz | Final | <u>Adil Binaz</u> |
| 59 | Shaikh Afroz | Int | <u>Afroz</u> |
| 60 | Shinde Dipali | Int | <u>Dipali</u> |
| 61 | Shinde Neha | Int | <u>Neha</u> |
| 62 | Soni Vaishnavi . P . | Int | <u>Soni</u> |
| 63 | Tambeshuti | Int | <u>Shuti</u> |
| 64 | White Sandhya P. | Int | <u>White</u> |
| 65 | Pillu Pranav P. | Int | <u>Pillu</u> |
| 64 | Vaishya Ayushi A | Int | <u>Vaishya</u> |
| 65 | WARAI SHITAL S. | Int | <u>Warai</u> |
| 66 | Yelale Apekshad | Int | <u>Yelale</u> |
| 67 | Dr. Trupti Urif | pg. | <u>Trupti</u> |
| 68 | Dr. Vrushali Kauthol | pg. | <u>Vrushali</u> |
| 69 | Dr. Amalpreet Kaur Tulya | pg. | <u>Amalpreet</u> |
| 70 | Dr. Saleem Khan | pg. | <u>Saleem</u> |
| 71 | Dr. Fatima Pathan | pg. | <u>Fatima</u> |
| 72 | Dr. Smita Maibhalk | pg. | <u>Smita</u> |
| 73 | Dr. Shree Saunjan | pg. | <u>Shree</u> |
| 74 | Dr. Tanishka Mangum | pg. | <u>Tanishka</u> |
| 75 | Dr. Madhura Vaisnavi | pg. | <u>Madhura</u> |
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**MAEER'S PUNE
MIDSR DENTAL COLLEGE &
HOSPITAL, LATUR**

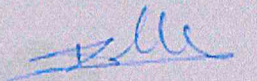



DEPARTMENT OF PERIODONTICS

LEARN TO EARN - PRACTICE MANAGEMENT COURSE

30th & 31st DEC 2019

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


Principal
MIDSR Dental college


HOD
Dept of Periodontics

Course completion certificate

Participants in the lecture


Head of Department
Dept. of Periodontology
H.O.D.
Dept. of Periodontology
MIDSR Dental College, Latour



Dr.Bhandari sir conducting module



Participants in the lecture


Head of Department
Dept. of Periodontology
H.O.D.
Dept. Of Periodontics
M.I.D.S.R. Dental College, LATUR