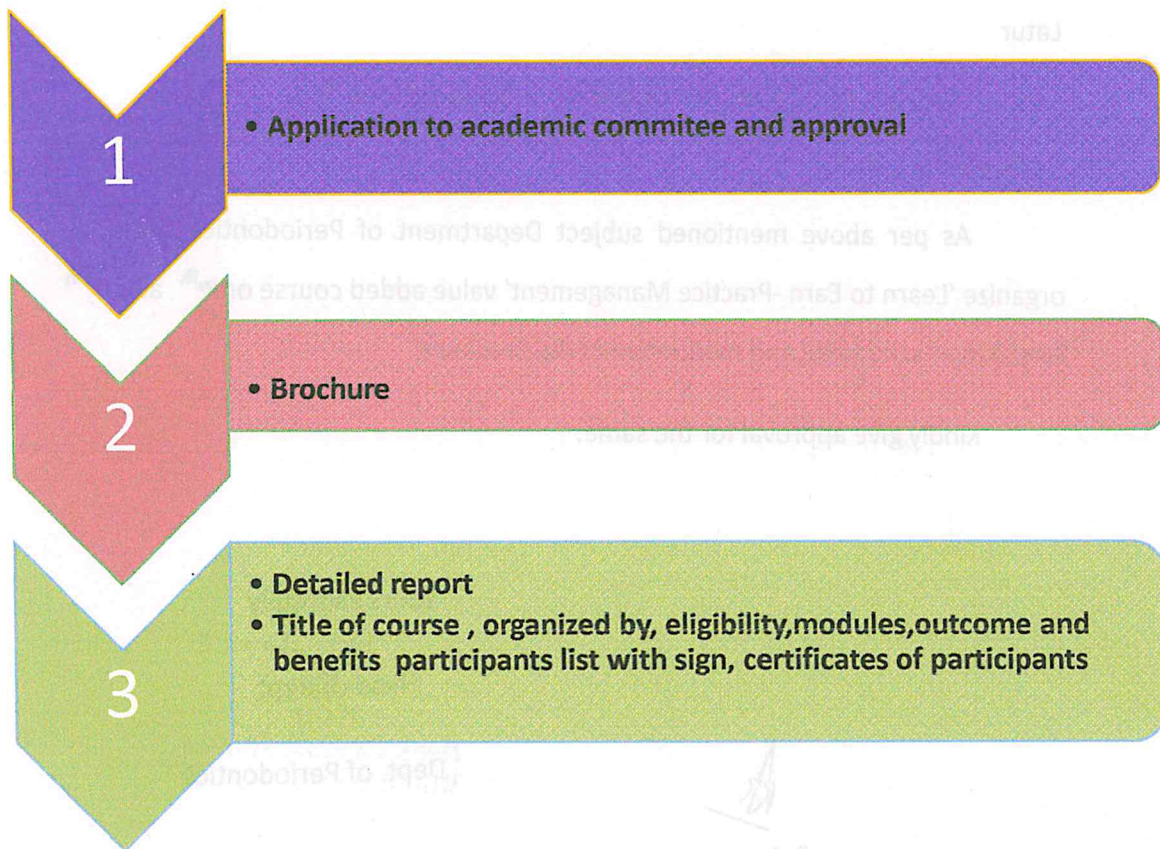


LEARN TO EARN-PRACTICE MANAGEMENT' course report includes



Handwritten signature and text:
- Submittal course
- Department of Periodontics



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 10th and 11th July 2020 as scheduled and mentioned in the brochure.

Kindly give approval for the same.

Yours Faithfully

[Signature]
Head of dept.
H.O.D.

Dept. Of Periodontics
Dept. of Periodontics

[Signature]
- Submit course
interimising in detail.

8th July 2020

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 10th and 11th July 2020 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 report



MDSR'S PUNE
MDSR DENTAL COLLEGE & HOSPITAL, LATUR.



LEARN TO EARN

VALUE ADDED COURSE
ORGANIZED BY - DEPARTMENT OF PERIODONTICS

DURATION -16 HOURS
DATE - 10 & 11 July 2020
VENUE - LECTURE HALL 1
COURSE FEE - FREE OF COST
ELIGIBILITY - INTERNS, POST
GRADUATES, STAFF & FACULTY



ORGANIZING MEMBER
DR. GAURI UGILE

SPEAKER
DR. VISHNUDAS BHANDARI

ORGANIZING MEMBER
DR. RAGHAVENDRA METRI

Introduction

This Practice Management Course was offered by MDSR College Latur.

Why are few people thriving in practice and few feel they have sunk in wrong

- > **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**



All business have only 30 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.

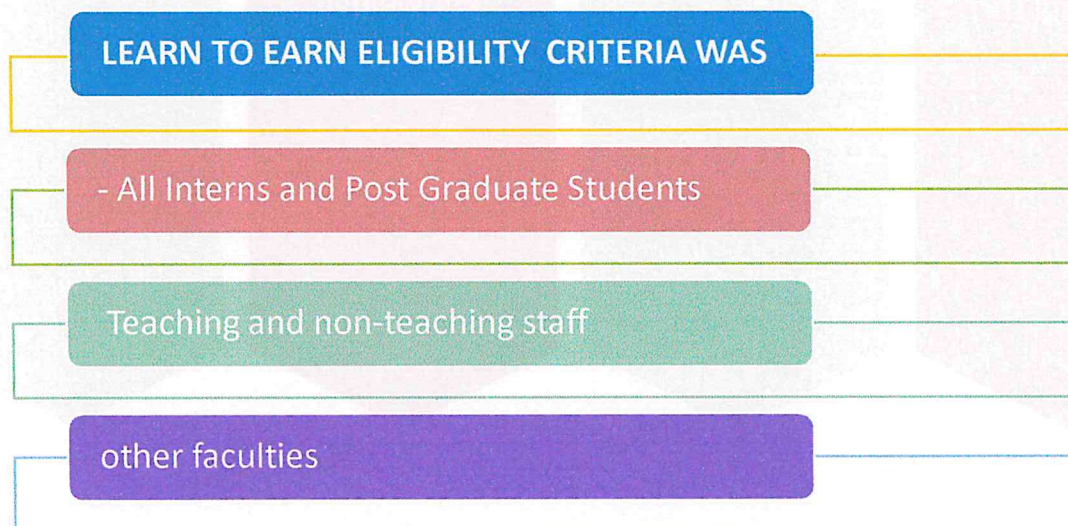
Why are few people roaring in practice and few feel they have stuck in wrong profession? Though people have same degrees and are in the same city and locality one grows and others only survive or perish? Why not all toppers in college are leading practitioners and most of people who are failures in college 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

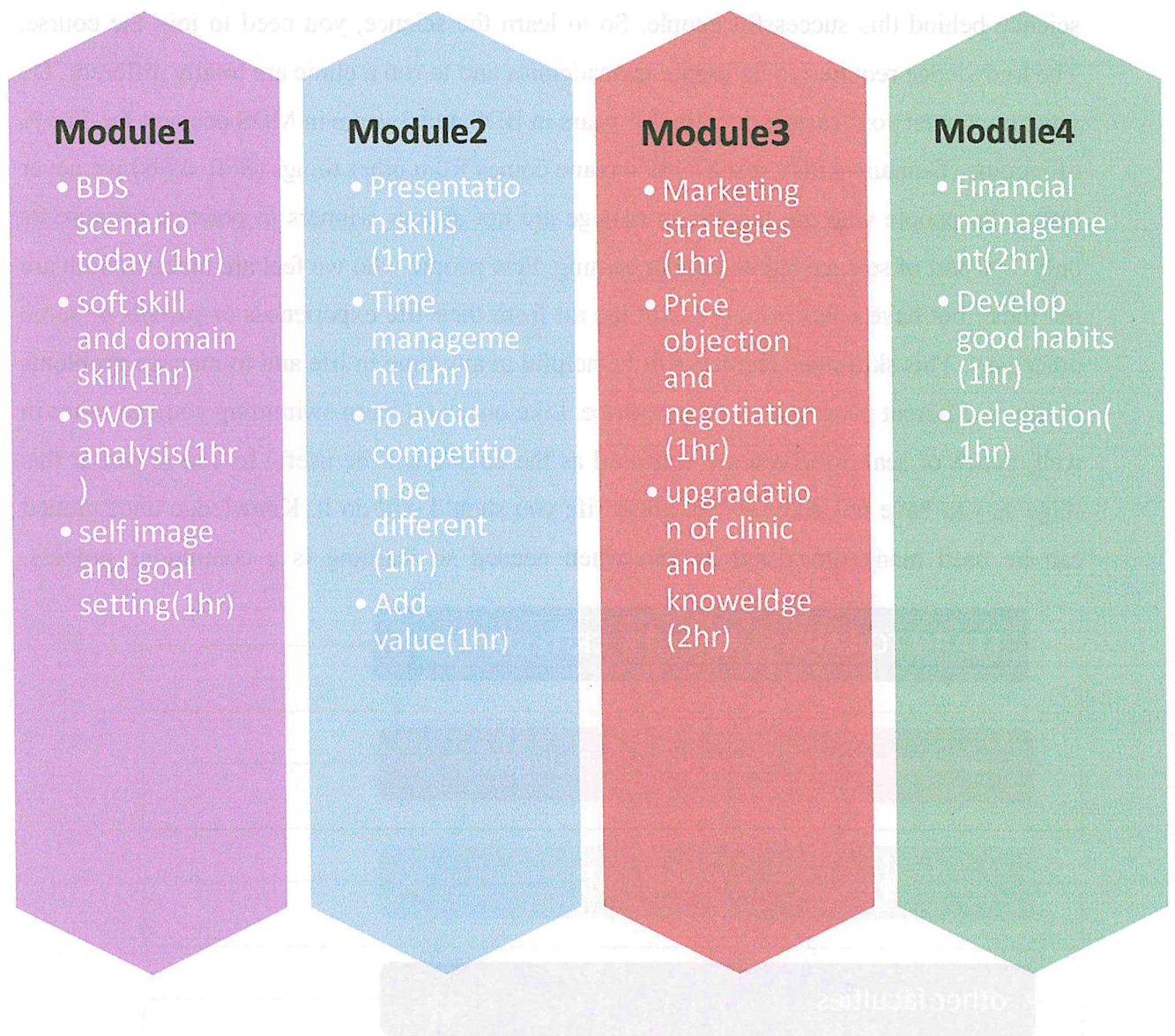
profession. So changing profession or cursing luck is not the solution. We have to learn the science behind this successful people. So to learn the science, you need to join the course. The knowledge required to be topper in academics and to run a clinic are totally different. Do you know what you learned 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.



COURSE SCHEDULE – It comprised of four modules of four hours each within stipulated time period of two days. Course was conducted by 10th & 11th July 2020. A variety of learning resources were utilized in terms of lectures with power point presentation & videos.

COURSE FEES: IT WAS FREE

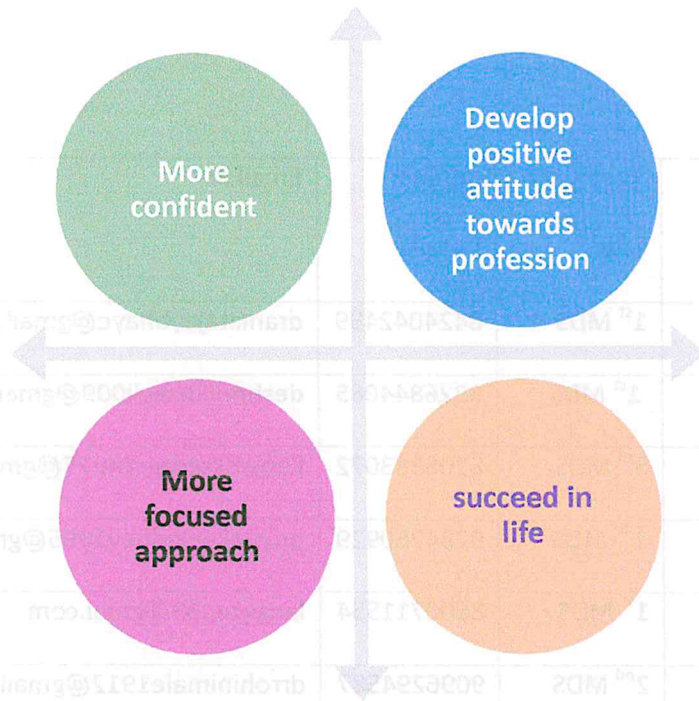
COURSE DETAILS:



LEARNING OUTCOMES

Participants Would be

COURSE DETAILS:



List of Participants

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

The course was conducted on **10th & 11th July 2020.**

The course was held in the main lecture hall, and was attended by 34 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. Mukesh Aradle, Dr. Poonam Kedar 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.

List of Participants

| SR NO | Name of students | Academic Year | Contact Details | Email id | |
|-------|------------------------|---------------------|-----------------|-------------------------------|-----------|
| 1. | Dr.Ankita Jaybhaye | 1 st MDS | 8424042499 | drankitajaybhaye@gmail.com | Ankita |
| 2. | Dr.Sayli Deshmukh | 1 st MDS | 9326844085 | deshmukhsayli009@gmail.com | Sayli |
| 3. | Dr.Kanishka Magdum | 3 rd MDS | 8208383072 | Kanishkamagdum77@gmail.com | Kanishka |
| 4. | Dr. Priyanka Jadhav | 2 nd MDS | 9284760929 | priyankapjadhav1995@gmail.com | Priyanka |
| 5. | Dr.Pooja Langote | 1 st MDS | 8600711554 | langotep33@gmai.com | Pooja |
| 6. | Dr.Rohini Male | 2 nd MDS | 9096294587 | drrohiniemale1912@gmail.com | Rohini |
| 7. | Dr.Khushbu Bezalwar | 2 nd MDS | 8390723270 | khushbubezalwar1726@gmail.com | Khushbu |
| 8. | Dr.Shital Nagime | 1 st MDS | 8180926414 | drshitalnb@gmail.com | Shital |
| 9. | Dr.Poonam Kande | 1 st MDS | 7028769108 | poonamkande292@gmail.com | Poonam |
| 10. | Dr.Anusha Math | 1 st MDS | 8788903301 | mathanusha18@gmail.com | Anusha |
| 11. | Dr.MayurDugad | 1 st MDS | 9511722944 | mayurdugad1@gmail.com | Mayur |
| 12. | Dr.Mayur Dugad | 1 st MDS | 9511722944 | mayurdugad1@gmail.com | Mayur |
| 13. | Dr.Ajay Sorate | 1 st MDS | 7666771657 | drajay@gmail.com | Ajay |
| 14. | Dr.PranotiChinchansure | 1 st MDS | 7756917434 | pranoti36@gmail.com | Pranoti |
| 15. | Dr.MinalSonare | 1 st MDS | 8856003220 | inalsonare1503@gmail.com | Minal |
| 16. | Dr.Samruddhi Danave | 1 st MDS | 9145516974 | samrudanve@gmail.com | Samruddhi |
| 17. | Dr.Jyotsna Chate | 1 st MDS | 9075215694 | chatej@gmail.com | Jyotsna |
| 18. | Dr.Akshay Khase | 1 st MDS | 9922319622 | Akshaykhase22@gmail.com | Akshay |
| 19. | Dr.Pooja Shelke | 1 st MDS | 7738691240 | Drpooja666@gmail.com | Pooja |
| 20. | Dr.Vaishali Chate | 1 st MDS | 9403519140 | vaishalichate@gmail.com | Vaishali |
| 21. | Dr.Shital Bade | 1 st MDS | 9763484804 | badeshital40@gmail.com | Shital |

| | | | | | |
|----|----------------------------|---------------------|------------|----------------------------|------------------|
| 21 | Dr. Shreeram Gidhwani | 1 st MDS | 8055152561 | gidhwanishreeram@gmail.com | <i>Shreeram</i> |
| 22 | Dr. Pratish Kawade | 1 st MDS | 8087820198 | pkawade7@gmail.com | <i>Pratik</i> |
| 23 | Dr. Madhura Vairagi | 3 rd MDS | 9619206574 | madhuravairagi@gmail.com | <i>Madhura</i> |
| 24 | Dr. Shruti Chandak | 2 nd MDS | 9420108003 | chandakshruti7@gmail.com | <i>Shruti</i> |
| 25 | Dr. Mahesh Choure | 2 nd MDS | 9623453244 | mahesh44km@gmail.com | <i>Mahesh</i> |
| 26 | Dr. Smita Warpe | 2 nd MDS | 8007366329 | warpesmita@gmail.com | <i>Smita</i> |
| 27 | Dr. Shreerang Sangle | 3 rd MDS | 9421990767 | sshri58@gmail.com | <i>Shreerang</i> |
| 28 | Dr. Swapnil Yadav | 3 rd MDS | 9730115994 | drswapnil_123@gmail.com | <i>Swapnil</i> |
| 29 | Dr. Pratiksha | 2 nd MDS | 9763456795 | prati.s13@gmail.com | <i>Pratiksha</i> |
| 30 | Dr. Vaibhav Ambashikhar | 3 rd MDS | 7021943840 | vaishalia@gmail.com | <i>Vaibhav</i> |
| 31 | Dr. Poonam Kedar | Staff | 7083616869 | poonamkedar0811@gmail.com | <i>Poonam</i> |
| 32 | Dr. Gauri Ugale | Staff | 9130009068 | ugalegauri@gmail.com | <i>Gauri</i> |
| 33 | Dr. Raghavendra Metri | Staff | 9765798877 | drmetriraghu@gmail.com | <i>Raghu</i> |
| 34 | Dr. Mukesh Aradle | Staff | 7588389620 | mukesharadle@gmail.com | <i>Mukesh</i> |

Course completion certificate



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



DEPARTMENT OF PERIODONTICS

LEARN TO EARN - PRACTICE MANAGEMENT COURSE

10th and 11th July 2020

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

Principal
MIDSR Dental college

HOD
Dept of Periodontics

Course completion certificate



Dr.Bhandari sir conducting



Dr.Bhandari sir giving brief outline of course



CHHH+86W, Vishwanathpuram, Latur, Maharashtra 413512, India

Latur
Maharashtra
India

2020-11-07(Sat) 09:32

Participants in lecture

Head of Department
Dept. of Periodontology

H.O.D.

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

Dr. Prasad is giving brief outline of course