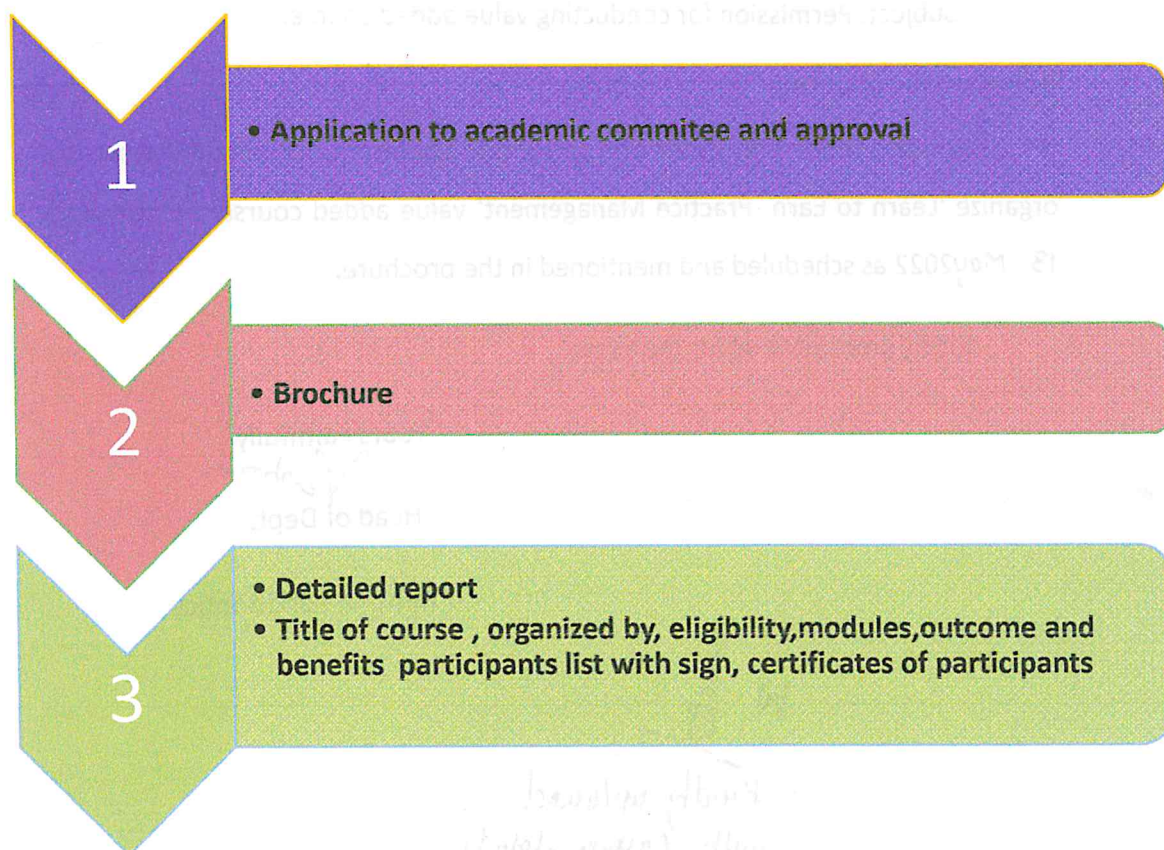


LEARN TO EARN-PRACTICE MANAGEMENT' course report includes



10th May 2022

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

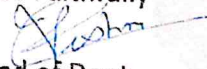
Subject: Permission for conducting value added course.

Respected Sir/Madam

As per above mentioned subject Department of Periodontics want to organize 'Learn to Earn -Practice Management' value added course on 12th and 13th May 2022 as scheduled and mentioned in the brochure.

Kindly give approval for the same.

Yours Faithfully


Head of Dept.

H.O.D.
Dept. of Periodontics

W A

Kindly uploaded
with course details.

10th May 2022

To,

The chairman,

Academic committee,

MIDSR Dental College

Latur

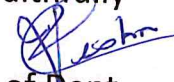
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Yours Faithfully



Head of Dept.

H.O.D.

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


Submit along with
course report

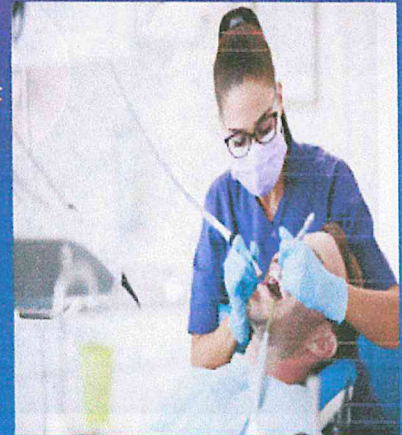


MAER'S PUNE
MIDSR DENTAL COLLEGE & HOSPITAL, LATUR.



LEARN TO EARN

VALUE ADDED COURSE
ORGANIZED BY - DEPARTMENT OF
PERIODONTICS



DURATION -16 HOURS
DATE - 12 May & 13 May 2022
VENUE - LECTURE HALL 1
COURSE FEE - FREE OF COST
ELIGIBILITY - INTERNS , POST
GRADUATES, STAFF & FACULTY

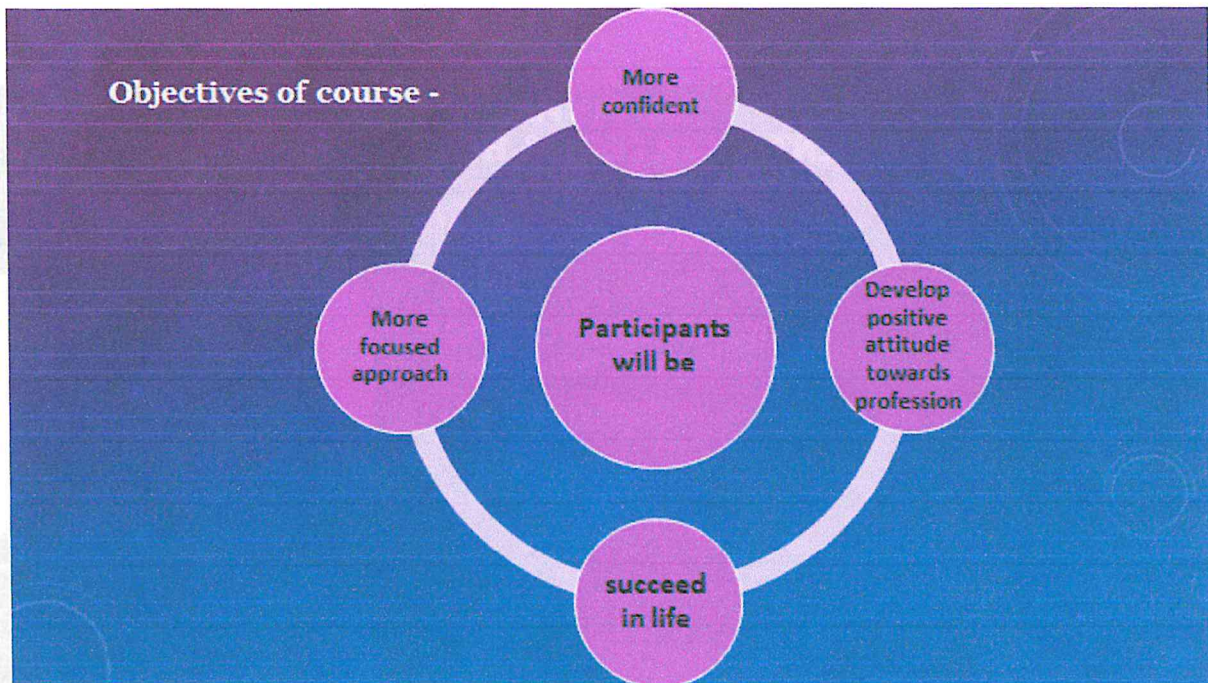
ORGANIZING
MEMBER
DR. GAURI UGILE

SPEAKER
DR. VISHNUDAS BHANDARI

ORGANIZING MEMBER
DR. RAGHAVENDRA METRI



- 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 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 CRITERIA WAS

- All Interns and Post Graduate Students

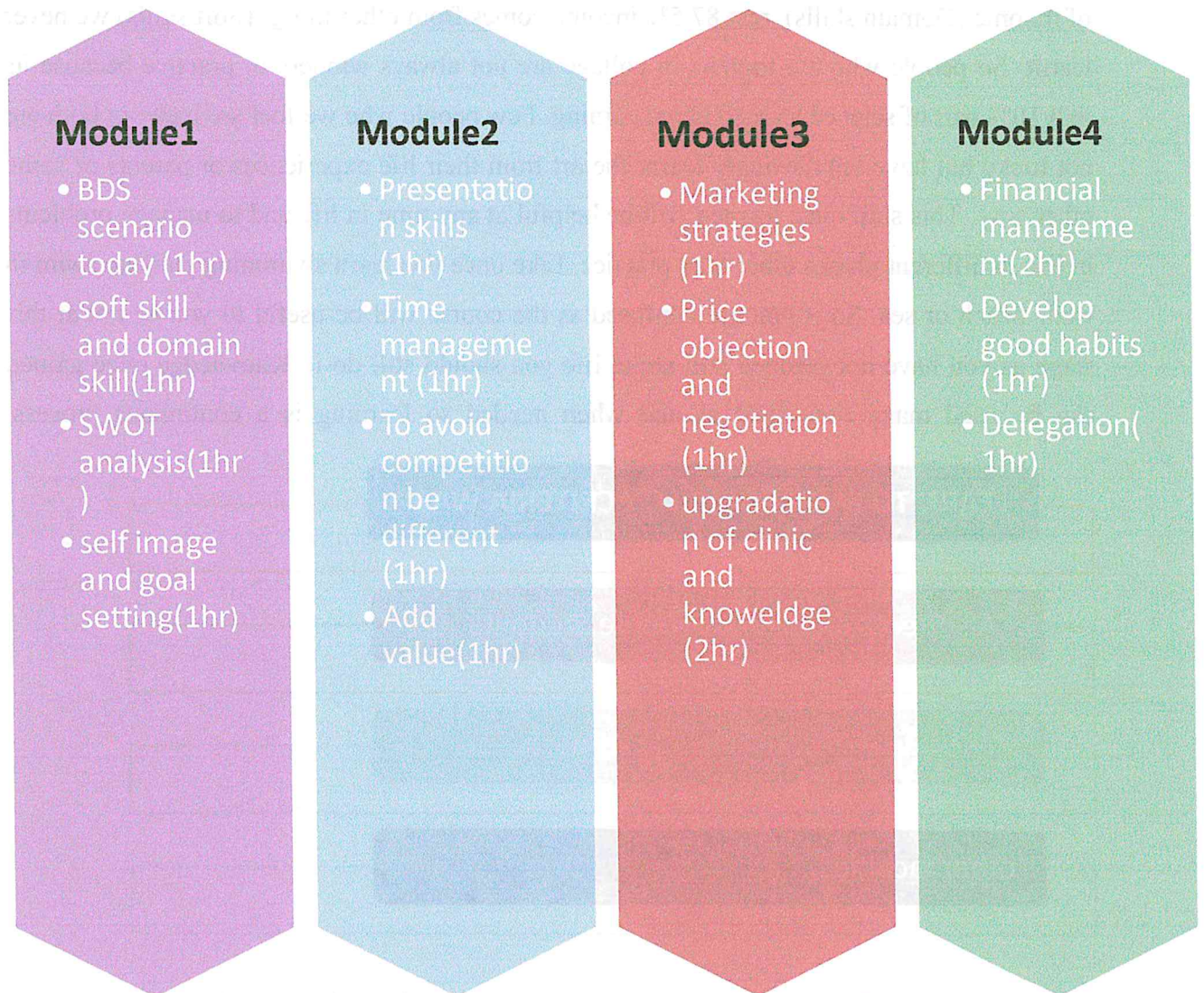
Teaching and Non-teaching staff

other faculties

COURSE SCHEDULE – It comprised of four modules of four hours each within stipulated time period of two days. Course was conducted by 12th and 13th May of 2022 A variety of learning resources were utilized in terms of lectures with power point presentation & videos.

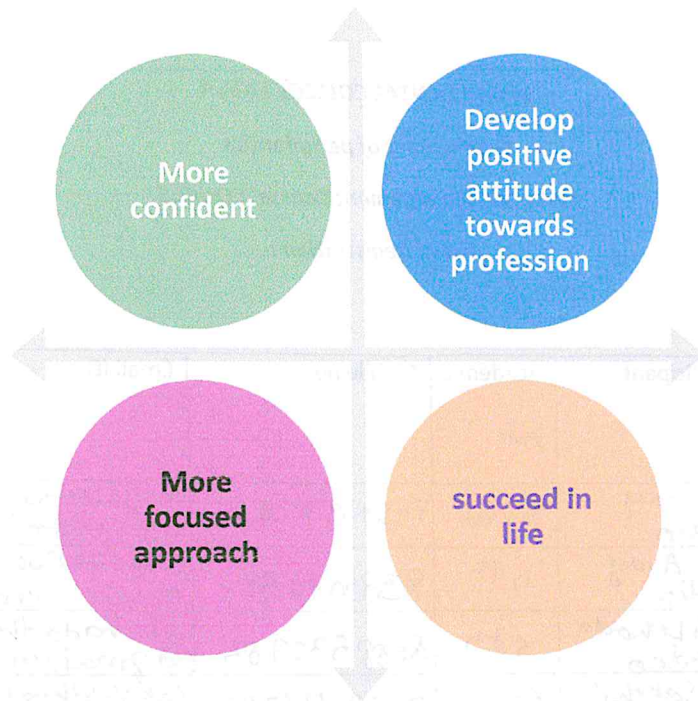
COURSE FEES: IT WAS FREE

COURSE DETAILS:



LEARNING OUTCOMES

Participants would be



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

The course was conducted on 12th and 13th May of 2022. 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 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 LATUR

Department of periodontics

'Practice Management Course' COURSE

List of Registration :-

Sr. No.	Name of participant	Academic year	Mobile no	Email ID	Sign
1.	Deshmukh Uday Santoshrao	Final	7038597365	udaydeshmukh12078@gmail.com	<u>Uday</u>
2.	Gaikwad Ajay Pradip	4th	838507152	ajay17022000@gmail.com	<u>Ajay</u>
3.	Dhas Akshada Mahadca	5th	8888532785	akshadadhas@gmail.com	<u>Akshada</u>
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8.	Shreyas Cheve	4th	9021417077	chevareshreyas@gmail.com	<u>Shreyas</u>
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19.	Pokadwal Rohit	5th	9835732508	PokadwalRohit24@gmail.com	<u>Rohit</u>

MIDSR DENTAL COLLEGE LATUR

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3.	Dhas Akshada Mahadco	5th	8888532785	akshadadhas@gmail.com	<u>Akshada</u>
4.	Dhoo Sakshi Deepak	Final	9067275282	Sakshidhoo21@gmail.com	<u>Sakshi</u>
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6.	Amisha fulmali	4th	9172396366	amishafulmali07@gmail.com	<u>Amisha</u>
7.	Sanket Choudhari	4th	7330436631	Sanket1656@gmail.com	<u>Sanket</u>
8.	Shreyas Cheve	4th	9021417077	chevalshreyas@gmail.com	<u>Shreyas</u>
9.	Bhosale Raudeep	5th	8080986705	Bhosale-raudeep33@gmail.com	<u>Raudeep</u>
10.	Biradar Arushikesh	4th	9022738420	hpbiradar22@gmail.com	<u>Biradar</u>
11.	Chalwade Pratiksha	5th	9309017288	Pratikshachalwade@gmail.com	<u>Pratiksha</u>
12.	Burande Ankita	4th	8767779514	ankitab24398@gmail.com	<u>Ankita</u>
13.	Biradar Amrita	4th	8767779515	asmitabiradar829@gmail.com	<u>Amrita</u>
14.	Biradar Anurag	4th	7822800896	anubiradar1998@gmail.com	<u>Anurag</u>
15.	Diksha Dalve	4th	9112559810	Dalvediksha@gmail.com	<u>Dalve</u>
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17.	Zhavan Diksha	5th	9096150268	Dikshazhavan898@gmail.com	<u>Diksha</u>
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21.	Bhagwat Kalyani	Int.	9284236802	Kalyani Bhagwat 55 @ gmail.com	<u>Kalyani</u>
22.	Shya Chidlika	Int.	9284399667	shyachidlika 2 @ gmail.com	<u>Shya</u>
23.	Chhatrale Vishwanath	Int.	9373837675	chhatrale 24(a) gmail.com	<u>Chhatrale</u>
24.	Dr. Surbhi Patil	PG - I	7350844732	surbhipatil 01 @ gmail.com	<u>Surbhi</u>
25.	Dr. Nikit V. Patil	PG I	9975256390	Nikit Patil 95 @ gmail.com	<u>Nikit</u>
26.	Dr. Ashutosh Agaswal	PG I	7977228493	Ashutosh Agaswal 998 @ gmail.com	<u>Ashu</u>
27.	Dr. Poonam Kande	PG-II	7028769106	Poonam Kande 992 @ gmail.com	<u>Poonam</u>
28.	Dr. Shital Nagme	PG-II	8180926414	drshitalnb @ gmail. com	<u>Nagme</u>
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30.	Vaishnavi Jagtap	III rd yr	8664030560	Vaishnavi Jagtap gmail.com	<u>Vaishnavi</u>
31.	Aishwarya Kadam	III rd yr	9673437918	kadam aishwarya 77 @ gmail.com	<u>Aishwarya</u>
32.	Shraddha Kadam	III rd yr	9860564696 83081	shraddhakadam 8308 @ gmail.com	<u>Shraddha</u>

20.	Chamde Gangeswari	Int.	9503768956	gveswari31@gmail.com	Chamde
21.	Bhagwat Kalyani	Int.	9284236802	kalyanibhagwat55@gmail.com	Kalyani
22.	Shya ChidSikas	Int.	9284399667	shyachid@icloud.com shyachid@gmail.com	Shya
23.	chhatrale Vishwamath	Int.	9373837675	chhatrale24@gmail.com	chhatrale
24.	Ms. Anubhavi Patil	Pg - I	7350544732	anubhavi01@gmail.com	Anubhavi
25.	Mr. Nikitav Patil	PG I	9975256390	nikitapatil95@gmail.com	Nikitav
26.	Mr. Ashutosh Agaswal	PG I	7977228493	ashutoshagaswal998@gmail.com	Ashu
27.	Mr. Poonam Kande	Pg-II	7028769106	poonamkande992@gmail.com	Poonam
28.	Mr. Shital Nagjime	Pg-II	8180926414	drshitalnb@gmail.com	Shital
29.	Diksha R. Thorat	Int.	8766764377	dikshathorat2224@gmail.com	Diksha
30.	Vaishnavi Jagtap	III rd yr	8669030560	Vaishnavi jagtap@gmail.com	Vaishnavi
31.	Aishwarya Kadam	III rd yr	9673437918	kadamaiishwarya77@gmail.com	Aishwarya
32.	Shradhdha Kadam	III rd yr	9860564696 83081	shradhdhakadam8308@gmail.com	Shradhdha

सिद्धि एमिनेन्स प्रो. प्रा. वि. मुंबई



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



DEPARTMENT OF PERIODONTICS

LEARN TO EARN - PRACTICE MANAGEMENT COURSE

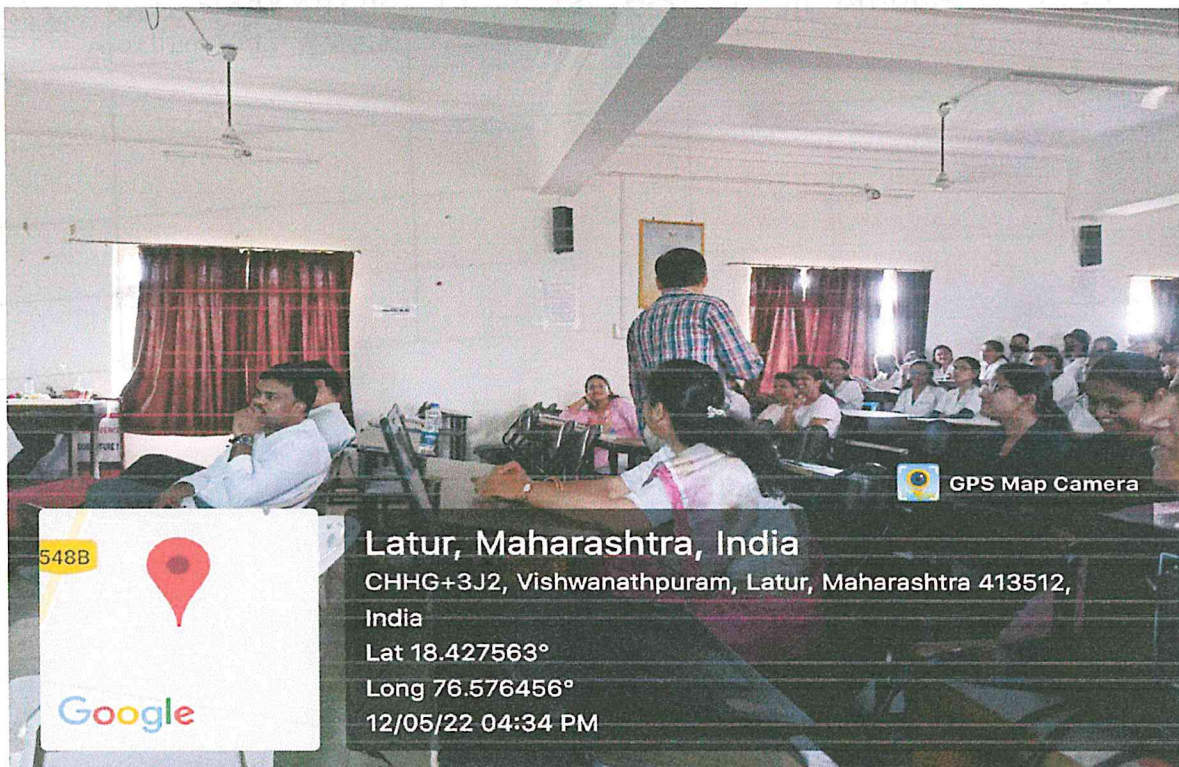
12th and 13th May 2022

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 module



Dr.Bhandari sir interacting with participants




Participants in a class

Head of Department
Dept. of Periodontology



Latur, Maharashtra, India
CHHF+6H7, Vishwanathpuram, Latur,
Maharashtra 413512, India
Lat 18.427771°
Long 76.574289°
12/05/22 04:36 PM

Participants in lecture


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