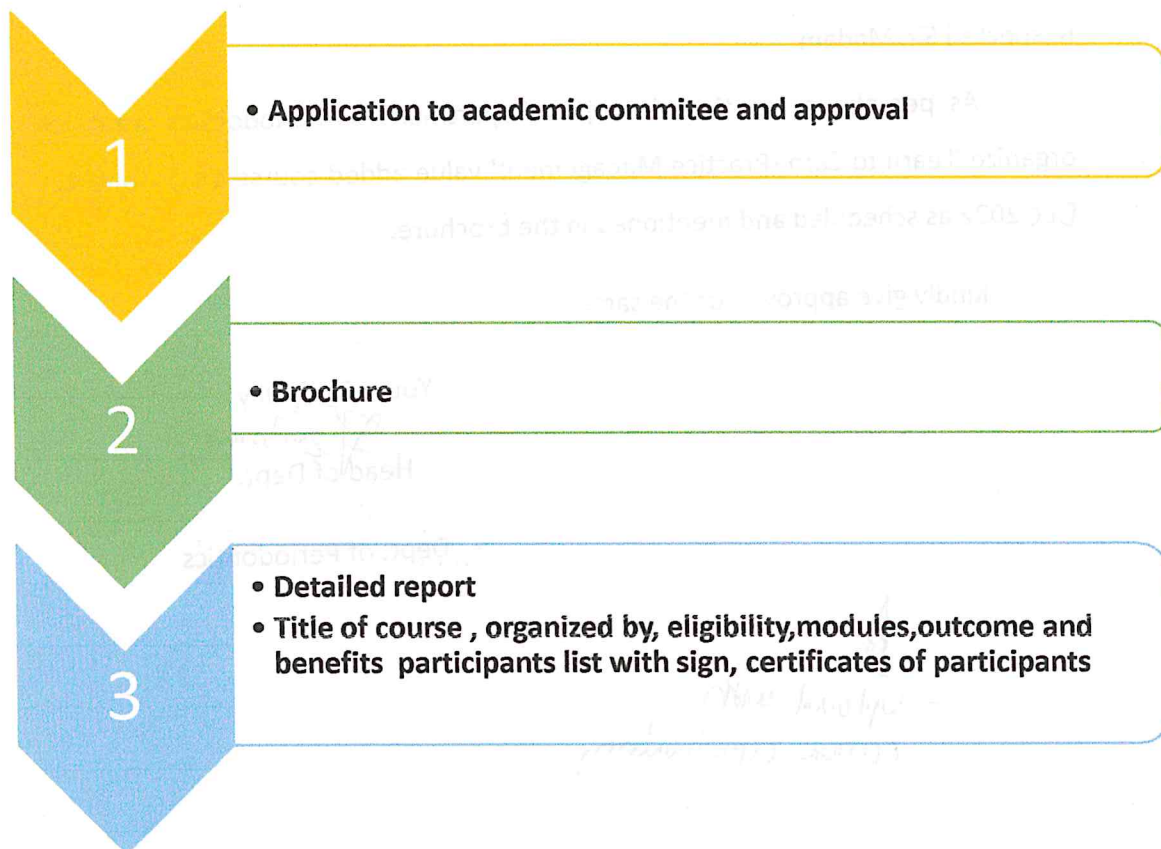


LEARN TO EARN-PRACTICE MANAGEMENT' course report includes





30th Nov 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 1 and 2 Dec 2022 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

A
- Upload with
course curriculum,

29th Nov 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 1st and 2nd Dec 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

M.I.D.S.R. Dental College, LATUR

A
Submit along with
course report



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



LEARN TO EARN

VALUE ADDED COURSE
ORGANIZED BY - DEPARTMENT OF
PERIODONTICS

DURATION -16 HOURS
DATE - 1 & 2 Dec 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

www.midsr.edu.in

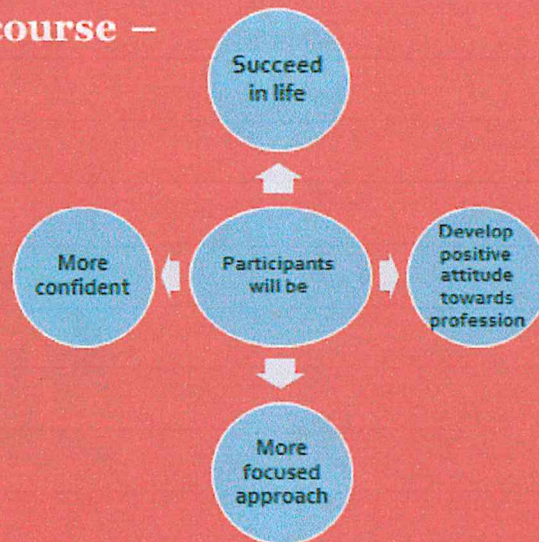
- MODULE 1 - BDS scenario today**
 - Soft skill and domain skill
 - SWOT analysis
 - Self image and goal setting
- MODULE 2 - Presentation skill**
 - Time management
 - To avoid competition be different
 - Add value
- MODULE 3 - Marketing strategies**
 - Price objections and negotiations
 - Upgradation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



Efficient marketing strategies for practice growth and many more.

All these have been the proven people happy and not just killing time for us. It shows that the profession is not a problem it's a normal trend in all the world. Choosing the right way of doing things and the solution. We have to learn the correct way to do things. We have to learn the correct way to do things. We have to learn the correct way to do things.

Objectives of course –



Introduction

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

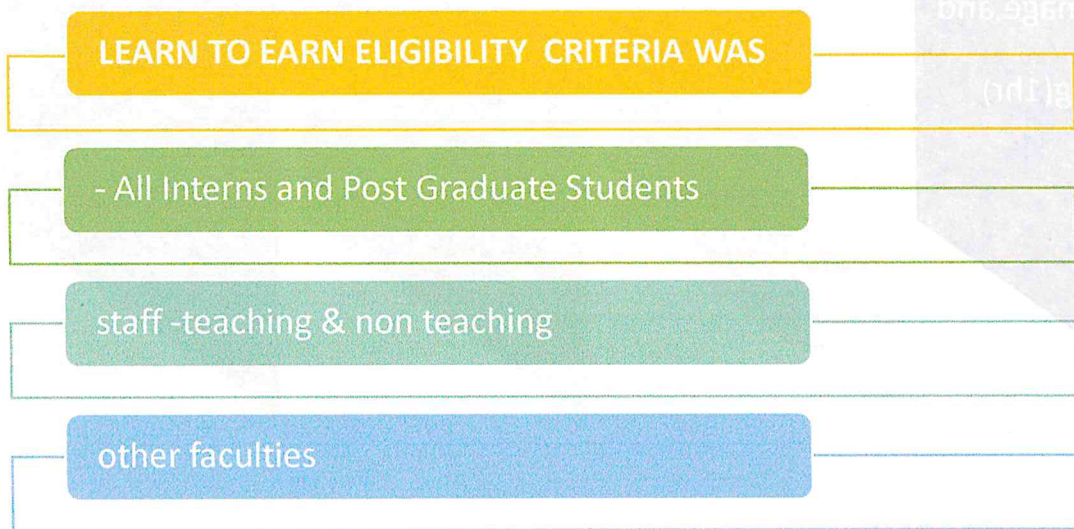
Why are few people roaring in practice and few feel they have stuck in wrong profession? Though people have same degrees and are in the same city and locality one grows and others only survive or perish? Why not all toppers in college are leading practitioners and most of people who are failures in college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

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.

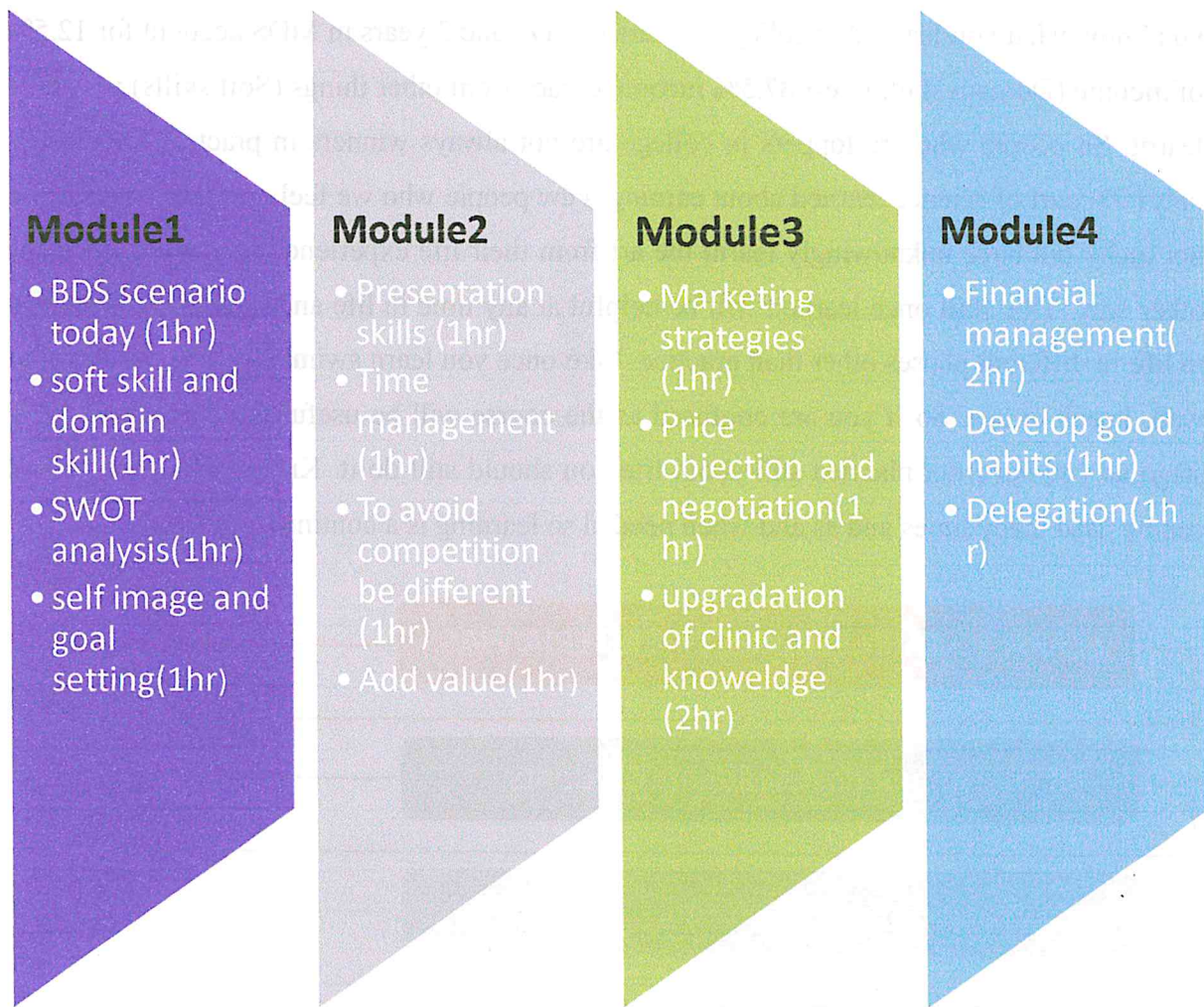
The knowledge required to be topper in academics and to run a clinic are totally different. Do you know what you learned in college 5 years in BDS and 3 years in MDS account for 12.5% of income (Domain skills), rest 87.5% income comes from other things (Soft skills) we never learnt. So people who are 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



COURSE SCHEDULE – It comprised of four modules of four hours each within stipulated time period of two days. Course was conducted on **1st and 2nd DEC 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 MIDSR Dental College, Latur.

The course was conducted on **1st and 2nd DEC 2022.**

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. Amol Doifode. Dr. Vishnudas Bhandari, Dr. Gauri Ugale, Dr. Raghavendra Metri, Dr. Abhishek Dabhade, Dr. Praveen Dhore were present. The chief guest 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

Report

MIDSR DENTAL COLLEGE & HOSPITAL, LATUR.

Department of Periodontics

Learn to Earn – Value Added Course

Attendance Record 2022

Sr. No.	Name of Student/Faculty	Year	Signature
1	samiksha patle	Intern	samikshg
2	Peiyanka Ghadge	Intern	Peiyanka
3	Rupali Gondane	Intern	Rupali
4	Shreya Swami	Intern	Shreya
5	Sonali Suryawanshi	Intern	Sonali
6	Vaishnavi Newale	Intern	Vaishnavi
7	Ujankar Tejaswini S.	Intern	Ujankar
8	Brijdar Shikharini	Intern	Brijdar
9	Yadav Asmita	Intern	Yadav
10	Thorat Rohini	Intern	Rohini
11	Nikita Wankhede	Intern	Nikita Wankhede
12	Kirti Punamchand Pande	Intern	Kirti Pande
13	Sayali Atul patil	Intern	Sayali A.P.
14	Pranjita Vyankatesh Karpe	Intern	Pranjita
15	sawant Rohini chandrabansh	Intern	Rohini
16	Sezang Vinayak B.	Intern	Sezang
17	Shivangi Swarni	Intern	Shivangi
18	Bhruvi Shinde	Intern	Bhruvi
19	Pragati Sherkhane	Intern	Pragati
20	Pratiksha Thagnar	Intern	Pratiksha
21	shreya kayande	Intern	Shreya
22	Ashlesha Kerkar	Intern	Ashlesha
23	Shradha Kumbade	Intern	Shradha

MIDSR DENTAL COLLEGE & HOSPITAL , LATUR.

Department of Periodontics

Learn to Earn – Value Added Course

Attendance Record 2022

Sr. No.	Name of Student/Faculty	Year	Signature
1	samirha patle	Intern	<u>samirha</u>
2.	Priyanka Ghadge	Intern	<u>Priyanka</u>
3.	Rupali Gondane	Intern	<u>Rupali</u>
4.	Shreya Swami	Intern	<u>Shreya</u>
5.	Sonali Suryawanshi	Intern	<u>Sonali</u>
6.	Vaishnavi Newale	Intern	<u>Vaishnavi</u>
7.	Ujankar Tejaswini S.	Intern	<u>Ujankar</u>
8.	Brijdar Shilpareshi	Intern	<u>Shilpareshi</u>
9	Yadav Asmita	Intern	<u>Asmita</u>
10	Thorat Rohini	Intern	<u>Rohini</u>
11.	Nikita Wankhede	Intern	<u>Nikita</u>
12.	Kirti Punamchand Pandle	Intern	<u>Kirti Pandle</u>
13.	Sayali Atul patil	Intern	<u>Sayali A.P.</u>
14.	Pranjita Vyankatesh Karpe	Intern	<u>Pranjita</u>
15.	sawant Rohini chandraokant	Intern	<u>Rohini</u>
16.	Sazang Vinayak B.	Intern	<u>Sazang</u>
17.	Shivangi Swarni	Intern	<u>Shivangi</u>
18.	Bhruvi shinde	Intern	<u>Bhruvi</u>
19.	Pragati Sherkhane	Intern	<u>Pragati</u>
20.	Preetiksha Thagnar	Intern	<u>Preetiksha</u>
21	shreya kayande	Intern	<u>Shreya</u>
22.	Ashlesha Kendre	Intern	<u>Ashlesha</u>
23.	Shradha kambade	Intern	<u>Shradha</u>

MIDSR DENTAL COLLEGE & HOSPITAL , LATUR.

Department of Periodontics

Learn to Earn – Value Added Course

Attendance Record 2022

Sr. No.	Name of Student/Faculty	Year	Signature
24.	Kolamkar Nikita	Int	<u>Nikita</u>
25	Ruta Gaikwad	Int	<u>Ruta</u>
26	prihi chendkate	Int	<u>Prihi</u>
27	Jasmin Fazez	Int	<u>Jasmin</u>
28	Koskewad prathmesh	Int	<u>Prathmesh</u>
29.	Paakart Kawle	Int	<u>Paakart</u>
30.	priyanjali Jadhav	Int	<u>Priyanjali</u>
31.	Ingle shreya	Int	<u>Ingle</u>
32.	Priyanka Jadhav	Int	<u>Priyanka</u>
33.	Mahima Hariyani	Int.	<u>Mahima</u>
34.	Hople sneha	Int	<u>Hople</u>
35	chate Mansi	Int.	<u>Mansi</u>
36.	chandak Aditi.	Int	<u>Aditi</u>
37	Pratiksha Chauhan	Int	<u>Pratiksha</u>
38	Biradar Shubhangi	Int	<u>Biradar</u>
39.	Momin Sara	int	<u>Sara</u>
40.	Yelapure Nishigandha	Int	<u>Nishigandha</u>
41.	Waghmare Dipali	Int	<u>Dipali</u>
42	Gaikwad vaishali	Int	<u>Vaishali</u>
43.	Gawade Anuradha	Int	<u>Anuradha</u>
44.	Vaishnavi Girkam	Intern	<u>Vaishnavi</u>
45.	Riddyaadwad vaishkumar	Intern	<u>Riddyaadwad</u>
46	Rutuja Rokde	Intern	<u>Rutuja</u>

MIDSR DENTAL COLLEGE & HOSPITAL, LATUR.

Department of Periodontics

Learn to Earn – Value Added Course

Attendance Record 2022

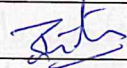
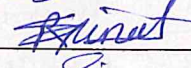
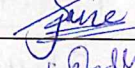
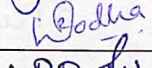
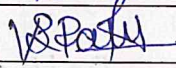
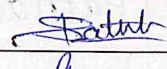
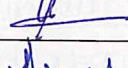
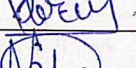
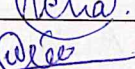
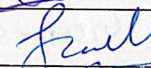
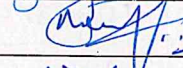
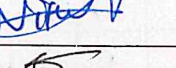
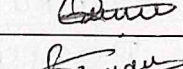
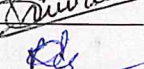
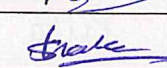
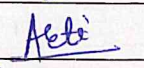
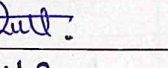
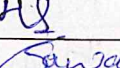
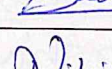

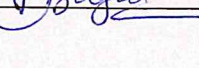


Sr. No.	Name of Student/Faculty	Year	Signature
47	Nawal Anjum Kureshi	Intern	<u>Nawal</u>
48	Thorat Dilshq	Intern	<u>Dilshq</u>
49	Kulkarni vishakha U.	Intern	<u>Vishakha</u>
50	Khude Shivpeiya	Intern	<u>Khude</u>
51	Disha Khandade	Intern	<u>Disha</u>
52	Pathan Naushaba R.	Intern	<u>Pathan</u>
53	Suryawanshi Yogesh	Intern	<u>Yogesh</u>
54	Panchal Dhanya	Intern	<u>Dhanya</u>
55	Ashwarya	Intern	<u>Ashwarya</u>
56	Aishwarya Dhasane	Intern	<u>A.P. Dhasane</u>
57	Ganesh Khandade	Intern	<u>Ganesh</u>
58	Yogesh Nagarejore	Intern	<u>Yogesh</u>
59	Aishwarya Kendre	Intern	<u>Aishwarya</u>
60	Radhika Mundhe	Intern	<u>Radhika</u>
61	Pooja munde	Intern	<u>Pooja</u>
62	Naurata Phesle	Intern	<u>Naurata</u>
63	Putra Naitwad	Intern	<u>Putra</u>
64	Savitra Bhatane	Intern	<u>Savitra</u>
65	Sachin Chavran	Intern	<u>Sachin</u>
66	Navinkumar Shankuwar	Intern	<u>Navinkumar</u>
67	Jasmin fasas	Intern	<u>Jasmin</u>
68	Arshiya Shaikh	Intern	<u>Arshiya</u>
69	Shrikant Patil	Intern	<u>Shrikant Patil</u>

MIDSR DENTAL COLLEGE & HOSPITAL , LATUR.

Department of Periodontics

Learn to Earn – Value Added Course

Attendance Record 2022

Sr. No.	Name of Student/Faculty	Year	Signature
70	Pinate Rahul	Intern	
71	Pingale Suraj	Intern	
72	Sawaj Jire	Intern	
73	Chaitali Lodha	Intern	
74	Vaishnavi Patil	Intern	
75	Batule Sarita	Intern	
76	Shraddha Adude	Intern	
77	Suyali Morey	Intern	
78	Neha Limbore	Intern	
79	Vivek Rakh	Intern	
80	Paran Jadhav	Intern	
81	Mandar Joshi	Intern	
82	Nitin Jadhav	Intern	
83	Saiman Siddiqui	Intern	
84	Shivani Sonawane	Intern	
85	Rutuja Pahephale	Intern	
86	Snehal Hake	Intern	
87	Yedle Arti Satyawan	Intern	
88	Swaripi Prayakta	Intern	
89	Hemshikesh Sugare	Intern	
90	Sheuti Sawant	Intern	
91	Nikita Satpute	Intern	
92	Shinde Prayakta	Intern	

MIDSR DENTAL COLLEGE & HOSPITAL, LATUR.

Department of Periodontics

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74	Vaishnavi Patil	Intern	
75	Batule Sanita	Intern	
76	Shraddha Adude	Intern	
77	Suyali Morey	Intern	
78	Neha Limbore	Intern	
79	Nivek Rakh	Intern	
80	Paran Jadhav	Intern	
81	Mandar Joshi	Intern	
82	Nitin Tadhav	Intern	
83	Saima Siddiqui	Intern	
84	Shivani Sonawane	Intern	
85	Rubija Pahephale	Intern	
86	Shehal Hake	Intern	
87	Yedle Arti Satyawar	Intern	
88	'Swarani Poojalkar	Intern	
89	Amishikesh Sugare	Intern	
90	Sheuti Sawant	Intern	
91	Nikita Satpute	Intern	
92	Shinde Poojalkar	Intern	



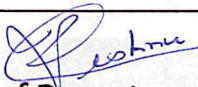
Inauguration and lamp lightening of programme



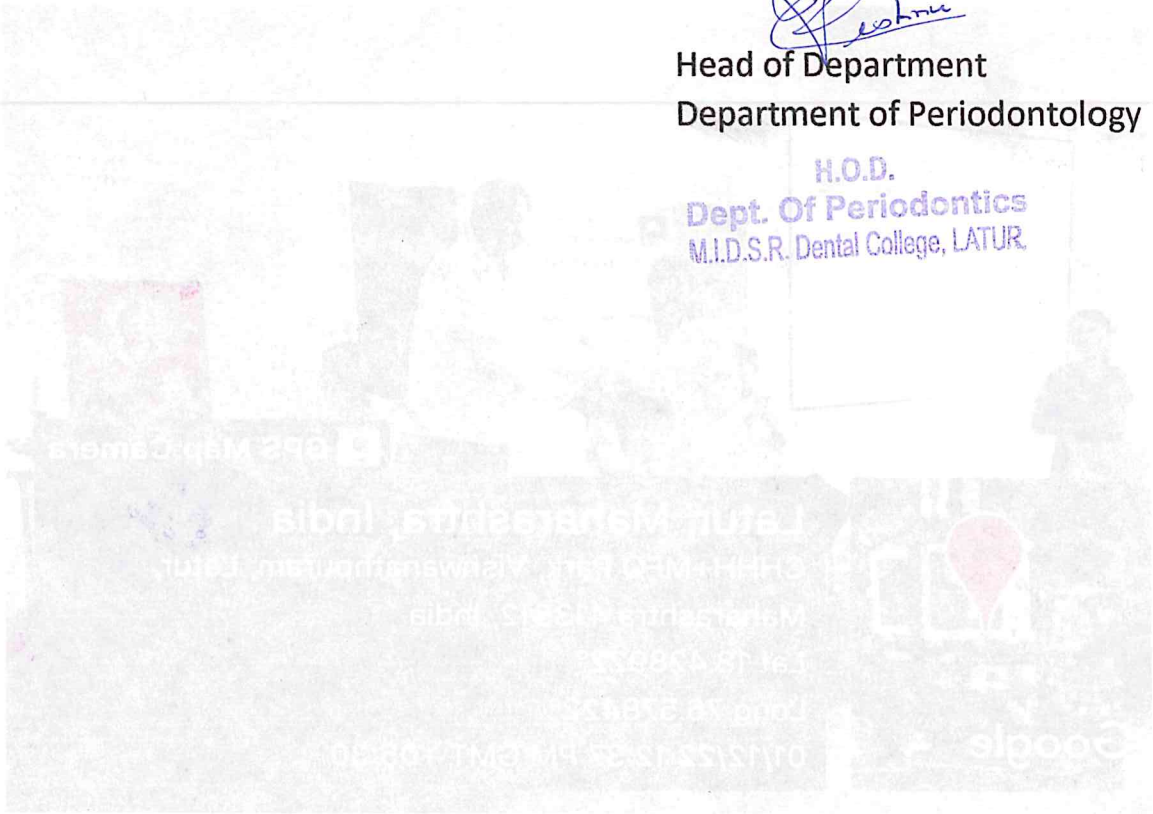
Felicitation of chief guest Dr.Amol Doifode by Dr.Gauri Ugale



Dr. Bhandari conducting Module


Head of Department
Department of Periodontology

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



Federation of oral Care Dental Clinics by Dr. Govind Ugras