



**MAEER'S
MAHARASHTRA INSTITUTE OF DENTAL
SCIENCES & RESEARCH (DENTALCOLLEGE)**



Address: Vishwnathpuram
Ambajogai Road Latur.
413531 (Maharashtra)

Tel. (02382) 228063, 227703,
227444, fax: (02382) 228063

Email:
principal@mitmidsr.edu.in
midsr.latur@gmail.com
Website: www.mitmidsr

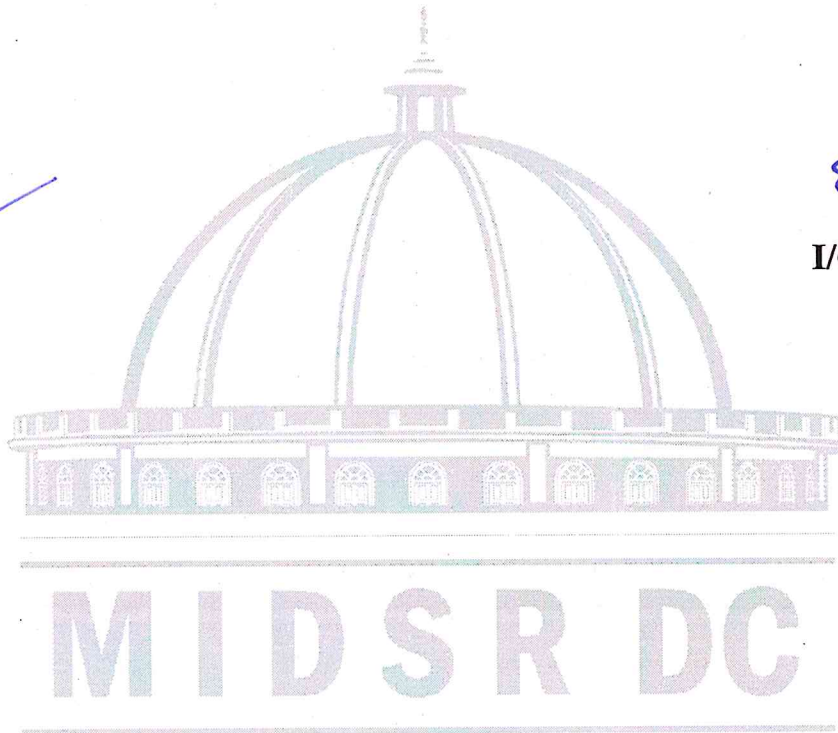
Action Taken Report for Value Added Course 2023-2024

Sr. No	Details of Event	Particulars
1	Name of the Department/Committee	Periodontology
2	Types of Activity	Value Added Course
3	Title of the Activity	“LEARN TO EARN” PRACTICE MANAGEMENT.
4	Dates or Duration (From.... To....)	07TH TO 08TH NOV -2023
5	Guests / Judges (Name and designation)	-
6	Venue of the Event	Department of Periodontology
7	Sponsor/Collaboration (if any)	MIDSr Dental College
8	Other Major Staff/student/Institution involved in the organization of the activity	Departmental Staff
9	Level of the Event (encircle):- Internation/National/State/University/ District/College/Department etc.	College
10	Beneficiaries/Participants (Type/Number, etc) :-	PG Student-9 Interns- 77 List Attached
11	Purpose/aim/objective and outcome of the event	To teach soft skills give knowledge for running dental practice.

12	Report / Any other information / comment / qualitative remarks :-	<i>Attached.</i>
13	Photographs with captions submitted	Attached
14	Evidence produced (Notice, attendance list, Certificate, letters, newspaper cuttings etc.):-	Attached
15	Name and Signature of Chairman / HOD	Dr. Raghavendra Metri


HOD


I/C Principal



Date-04-11-2023

To,

Chairmen

Academic Committee

MIDSR Dental College,

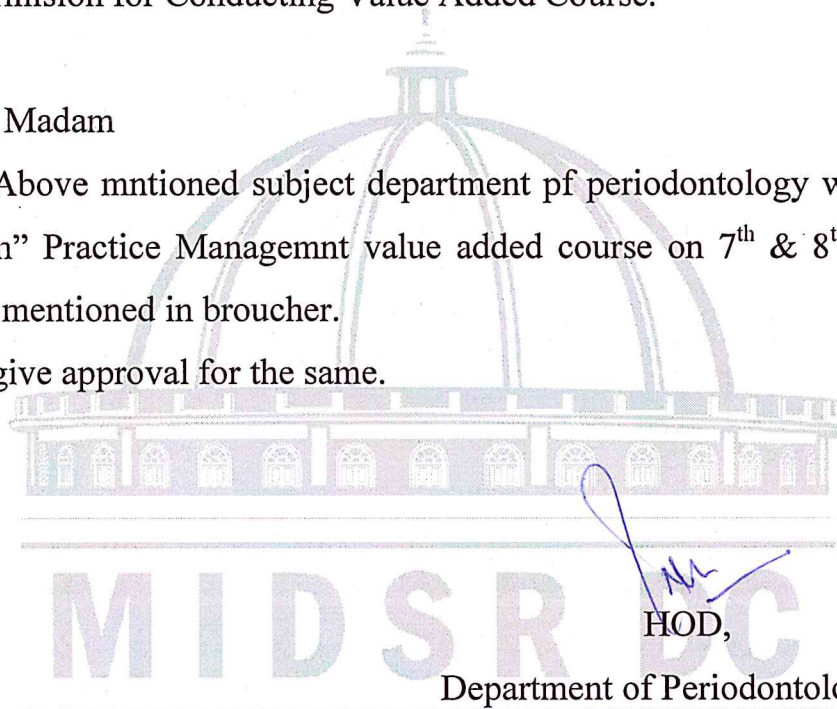
Latur.

Sub- Permission for Conducting Value Added Course.

Respected Sir, Madam

As per Above mentioned subject department of periodontology want to organize "Learn to Earn" Practice Management value added course on 7th & 8th Nove-2023 as scheduled and mentioned in broucher.

Kindly give approval for the same.



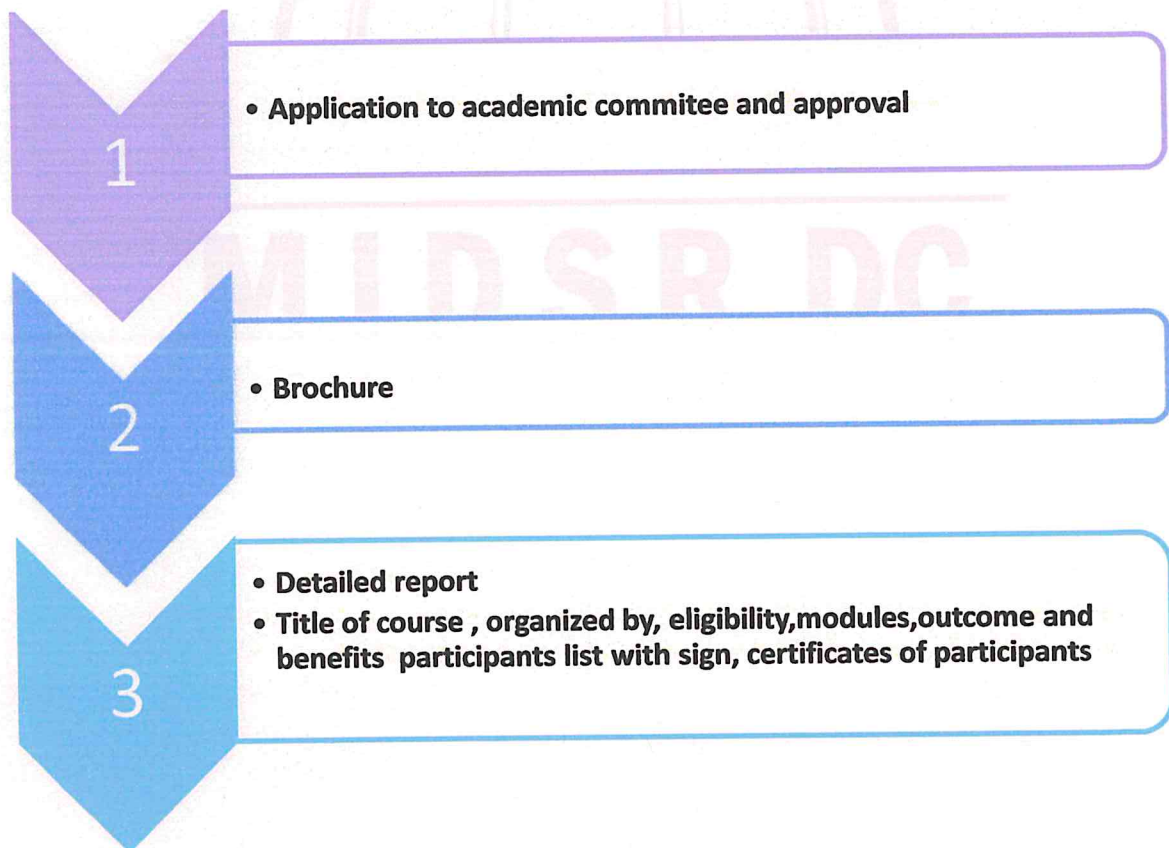
HOD,

Department of Periodontology

*Permitted
Caw*

MIDSR DENTAL COLLEGE LATUR
DEPARTMENT OF PERIODONTOLOGY
VALUE ADDED COURSE
LEARN TO EARN- PRACTICE
MANAGEMENT

LEARN TO EARN-PRACTICE MANAGEMENT' course report includes





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 MAHARASHTRA INSTITUTE OF DENTAL SCIENCES
 AND RESEARCH, LATUR



LEARN TO EARN

VALUE ADDED COURSE

ORGANIZED BY - DEPARTMENT OF PERIODONTOLOGY

DURATION - 16 HOURS
 DATE - 7th & 8th NOV
 VENUE - LECTURE HALL 1
 COURSE FEES - FREE OF
 COST
 ELIGIBILITY - INTERNS, POST
 GRADUATE, STAFF &
 FACULTIES



ORGANIZING MEMBER
 DR. GAURI UGALE

SPEAKER
 DR. VISHNUDAS BHANDARI

ORGANIZING MEMBER
 DR. RAGHAVENDRAMETRI

- 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) Up gradation of clinic

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



Objectives of course

Participants will be

More
confident

Develop
positive
attitude
towards
profession

More
focused
approach

succeed in
life

Introduction

This Practice Management Course was offered by MIDS 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 these 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

LEARN TO EARN ELIGIBILITY CRITERIA WAS

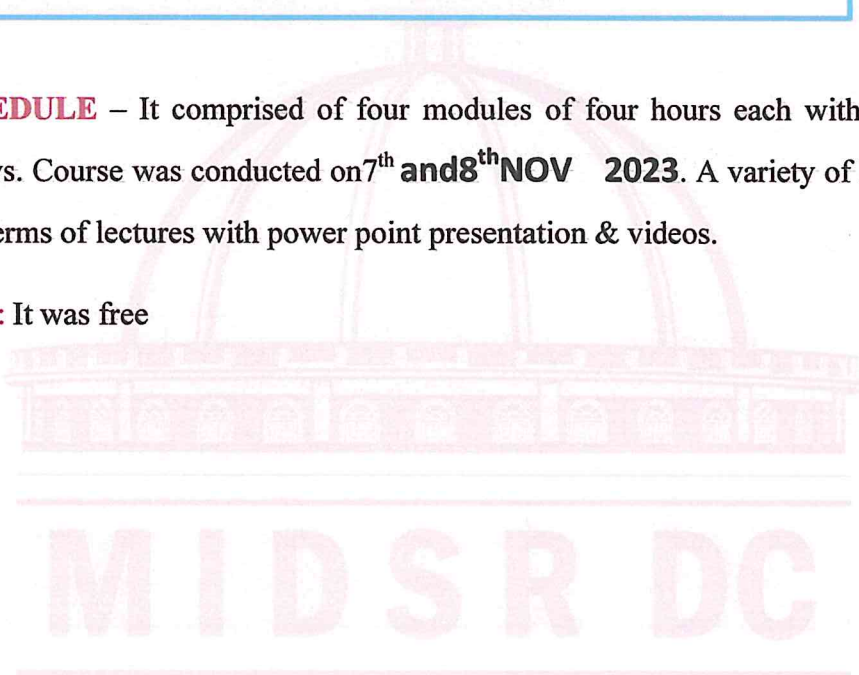
- All Interns and Post Graduate Students

staff -teaching & non teaching

other faculties

COURSE SCHEDULE – It comprised of four modules of four hours each within stipulated time period of two days. Course was conducted on 7th and 8th NOV 2023. A variety of learning resources were utilized in terms of lectures with power point presentation & videos.

COURSE FEES: It was free



COURSE DETAILS

Module1

- BDS scenario today (1hr)
- soft skill and domain skill(1hr)
- SWOT analysis(1hr)
- self image and goal setting(1hr)

Module2

- Presentation skills (1hr)
- Time management (1hr)
- To avoid competition be different (1hr)
- Add value(1hr)

Module3

- Marketing strategies (1hr)
- Price objection and negotiation(1 hr)
- upgradation of clinic and knoweldge (2hr)

Module4

- Financial management(2hr)
- Develop good habits (1hr)
- Delegation(1hr)

MIDSRDC

LEARNING OUTCOMES

Participants wouldbe



Report:

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

The course was conducted on 7th and 8th NOV 2023

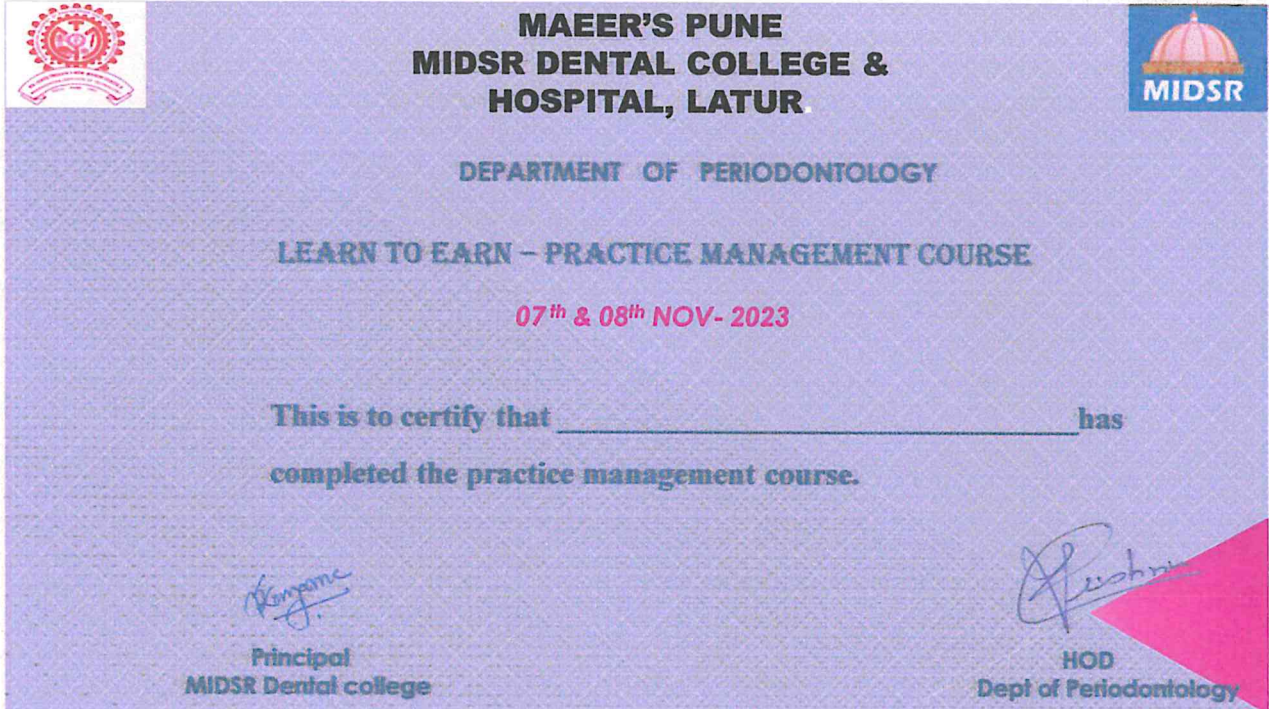
The course was held in the main lecture hall, and was attended by 86 participants in total comprising of post graduate students and staff. Here the course began inaugural function with world peace prayer followed by puja and lamplighting by all the dignitaries. The chief guests Dr. Suresh Kangane & Dr. Amol Doifode. Dr. Vishnudas Bhandari, Dr. Gauri Ugale, Dr. Raghavendra Metri, Dr. Ajit Shinde, Dr. Priyanka Lasune were present. The chief guest Dr. Suresh Kangane 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.



Bhandari Teaching to Students

List of Participants

Course Completion Certificate



[Signature]

**HOD,
Department of Periodontology**

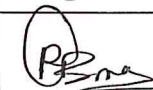
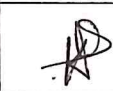
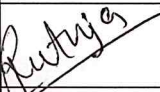
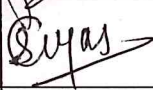
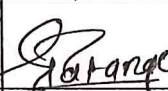
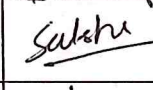
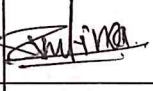
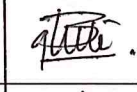



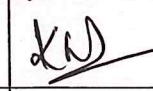



MIDSR Dental College Latur

Department Of Periodontology

Learn To Earn –Practice Management course

List of participants 2023-2024

7th of 8th NOV-2023

Sr.no	Name of student	Sign	Email
1.	Mane Rajnandini		manerajnandini2001@gmail.com
2.	Kanchan Solanke		kanchansolanke8208@gmail.com
3.	Rutuja Renapurkar		rutuja.renapurkar12@gmail.com
4.	Sakshi Vyas		sakshi27012003@gmail.com
5.	Patange Shraddha		shraddhapatange2006@gmail.com
6.	Chandrapatie sakshi		sakshichandrapatie358@gmail.com
7.	Gopalghate Pratiksha		gopalghate.Pratiksha02@gmail.com
8.	Ghute Sauradnyee		ghutesauradnyee@gmail.com
9.	Ghodake Priyanka		ghodakep703@gmail.com
10.	Pathan Asmat		asmatpathan7866@gmail.com
11.	Phapal Vishakha		phapalvishakha78@gmail.com
12.	Khatod Sejal N.		sejal04k@gmail.com
13.	Chate Mayuri G.		mayuchate6901@gmail.com
14.	Mate Madhavi		matemadhavi10@gmail.com
15.	Apeksha Phapal (68)		apeksha8phapal@gmail.com

33.	Shruti Bondge	<u>Bhuti</u>	shrutibondge@gmail.com
02	Pragati Aylwar	<u>Pragati</u>	
56	Shruti Lahane	<u>Shruti</u>	shrutilahane9981@gmail.com
07	Anuja Keggire	<u>Anuja</u>	anujakeggire@gmail.com
06	Kale Sakshi	<u>Sakshi</u>	Kalesakshi703@gmail.com
15	Sonkamble Pallavi	<u>Pallavi</u>	pallavisson13@gmail.com
08	Bhagyashri Phokle	<u>Bhagyashri</u>	bhagyashriphokle4@gmail.com
75	Shaiikh Swaleha	<u>Swaleha</u>	shaiikhsualeha1120@gmail.com
67	sneha pawar	<u>Sneha</u>	snehavp321@gmail.com
64	Eshita Porab	<u>Eshita</u>	eshitas43@gmail.com
86	Yanpallewar Neha	<u>Neha</u>	nehayampallewar0709@gmail.com
(10) Summer Batch	Prayag Vaishnavi	<u>Prayag</u>	vaishnaviprayag@gmail.com
Summer Batch. (2)	Chambule Namrata	<u>Namrata</u>	namratachambule1@gmail.com
72	OM SAPSOD	<u>Om</u>	Omksapsod@gmail.com
70	Ayush Puram	<u>Ayush</u>	ayushpuram7@gmail.com
44.	Kamawat Riya	<u>Kamawat</u>	riyakamawat123@gmail.com
46	Kate Shradha	<u>Kate</u>	shradhakate7@gmail.com
18	Devda Siddhi	<u>Siddhi</u>	siddhi62030@gmail.com

- 49) Prayakta Jadhav PJ Prayakta.jadhav12@gmail.com
- 34) Ingle Amit Amit Amishawad11912000@gmail.com
- 31) Suraj Gurusu Suraj Surajgurusu1111@gmail.com
 Bheade Nitesh Nitesh bheade.nitesh7666@gmail.com
- 8) Joshi Haribhajan H. HBJ bhj20052001@gmail.com
- 15) Dahiphale Dipak. B. Dipak Dipakdahiphale0709@gmail.com
- 41) Mangesh Kamble Mangesh Kamblemangesh749@gmail.com
- 32) Siddhanta Hasla 779 Hasla Siddhanta7790903@gmail.com
- 52) Kote Bhagyashri BK bhagyashri.kote789@gmail.com
- 53) Siddhi Sheke Siddhi Siddhisheke1233@gmail.com
- 54) Kulkarni vaishnavi Vaishnavi kulkarni527@gmail.com
- 58) Kotate Prjati Prjati KotatePrjati44@gmail.com
 Rucha Swami Rucha ruchaSwami08@gmail.com
- 57) Priyanka Bavane Priyanka priyankabavane107@gmail.com
- 18) Prngati boleگونکان Prngati PrngatiBole 1044@gmail.com
- 59) Ankita Biyani Ankita biyani.ankita@gmail.com
- 21) Gadade Bhagyashri Bhagyashri gadadebhagyashri@gmail.com
- 23) Ganage Shreye Shreye shreyaganage78@gmail.com
- 42) A Shubhangi Kanade Shubhangi skanade819@gmail.com
- 63) Shruti Ingale Shruti shruti.ingale11@gmail.com
- 64) Vishakha Panchakshari Vishakha vishakha.p101@gmail.com
- 63) Koshale Vaishnavi Vaishnavi vaishnavi.koshale@gmail.com
- 45) Vaishnavi Karwa Karwa vaishnavikarwa@gmail.com
- 57) Vaishnavi Lakal Lakal Vaishnavi.lakal@gmail.com

15.	Stuti Malu	<u>Stuti</u>	stutimalu15@gmail.com
16.	Dalvi Maithili	<u>Maithi</u>	maithilid0910@gmail.com
17.	Janhavi Kolhe	<u>Janhavi</u>	janhavikolhe2001@gmail.com
18.	Khutansuje Bebi Nayala	<u>Bebi</u>	drbebinayala101@gmail.com
19.	Biradar Rutuja	<u>Rutuja</u>	rutujabiradar2000@gmail.com
20.	Tamboli muskan	<u>Muskan</u>	muskantamboli302@gmail.com
21.	Taktawle madhuri	<u>madhuri</u>	taktawlem@gmail.com
22.	Bandapalle Vaishnavi	<u>Vaishnavi</u>	vaishnavibandapalle03@gmail.com
23.	Balai Komal	<u>Komal</u>	komalbalai21@gmail.com
24.	Preeti Venkatesh Dole	<u>Preeti</u>	preetidole08@gmail.com
25.	Pooja Kalshetti	<u>Pooja</u>	poojakalshetti1810@gmail.com
26.	Kulashree Shejul	<u>Shejul</u>	shejulkulashree@gmail.com
27.	Sharvari Mali	<u>Sharvari</u>	Sharvarimali81039@gmail.com
28.	Moudula Bikkad	<u>Moudula</u>	moudulabikkad1604@gmail.com
73.	Vaishnavi Satwadher	<u>Vaishnavi</u>	vaishnavisatwadher36@gmail.com
06.	Bhusari Rutuja	<u>Rutuja</u>	rutujabhushari6@gmail.com
22.	Sneha Gaikwad	<u>Sneha</u>	snehagaikwad@gmail.com
01.	Agale Shweta	<u>Shweta</u>	shwetaagale@gmail.com

Pruth

- 10) Pruthviraj Deshmukh ~~Pruthviraj~~ pd28112001@gmail.com
- 14) Mohini Chate ~~Mohini~~ mohinichate@gmail.com
- 36) Jaqalpure Sakshi ~~Jaqalpure~~ jaqalpure.sakshi@gmail.com
- 39) Aarti Kagde ~~Aarti~~ Aartikagde39@gmail.com
- 33) Sayali Helaskar ~~Sayali~~ sayalihelaskar2002@gmail.com
- 54) Minal Kulkarni ~~Minal~~ kulkarniminal1@gmail.com
- 19) Dhondge Amita ~~Dhondge~~ amitadhondge@gmail.com
- ~~20)~~ Nandini Trakonwar ~~Nandini~~ randini400@gmail.com (83)
- 30) Gulbhile Sushli Anol ~~Gulbhile~~ Sushligulbhile@gmail.com
- 37) Shubhangi Jautine ~~Shubhangi~~ shubhangijautine123@gmail.com
- 74) Sayed Bushra ~~Sayed~~ sayedbushra039@gmail.com