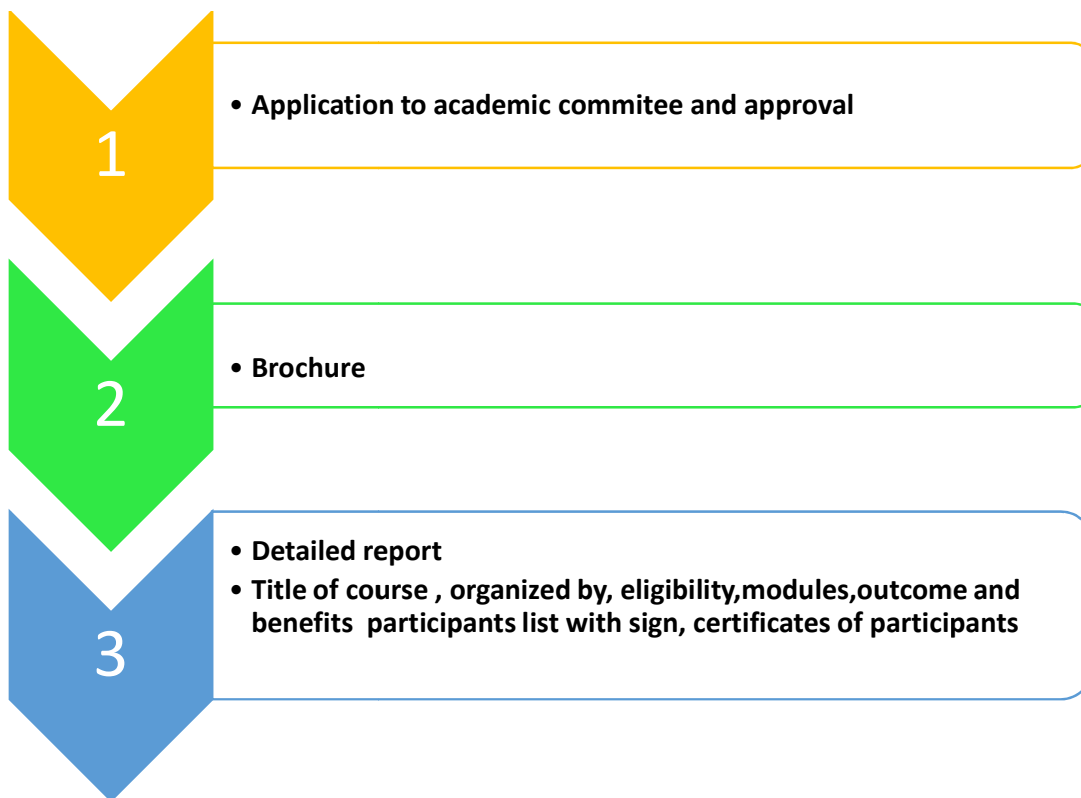


LEARN TO EARN-PRACTICE MANAGEMENT' course report includes



Date-04-11-2023

To,

Chairmen

Academic Committee
MIDSR Dental College,
Latur.

Sub- Permission for Conducting Value Added Course.

Respected Sir, Madam

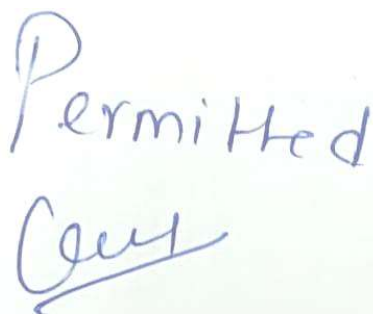
As per Above mentioned subject department of periodontology want to organize "Learn to Earn" Practice Management value added course on 7th & 8th Nove-2023 as scheduled and mentioned in broucher.

Kindly give approval for the same.



HOD,

Department of Periodontology



List of Participants



MAEER'S PUNE
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. RAGHAVENDRA METRI

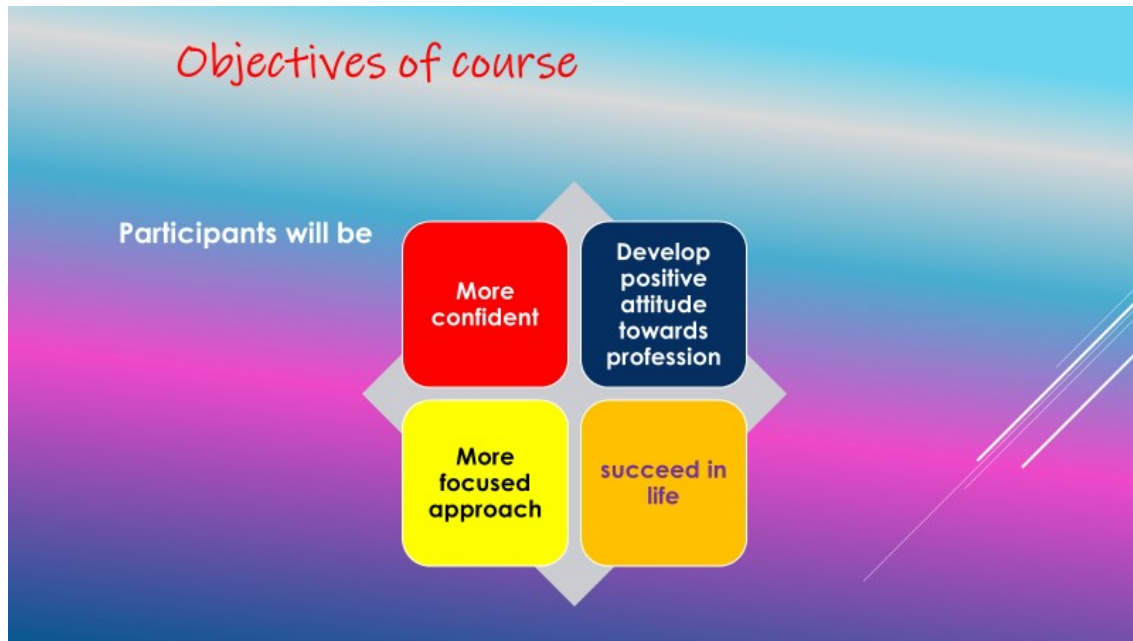
- MODULE 1- a) BDS scenario today
b) Soft skill and domain skill
c) SWOT analysis
d) Self image and goal setting

- 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





Introduction

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

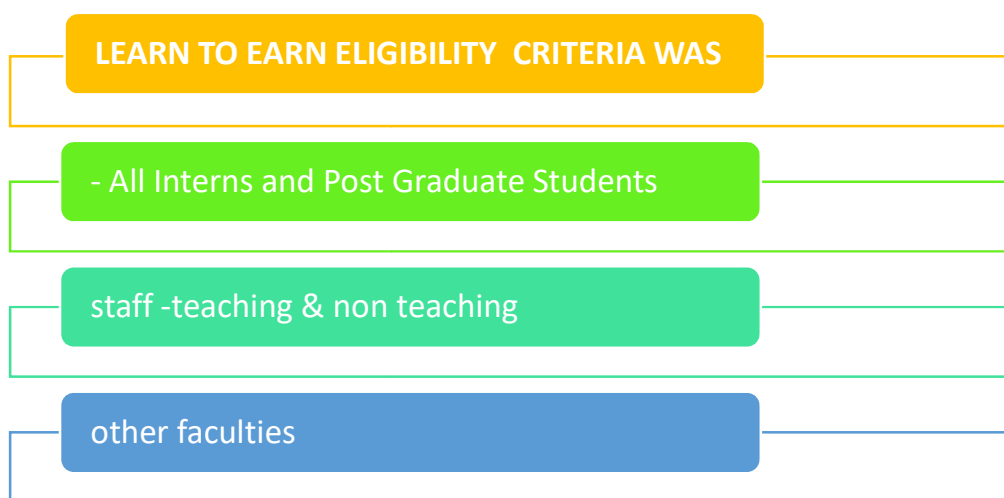
Why are few people roaring in practice and few feel they have stuck in wrong profession? Though people have same degrees and are in the same city and locality one grows and others only survive or perish? Why not all toppers in college are leading practitioners and most of people who are failures in college are failures in practice in city? Do you have these questions and do you want to get answers for 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%

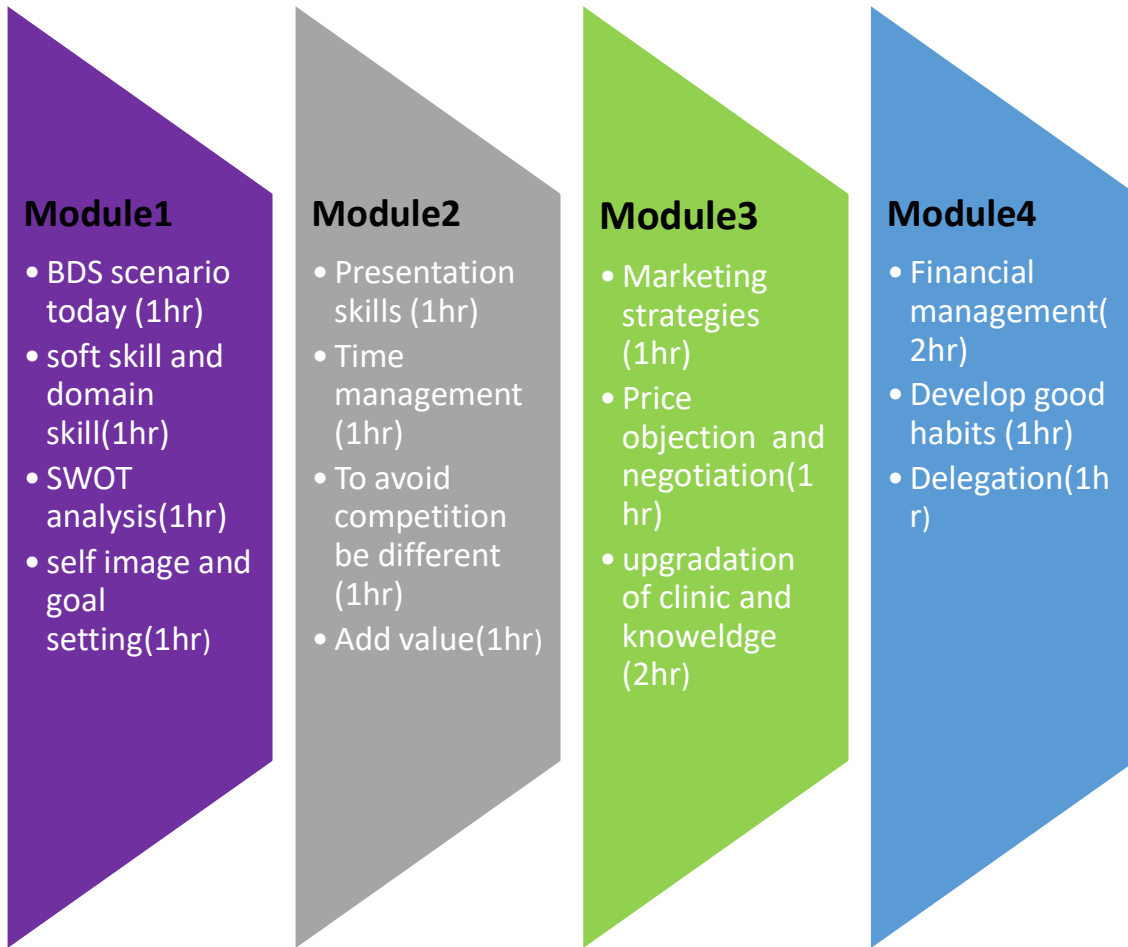
of income (Domain skills), rest 87.5% income comes from other things (Soft skills) we never learnt. So people who are toppers in college are not always winners in practice because its only 10% part of science learned about earning. Few people who we feel are lucky in both are not lucky but have unknowingly 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



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.

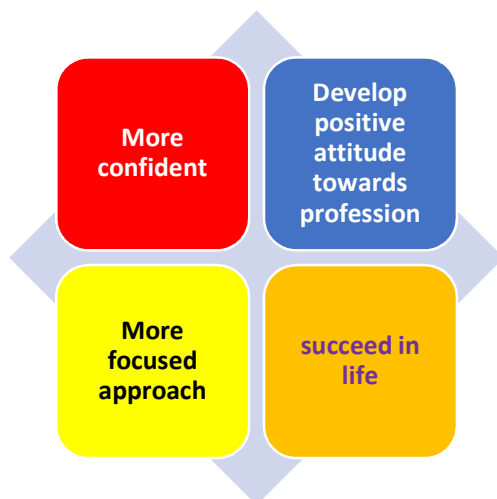
COURSE FEES: It was free

COURSE DETAILS



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 with an inaugural function with a world peace prayer followed by puja and lamp lighting 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 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.



Bhandari Teaching to Students

Course Completion Certificate



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

DEPARTMENT OF PERIODONTOLOGY

LEARN TO EARN – PRACTICE MANAGEMENT COURSE

07th & 08th NOV- 2023

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


Principal
MIDSR Dental college


HOD
Dept of Periodontology



HOD,



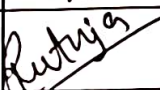

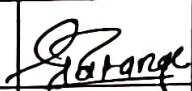
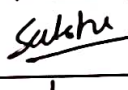
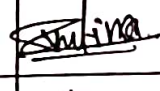

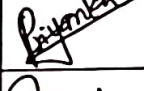

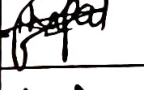
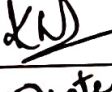



Department of Periodontology

MIDSRS Dental College Latur

Department Of Periodontology

Learn To Earn –Practice Management course

List of participants 2023-2024

Sr.no	Name of student	Sign	Email
1.	Mane Rajnandini		manerajrاندini2001@gmail.com
2.	Kanchan Solanke		kanchansolanke8208@gmail.com
3.	Rutuja Renapurkar		rutuja.renapurkar12@gmail.com
4.	Sakshi Vyas		sakshi27012003@gmail.com
5.	Patange Shraddha		shraddhapatange206@gmail.com
6.	Chandrapatte sakshi		sakshiichandrapatte358@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		phapal.vishakha78@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>Shruti</u>	shrutidbondge@gmail.com
02	Pragati Aylwar	<u>Pragati</u>	
56	Shruti Lahone	<u>Shruti</u>	shrutilahone9991@gmail.com
07	Anuja Keggire	<u>Anuja</u>	anuja keggire@gmail.com
06	Kale Sakshi	<u>Sakshi</u>	kalesakshi703@gmail.com
15	Sonkamble Pallavi	<u>Pallavi</u>	pallavisson13@gmail.com
08	Bhagdashri Phokle	<u>Bhagdashri</u>	bhagdashriphokle4@gmail.com
75	Shankh Swaleha	<u>Shankh Swaleha</u>	shankhswaleha1120@gmail.com
67	sneha pawar	<u>Sneha</u>	snehavp321@gmail.com
64	Eshita Porob	<u>Eshita</u>	eshitasu3@gmail.com
86	Yampallewar Neha	<u>Neha</u>	nehayampallewar0709@gmail.com
(10) Summer Batch	Prayag Vaishnavi	<u>Prayag</u>	vaishnaviprayag8@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>Riya</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 J.P.S. jadhavprajakta112@gmail
- 34) Ingle Amit Amit Amishanod119k2000@gmail
- 31) Suraj Gurusu Suraj Surajgurusu114@gmail
- Breadda Nallesh Nallesh breaddenalesh7666@gmail.com
- 38) Jishi Haribhajan H. H.S.H. hj20052001@gmail.com
- 15) Dahiphale Dipak. B. Dipak Dipakdahiphale0709@gmail.com
- 41) Mangesh Kamble Mangesh Kamblemangesh749@gmail.com
- 32) Siddhanta Haslekar Siddhanta Siddhanta790303@gmail.com
- 52) Kote Bhayashri Bhaskar bhayashrikote789@gmail.com
- 53) Siddhi Shete Siddhi Siddhishete1233@gmail.com
- 54) Kulkarni Vaishnavi Vaishnavi kulkarniv27@gmail.com
- 55) Lokate Prjati Prjati LokatePrjati44@gmail.com
- 56) Rucha Swami Rucha ruchaswami07@gmail.com
- 57) Priyanka Bavane Priyanka priyankabavane607@gmail.com
- 58) Pragati Bolegsonkar Pragati PragatiBoles1024@gmail.com
- 59) Ankita Biyani Ankita biyaniankitng@gmail.com
- 21) Gadade Bhagyashri Bhagyashri gadadebhagyashri@gmail.com
- 23) Ganage Shreyas Shreyas shreyaganage78@gmail.com
- 62) A Shubhangi Kanade Shubhangi skanade819@gmail.com
- 63) Shruti Ingale Shruti shrutisingale11@gmail.com
- 64) Vishalka Panchakshari Vishalka vishalkap101@gmail.com
- 67) Korhale Vaishnavi Vaishnavi vaishnavikorhale@gmail.com
- 45) Vaishnavi Karwa Karwa vaishnavikarwa@gmail.com
- 57) Vaishnavi Lakal Lakal Vaishnavilakal@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.	Khutanbuj Bebi Nayala	<u>Bebi</u>	drbebinayala101@gmail.com
19.	Biradar Rutuja.	<u>Rutuja</u>	rutujabiradar2000@gmail.com
20	Tamboli muskan	<u>Muskan</u>	muskantamboli303@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.	Mrudula Bikkad	<u>Mrudula</u>	mrudulabikkad1604@gmail.com
73	Vaishnavi Satwadh	<u>Vaishnavi</u>	vaishnavisatwadh36@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

17) Pruthi

10) Pruthviraj Deshmukh Pruthi

14) Mohini Chate

36) Jaqulpure Sakshi Sakshi

39) Aarti Kagde Aarti

33) Sayali Helaskar Helaskar

54) Minal Kulkarni Minal

19) Dhondge Amita Amita

~~39) 30)~~ Nandini Trakankar Trakankar
(83)

30) Gulbhile Sushbi Anol Gulbhile

37) Shubhangi Jautine Jautine

74) Sayed Bushra Bushra

pd28112001@gmail.com
mohinichate@gmail.com

jaqulpuresakshi@gmail.com
Aartikagde39@gmail.com

sayalihelaskar2002@gmail.com

kulkarniminal1@gmail.com

amitadhondge@gmail.com

rondirite4wo@gmail.com

Sushbigulbhile@gmail.com

shubhangijautine123@gmail.com

sayedbushra039@gmail.com