



योग भूखण्ड  
ONE EARTH - ONE FAMILY - ONE FUTURE



## Institute of Information Technology & Management Guru Gobind Singh Indraprastha University, New Delhi

<b>Type of Event</b>	MDP		
<b>Topic</b>	SPIRITUAL SESSION - VALUE SYSTEM & MANAGEMENT OF SELF		
<b>Duration (in hrs)</b>	10 am to 1 pm		
<b>Date(s) of Event</b>	29th May, 2024	<b>No. of Participants attended</b>	240

### Brief Description of the Activity

The Spiritual session on Value system & management of self, held at IITM on the 29th of May, 2024 for Students of Masters and Corporate professionals. The session was conducted by Jagadguru Shri Shankaracharya ji. He explained the integration of spiritual practices into personal and professional life. The session highlighted the significance of a strong value system and effective self-management as foundations for personal growth and leadership excellence.

This session is aimed to explore the integration of spiritual practices into personal and professional life, emphasizing the significance of a strong value system and effective self-management as foundations for personal growth and leadership excellence. The session sought to help participants understand the importance of a value system, explore how spirituality can reinforce these values, and learn self-management techniques through spiritual practices.

During the session, values were defined as fundamental beliefs that guide actions and decisions, forming the foundation of character and behavior. Key values discussed included integrity, respect, compassion, responsibility, and fairness. The role of spirituality in enhancing these values was also highlighted, emphasizing the interconnectedness of life, promoting deep introspection, and inspiring ethical behavior and a sense of collective well-being.

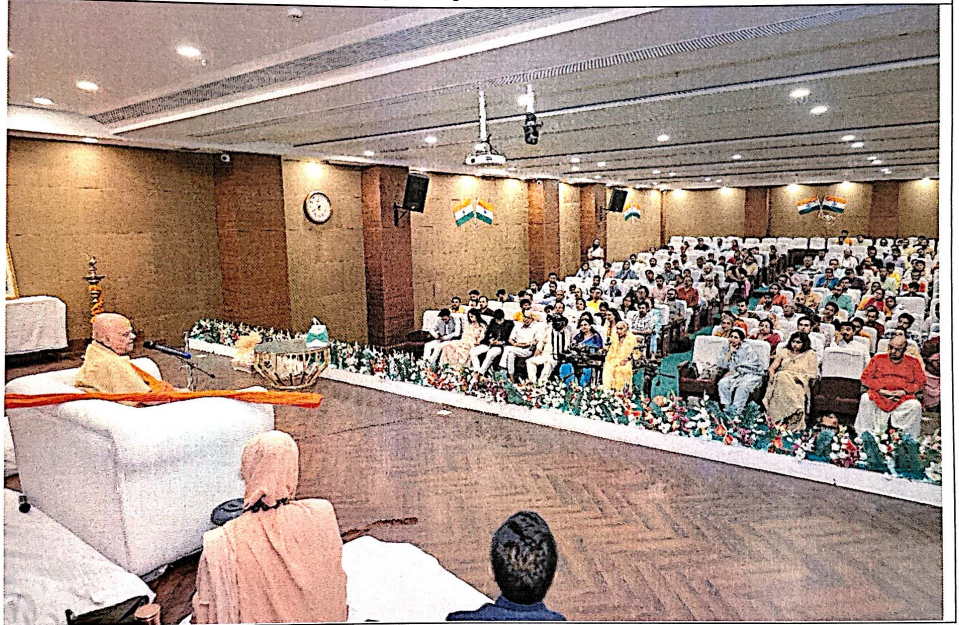
To aid self-management, various spiritual practices were introduced. Meditation was emphasized for its ability to enhance mental clarity, reduce stress, and improve focus. Mindfulness exercises were recommended to promote present-moment awareness, leading to better decision-making and emotional regulation. Yoga was demonstrated as a holistic practice integrating physical postures, breathing exercises, and meditation to promote overall well-being. Additionally, gratitude journaling was encouraged to foster a positive mindset and improve emotional health and resilience.



Building a strong value system was a focal point, with participants guided through exercises to identify and align their core values with their professional goals. The session included case studies of leaders who integrate spirituality into their leadership practices, sharing insights from various spiritual traditions to illustrate how they can reinforce universal values.

The outcomes of the session were notable. Participants reported enhanced self-awareness and clarity on their personal values, along with reduced stress and anxiety levels through meditation and mindfulness practices. Improvements in focus, productivity, and interpersonal relationships were also observed, attributed to increased empathy and compassion.

In conclusion, the spiritual session on "Value System & Management of Self" provided valuable insights and practical tools to enhance personal and professional lives. By integrating a strong value system and effective self-management techniques rooted in spirituality, participants can achieve greater personal fulfillment and professional success.



*Rachita Rana*  
Dr. Rachita Rana  
Director  
Institute of Information Technology &  
Management New Delhi





*Rachita Rana*  
Dr. Rachita Rana  
Director  
Institute of Information Technology & Management, New Delhi





Dr. Latika Malhotra  
Faculty Coordinator

Dr. Deepika Arora  
HOD-MBA

Prof. (Dr.) Rachita Rana  
Director

Dr. Rachita Rana  
Director  
Institute of Information Technology &  
Management





**Institute of Information Technology & Management**  
**Guru Gobind Singh Indraprastha University, New Delhi**

<b>Type of Event</b>	MDP		
<b>Topic</b>	<b>Emerging Trends in the IT Industry for Management Students and Corporate Professionals.</b>		
<b>Duration (in hrs)</b>	(10 am to 1 pm) 1 days		
<b>Date(s) of Event</b>	4 <sup>th</sup> Dec, 2023	<b>No. of Participants attended</b>	14

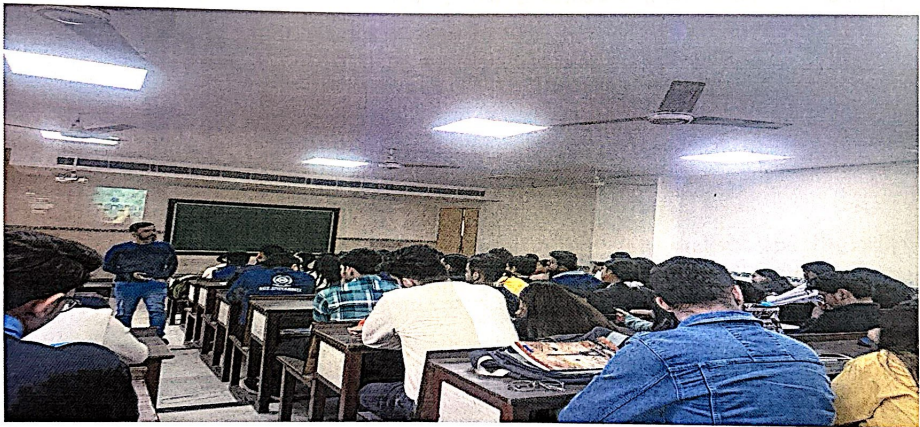
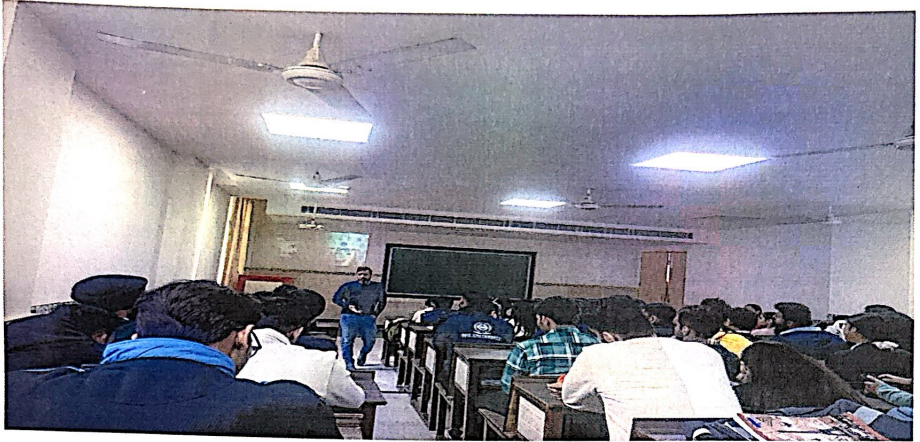
**Brief Description of the Activity**

The session on Emerging Trends in the IT industry for Management Students and Corporate managers, held at IITM on the 4th of December, 2023 was an enlightening and thought-provoking event that explored the impact of advanced technologies on industrial processes and operations. The session was conducted by Mr Alok R. Tiwari, Country Head and Director of One.com India. On that Day He explained the business world's dynamic paradigm shift. The convergence of artificial intelligence and advanced business intelligence tools is transforming various industries through the promotion of data-driven decision-making, productivity enhancement, and innovation. Also, he explained about the importances of Cybersecurity and Cloud Computing, As businesses become more digital, cybersecurity threats are increasing in frequency and sophistication. Also, Managers need to invest in robust cybersecurity measures and stay informed about the latest threats and defence mechanisms. Cloud services offer scalable infrastructure, reducing the need for significant upfront investment in hardware. Also, understanding how to optimize cloud resources and manage costs is essential for effective IT strategy. Also, he explained related to Data Analytics, Big Data and Blockchain Technology. Businesses are increasingly relying on data analytics to inform strategic decisions. Managers should be proficient in interpreting data and using analytics tools to drive business outcomes. Also, in case of blockchain technology, it is being explored for applications in supply chain management, identity verification, and smart contracts. And understanding blockchain's potential can help managers identify new opportunities for innovation.

This event was specifically designed for final-year MBA students and the corporate professionals, providing them with a platform to delve into the profound impact of Artificial Intelligence (AI), Machine Learning (ML), Blockchain, and Cyber security on various industries. The purpose of the session is to provide insight into how the technologies are changing the face of modern business. The session was overall very insightful.

*Rachita Rana*  
**Dr. Rachita Rana**  
 Director  
 Institute of Information Technology &  
 Management New Delhi





Dr. Latika Malhotra  
Faculty Coordinator

Dr. Deepika Arora  
HOD-MBA

Prof. (Dr.) Rachita Rana  
Director



**Institute of Information Technology & Management**  
**Guru Gobind Singh Indraprastha University, New Delhi**

<b>Type of Event</b>	MDP		
<b>Topic</b>	Competency Mapping		
<b>Duration (in hrs)</b>	(11 am to 3 pm) 1 day		
<b>Date(s) of Event</b>	30 <sup>th</sup> Nov, 2022	<b>No. of Participants attended</b>	17

**Brief Description of the Activity**

The session on Competency Mapping for Management Students and Corporate managers, held at IITM on the 30th of Nov, 2022 was an enlightening and thought-provoking event that explored to identify and document the core competencies required for various roles within the organization. This session aimed to align individual skills and capabilities with organizational goals, ultimately enhancing performance and career development opportunities. The session was conducted by Mr. Saurabh Gandhi, Assistant Vice President, BSES Delhi.

Objectives of the session are:

- To identify key competencies required for specific roles.
- To assess the current competency levels of employees in the industry.
- To identify competency gaps and areas for development.
- To create a roadmap for training and development programs.

This event was specifically designed for final-year MBA students and the corporate professionals, providing them with a platform to delve into the current competency levels and gaps within the organization. The identified gaps and recommended action plans form a solid foundation for targeted development initiatives. By implementing these recommendations, the organization can achieve enhanced performance, better alignment with strategic goals, and greater employee satisfaction and development. The session was overall very insightful.

Outcome of the session:

Employees underwent self-assessments, peer reviews, and manager evaluations, providing a comprehensive understanding of current competency levels across the organization. Key areas needing improvement were identified, particularly in problem-solving for junior roles, strategic thinking for middle management, and adaptability across various teams.

*Rachita Rana*  
Dr. Rachita Rana

Director

Institute of Information Technology &  
Management New Delhi





Dr. Sunitha Ravi  
Faculty Coordinator

Dr. Deepika Arora  
HOD-MBA

Prof. (Dr.) Rachita Rana  
Director

Rachita Rana  
Dr. Rachita Rana  
Director

Institute of Information Technology &  
Management New Delhi



## Institute of Information Technology & Management

Guru Gobind Singh Indraprastha University, New Delhi

Type of Event	Management Development Programme (MDP)		
Topic	Self-care Practices for Salespeople: Enhancing Emotional Wellness		
Duration (in hrs)	(10 am to 1 pm) 1 day		
Date(s) of Event	12 <sup>th</sup> Sept, 2022	No. of Participants attended	15

### Brief Description of the Activity

The session on Self-care Practices for Salespeople: Enhancing Emotional Wellness for Management Students and Corporate managers, held at IITM on 12th of Sept, 2022 was focused on understanding emotional wellbeing of sales role. Speaker of the session were Ms. Neha and Dr.Gopal Latwal. The session was conducted to address the unique emotional challenges faced by sales professionals and to provide strategies for improving their mental health and overall job satisfaction. The session aimed to equip salespeople with practical tools and insights to manage stress, build resilience, and enhance their emotional intelligence, contributing to a healthier work environment and improved performance.

Objectives of the session are:

1. **Increase Awareness:** Educate salespeople about the importance of emotional well-being and its impact on both personal and professional life.
2. **Build Resilience:** Equip attendees with techniques and practices to build emotional resilience, handle rejection, and maintain motivation despite challenges.
3. **Enhance Emotional Intelligence:** Provide training on emotional intelligence skills, such as empathy, self-awareness, and emotional regulation, to improve interactions with clients and colleagues.
4. **Encourage Work-Life Balance:** Promote the importance of a healthy work-life balance and provide practical tips on managing time, setting boundaries, and avoiding burnout.
5. **Recognize and Celebrate:** Acknowledge the hard work and achievements of salespeople, reinforcing their value to the organization and boosting morale.
6. **Promote a Positive Workplace Culture:** Encourage a culture of empathy, support, and recognition within sales teams, enhancing overall job satisfaction and retention.

Rachita Rana  
Dr. Rachita Rana  
Director

Institute of Information Technology &  
Management New Delhi



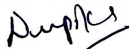
## Key Topics Covered

1. **Understanding Emotional Well-being in Sales**
  - The session began with an introduction to the concept of emotional well-being, highlighting its importance in sales roles. Key statistics on stress levels, burnout rates, and the impact of poor emotional health on performance were shared to provide context.
2. **Challenges to Emotional Well-being in Sales Roles**
  - The speakers discussed common challenges faced by salespeople, such as high-pressure environments, frequent rejection, long working hours, and a lack of work-life balance. Real-life examples were shared to illustrate how these challenges can affect emotional health.
3. **Building Emotional Resilience**
  - Practical techniques for building emotional resilience were presented, including mindfulness practices, cognitive reframing, positive self-talk, and stress management strategies. Attendees were guided through a short mindfulness exercise to experience the benefits firsthand.
4. **Developing Emotional Intelligence**
  - The importance of emotional intelligence (EQ) in sales was highlighted, focusing on self-awareness, self-regulation, empathy, and social skills. The session included interactive activities, such as role-playing exercises, to help participants practice these skills in real-world scenarios.
5. **Strategies for Maintaining Work-Life Balance**
  - The speakers emphasized the importance of maintaining a healthy work-life balance and provided practical tips on time management, setting boundaries, and prioritizing self-care. Attendees were encouraged to share their own strategies for achieving balance, creating a collaborative learning environment.
6. **Creating a Supportive Sales Environment**
  - Discussions were held on how organizations and managers can create a more supportive work environment for salespeople. This included promoting open communication, recognizing achievements, providing access to mental health resources, and fostering a culture of empathy and support.
7. **Access to Mental Health Resources**
  - Information on available mental health resources, such as Employee Assistance Programs (EAPs), counseling services, and wellness programs, was provided. Attendees were encouraged to utilize these resources and seek help when needed.

The session on "Emotional Well-being of Salespeople" successfully addressed key emotional challenges faced by sales professionals and provided valuable tools and strategies for enhancing their well-being. By promoting a culture of support, resilience, and self-care, organizations can help their sales teams thrive both professionally and personally. Continued focus on these areas will contribute to a healthier, more motivated, and more productive sales force.



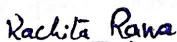
Dr. Sunita Ravi  
Faculty Coordinator



Dr. Deepika Arora  
HOD-MBA



Prof. (Dr.) Rachita Rana  
Director



Dr. Rachita Rana  
Director  
Institute of Information Technology &  
Management New Delhi





**Institute of Information Technology & Management**  
**Guru Gobind Singh Indraprastha University, New Delhi**

<b>Type of Event</b>	Management Development Programme (MDP)		
<b>Topic</b>	GST (Goods & Services Tax), its compliance & Challenges related to small & mid-size industries & Traders.		
<b>Duration (in hrs)</b>	(12 pm to 3 pm) 1 day		
<b>Date(s) of Event</b>	15 <sup>th</sup> Sept, 2021	<b>No. of Participants attended</b>	107

**Brief Description of the Activity**

The session on Goods & Services Tax, its compliance & Challenges related to small & mid-size industries & Traders for Management Students and Corporate managers, held at IITM on 15th of Sept, 2021 was focused on understanding its compliance requirements and the challenges faced by small and mid-size industries and traders. The aim was to provide participants with a comprehensive overview of GST, discuss the compliance landscape, and explore practical solutions to address the challenges. The session was conducted by Mr. Sarvesh Mahajan, Chartered Accountant, HYPD Consulting.

Objectives of the session are:

- To explain the fundamental concepts and structure of GST.
- To outline compliance requirements under GST.
- To identify specific challenges faced by small and mid-size industries and traders.

To propose solutions and best practices for overcoming these challenges.

Key Topics Covered

Overview of GST:

- GST Structure: Understanding CGST, SGST, IGST, and UTGST.
- GST Rates: Various tax slabs and their applicability.
- Registration: Mandatory registration thresholds and voluntary registration benefits.
- Input Tax Credit (ITC): Mechanism and eligibility for claiming ITC.
- Filing Returns: Types of GST returns and filing frequency.

**Rachita Rana**  
Dr. Rachita Rana  
Director

Institute of Information Technology &  
Management, New Delhi



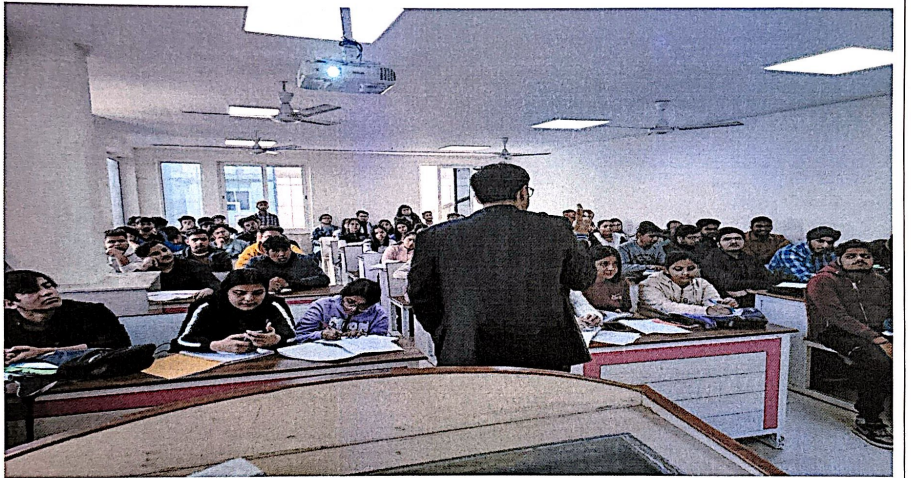
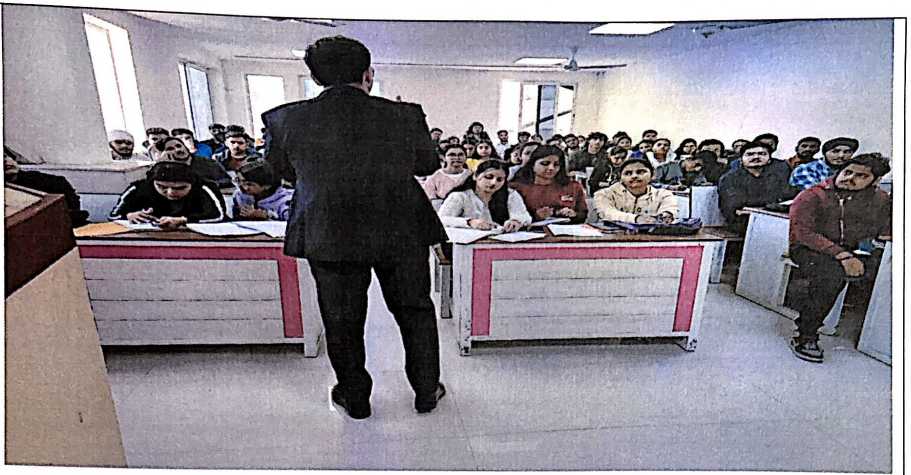
### Compliance Requirements:

- **Registration Process:** Steps and documentation required for GST registration.
- **Invoicing and Record-Keeping:** Mandatory invoice details and record maintenance.
- **Return Filing:** Timely filing of GSTR-1, GSTR-3B, and annual returns.
- **Payment of Tax:** Methods and deadlines for tax payment.
- **E-Way Bills:** Requirements and generation process for transporting goods.

### Challenges Faced:

- **Complexity of Compliance:** Difficulty in understanding and adhering to GST regulations.
- **Technological Barriers:** Limited access to technology and internet for filing returns.
- **Cash Flow Issues:** Delay in claiming ITC affecting cash flow.
- **High Compliance Costs:** Cost of hiring professionals and investing in software for compliance.
- **Frequent Changes in Regulations:** Keeping up with constant changes and updates in GST laws.

This event was specifically designed for final-year MBA students and the corporate professionals. The GST session provided valuable insights into the compliance requirements and challenges faced by small and mid-size industries and traders. While GST aims to simplify the indirect tax structure and create a unified market, its implementation poses significant challenges for smaller businesses. By adopting the recommended solutions, stakeholders can work towards easing the compliance burden, ensuring smoother operations, and fostering a more business-friendly environment under GST. The session was overall very insightful.



*Gopal Singh Latwal*

Dr. Gopal Singh Latwal  
Faculty Coordinator

*Deepika Arora*

Dr. Deepika Arora  
HOD-MBA

*S. X. Sharma*

Prof. (Dr.) Sudhir Sharma  
Director

