

Best Practice- 1

TITLE OF THE PRACTICE: “EARN WHILE YOU LEARN SCHEME”

1) Introduction -

This college cherishes the principles propounded by the late Dr. Karmaveer Bhaurao Patil right from its establishment. One of the most important principles viz. “Earn while you Learn” or “Education through self-help” which is the motto of the Rayat Shikshan Sanstha is followed in this college. The execution of this principle in this college has always been beneficial to a great number of the economically backward students.

2) Goal-

- a) To help students seek “Education through self-help”
- b) To promote a sense of self-confidence among students.
- c) To enhance the sense of brotherhood among students

3) Context-

“Earn while you learn” or “Education through self-help” is the motto of the Rayat Shikshan Sanstha which is fulfilled in the college. The execution of this principle in this college has been beneficial to a great number of the economically backward students.

4) Practice-

On an average, 20 students are admitted in this scheme during an academic year. During the academic year, numerous kinds of physical work are carried out by these students. They till the agricultural land owned by the Sanstha near the college campus. They take care of all the growing trees which are planted from time to time. They have produced and sold a variety of vegetables and flowers. Milk distribution and co-operative stores are organized by the students of the Scheme. In addition to this, they have kept the whole college campus neat and clean and have worked in the college garden. They also assist the college center

of the Indira Gandhi Open University. Periodically, they work in the college hostel and the college Library especially in matter of hard physical labour. They also help college staff at the time of important college events.

The students who participate in this scheme are provided with all the facilities like free of cost lodging and boarding in the college hostel. They are preferentially given concessions in the academic matter. On personality development ground, methods of mentoring are rendered to them. They are also given one full dress every year. Even the medical facilities are provided to some students who suffer from temporary illness. After getting the degrees they themselves feel proud of being the best students of this college.

5) Evidence of Success / Outcome –

The most important thing about this scheme is that students develop a sense of self-confidence and serve the society with the sense of brotherhood.

Some of the alumni of the said activity are rendering their services in a variety of domains of importance. Following is the list of them:

EARN AND LEARN SCHEME : ACHIEVEMENT

| Sr. No. | Name of students | Posts / Positions Held |
|----------------|-------------------------|---------------------------------------|
| 1 | Shri. Khande B.M. | C.A. |
| 2 | Shri. Shendge M.S. | C.A. |
| 3 | Shri .Chavan S.K. | C.A. IPCE Group -I pass |
| 4 | Shri. Pawar S. U | C.A. IPCE pass |
| 5 | Shri. Sutar P.S. | C.A. CPT. Pass |
| 6 | Shri. Medshingikar M.S. | Indian Army |
| 7 | Shri. Awatade B.S. | Lab .Asst. in RAYAT SHIKHAN SANSTHA'S |

| | | |
|----|--------------------|---------------------------------------|
| 8 | Shri. Mane V.V. | Lab .Asst. in RAYAT SHIKHAN SANSTHA'S |
| 9 | Shri. Khandit S.S | Indian Army |
| 10 | Shri. Kumbhar P.R. | Indian Army |
| 11 | Shri. Bansode R.R. | ICWAI Study |
| 12 | Shri. Shinde S.B. | ICWAI Study |
| 13 | Shri. Kadam M.V. | Maharashtra Police (PSI) |
| 14 | Shri. Jankar A.N. | Maharashtra Police Constable |
| 15 | Shri. Kate R.K. | Maharashtra Police Constable |

**Classification of Student Enrollment
(2018-2019)**

| Sr. No. | Year | Class | | | | | | | Total |
|---------|-----------|-------|-----|----------|-----------|------------|----------|-----------|-------|
| | | XI | XII | B.Com. I | B.Com. II | B.Com. III | M.Com. I | M.Com. II | |
| 1 | 2018-2019 | 04 | 02 | 06 | 03 | 01 | 02 | 00 | 18 |

Best Practice- 2

TITLE OF THE PRACTICE: "TRADE FARE DAY"

We are committed to bring in application among students for the prospective business personnel!

1. Goal

The practice has clearly underlined objectives:

- To nurture and support the business vision among young and enterprising students.
- To align classroom teaching with the experiential learning of marketing.
- To enable students to learn the **7Ps** of marketing viz: Product, Price, Place, Promotion, People, Process and Physical evidence.
- To prepare students to confront challenges, surmount difficulties and capitalize on the available opportunities.
- To teach students to deliberate, analyze and strategize to sustain in the competitive and dynamic market place.
- To provide a good ambience and creative environment for the all- round development of students

2. The Context

Our college is a reservoir of energy, tremendous potential and immense creativity. It is the challenge on our part to tap these hidden gifted resources and get the best out of them. Channelizing their energies in the right direction and tapping their latent potential was a big task. We have initiated a decent platform to address the entire edifice of marketing.

3. The Practice

The College provides a platform and an infrastructure to display marketing skills of students. To align textbook learning with practical orientation of Marketing as

a subject, the groups comprising **20** students install a stall to sell something on the college campus. Items on sale are entirely prepared by the group. Nearly **80** stalls operate on the day selling various eatables, fun activities, commodities, services etc. Students are instructed to carefully select products to sell, taking into consideration the needs, tastes and current demands of the people. Students themselves, through their brain storming sessions, price the products rightly taking into consideration the purchasing power and capacity of the people to buy the products. The students come up with innovative schemes and strategies to lure the customers. More than **15000** people that include alumni, parents, businessmen, eminent personalities from various places visit the Day. On an average, the turnover of the event is estimated worth **Rs. 10 lac**. The students themselves manage their selling ware from wholesale markets, transportation, several promotional tools and techniques are employed by students themselves. All promotional techniques like Advertising, Sales promotion, Publicity and Propaganda are used by students. The colorful extravaganza of posters & pictures, excitement & energy, zest and zeal turn out to be 'a talk of the day' on the College campus.

The students basically learn to segment, target and position their products in the real market. They also get an opportunity to understand complex customer psychology. The new buzz in town is Trade Fare which draws students, teachers and the administration staff not only from the college but also from the neighbouring colleges.

4. Evidence of Success.

