

## **Institution's 6<sup>th</sup> Core Value: Equipping Learners with Specialised Knowledge & Skills in the field of Emerging Professions**

*A paradigm shift from un-employability to gainful and sustainable employment- A paramount and pragmatic solution to contemporary monumentally plagued Higher Education!*

**Vision:** Institution strives to make conventional degrees worth employable by embedding it with a capsule of modular Professional Skills development programmes in emerging fields offering rewarding, gainful and sustainable career opportunities for its students.

### **Context:**

The main purpose of undergraduate curriculum is to attain the holistic development of students; so as to enable them to either getting placed in a job commensurate with their acquired academic credentials (Horizontal progression) and/or proceeding to pursue the higher studies in their chosen field (Vertical progression).

However, the conventional degree curricula irrespective of the faculty/discipline are proving irrelevant and obsolete in terms of creating the human resource of high caliber required by the potential employers/fields in particular and employability/job market in general. Moreover, innovations and creativity are almost missing in degree curricula. There is an apparent mis-match between what is taught and what is demanded by the Industry, business which contribute more than 80% potential employment share. Consequently, there is a dearth of professionally trained human resource especially in emerging areas that offer highly rewarding career opportunities like Export-Import management in International trade, GST practitioners and likes.

The problem of employability, lack of desirable professional skills among the graduating youths are the main concerns and challenges before the academia; particularly, higher education is miserably failing to fulfil the youth's aspirations pursuing higher studies,

With a focus to address and overcome these issues, concerns and challenges, Institution felt it essential and pertinent to offer highly professional skill based programmes with desirable skill kits, development of creative and divergent competencies, and to enhance the employability, entrepreneurial skills, while pursuing their conventional degrees itself, thus, making the degrees worth in seeking the gainful and sustainable employment. With this view in mind, it has been the institute's

endeavour to provide professional skills development programmes aimed at inculcating job/career specific professional skills in emerging and highly rewarding fields for its students across the faculties/disciplines to choose from according to their interests and inclinations and future career aspirations.

### **Institution's leap forward initiatives:**

#### **Introduction of Professional Skills Development Programmes:**

*(Internally evolved, designed and offered by the Institution- a paradigm shift from conventional to Industry/Application based Value Addition, Enrichment and Capacity Enhancement Learner centric programmes)*

Self-designed modular programmes in the emerging fields of highly rewarding career opportunities (Initially introduced under value addition, enrichment programmes (2018-19); upgraded to full-fledged Professional skills development course offered from 2019-20)

- 1. International Trade (Export-Import Management):** Operational procedures and practices
- 2. Goods and Services Tax (GST):** Operational procedures and practices

### **Goals:**

The professional skills development programmes are destined to creation of human resource of high caliber by equipping them with professional skills in emerging and highly rewarding fields, like International Trade, Goods and Services (GST) Law, while pursuing their degree through providing highly specialized professional skills so as to attain holistic development, entrepreneurial capabilities and empowerment of the students capable of fetching the gainful and sustainable employment. The programmes are to be conducted in collaboration with partnering industries, thus, so as to harness on Industry-Academia interface. Moreover, both the programmes are supportive to preparing for CA/CMA aspirants.

### **Objectives:**

The programmes are destined to meet the following objectives:

1. Inculcating professional skills leading to developing the skilled human resource of high caliber in the field of international trade, GST Laws;
2. Fostering core and professional competencies so as to enhance employability/ Self-employed professions, entrepreneurs in the emerging and highly rewarding fields, thus, catering to the needs of the economy, society and the county as a whole;
3. Imparting learner centric training with a focus to overcome the apparently evident mis-match between the conventional curricula and industry required competencies; so as to make them capable of fetching gainful and sustainable employment in the field of international trade and GST Laws;
4. Preparing for competitive examinations conducted by UPSC, MPSC for the coveted government jobs such as IRS, Customs Officers, ITS/IAAS/IPTAFS/IES;
5. Strengthening and harnessing on the collaborations with potential employers, industry, business establishments by way of conducting practical oriented session, offering internships/apprenticeships, on the job training and possible placements.

### **The Institutional Initiatives/Practices:**

The institute has taken specific initiatives to conduct and effective implementation of the programmes:

1. Designing the curricula: The Course contents of both the programmes are designed by the Institute in collaboration with the partner industry: Innovative Engineering – Manufacturing and Export Venture, embedding comprehensive concepts, precepts, operational procedures and practices in the field of International trade and GST Law.
2. Most Significantly, the learning resource material has been developed and brought up in the form of TWO comprehensive books; master piece in its own way, which can also be referred as manuals even by the professionals, titled as: **International Trade (Export-Import Management): Operational**

**procedures and practices; Goods and Services Tax (GST) Laws: Operational procedures and practices.**

3. MoUs with leading corporate houses and industries to inculcate divergent competencies/professional skills/professional ethics among students and faculty, create/construct knowledge and skills relevant to the sustainable and gainful employment, thus, linking its relevance to NEP 2020.
4. Admitting to its privileges, **Manufacturers Association of Satara**, Apex body of Industries, Satara District, granted membership to the institute.

**Programme specific desired Outcomes: International Trade (Export-Import Management): Operational procedures and practices;**

1. Successful completion of course clubbed with internship and on the job training;
2. Attainment of desired level of core competencies in the skills imparted under the specific programme;
3. Acceptance by the industry as the interns and prospective employees as Export-Import Manager, Marketing Manager, Logistic Manager, Forex Professional, Export-Import Accountant;
4. Capable of self-employed professional as Export-Import Consultant, Customs House Agent (CHA), Forex Professional, Freight Forwarder; EXAM-SKILLS IN EXPORT-IMPORT MANAGENT
5. Capable of being Entrepreneurs such as Manufacturer Exporter, Merchant Exporter;
6. Successfully cracking the SKILLS IN EXPORT MANAGEMENT examination jointly conducted by IIFT & Ministry of Commerce, Govt of India
7. Successfully cracking the UPSC/SSB competitive examinations leading to coveted government jobs like Commissioner of Customs, Customs Officer.

**Goods and Services Tax (GST) Law: Operational procedures and practices:**

1. Successful completion of course clubbed with internship and on the job training;

2. Attainment of desired level of core competencies in the skills imparted under the specific programme;
3. Acceptance by the MSME industries/companies as the interns and prospective employees as Accounts Managers, GST Accountants;
4. Capable of self-employed professionals as GST Practitioners/Consultants;
5. Successfully cracking the GOODS AND SERVICE TAX PRACTITIONER **(GSTP)** examination conducted by Ministry of Finance, Govt of India
6. Successfully cracking the ITS/IAAS/IPTAFS/IES (UPSC) examinations leading to gainful employment as GST Inspector, Sales Tax Officer through Staff selection/MPSC.

**Eligibility:** Any student pursuing graduation irrespective of faculty/discipline showing aptitude and inclination.

Duration: Modular programmes evenly distributed over a span of three years

It is mandatory that Students shall undergo the internship and on the job training to be conducted in collaboration with relevant partner industry, business establishments and prospective employers.

### **Institutional Actions:**

The institution has executed 25 MOU's with Industries; which are functional to provide learner-centric education through experimental learning, on-job training & internships to our students; that makes us possible to instilling professional skills among students & faculties to develop skilled human resource of high caliber; which is a need of our economy, society and the country as a whole. This is an academic incubation; that has set the unique example for other institute to follow.

Moreover, the institutional initiatives towards introduction of these highly distinctive professional skills development programmes are aligned with the predominant features envisaged in recently announced New Education Policy, 2020; which promotes integration of main stream education with vocational education & industry, business-focused approach; creating entrepreneurship oriented programmes which will lead to entrepreneurial revolution; with a focus on research & innovation by

setting up industry-academic linkages, start-up incubation centres & technology development centres.

### **Evidence of Success**

Perhaps, it is the only institute in the state of Maharashtra offering such distinctive programmes.

With the introduction of self-devised/designed/offered 'Professional Skills development programmes' on International trade, GST Law, which have inept potential to offer enormous entrepreneurial, self-employability opportunities, the Institution, among others, has demonstrated its proactive response towards Self Reliant India Mission as Education, Employability, Employment and Entrepreneurship are the main pillars to build a self-reliant *India*.

To further the cause, recently, Govt. of India has launched One District One Product (ODOP) initiative, to make each district as export hub, by identifying products with export potential and support local exporters/manufacturers. Its objective is, to fuel economic growth through' rural entrepreneurship. As a result, India's export is expected to grow by 25-30% per annum in next 3-5 years. Whereas GST Law is introduced at national level, just 4 years back & is becoming an emerging profession in the form of GST Practitioner!

Moreover, the institutional initiatives in this regard have direct bearing to towards the realization of most impacting core values; viz. Contributing to National development and fostering global competencies amongst the graduating youths.

Notwithstanding these derived benefits, the following are significantly apparent measurable evidence of success attributed to the introduction of these professional training programmes.

1. This has impacted positively on the enrolment graph of the institution, showing upsurge in aggregate, attracting the students from far and wide, providing wide access to different geographical areas, reversing trend from urban to rural institute.
2. Secured gainful and sustainable employment in leading industries/Export-Import ventures immediately on pursuing degree with professional skills.

It is evidenced from the placement rate of 84% of our first outgoing batch.

**Institutional 6<sup>th</sup> Core Value has a direct bearing to:**

- ✓ Contributing to national development
- ✓ Fostering global competencies and
- ✓ Demonstrating our Quest for Excellence

**Future plan:**

Owing to its encouraging success even in the initial stages, the institution intends to expand the scope of these professional skills development programmes by upgrading them to the level of degree programmes in an autonomous setup for which the institution is aspiring in near future.

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Further to strengthen these endeavours, designing and offering professional skill development programmes in Metal Chemistry, Industrial Chemistry is on our agenda!