



SANSKRITHI SCHOOL OF BUSINESS

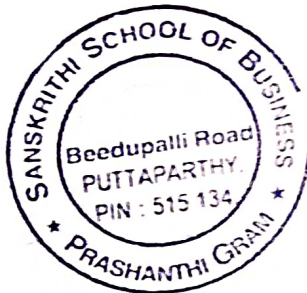
Approved by AICTE, New Delhi. Affiliated to JNTUA, Anantapur.

Beedupalli Road, Prasanthigram, Puttaparthi, Sri Sathya Sai District – 515 134.

5-FINANCIAL SUPPORT FOR WORKSHOPS

(2019-2020)

Year	Name of teacher	Name of conference/ workshop attended for which financial support provided	Name of the professional body for which membership fee is provided	Amount of support received (in INR)
2019-2020	DR.M.RAMA KUMARI	Case Writing Workshop (AIMS)	Nil	2,000/-
2019-2020	G. RAJASEKHAR			2,000/-
2019-2020	S. KUTHIJA			2,000/-
2019-2020	MR.RAMAKRISHNA A			2,000/-
2019-2020	SMD. KARIMULLA BASHA			2,000/-
2019-2020	MRS.B.DHANAMMA			2,000/-
Total Amount of Workshop				12,000/-



Dr. Balakrishna

PRINCIPAL

Sanskriti School of Business,
Beedupalli Road, Prasanthigram,
PUTTAPARTHI - 515134,
Ananthapuramu (Dt.) A.P.



SANSKRITHI SCHOOL OF BUSINESS

Approved by AICTE, New Delhi, Affiliated to JNTUA, Anantapur,
Beedupalli Road, Prasanthigram, Puttaparthi, Sri Sathya Sai District – 515 134.

BROCHER FOR WORKSHOP

PROGRAMME SCHEDULE

Day 1: September 28, 2020

11:00 AM – 12:00 PM
Brief introduction to the Workshop

1:00 PM – 3:00 PM
Interaction of groups with
representatives of various
organisations

Day 2: September 29, 2020

10:30 AM – 12:30 PM
Review of the information
collected on Day 1

2:30 PM – 3:30 PM
Drafting of the Case - I

Day 3: September 30, 2020

10:30 AM – 12:30 PM
Drafting of the Case - II

02:00 PM – 04:00 PM
Presentation of Case Drafts

Association of Indian Management
Schools
76 Durgamagar, Punjagutta
Hyderabad 500082
Tel: 011-31417876 - 48544057/
011-0110148
Email: aims.secretariat@gmail.com
Website: www.aims.org.in

Online case writing workshop

SEPTEMBER 28-30, 2020



Dr. Balakrishna
PRINCIPAL

Sanskriti School of Business,
Beedupalli Road, Prasanthigram,
PUTTAPARTHI - 515134,
Ananthapuramu (Dt.) A.P.



SANSKRITHI SCHOOL OF BUSINESS

Approved by AICTE, New Delhi. Affiliated to JNTUA, Anantapur,
Beedupalli Road, Prasanthigram, Puttaparthi, Sri Sathya Sai District - 515 134,

Objectives

- *To develop case writing skills of the participants.
 - *To encourage the use of case method as a pedagogical tool by providing rich inputs for improving the analytical skills of participants.
- In view of the inadequacy of suitable case literature reflecting Indian situations, the workshop aims at developing and publishing case studies for use in teaching and training sessions.

INTRODUCTION

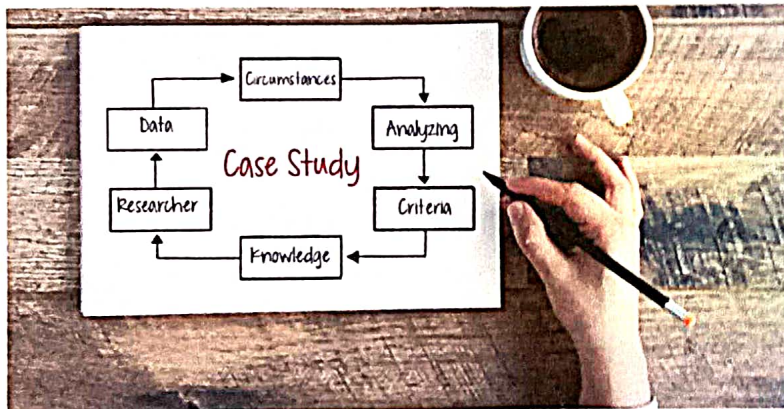
Management education cannot be complete without citing appropriate examples. Case method, hence, has gained significant importance as an alternative pedagogical tool to the traditional lecture method of imparting knowledge to learners. It involves active participation of learners, which is more stimulating than the role of passive listening played by them in the formal lecture session.

ONLINE WORKSHOP

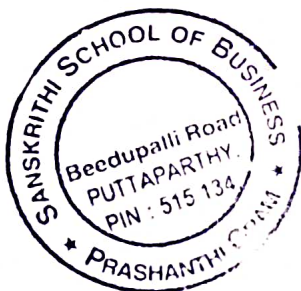
This online workshop is an attempt to facilitate the faculty members working in various B-schools to write management cases based on Indian situations.

CASE METHOD

Cases are real life situations where learners are exposed to a thought provoking business decision-making environment. Case is an effective simulation for management students to develop their skills, sharpen logical and analytical skills and improve the ability to communicate. It helps them to transfer theories and theories into action by giving them an opportunity to process information, analyze, synthesize and evaluate decisions. The case method makes learning enjoyable and interesting, thereby making it effective.



"There is a dearth of good cases which are developed in Indian environment"



Dr. Balakrishna
PRINCIPAL

Sanskriti School of Business,
Beedupalli Road, Prasanthigram,
PUTTAPARTHI - 515134,
Ananthapuramu (Dt.) A.P.



SANSKRITHI SCHOOL OF BUSINESS

Approved by AICTE, New Delhi. Affiliated to JNTUA, Anantapur.
Beedupalli Road, Prasanthigram, Puttaparthi, Sri Sathya Sai District – 515 134.

Profile-Facilitator

Dr. Upinder Dhar is Vice Chancellor of Shri Vishnav Vidyapeeth Vishwavidyalaya (Indore). Earlier, he was Group Additional Vice Chancellor and Pro-Vice Chancellor (Academics), Amity University (Noida). Founder Vice Chancellor of J.K. Lakshmi Prasad University (Jaipur); Director - Institute of Management, Dean - Faculty of Management, and Dean - Faculty of Doctoral Studies and Research, Nirma University (Ahmedabad); Director - Prestige Institute of Management and Research (Indore); Professor of Management at NITE (Mumbai); Reader at IMS DAVV (Indore).

He has conducted more than 650 management and faculty development programs for the executives of major business houses and faculty members of academic institutions respectively. He has also been Guest Faculty at IIM Calcutta, IIM Indore, IIM Trichy and IIT Roorkee. Besides undertaking consultancy assignments, he has authored/co-authored/edited more than 700 publications. Thirty Six (36) scholars have been awarded Ph.D. degree under his supervision by various universities.

A Fellow of ISD and a strong proponent of Case Method, Dr. Dhar was conferred Ram J. Mathai National Fellow Award by the Association of Indian Management Schools (AIMS) in 2013. He has been on the Panel of Reviewers of number of international journals, such as International Journal of Training and Development, Human Resources International, Journal of Global Business and Technology, and South Asian Journal of Management. He has also been on the Panel of Experts maintained by the NAAC (Bangalore), NBA (Bangalore), ICSSR (New Delhi), and SAQS (Hyderabad). He was President of Anthropological and Behavioural Sciences Section of the Indian Science Congress Association in 2007/08, Indian Society for Training and Development in 2008-09 and Association of Indian Management Schools in 2014-15.

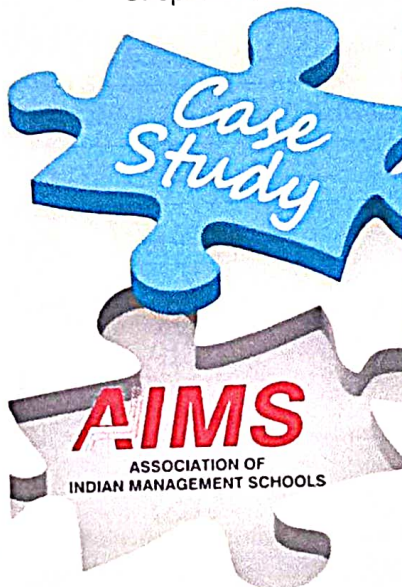
He has also been Member of the Council of Management of AIMA, Member of ATMA, All India Board of Management Studies of AICTE, Rajasthan State Productivity Council, Governing Board of DELNET, and Member of the Executive Board of AMOISA.

Dr. Dhar was awarded Commonwealth Fellowship twice. He was invited by the American Society for Engineering Management as resource person for Case Method during its international annual Conference held at Minnesota in 2013. He has been on the high powered Expert Committees constituted by MHRD, UGC, AICTE and Hon'ble Governor of Uttar Pradesh. Currently, he is a Member of the Standing Committee on Specification of Degrees u/s 22 of the UGC Act, 1956. He has also been resource person in the Leadership for Academic Program (LEAP) sponsored by MHRD and organized by IIT Roorkee in 2018 and BHU Varanasi in 2019.

Facilitator



Dr Upinder Dhar

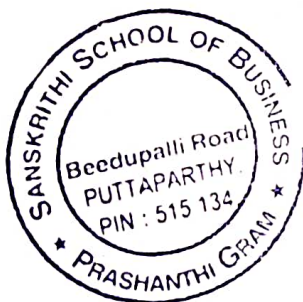


DELEGATE FEE

For Members Rs.500/- (service tax included)
For Non-Members Rs.800/- (service tax included)
will be charged.

Fee paid will not be refunded. However, a substitute delegate is acceptable.

Register online at
<https://tinyurl.com/aims-workshop>



Dr. Balakrishna
PRINCIPAL

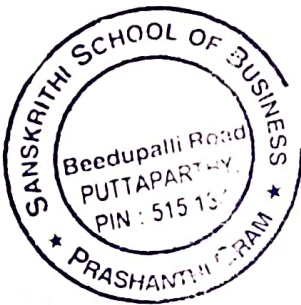
Sanskriti School of Business,
Beedupalli Road, Prasanthigram,
PUTTAPARTHI - 515134,
Ananthapuramu (Dt.) A.P.



SANSKRITHI SCHOOL OF BUSINESS

Approved by AICTE, New Delhi. Affiliated to JNTUA, Anantapur.
Beedupalli Road, Prasanthigram, Puttaparthi, Sri Sathya Sai District – 515 134.

SAI SANSKRITHI EDUCATIONAL SOCIETY	
Regd. No. 495/2008	
SANSKRITHI SCHOOL OF BUSINESS	
Behind Sri Sathya Sai Super Speciality Hospital, Beedupalli Road, Prasanthigram, PUTTAPARTHI-515 134. Anantapuramu (Dist.) A.P.	
Voucher No.	Date. 26/9/20
PAID TO.....	M. Rama kurl
RUPEES.....	two thousand rupees only
ON ACCOUNT OF.....	case writing workshop
CASH / CHEQUE NO.....	✓
 2000/-	Authorised Signature
	Accountant
	Signature



Dr. Balakrishna

PRINCIPAL

Sanskriti School of Business,
Beedupalli Road, Prasanthigram,
PUTTAPARTHI - 515134,
Ananthapuramu (Dt.) A.P.



SANSKRITHI SCHOOL OF BUSINESS

Approved by AICTE, New Delhi. Affiliated to JNTUA, Anantapur.
Beedupalli Road, Prasanthigram, Puttaparthi, Sri Sathya Sai District – 515 134.



SANSKRITHI SCHOOL OF BUSINESS

(APPROVED BY AICTE, AFFILIATED TO JNTUA, FILE MEMBERSHIP OF AIMS) PUTTAPARTHI-515134

FINANCE SUPPORT REQUISITION FORM

(Seminars, Conference, Workshop, FDP, Personal)

- 1) Name of the Staff : Dr. M. Rama Kuri
2) Designation : Asst. Professor
3) Department : SSB/MBA
4) Reason /Purpose : To attend workshop
5) Description of the Event : case writing workshop (AIMS)
6) Date of the Program : 28/9/2020 to 30/9/2020
7) Amount Requested : Rs. 2000/-
8) Enclosure :

Date: 20/9/2020

Signature of Applicant

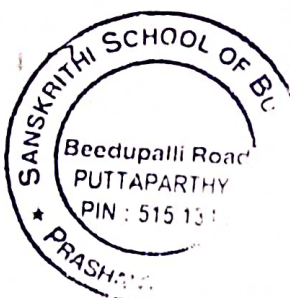
☒ Recommended / Not Recommended

☒ Sanctioned / Not Sanctioned

HOD

CXO

PRINCIPAL



PRINCIPAL
Sanskriti School of Business,
Beedupalli Road, Prasanthigram,
PUTTAPARTHI - 515134,
Ananthapuramu (Dt.) A.P.



SANSKRITHI SCHOOL OF BUSINESS

Approved by AICTE, New Delhi. Affiliated to JNTUA, Anantapur.
Beedupalli Road, Prasanthigram, Puttaparthi, Sri Sathya Sai District – 515 134.

SAI SANSKRITHI EDUCATIONAL SOCIETY

Regd. No. 495/2008

SANSKRITHI SCHOOL OF BUSINESS

Behind Sri Sathya Sai Super Speciality Hospital,
Beedupalli Road, Prasanthigram, PUTTAPARTHI-515 134. Anantapuramu (Dist.) A.P.

Voucher No.

Date 24/9/20

PAID TO G. Raja Sekar

RUPEES two thousand Rupees only

ON ACCOUNT OF case writing workshop

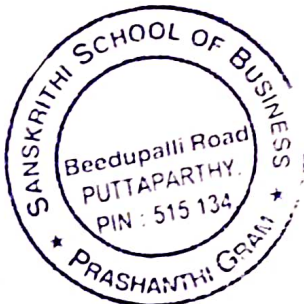
CASH / ~~CHEQUE~~ NO. ✓

₹. 2000/-

[Signature]
Authorised Signature

[Signature]
Accountant

[Signature]
Signature



Dr. Babu K. S. Rao

PRINCIPAL

Sanskriti School of Business,
Beedupalli Road, Prasanthigram,
PUTTAPARTHI - 515134,
Ananthapuramu (Dt.) A.P.



SANSKRITHI SCHOOL OF BUSINESS

Approved by AICTE, New Delhi. Affiliated to JNTUA, Anantapur.
Beedupalli Road, Prasanthigram, Puttaparthi, Sri Sathya Sai District – 515 134.

FINANCE SUPPORT REQUISITION FORM

(Seminars, Conference, Workshop, FDP, Personal)

- 1) Name of the Staff : G. Rajasekhar
2) Designation : Asst. Professor
3) Department : SSB/MBA
4) Reason /Purpose : To Attend workshop
5) Description of the Event : case writing workshop
(AIMS)
6) Date of the Program : 28-9-2020 to 30/9/2020
7) Amount Requested : Rs 2000/-
8) Enclosure :

Date: 20/9/2020

Signature of Applicant

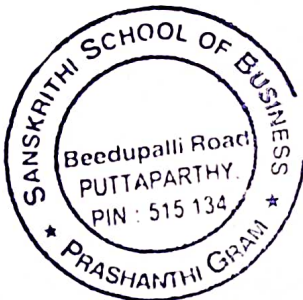
Recommended / Not Recommended

Sanctioned / Not Sanctioned

HOD

CAO

PRINCIPAL



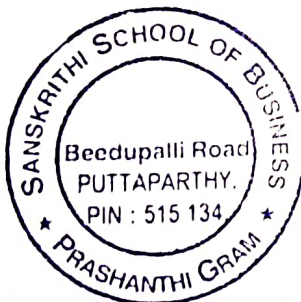
Dr. Balakrishnan
PRINCIPAL
Sanskriti School of Business,
Beedupalli Road, Prasanthigram,
PUTTAPARTHI - 515134,
Ananthapuramu (Dt.) A.P.



SANSKRITHI SCHOOL OF BUSINESS

Approved by AICTE, New Delhi. Affiliated to JNTUA, Anantapur.
Beedupalli Road, Prasanthigram, Puttaparthi, Sri Sathya Sai District – 515 134.

SAI SANSKRITHI EDUCATIONAL SOCIETY	
Regd. No. 495/2008	
SANSKRITHI SCHOOL OF BUSINESS	
Behind Sri Sathya Sai Super Speciality Hospital, Beedupalli Road, Prasanthigram, PUTTAPARTHI-515 134. Anantapuramu (Dist.) A.P.	
Voucher No.	Date. 22/9/20
PAID TO S. Kuthija	
RUPEES two thousand Rupees only	
ON ACCOUNT OF case writing workshop	
CASH ☒ CHEQUE NO. ✓	
₹. 2000/-	
Authorised Signature	Accountant
	Signature



Dr. Balakrishna

PRINCIPAL

Sanskriti School of Business,
Beedupalli Road, Prasanthigram,
PUTTAPARTHI - 515134,
Ananthapuramu (Dt.) A.P.



SANSKRITHI SCHOOL OF BUSINESS

Approved by AICTE, New Delhi. Affiliated to JNTUA, Anantapur.
Beedupalli Road, Prasanthigram, Puttaparthi, Sri Sathya Sai District – 515 134.



SANSKRITHI SCHOOL OF BUSINESS

(APPROVED BY AICTE, AFFILIATED TO JNTUA, THE MEMBERSHIP OF AIMS, PUTTAPARTHI-515111)

FINANCE SUPPORT REQUISITION FORM

(Seminars, Conference, Workshop, FDP, Personal)

- 1) Name of the Staff : S. Kuthija
2) Designation : Asst. Professor
3) Department : SSB/MBA
4) Reason / Purpose : To attend workshop
5) Description of the Event : case writing workshop (AIMS)
6) Date of the Program : 28/9/2020 to 30/9/2020
7) Amount Requested : Rs. 2000/-
8) Enclosure :

Date: 20/9/2020


Signature of Applicant

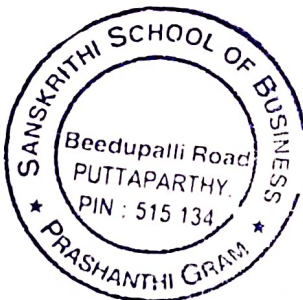

Recommended / Not Recommended


Sanctioned / Not Sanctioned


HOD


CAO


PRINCIPAL




PRINCIPAL
Sanskrithi School of Business,
Beedupalli Road, Prasanthigram,
PUTTAPARTHI-515134,
Ananthapuramu (DL) A.P.



SANSKRITHI SCHOOL OF BUSINESS

Approved by AICTE, New Delhi. Affiliated to JNTUA, Anantapur.
Beedupalli Road, Prasanthigram, Puttaparthi, Sri Sathya Sai District – 515 134.

SAI SANSKRITHI EDUCATIONAL SOCIETY

Regd. No. 495/2008

SANSKRITHI SCHOOL OF BUSINESS

Behind Sri Sathya Sai Super Speciality Hospital,
Beedupalli Road, Prasanthigram, PUTTAPARTHI-515 134, Anantapuramu (Dist.) A.P.

Voucher No.

Date.. 25/9/20

PAID TO..... M. Ramakrishna

RUPEES..... two thousand rupees only

ON ACCOUNT OF..... case writing workshop

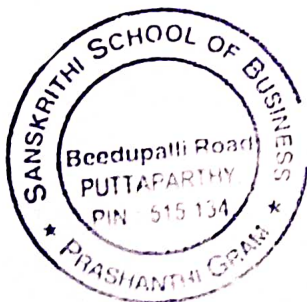
CASH / ~~CHEQUE~~ NO..... ✓

₹. 2000/-


Authorised Signatory


Accountant


Signature



Dr. Balakrishna
PRINCIPAL
Sanskriti School of Business,
Beedupalli Road, Prasanthigram,
PUTTAPARTHI - 515134,
Ananthapuramu (Dt.) A.P.



SANSKRITHI SCHOOL OF BUSINESS

Approved by AICTE, New Delhi. Affiliated to JNTUA, Anantapur.
Beedupalli Road, Prasanthigram, Puttaparthi, Sri Sathya Sai District – 515 134.



SANSKRITHI SCHOOL OF BUSINESS

(APPROVED BY AICTE, AFFILIATED TO JNTUA, FUL MEMBERSHIP OF AINSI) PUTTAPARTHI-515134

FINANCE SUPPORT REQUISITION FORM

(Seminars, Conference, Workshop, FDP, Personal)

- 1) Name of the Staff : M^{rs}. RAMAKRISHNA
2) Designation : Ass-t. Professor
3) Department : SSB/MBA
4) Reason /Purpose : To Attend workshop
5) Description of the Event : case writing workshop
(AIMS)
6) Date of the Program : 28/9/2020 to 30/9/2020
7) Amount Requested : Rs 2000/-
8) Enclosure :

Date: 20/9/2020


Signature of Applicant

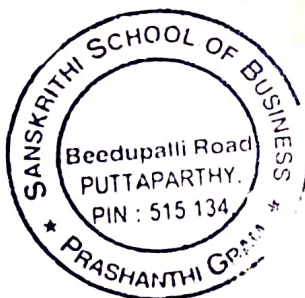
✓
Recommended / Not Recommended

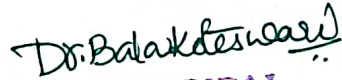
✓
Sanctioned / Not Sanctioned


HOD


CAO


PRINCIPAL




PRINCIPAL
Sanskriti School of Business,
Beedupalli Road, Prasanthigram,
PUTTAPARTHI - 515134,
Ananthapuramu (Dt.) A.P.



SANSKRITHI SCHOOL OF BUSINESS

Approved by AICTE, New Delhi. Affiliated to JNTUA, Anantapur.
Beedupalli Road, Prasanthigram, Puttaparthi, Sri Sathya Sai District – 515 134.



SANSKRITHI SCHOOL OF BUSINESS

(APPROVED BY AICTE, AFFILIATED TO JNTUA, LIFE MEMBERSHIP OF AIMS) PUTTAPARTHI-515134

FINANCE SUPPORT REQUISITION FORM

(Seminars, Conference, Workshop, FDP, Personal)

- | | |
|-----------------------------|--------------------------------|
| 1) Name of the Staff | : Smd. Kanimulla Barka |
| 2) Designation | : H.O.D |
| 3) Department | : MBA |
| 4) Reason / Purpose | : To Attend Workshop |
| 5) Description of the Event | : Core Writing Workshop (AIMS) |
| 6) Date of the Program | : 28/9/2020 to 30/9/2020 |
| 7) Amount Requested | : Rs. 2000 |
| 8) Enclosure | : |

Date: 22/9/2020

Yal
Signature of Applicant

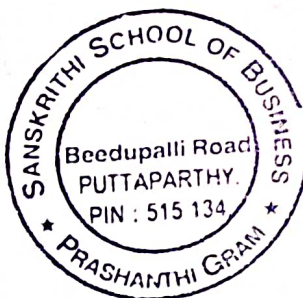
✓
Recommended / Not Recommended

✓
Sanctioned / Not Sanctioned

Yal
HOD

Yal
HOD

Yal
PRINCIPAL

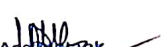
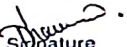


Dr. Balakrishna
PRINCIPAL
Sanskriti School of Business,
Beedupalli Road, Prasanthigram,
PUTTAPARTHI - 515134,
Ananthapuramu (Dt.) A.P.



SANSKRITHI SCHOOL OF BUSINESS

Approved by AICTE, New Delhi. Affiliated to JNTUA, Anantapur.
Beedupalli Road, Prasanthigram, Puttaparthi, Sri Sathya Sai District – 515 134.

SAI SANSKRITHI EDUCATIONAL SOCIETY	
Regd. No. 495/2008	
SANSKRITHI SCHOOL OF BUSINESS	
Behind Sri Sathya Sai Super Speciality Hospital, Beedupalli Road, Prasanthigram, PUTTAPARTHI-515 134. Anantapuramu (Dist.) A.P.	
Voucher No.	Date..25/12/20
PAID TO..M.S.B. Phanamma	
RUPEES..two thousand Rupees only	
ON ACCOUNT OF..case writing workshop	
CASH / CHEQUE NO.	
 2000/-	Authorised Signature 
	Accountant 
	Signature 



Dr. Balakoteswari
PRINCIPAL

Sanskriti School of Business,
Beedupalli Road, Prasanthigram,
PUTTAPARTHI - 515 134,
Ananthapuramu (D.C.) A.P.



SANSKRITHI SCHOOL OF BUSINESS

Approved by AICTE, New Delhi. Affiliated to JNTUA, Anantapur.
Beedupalli Road, Prasanthigram, Puttaparthi, Sri Sathya Sai District – 515 134.



SANSKRITHI SCHOOL OF BUSINESS

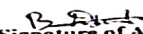
(APPROVED BY AICTE, AFFILIATED TO JNTUA, LIFE MEMBERSHIP OF AIMS) PUTTAPARTHI-515134

FINANCE SUPPORT REQUISITION FORM

(Seminars, Conference, Workshop, FDP, Personal)

- | | |
|-----------------------------|--------------------------------|
| 1) Name of the Staff | : Mrs. B. Dharamma |
| 2) Designation | : NSSL Professor |
| 3) Department | : MBA |
| 4) Reason / Purpose | : To attend workshop |
| 5) Description of the Event | : Case Writing Workshop (AIMS) |
| 6) Date of the Program | : 28/9/2020 to 30/9/2020 |
| 7) Amount Requested | : 2000/- |
| 8) Enclosure | : |

Date: 20/9/2020


Signature of Applicant

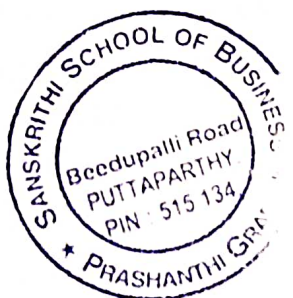
☒ Recommended / Not Recommended

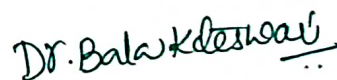
☒ Sanctioned / Not Sanctioned


HOD


CAO


PRINCIPAL




Dr. Balakrishna

PRINCIPAL

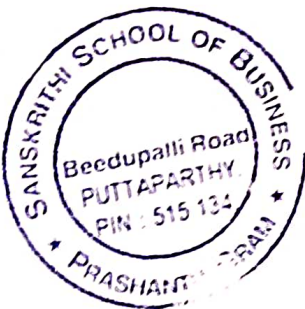
Sanskriti School of Business,
Beedupalli Road, Prasanthigram,
PUTTAPARTHI - 515134,
Ananthapuramu (Dt.) A.P.



SANSKRITHI SCHOOL OF BUSINESS

Approved by AICTE, New Delhi. Affiliated to JNTUA, Anantapur.
Beedupalli Road, Prasanthigram, Puttaparthi, Sri Sathya Sai District – 515 134.

SAI SANSKRITHI EDUCATIONAL SOCIETY	
Regd. No. 495/2008	
SANSKRITHI SCHOOL OF BUSINESS	
Behind Sri Sathya Sai Super Speciality Hospital, Beedupalli Road, Prasanthigram, PUTTAPARTHI-515 134. Anantapuramu (Dist.) A.P.	
Voucher No.	Date... 26/9/20...
PAID TO... D. karimulla basha	
RUPEES... two thousand Rupees only	
ON ACCOUNT OF... case writing workshop	
CASH / CHEQUE NO... ✓	
 2000/-	Authorized Signature  Assistant  Signature 



Dr. Balakoteswari

PRINCIPAL

Sanskriti School of Business,
Beedupalli Road, Prasanthigram,
PUTTAPARTHI - 515134,
Ananthapuramu (Dt.) A.P.