

A REPORT
ON
Seminar
On
“Pharma Market & Exponential”
(Friday, 25th February 2022)

“Alumni Talk”



VASANTIDEVI PATIL
INSTITUTE OF PHARMACY

Shri. Yashwant Shikshan Prasarak Mandal's

Vasantidevi Patil Institute of Pharmacy

Kodoli, Tal. Panhala, Dist. Kolhapur-416 114 (MH)

Phone: (02328) 223341 , Fax: (02328) 222089;

Website: www.vpipkodoli.com; Email: vpip@yspm.in



ABOUT SHREE YASHWANT SHIKSHAN PRASARAK MANDAL:

ShriYashwant Shikshan Prasarak Mandal (YSPM), Kodoli, is a premier group of Institutions established by great visionary and compassionate **Ex.MLA.Hon.Late.ShriYashwantEknath Patil (Dada) in the year 1982** with a broad objective of socio-economic development and ethical transformation with lending a helping hand towards the welfare of the society.

ABOUT INSTITUTE:

Vasantidevi Patil Institute of Pharmacy (VIP), Kodoli was established in 2003 under aegis of **ShriYashwant Shikshan Prasarak Mandal, Kodoli**. VIP is a progressive edifying organization, dedicated to the pursuit of excellence help and widen our nation's technological and health base by providing high quality education through a creative balance of academic, professional, extension and extracurricular programmes. VIP provides facilities to caters, quality technical and health education in rural and urban society, by making education accessible to the deprived and deserving

VISION

To become a premier, recognized institute by excelling in pharmacy education for creating the dynamic, competent, valued, socially responsible and knowledgeable Professionals, who shall contribute in the nation building process and enrich their lives.

MISSION

To achieve Excellency in Pharmacy pedagogy and research, through student centric quality education, state-of-art research facility and holistic growth of students, to develop skilled pharmacy professional for strengthening the healthcare of the nation.

QUALITY POLICY

- The Vasantidevi Patil Institute of Pharmacy, Kodoli strides towards excellence, by adopting a system of qualitative policies and processes with continued improvements to enhance students' skills and talents for their exemplary contribution to the society, the nation and the world.
- Institute ensures that its students get state-of-the-art technical and healthcare professional education as per the rules and regulations of the all education regulatory apex bodies.
- The institute strives hard towards shaping the career of its students in the right perspective through a competent and research oriented teaching faculty; through a continuous industry-academia interaction; and by fostering the holistic development of the students as well as the staff.
- The institute blend the traditional values with modern technology and devote ourselves to the relentless pursuit of excellence in professional education and development of better human being.

STEERING COMMITTEE



Chief Patron
Hon. Dr. Jayant Patil
Chairman,
ShriYashwant Shikshan Prasarak Mandal, KODOLI



Patron
Hon. Mrs. Vinita Patil
Trustee,
ShriYashwant Shikshan Prasarak Mandal,
KODOLI



Dr. S.A. Payghan
Principal,
Vasantidevi Patil Institute of Pharmacy, Kodoli



Ms Anita Bandgar
Cordinator
Vasantidevi Patil Institute of Pharmacy,
Kodoli

Flyer of the Guest Lecture:



SCHEDULE:

Time	Event
11.00am -12.30pm	Guest lecture on “Pharma Market &Exponential”
11.00am -11.10am	<p style="text-align: center;">INAUGURAL FUNCTION</p> <ul style="list-style-type: none"> Welcome and Introduction speech by Mrs. Anita Bandgar, Lecturer, VPIP, Kodoli Principal speech: Dr. S.A. Payghan Principal, Vasantidevi Patil Institute of Pharmacy, Kodoli
11.10am - 12.00pm	<p>Mr. Vishal Shinde , Founder Aarambha Fino Development LLP, Kolhapur</p> <ul style="list-style-type: none"> Speakers session
12.00pm – 12.20pm	Question answer session
12.20pm – 12.30pm	<ul style="list-style-type: none"> Vote of Thanks by Mrs. Anita Bandgar, Lecturer, VPIP, Kodoli

Programme outcome:

Alumni talk was inaugurated by dignitaries with welcome speech of Mrs. Anita A. Bandagar, Lecturer, VPIP Kodoli. Then As a Initial moment Dr. Santosh Payghan (Principal, VPIP, Kodoli) delivered Welcome speech and shared objectives of this alumni talk.

So Vasantidevi Patil institute of pharmacy arranged a Alumni talk on **Pharma Market &Exponential** .This Guest lecture was conducted by **Mr.Vishal Shinde**.

Mr.Vishal Shinde sir focuses on Pharma market,in the modern times with the emergence of latest marketing techniques even the poorer sections of society have attended a responsible level living standard. This is basically due to large scale production and lesser prices of commodities and services. marketing has infect ,revolutionized and modernized the living standard of people in modern times sir also disuccess about what is pharmaceutical marketing system how start pharmaceutical sales and marketing plan & what is mean by pharmaceutical sales and marketing and also told about what is Medical Representative and its Role an Responsibilities, Skills Required as a Medical Representative, Questions Asked During a Medical Representative Interview.

Their role is crucial and put a great impact. Some of the responsibilities cover:

- Identifying and meeting new customers like doctors, pharmacists
- Achieving sales targets and maintaining records Customer service and support
- Developing regular interaction
- Promoting new products and their offering

- Providing market feedback to the company

Skills

You'll need to have:

- Excellent communication and presentation skills
- Sales and customer relationship skills
- Confidence, determination and persistence
- Patience and self-motivation
- The ability to you use your initiative
- A flexible approach to work in order to adapt to changes, for example in the healthcare system or product and drug formularies
- Strong teamwork and networking skills
- Commercial and business awareness
- The ability to work well under pressure
- The ability to accept criticism and move on
- Ambition and the desire to do well

Alumni talk had brought together guests speaker and students from D.Pharmacy in Vasantidevi Patil Institute of Pharmacy, Kodoli to contribute their valuable outlook which was benefited to learn our students.

Photo





Samsung Quad Camera



Quad Camera with my Galaxy A71



Samsung Quad Camera with my Galaxy A71



Samsung Quad Camera with my Galaxy A71