

MADANAPALLE INSTITUTE OF TECHNOLOGY & SCIENCE  
(UGC - AUTONOMOUS)

Approved by AICTE, New Delhi & Affiliated to JNTUA, Ananthapuramu  
Accredited by NBA & NAAC, Recognized under section 2(D) & 12 (B) of the UGC act 1956  
An ISO 9001 - 2015 Certified Institution

---

Report on  
Guest Lecture on "FINANCIAL DERVIATIVES"  
by  
Mr. P. Gajendra  
05<sup>th</sup> December 2018

*Submitted by:*

*Dr. Mujahed Ali, Associate Professor, MBA Department*

Resource Person: Mr. P. Gajendra, Acquisition Manager, IndusInd Bank, Bangalore

**Faculty attended:**

Dr K.T. Vigneshwararao-HOD Management Studies;  
Dr P Ramesh Reddy, MITS Alumni Relation Officer;  
Dr MohdMujahed Ali, MBA Dept. Alumni Coordinator;  
MBA Faculty: Dr. G. Somasekhar, Dr Srinivasa Krishna

**Students Attended:II MBA I Semester finance specialization students (112)**

The guest lecture started by 12.00 PM, the session was inaugurated by Dr. K. T. Vigneshwararao-HOD Management Studies, MITS; Dr. P. Ramesh Reddy, MITS Alumni Relation Officer; Dr. MohdMujahed Ali, Dept. Alumni Coordinator.

In the opening remarks, **Dr. K. T. Vigneshwararao -HOD Management Studies** addressed the students "About 83% of companies that use derivatives do so to curb the risk of foreign currencies, 76% of firms use derivatives to hedge against changes in interest rates, 56% seek to protect themselves against commodity-price fluctuations, and 34% use derivatives that are based on equity, or stock, markets. Derivatives are increasingly becoming an important tool for risk management. Hence, every management student must know the importance of financial derivatives course for career development."

I MBA II semester student, **Ms. Shafreen Khanam M** read resource person profile followed by MBA department Alumni and guest speaker **Mr. P. Gajendra**, Acquisition Manager, IndusInd Bank, Bangalore started the session and discussed on following themes

- What are Derivatives?
- Traders in Derivatives Market
- OTC and Exchange Traded Derivatives
- Economic benefits of derivatives
- What is a Forward and Futures?
- Types of Futures Contracts
- Closing a Futures Position
- What are Options?
- What are SWAPS?
- What is an Interest Rate Swap?
- What is a Currency Swap?



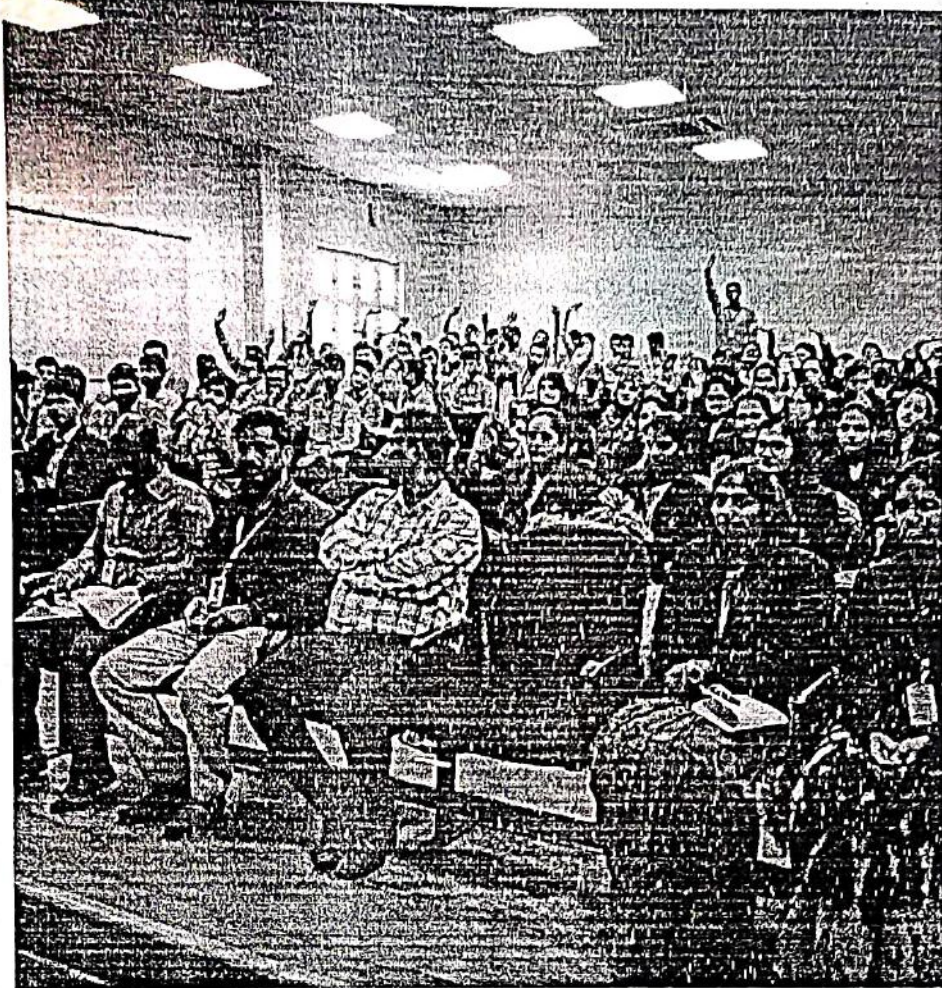
He also highlighted that How derivatives can be used to earn income and how derivatives help to fetch student career development. The session ended with an interactive session with the students followed by felicitation of the Resource person.

*M. Rajendra*

PHOTOS







**MADANAPALLE INSTITUTE OF TECHNOLOGY & SCIENCE**  
(UGC - AUTONOMOUS)

Approved by AICTE, New Delhi & Affiliated to JNTUA, Ananthapuramu  
Accredited by NBA & NAAC, Recognized under section 2(f) & 12(B) of the UGC act 1956  
An ISO 9001 - 2015 Certified Institution.

Report on  
Guest Lecture on "Investment Patterns"  
by



**Mr. D. Durga Prasad**  
**16<sup>th</sup> September 2018**

**Submitted by:**

**Dr. G. Somasekhar, Assistant Professor, MBA Department**

**Resource Person: Mr. D. Durga Prasad, Relationship Officer, Kotak Mahindra Bank Ltd, Bangalore.**

**Faculty attended:**

**Dr. D. Pradeep Kumar-HOD Management Studies;**

**Dr G. Somasekhar, Session Coordinator;**

**Dr MohdMujahed Ali, MBA Dept. Alumni Coordinator;**

**MBA Faculty: Dr Sourav Dash, Dr Thulasi Krishna, Dr. Geethadevi, Mr Sudheer Muhammed**

**Students Attended:II MBA I Semester Section A, B, C & D(135)**

The guest lecture started by 11AM, The session was inaugurated by Dr. D. Pradeep Kumar-HOD Management Studies, MITS; Dr. P. Ramesh Reddy, MITS Alumni Relation Officer; Dr. G. Somasekhar, Session Coordinator; Dr. MohdMujahed Ali, Dept. Alumni Coordinator.

In the opening remarks, **Dr. D. Pradeep Kumar-HOD Management Studies** addressed the students "Every investor has to appraise his risk-appetite, understand his financial goals and make investments. It is also important to analyse the risk-return trade off and then make investment decision. The investment is the employment of funds with the aim of achieving additional income or growth in value. Hence, every management student must know the investment patterns for gaining more returns and to looking for better investment strategies."

**Dr P Ramesh Reddy, MITS Alumni Relation Officer** says that investment strategies are very important to every human being for savings and being keep for future purpose for their children education, marriage etc. and also point out that enhance the importance of bridging the gap between academics and industry through Alumni guest lectures.

II MBA I semester student, **Ms. Sravani K** read resource person profile followed by MBA department Alumni and guest speaker **Mr. D. Durga Prasad** discussed on the following contents

- Characteristics of Investment
- Investment categories
- Real assets: Real assets are tangible material things like building, automobiles,

land, gold etc.

- Financial assets: Financial assets are piece of paper representing an indirect claim to real assets held by some-one else. These pieces of paper represent debt or equity commitment in the form of IOUs or stock certificates. Investments in financial assets consist of –  
Securitized (i.e. security forms of) investment & Non-securities investment
- Investment avenues
  1. Corporate securities
    - Equity shares & Preference shares
    - Debentures/Bonds & GDRs /ADRs
    - Warrants&Derivatives
  2. Deposits in banks and non-banking companies
  3. Post office deposits and certificates
  4. Life insurance policies
  5. Provident fund schemes
  6. Government and semi government securities
  7. Mutual fund schemes
  8. Real assets

The session ended with an interactive session with the students followed by felicitation of the Resource person.

PHOTOS

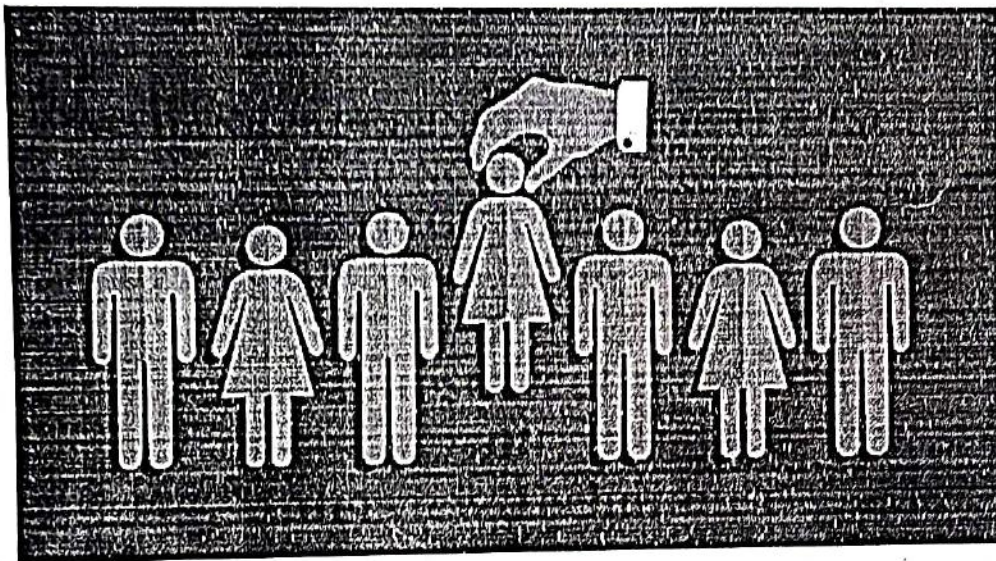




**MADANAPALLE INSTITUTE OF TECHNOLOGY  
& SCIENCE, MADANAPALLE  
(UGC Autonomous)  
DEPARTMENT OF MANAGEMENT STUDIES**



## **Guest Lecture on Interview Techniques**



**Date: 21<sup>st</sup> January 2019 Time: 11:00 AM**

**Organized By: MBA Department**

**Venue: South Block, MBA Seminar Hall, MITS**

**Name of the Resource Person: Mr. P. Kiran Kumar**

**Designation of Resource Person: Business Development Manager**

**Organization of Resource Person: Ceasefire Industries, Hyderabad**

**Faculty Coordinator: Dr. G. Somasekhar, Assistant Professor, Department of Management Studies**

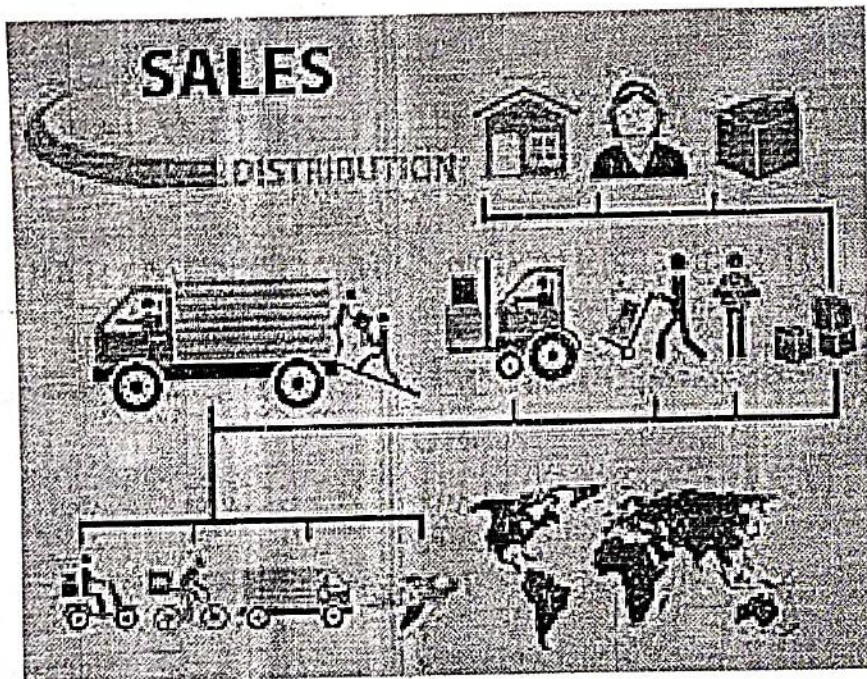




**MADANAPALLE INSTITUTE OF TECHNOLOGY  
& SCIENCE, MADANAPALLE  
(UGC Autonomous)  
DEPARTMENT OF MANAGEMENT STUDIES**



**Guest Lecture  
on  
SALES AND DISTRIBUTION MANAGEMENT**



**Date: 20<sup>th</sup> February 2019 Time: 10:00 AM**

**Organized By: MBA Department**

**Venue: South Block, MBA Seminar Hall, MITS**

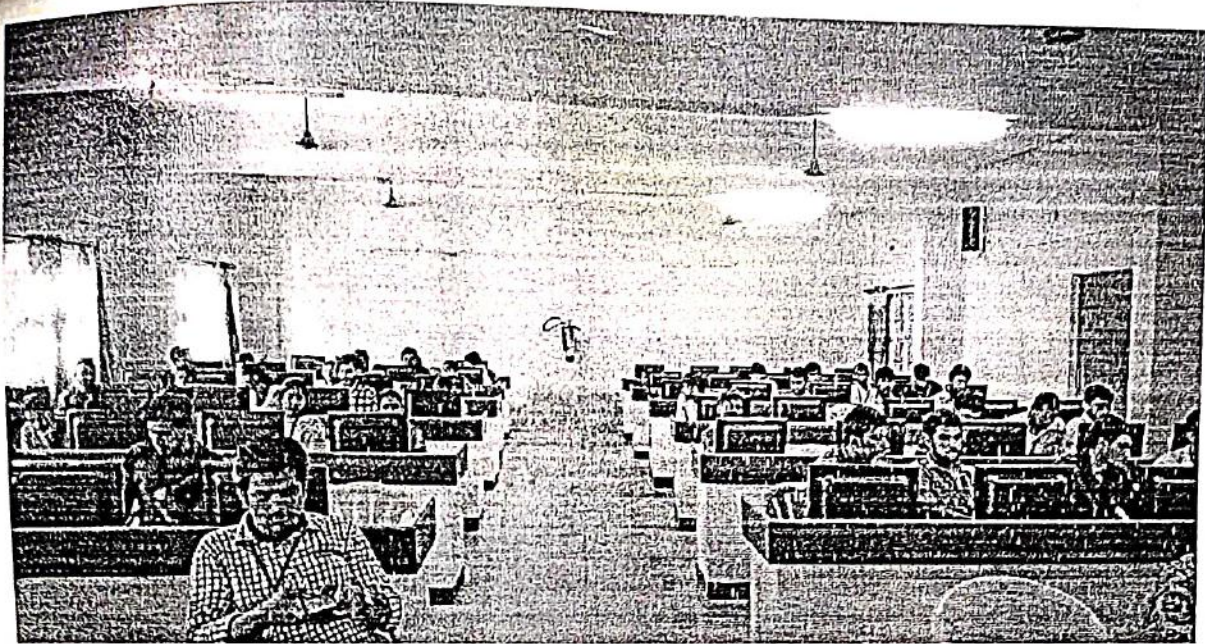
**Name of the Resource Person: Mr. Kiran Kumar G.P**

**Designation of Resource Person: Area Sales Manager**

**Organization of Resource Person: Tatatele Service Limited, Tirupati**

**Faculty Coordinator: Dr. Mujahed Ali, Associate Professor, Department of Management Studies**





**MADANAPALLE INSTITUTE OF TECHNOLOGY & SCIENCE**  
(UGC - AUTONOMOUS)

Approved by AICTE, New Delhi & Affiliated to JNTUA, Ananthapuramu  
Accredited by NBA & NAAC. Recognized under section 2(f) & 12 (B) of the UGC act-1956  
An ISO 9001 - 2015 Certified Institution

Report on  
Guest Lecture on "SALES AND DISTRIBUTION MANAGEMENT"  
by  
Mr. Kiran Kumar G.P  
20<sup>th</sup> February 2019

Submitted by:  
*Dr. Mujahed Ali, Associate Professor, MBA Department*

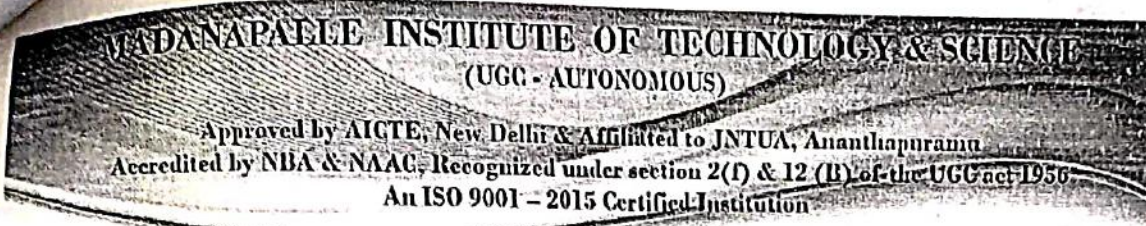
**INAGURATION OF GUESTLECTURE:**

The dignitaries in the Inauguration of GuestLecture were Dr. K.T. Vigneshwara Rao, Head, MITS School of Business, Mr. Kiran Kumar G.P. ASM, Tatatele Service Limited Tirupathi, Dr. P. Ramesh Reddy, Alumni Relation Officer, MITSAWA & Asst. Professor, Department of Mathematics and Dr. Mohammed Mujahed Ali, Assoc. Professor and Alumni Coordinator, MITs School of Business.

The lecture was started with opening remarks by Dr.K.T. Vigneshwara Rao, who thanked Management for this great initiation of creating an opportunity to invite the Alumni members of the institute and enabling them to interact with the students and enlightening them with the



action  
enquiry.



Report on  
Guest Lecture on “DATA ANALYTICS USING EXCEL”  
by  
Mr. K. Arun Sharma  
20<sup>th</sup> March 2019

**Submitted by:**

**Dr. Mujahed Ali, Associate Professor, MBA Department**

**Resource Person: Mr. K. Arun Sharma, Financial Advisor, Karvy Stock Broking Limited, Tirupati**

**Faculty attended:**

**Dr K.T. Vigneshwararao-HOD Management Studies;**

**Dr P Ramesh Reddy, MITS Alumni Relation Officer;**

**Dr MohdMujahed Ali, MBA Dept. Alumni Coordinator;**

**MBA Faculty: Dr. G. Somasekhar, Dr Mahindar, Dr. Geethadevi, Dr Srinivasa Krishna**

**Students Attended: I MBA II Semester-Section C& D (72)**

The guest lecture started by 10.00 AM, the session was inaugurated by Dr. K. T. Vigneshwararao-HOD Management Studies, MITS; Dr. P. Ramesh Reddy, MITS Alumni Relation Officer; Dr. MohdMujahed Ali, Dept. Alumni Coordinator.

In the opening remarks, Dr. K. T. Vigneshwararao -HOD Management Studies addressed the students “The ability to analyze data is a powerful skill that helps you make better decisions. Microsoft Excel is one of the top tools for data analysis and the built-in pivot tables are arguably the most popular analytic tool. In this session, you will learn how to perform data analysis using Excel's most popular features.”

Dr P Ramesh Reddy, MITS Alumni Relation Officer addressed the students “Analytical and logical tools are used to determine and accurately learn data analysis. These skills need to be learnt and honed over time in order to land yourself a good position in this field. Analyzing data

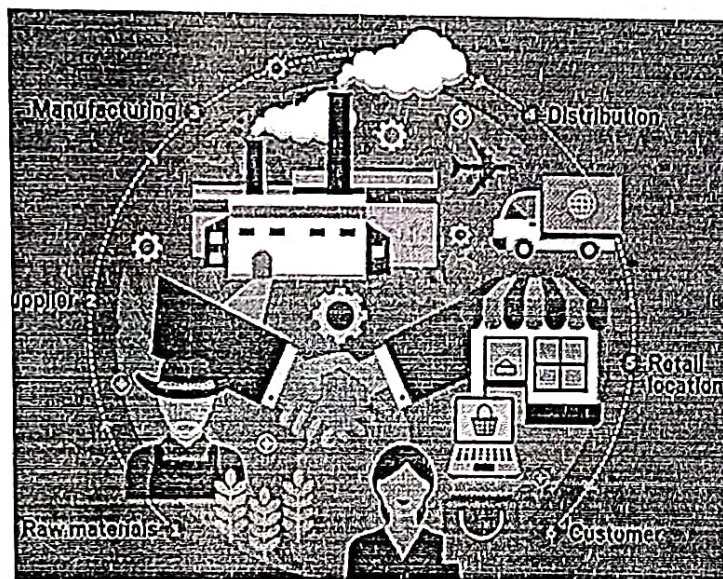




**MADANAPALLE INSTITUTE OF TECHNOLOGY  
& SCIENCE, MADANAPALLE  
(UGC Autonomous)  
DEPARTMENT OF MANAGEMENT STUDIES**



**Guest Lecture  
on  
Supply Chain Management**



**Date: 20<sup>th</sup> April 2019 Time: 11:30 AM**

**Organized By: MBA Department**

**Venue: South Block, MBA Seminar Hall, MITS**

**Name of the Resource Person: Mr. G. Srinivasulu**

**Designation of Resource Person: ASM**

**Organization of Resource Person: Mukunda Foods, Hyderabad**

**Faculty Coordinator: Dr. G. Somasekhar, Associate Professor, Department of Management Studies**

**MADANAPALLE INSTITUTE OF TECHNOLOGY & SCIENCE**  
(UGC - AUTONOMOUS)

Approved by AICTE, New Delhi & Affiliated to JNTUA, Ananthapuram.  
Accredited by NBA & NAAC, Recognized under section 2(f) & 12 (B) of the UGC act 1956  
An ISO 9001 - 2015 Certified Institution

Report on  
Guest Lecture on "Supply Chain Management"  
Organized by  
Department of Management Studies  
20<sup>th</sup> April 2019

**Submitted by:**

**Dr. G. Somasekhar, Associate Professor, MBA Department**

**Resource Person: Mr. G. Srinivasulu, ASM, Mukunda Foods, Hyderabad**

**Faculty attended:**

**Dr K.T. Vigneshwararao-HOD Management Studies;**

**Dr P Ramesh Reddy, MITS Alumni Relation Officer;**

**Dr G. Somasehar, Session Coordinator;**

**Dr Mohd Mujahed Ali, MBA Dept. Alumni Coordinator;**

**MBA Faculty: Dr Mahindar, Dr. Geethadevi, Dr Srinivasa Krishna, Dr Asraar Ahmed**

**Students Attended: I MBA II Semester-Section A& B (92)**

The guest lecture started by 11.30 AM, the session was inaugurated by Dr. K. T. Vigneshwararao –HOD Management Studies, MITS; Dr. P. Ramesh Reddy, MITS Alumni Relation Officer; Dr. G. Somasekhar, Session Coordinator; Dr. Mohd Mujahed Ali, Dept. Alumni Coordinator.

In the opening remarks, Dr. K. T. Vigneshwararao –HOD Management Studies addressed the students "The future of IoT is predicted to lead to a 15 percent productivity increase in the delivery and supply chain industry. Many logistics experts are using these new resources to enhance their supply networks, reduce costs and look for opportunities to generate revenues. So, Every student must aware on SCM components and its results for companies."

Dr P Ramesh Reddy, MITS Alumni Relation Officer enhance the importance of bridging the gap between academics and industry through Alumni guest lectures.

I MBA II semester student, Ms. Manisha J read resource person profile followed by MBA department Alumni and guest speaker Mr. G. Srinivasulu, ASM, Mukunda Foods, Hyderabad started the session on the following themes

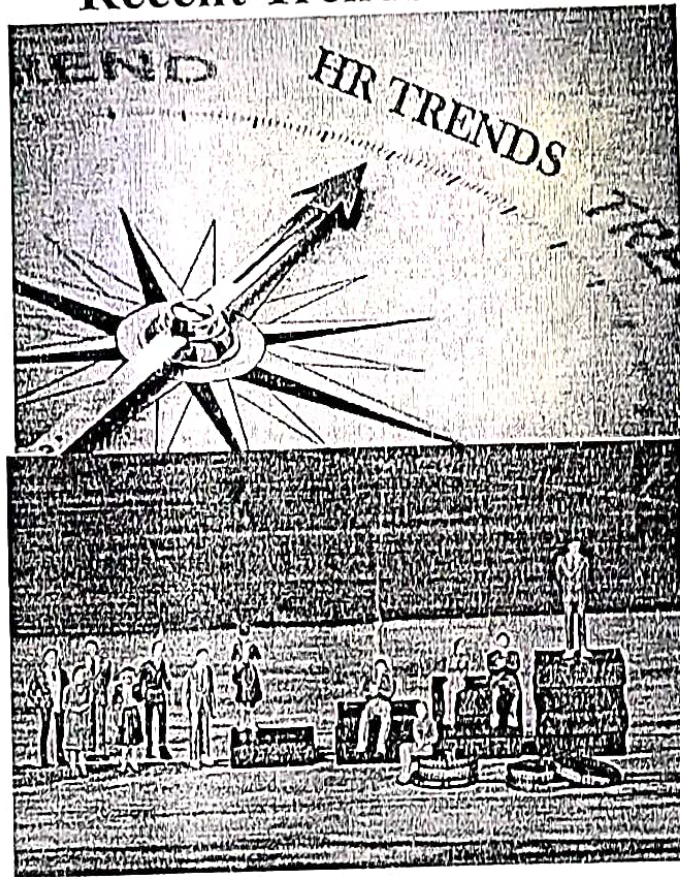




**MADANAPALLE INSTITUTE OF TECHNOLOGY  
& SCIENCE, MADANAPALLE  
(UGC Autonomous)  
DEPARTMENT OF MANAGEMENT STUDIES**



## **Guest Lecture on Recent Trends in HR**



**Date: 22<sup>nd</sup> May 2019 Time: 11:00 AM**

**Organized By: MBA Department**

**Venue: West Block, Bill Gates Hall, MITS**

**Name of the Resource Person: Ms. Michael Steffi**

**Designation of Resource Person: Operations HR**

**Organization of Resource Person: Google, Bangalore**

**Faculty Coordinator: Dr. G. Somasekhar, Associate Professor, Department of Management Studies**