

**State Level Seminar On**  
**“Importance of Economics in Decision Making”**  
**Under QIP Programme – Savitribai Phule Pune University**  
**5<sup>th</sup> & 6<sup>th</sup> October 2018**

**Abstract**

**Inaugural Function on 5th October - 10.00 am to 10.10am**

Dr. S. V. Kulkarni, Chief Guest Dr. Asha Pachpande, Secretary, ASM group, Dr. S. J. Bokephode, Director ASM's IPS, Dr. Atul Deshpande, Dr. Lalit Kanore, Dean ASM's IPS.

**Speakers on day 5<sup>th</sup> October 2018**

Keynote Speaker : Dr. S.V. Kulkarni                      Topic – Capital Market Reforms in India  
Session 1 Speaker : Dr. Yojana Karve                      Topic - Understanding conceptual prerequisites  
Session 2 Speaker : Dr. Samita Kher                      Topic - Elasticity of demand & Forecasting, Demand & Supply  
Session 3 Speaker : Dr. Madhulika Gupta                      Topic - Analysing cost concept

Attendance : - 268 including students and faculty of various colleges

**Speakers on day 6<sup>th</sup> October 2018**

Session 1 Speaker : Mr. Ravindra Hulyalkar                      Topic - Capital market and Money market  
Session 2 Speaker : Dr. Devidas Golhar                      Topic - of Union Budget  
Session 3 Speaker : Dr. Atul Deshpande                      Topic - Risk Analysis & Decision Making & Valedictory Address.

Attendance : - 200 including students and faculty of various colleges

**Detailed Report**

Under QIP activities ASM's IPS organised two day's seminar on 5<sup>th</sup> and 6<sup>th</sup> October 2018 on Importance of Economics in Decision Making. The highlight of the seminar was the galaxy of speakers from the academic and business sectors who shared their knowledge and experiences with the attending students over inaugural and 6 sessions. The seminar helps students to gain academic as well as practical knowledge. Near about 268 on first day and on second day 200 students and faculty members from various colleges attended the seminar.

**Inaugural Function and Keynote Address: 10.00-11.00pm**



Dr. S. V. Kulkarni inaugurated the seminar at 10.00 a.m. on 5th of October in the presence of Dr. Asha Pachpande, Secretary, ASM group, Dr. S. J. Bokephode, Director ASM's IPS, Dr. Atul Deshpande, Dr. Lalit Kanore, Dean ASM's IPS.

Dr. S. V. Kulkarni Provide professional banking and financial knowledge to individuals and organizations. Dr. S. V. Kulkarni has 24 years of excellent experience in banking domain.

He briefed the student about what is capital marketing, share marketing, merchant banking? How it works? What is rating? Explain various terms used like ASBA- Application Supported by Block Amount, Anchor investor, Dmat Account, NSDL, CDSCA, t+2 concept, e-trading, care to be taken while investing in capital market. Also discussed an example of Mr. Rakesh zunzunwala.

Students interacted by asking various questions like criteria to become broker? How to select appropriate investment option etc.

**Day 1- Session-1 : 11.00am – 1.00 pm**



Dr. Yojana Karve has 64 years of experience in academics at UG as well as PG level as a faculty. She also worked paper setter, examiner, and moderator for various university exams. She covered the topic of Understanding conceptual prerequisites.

She started with various concepts of microeconomics, She also covered law of supply product differentiation, what are the barriers to entry? Basic economic concepts like demand, cost, revenue elasticity, role of profit. She also guide on paper pattern and how to prepare for MCQs. She discussed an example of 'Manrega', Why TATA diversified product? What are the factors need to take care and influenced by economic decision like economy, non economic field, technical, financial managerial, money and capital market etc. Students interacted by asking questions on GST, its impact.

### Day1 Session – 2-from 2.20pm to 4.15pm



Dr. Samita Kher covered topic Elasticity of demand & Forecasting, Demand And Supply. Mam Discussed what is elasticity what is demand and supply role of consumer behaviour in demand analysis and producers behaviour in supply analysis, types of elasticity. She discussed all concepts with the help of graphs like relation of price and quantity, income on quantity demanded, Substitute good like Pepsi and coke, relation of rate of petrol and demand of vehicle. Concept of perfectly elastic and perfectly inelastic. Price- output determination under perfect competition in short run and long run.

### Day1 -Session3 From 4.15 to 6.00pm





Dr. Madhulika Gupta Head of Department at Dr. D.Y. Patil Centre For Management & Research Chikhali, Pune, a reputed MBA Institute with B+ NAAC Accreditation. Has 15 years of experience in academics. She covered topic of Analysing cost concept. Mam started with the example of tea maker and then explained the concept of cost, marginal cost, marginal revenue, opportunity cost, sunk cost etc.

She discussed case study of nursery producing only one type of seeding. She asked student to calculate marginal cost and also to draw graphs. Mam also discussed incremental analysis, cost volume profit analysis, break even analysis etc.

#### **Day2 session 1 from 10.00am to 1.00pm**

Mr. Ravindra Hulyalkar has 26 years of academic as well as industrial experience he covered topic of Capital market and Money market.



Mr. Hulyalkar covered concept of capital market, money market, their difference, risk associated with capital market, different key players, money market instruments, role of RBI, saving, investment, pillars of capital market like unemployment, environment, evolution, return on investment, he explained examples of Warren Baffet, Ashish Dhawan, Rakesh Junjunwala within 15 years he earned 15cr. From 15000. What is MSP? What are the criteria for selection of best investment options?

#### **Day2 session 2 from 2.00am to 4.00pm**



Dr. Devidas Golhar covered topic of Union Budget. He also explained meaning of budget, types of receipts, Consolidated Fund, comparative study of developing nation, Contingency Fund, Public Account, Revenue Budget, Capital Budget, Overview of the economy He discussed division of union budget 2018 for Agriculture and Rural Economy, Health, Education and Social Protection, Medium, Small and Micro Enterprises (MSMEs), Employment Generation, Infrastructure.

**Day 2 Session 3 from 4.15 to 5.30pm**



Dr. Atul Deshpande Director (PGDM) at ASM's IBMR covered topic Risk Analysis & Decision Making & Valedictory Address.

Dr. Deshpande covered what is rational decision making?, different environment like certainty, uncertainty, risk. Sir even discussed case study of Coca kola classic. He covered role of survey and analysis in decision making. He also covered risk & diversification, risk and hedging, risk management through insurance, asymmetric information, moral hazards problem, Expected Value of Profit based on Probabilities etc.