

CAIR Methodology to Solve Case Study

Date: 11st March 2026

Time: 12:00 pm to 01:00 pm

Venue: IPS Campus

Introduction:

A session on “CAIR Methodology to Solve Case Study” was organized at ASM’s Institute of Professional Studies (IPS) for MBA First Year students on 11th March 2026 at 12:00 PM onwards in the MBA classroom. The session aimed to enhance students’ analytical and problem-solving skills using a structured framework. The session was conducted under the guidance of Chief Patron Dr. Sudhakar Bokephode (Director, ASM’s IPS) and delivered by Dr. Vikas Barbate (Dean, ASM’s IPS). The event was coordinated by Mrs. Snehal Mohite, ensuring smooth execution. The CAIR methodology (Context, Action, Impact, and Reflection) is a simple yet powerful tool widely used in case study analysis, research, and project evaluation. This session provided students with both conceptual understanding and practical application of the framework.

Objective:

- To introduce students to the CAIR methodology framework
- To develop structured thinking and analytical skills
- To enhance students’ ability to solve real-world case studies
- To bridge the gap between theoretical knowledge and practical application



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INSTITUTE OF PROFESSIONAL STUDIES (IPS)

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- To prepare students for academic projects, presentations, and industry requirements
- To improve decision-making and problem-solving abilities

Speaker: Dr. Vikas Barbate, Dean ASM's IPS

Report:

The session on “CAIR Methodology to Solve Case Study” was organized at ASM’s Institute of Professional Studies (IPS) for MBA First Year students with the aim of enhancing their analytical, problem-solving, and decision-making skills through a structured framework. At the outset, the importance of case study analysis in management education was emphasized, highlighting how students often struggle to systematically present their ideas and solutions in academic as well as real-world business situations. To address this gap, the CAIR methodology—comprising Context, Action, Impact, and Reflection—was introduced as a simple yet effective tool for organizing thoughts and delivering structured answers. The speaker, Dr. Vikas Barbate, elaborated each component in detail by explaining how “Context” helps in understanding the background, stakeholders, and challenges of a situation, while “Action” focuses on the strategies, steps, and decisions taken to resolve the issue. Further, the “Impact” stage was explained in terms of evaluating measurable and qualitative outcomes, such as improvements, results, and benefits achieved, and finally, the “Reflection” stage encouraged students to think critically about their learning, identify strengths and weaknesses, and suggest future improvements. The session was highly interactive, with real-life examples, academic case illustrations, and practical scenarios being discussed to ensure better understanding and engagement. Students were encouraged to participate actively by sharing their perspectives and attempting to apply the CAIR framework during the discussion, which helped in reinforcing their learning. The session also highlighted the relevance of CAIR methodology in various academic and professional areas such as project reports, research work, presentations, internships, and corporate problem-solving, thereby




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bridging the gap between theoretical knowledge and practical application. As the session progressed, it was observed that students developed clarity in structuring their answers, improved their critical thinking abilities, and gained confidence in approaching complex case studies in a simplified manner. The impact of the session was reflected in the active involvement of students and their ability to relate the methodology to real-world business challenges. Additionally, the session emphasized the importance of reflective learning, encouraging students to continuously evaluate their performance and adopt a learning-oriented mind-set. While the session was comprehensive and informative, it was suggested that incorporating more hands-on activities, group discussions, and live case-solving exercises in future sessions could further strengthen the practical understanding of the concept. Overall, the session proved to be highly effective and insightful, providing students with a valuable framework that will assist them in academic excellence and professional growth, and enabling them to approach case studies in a more organized, logical, and impactful manner.

Photos:



Education • Research • Consultancy

Session

CAIR METHODOLOGY TO SOLVE CASE STUDY

Chief Petron

Dr. Sudhakar Bokephode
Director ASM's IPS


Speaker

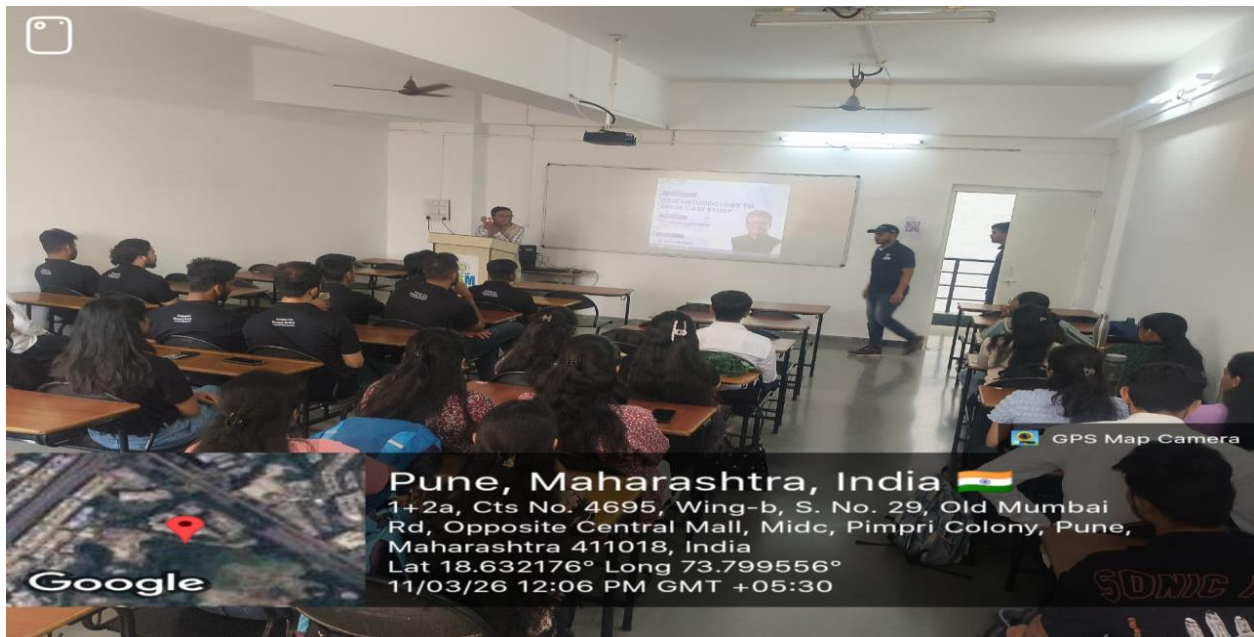
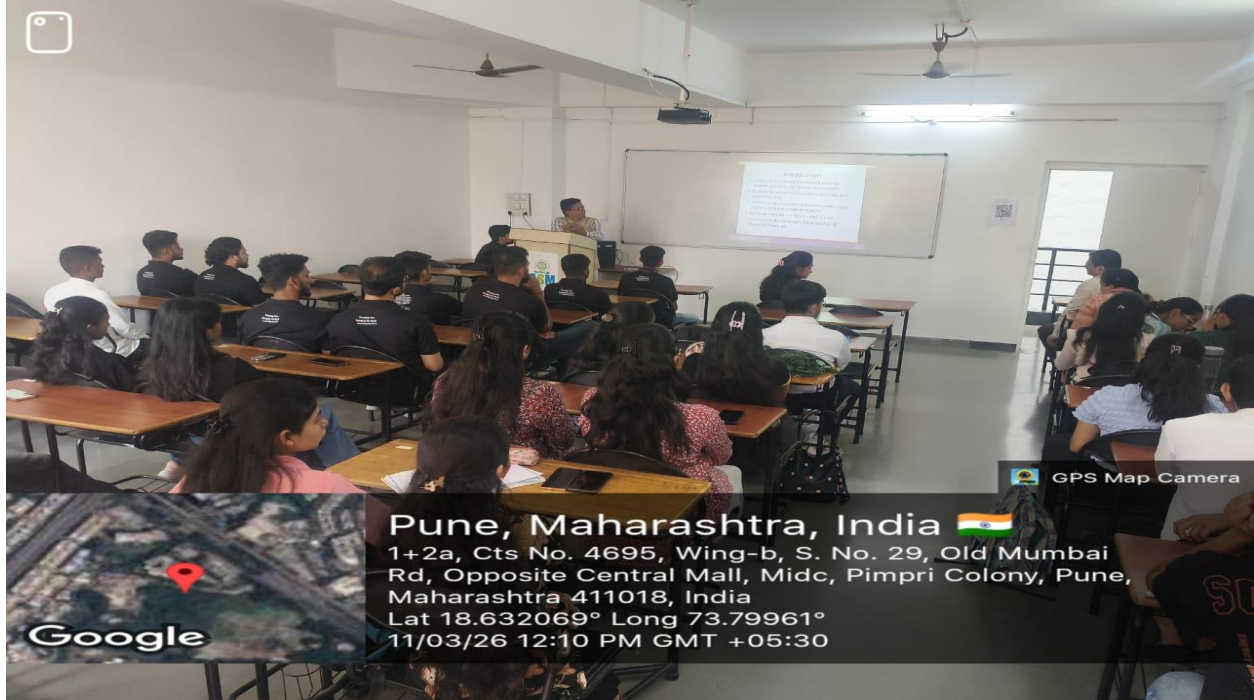
Dr. Vikas barbate
Dean ASM's IPS

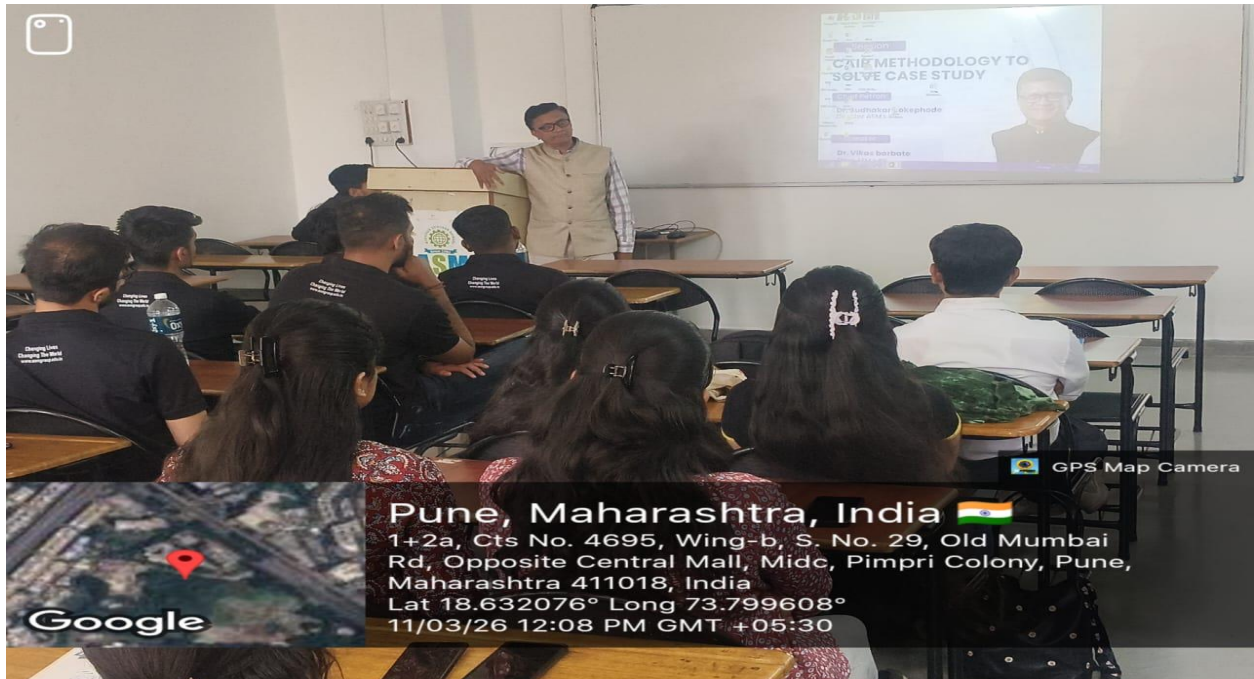
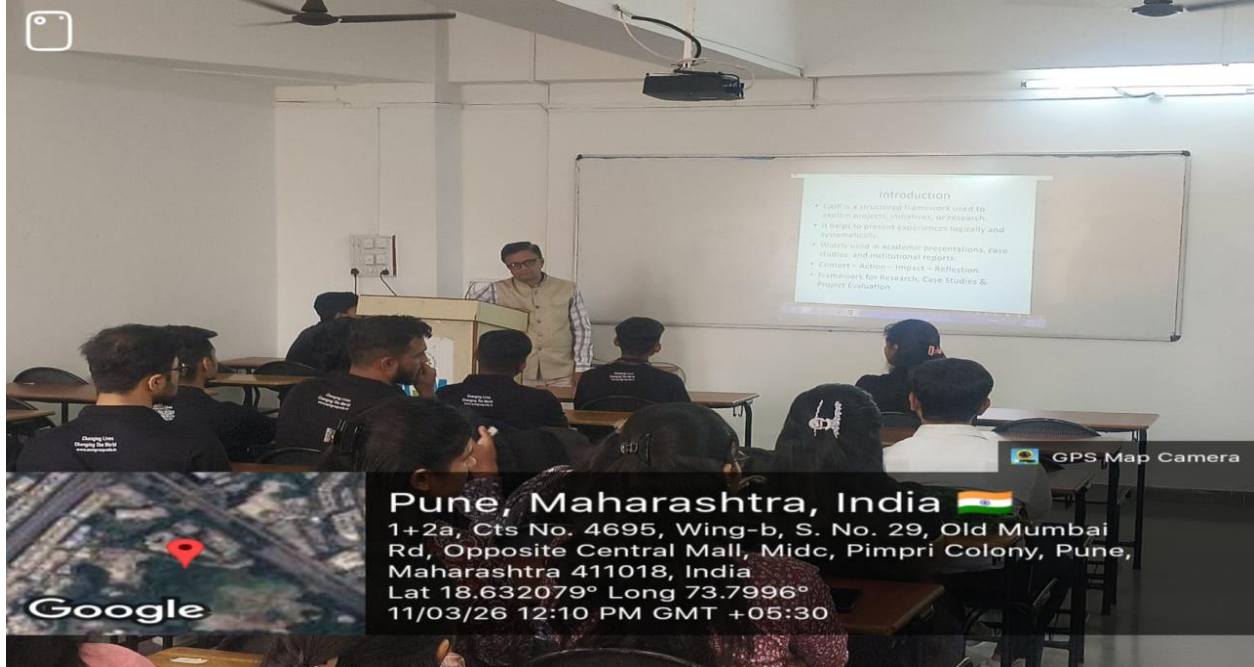
Coordinator

Mrs Snehal Mohite

11th March 2026 | 12:00 PM Onwards
MBA First Year Classroom







Outcomes:

The session successfully achieved its objectives and resulted in:

- Better understanding of case study solving techniques
- Development of analytical and critical thinking skills
- Increased student readiness for academic and professional challenges
- Improved ability to present structured answers in exams and projects
- Motivation among students to apply CAIR methodology in future work