

BEST PRACTISES OF D. Y PATIL UNIVERSITY SCHOOL OF ONLINE

Introduction

D.Y. Patil University Online Learning offers a blend of professional programs that set the career of an aspirant right on track.

The latest addition to its ever-expanding arsenal of Schools is the DY Patil University Online. Under the aegis of this school are programs such as MBA, BBA with multiple specializations in Sales, Finance, Logistics, Hospitality, Healthcare etc. and B.Sc. in Hospitality Studies. DYPU Online Business Programs are designed to provide students with a broad-based and strong business foundation, in preparation for a successful career in the global business world.

2. Some of the online teaching practices you need to know (with Photo)

Ensure Participation in Online Learning

The very first essential thing in online teaching is to ensure student's participation regularly. Like in offline or regular mode of teaching, schools insist on attendance likewise here in this mode as well teachers need to ensure children's participation first. Other than this, convenience in terms of logistics and timing can be taken under consideration. Teachers can also organize some interesting activities to engage students on a regular basis while virtual teaching.

3. Auditory to Visual Mode of The Teaching-Learning Process

Teaching-learning process mode drastically to more visual than that of auditory mode. Now in accordance with the shift, a teacher needs to facilitate his/her teaching and lesson plan. The teaching plan or online workshop now essentially needs to be more visual, keeping all the pedagogical aspects in mind.

4. Short and Simple Presentation During Online Teaching (Photo with PPT)

The content which is to be facilitated or presented to students should be short and crisp. The slides which are covered almost by the content may not seek Student's attention. This would be fair enough and would seek Student's attention if the slide covers only the bullet points. Bullet points further need to be elaborated by the teacher.

Unit 2 ppt - Documentation & Procedure - 17th Feb 22 - PowerPoint

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Slide 7 of 31 English (United Kingdom) Notes Comments 70%

HOW TO START A DELIVERY SERVICE BUSINESS? [6 STEPS]

4) Develop an app

This is a crucial step in the process of starting a delivery service business. Mobile apps are the latest way of boosting any business. According to a report by Statista, there were about 204 billion app downloads in the year 2019 and the worldwide mobile app revenue was USD 462Bn.

In order to be a part of this, all you need to do is hire a mobile app development company that has experience in developing on-demand delivery app solutions.

We have a vast portfolio of work. We have developed a range of delivery-apps for our clients worldwide. You may check out the features of our developed Jabrool package delivery-app to understand our work. If you own a courier business or a courier service owner, an app like Jabrool makes your courier business activities streamlined.

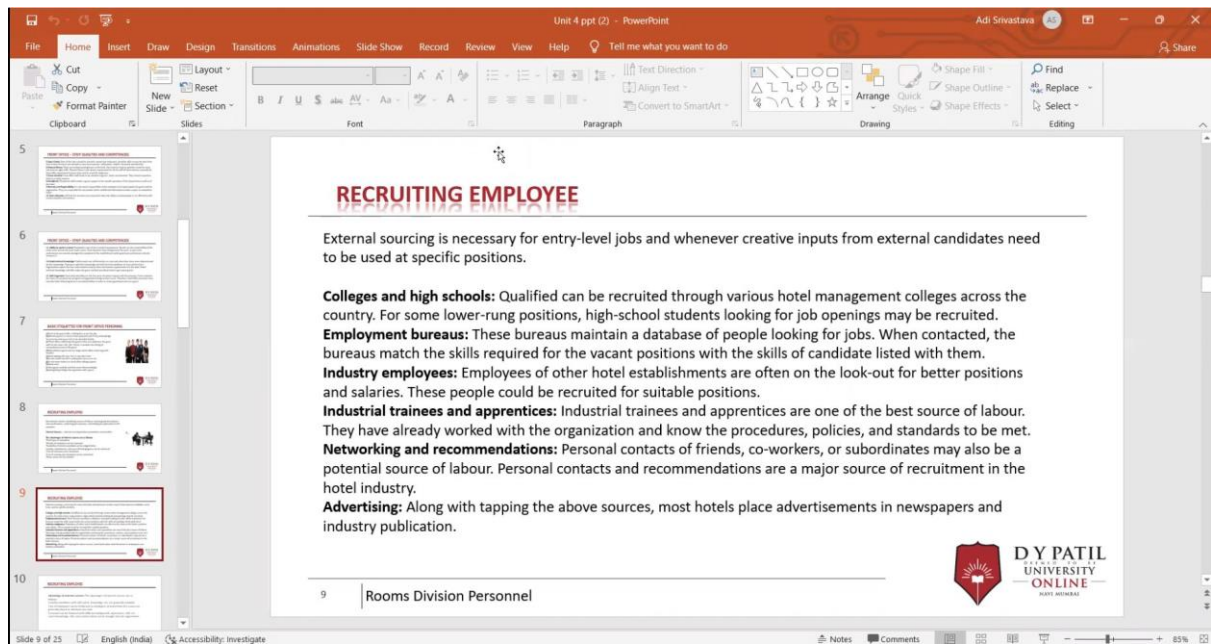
Jabrool is available on the App Store

Get your staff for Jabrool on the Play Store

DY PATIL UNIVERSITY SCHOOL OF OPEN & DISTANCE LEARNING NAVE MUMBAI

5. Context setting

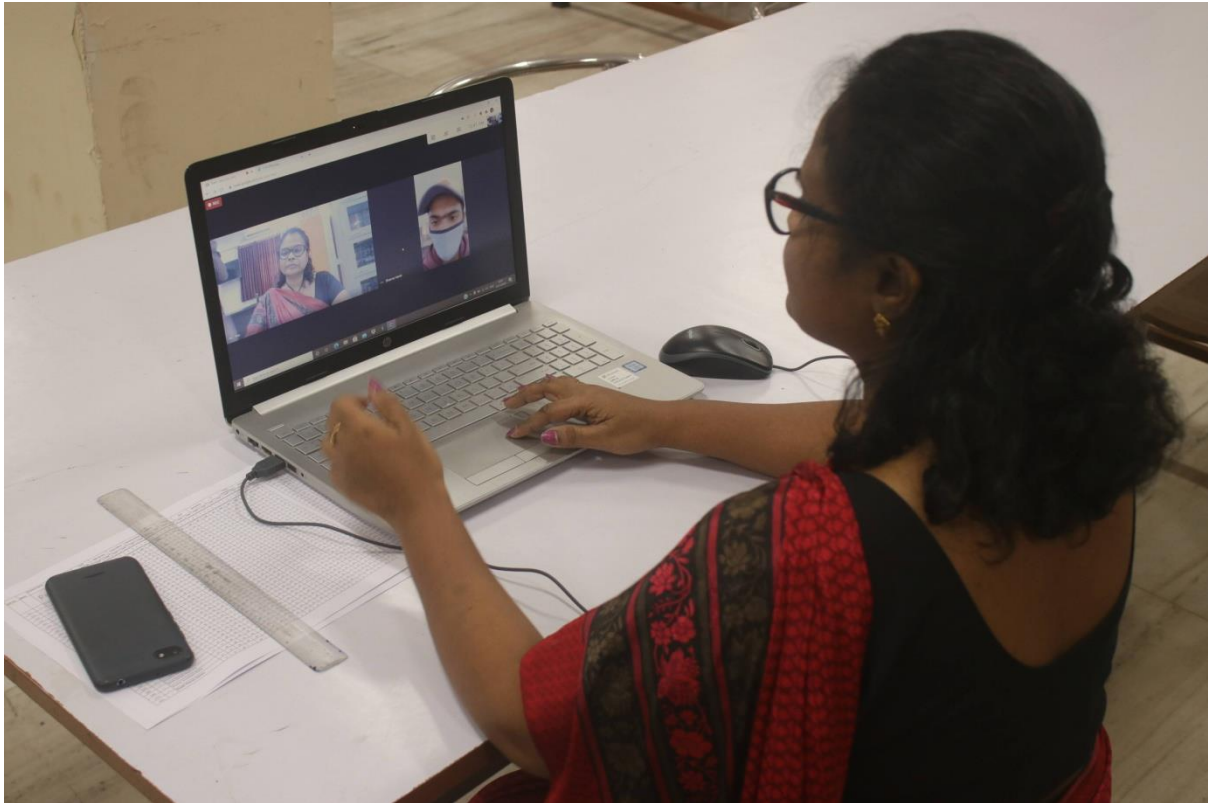
Before commencing any topic/content, it is always meaningful strategically to seek Student's attention and build their interest pertaining to the respective content. Context setting also contributes to engaging students with the content and the teaching-learning process. Context setting could be among the stellar virtual teaching strategies and can be done quickly either through a short story or through questioning that ignites curiosity in Student. Examples from the real world can also be stated in setting the relevant context.



6. Talk to Students

While doing online teaching, students are present to you virtually, not physically. So, it becomes a little harder to make a deep connection with them. It becomes quite vital to have casual talks or talk regarding what is all happening around them, how are they feeling, is there something they want to share.

Likewise, some words can be exchanged in a general manner with students. But this general or casual talk would have an extreme impact on student consciousness. This simple talk with them would connect more, make them more attentive, and feel comfortable. Also, having a chat could be one of those activities to engage students in the process of teaching and learning with more enthusiasm.



7. Nature of Assignment & Assessment in Online Teaching

An assignment where a student makes efforts after a concept is facilitated is crucial for the child as well as for the teacher. This is an assessment of both. So the nature of the assignment should be conceptual rather than factual. The assignment should be of student context, which means she should be of her world where she could relate the concept with herself and assess the practical implications of that very concept. This practice would lead to greater conceptual understanding.

8. Discussion/Feedback with Student's During Online Teaching (Photo)

In designing a classroom, specifically in online mode, it becomes equally important to incorporate students concerns and suggestions. Asking for and incorporating feedback is a sign of a healthy and democratic process. In designing classrooms, if there is a space for student concerns and feedback, then it could be a model classroom. This would undoubtedly enhance student's participation and engagement in attending online classes.



9. Expert webinars

As a part our best practices, we have included expert webinars too. These webinars are conducted by industry experts – people who know the industry inside-out and whose inputs provide invaluable amounts of useful information to our students. These webinars help our students to stay updated about the latest in the hospitality vertical and inculcate those qualities in themselves. After attending these sessions, our students are able to fully comprehend the nitty gritty on the industry. We have always endeavoured to get aboard a sizeable number of experts from all walks of life to impart knowledge to our students.

List of Expert Webinar

Learn From Expert by Amey Limaye, Senior Consultant, Harman

SUPPLY CHAIN & LOGISTICS
LOGISTICS

Right Product

Right Customer

Right Quantity

Right Condition

Right Place

Right Time

Right Cost

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Learn from Expert By Mr Surya Verma, Entrepreneur

Develop solution

Build a feasible solution to address the pain point while

not foregoing strengths of current solution	challenging weaknesses and threats	addressing opportunities
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Check if the solution addresses the pain point / add value

Tools

Product Development

- Ingenuity
- Creativity
- Brainstorming

Subtitles/closed captions (c)

Learn from Expert By Mr. Mohammed Hussain Khan, General Manager, Miles And Knots

Activities in Event Planning and Management :

1. Pre-event activities :

The ideas we have explored around the 'Vision' and the 'Activity Plan' are part of pre-event planning

To fully plan our event we need to add (and integrate):

- Hazard and Defense Planning
- Team Building



①

Pre-Event

- Event planning & consultation
- Presenter training & coaching
- Content creation & refinement

Strategic Brand Management

SUPPLY CHAIN & LOGISTICS


LOGISTICS

Right Product 	Right Place 
Right Customer 	Right Time 
Right Quantity 	Right Cost 
Right Condition 	

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Services Marketing

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INTRODUCTION TO SERVICES MARKETING

The American Marketing Association defines services marketing as an organisational function and a set of processes for identifying or creating, communicating, and delivering value to customers and for managing customer relationship in a way that benefit the organisation and stake-holders. Services are (usually) intangible economic activities offered by one party to another.

Bhumika Parellkar

Sales And Distribution Management

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COURSE NAME

SALES AND DISTRIBUTION MANAGEMENT

Bhumika Parellkar

Retail Management

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Retail Development theories

The theories developed to explain the process of retail development revolve around the importance of competitive pressure, the investments in organizational capabilities and the creation of a sustainable competitive advantage. This requires the implementation of strategic planning by retail organizations. Growth in retail is a result of understanding market signals and responding to the opportunities that arise in a dynamic manner. Theories of retail development can broadly be classified as:







- Environmental** – where a change in retail is attributed to the change in the environment in which the retailers operate.
- Cyclical** – where change follows a pattern and phases can have definite identifiable attributes associated with them.
- Conflictual** – the competition or conflict between two opposite type of retailers leads to a new format being developed.

Bhumika Pareelkar

Consumer Behaviour

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 <p>Segmentation</p> <p>Group (segment) your customers. This way you can address the needs of several groups individually.</p>	 <p>Retention</p> <p>Keep your existing customers. When customers are happy about your product and service, they will buy again.</p>	 <p>Relevant Marketing</p> <p>Create effective marketing campaigns. Each campaign would target a separate group of consumers based on their behavior.</p>
 <p>Trends Prediction</p> <p>Spot new market trends. When you are one step ahead, you are less likely to invest in a product or service that people don't need.</p>	 <p>Outsmarting Competition</p> <p>Are your customers buying from your competitors? If yes, why? Identify the shortcomings of your products to gain a competitive advantage.</p>	 <p>Better Customer Service</p> <p>Understand how customers differ from each other. It will be easier for you to communicate with them when you understand them better.</p>

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Advertising & Sales Promotion


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ADVERTISING

Advertising is one of the communication tools available to help an industrial organisation achieve its marketing objectives. It is only one part of the communication mix, a firm can also communicate through the sales force, through publicity or public relations and through various trade promotions. The following can be the uses of advertising.

- Create Awareness
- Compliment to the distribution channel
- Cheaper
- Reach Buying Influences
- Supporting Middleman
- Customer retention or Royalty building



Leadership Webinar DYP Mumbai.pdf (page 6 of 18)



ACTIVITY

YOU OWN THE \$86,400

You own the mentioned amount, and now you have to spend that amount in a day wisely. how and which way will you spend it and Why?

