





**Apropos Gumption Initiative**



- **WHEEL AT DECREASING EMPLOYABILITY**
  - **Self-Improvement Programs**
    - **Senior Specific (Homes, IT, Information)**
    - **General (Competitive Incent, Self-adv)**
- **IMPACT VIRTUAL HUBS**
- **GUIDE ALLIANCE**
  - **Employer / Scientists / HR / Supportive**
  - **AMERICAN SOCIETY OF AGING / AARP / AAS / AAS**
- **FACILITY TRAINING PROGRAMS**

- **AIMED AT INCREASING EMPLOYABILITY**
  - Skill Enhancement Programs
    - Sector Specific ( Power, IT, Infrastructure)
    - General ( Competative exams, Soft skills)
- **DIRECT VIRTUAL HIRING**
- **GUEST LECTURES**

Eminent / Scientists / HR / Subjective
- **APGUMP SCHOLARS AWARDS - AG-STs**
- **FACULTY TRAINING PROGRAMS**

promoted by Department of Science and Technology  
Government of India

- SEAP -  
Software Exporters Association, Pune
- STP -  
Science and Technology Park, promoted by  
Department of Science and Technology -  
Government of India



# Associated Skill Enhancement Program

## Train & Hire Program for companies

### SKILL ENHANCEMENT PROGRAM - CHARTERS S.E.P - 02 - GENERAL

This charter covers the soft-skill training topics as well as aptitude building and profile building options.

### SKILL ENHANCEMENT PROGRAM - CHARTERS

#### S.E.P - 01 - SECTOR SPECIFIC

This charter is designed by a group of companies from a same sector to fine tune the student in advance through our Skill enhancement programs.

#### TRAIN AND HIRE PROGRAM BY COMPANIES SECTORS COVERED UNDER S.E.P

Power , Infrastructure, Energy, Information technology  
OEM , Information technology - Service providers ,  
Mobile computing

## ASSOCIATED SKILL ENHANCEMENT PROGRAMS

Our Mentors and Associates:

- **ISBA** -  
Indian Steps and business incubators association,  
promoted by Department of Science and Technology  
**Government of India**
- **SEAP** -  
Software Exporters Association, Pune
- **STP** -  
Science and Technology Park, promoted by  
Department of Science and Technology -  
**Government of India**



## **SKILL ENHANCEMENT PROGRAM - CHARTERS**

### **S.E.P - 01 :: SECTOR SPECIFIC**

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## **SKILL ENHANCEMENT PROGRAM - CHARTERS**

### **S.E.P - 02 - GENERAL**

**This charter covers the soft-skill training topics as well as aptitude building and profile building options.**





# Employment and Employability Options

## Power Sector

- \* Adani Group
- \* Abhijit Group
- \* SPANCO Ltd.
- \* Reliance Power Ltd.
- \* Suzlon

## IT & Telecom Sector

- \* Persistent Systems Ltd.
- \* Cognizant Ltd.
- \* Saba Software
- \* PTC Software (India) Pvt Ltd
- \* QMS Software
- \* SAS Research & Dev. LP Ltd.
- \* Syngene India Pvt. Ltd.
- \* ZS Associates India Pvt. Ltd.
- \* Supergard Tech. Services
- \* Cybage Software Pvt. Ltd.
- \* Capgemini India Pvt. Ltd.
- \* Acube Software P. L.

## Automotive Sector

- \* Tata Motors Ltd
- \* John Deere Ltd
- \* General Motors Ltd.
- \* Shoda Auto India
- \* Fiat India Auto P.L.

## ITES / KPO

- \* Dell
- \* Wipro KPO
- \* WNS Ltd.
- \* TCS BPO
- \* 24/7 Customer
- \* Ugam Solutions
- \* Capal Partners



# IT & Telecom Sector

- \* Persistent Systems Ltd.
- \* Cognizant Ltd.
- \* Saba Software
- \* PTC Software (India) Pvt Ltd
- \* BMC Software
- \* SAS Research & Dev. I.P. Ltd.
- \* Synegy India Pvt. Ltd.
- \* ZS Associates India Pvt. Ltd.
- \* Sungard Tech. Services
- \* Cybage Software Pvt. Ltd.
- \* CapGemini India Pvt. Ltd.
- \* Aceltree Software P. L.

# ITES / KPO

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# Automotive Sector

- \* Tata Motors Ltd
- \* John Deere Ltd
- \* General Motors Ltd.
- \* Skoda Auto India
- \* Fiat India Auto P.L.

# Power Sector

- \* **Adani Group**
- \* **Abhijit Group**
- \* **SPANCO Ltd.**
- \* **Reliance Power Ltd.**
- \* **Suzlon**

# Summary 2011-12

## Companies:

### Companies Participating in Hiring Season 2011-12

- Thermax
- Sterlite
- Tata Motors
- Fiat

### The Students appearing were from:

- |              |              |            |
|--------------|--------------|------------|
| • Sangamner  | • Jalgaon    | • Latur    |
| • Chikhli    | • Yawatmal   | • Loni     |
| • Pusad      | • Aurangabad | • Amravati |
| • Wardha     | • Faizpur    | • Bhusaval |
| • Pune       | • Ramtek     | • Baramati |
| • Chandrapur | • Nanded     | • Dhule    |

### OUR NODAL MEMBER CENTERS where GD's & PI's were conducted:

- |            |          |
|------------|----------|
| • Amravati | • Loni   |
| • Ramtek   | • Pune   |
| • Pusad    | • Nanded |

**No of Students Appeared For CBT's: 1642**



## Political Speaker Year 2011-12



• Mr. Vikasrao Deshmukh, Union Science & Technology Minister, Govt. of India.  
• Mr. Niran Gadhavi, National President, Bharatiya Janta Party, India  
• Mr. Prithavira Chavan, Chief Minister, Maharashtra

## Subjective Speaker Year 2011-12



• Mr. Sunil Sharma  
PLM expert, ITC  
6th August 2011 Topic: PLM Overview & scope.  
Attendees: 510 Students Maharashtra wide.  
• Mr. Shreshth Vohra  
CSC Expert, E&P Services P.L.

## HR Personnel Year 2011-12



• Mr. Prashant Ahir,  
Ex-Gen HR, Tata Motors Ltd.  
20th April 2011 Topic: HR Overview & scope.  
Attendees: 510 Students Maharashtra wide.  
• Mr. Sharad Ganguli,  
Executive HR, Thermax Ltd.  
The 20th April 2011 Topic: HR Overview & scope.  
Attendees: 510 Students Maharashtra wide.  
• Mr. Rajesh Pundhettam  
HR, Sanyo Ltd.  
20th April 2011 Topic: HR Overview & scope.  
Attendees: 510 Students Maharashtra wide.

# Guest Lectures

The top people in their respective fields will deliver guest lectures virtually, which will help students give insight about the real industry and enhance their knowledge.

Many eminent speakers have delivered their lectures virtually through our network.

## Eminent Speaker Year 2011-12



• Dr. Sushil Tharoor  
Minister of State, External Affairs  
20th April 2011 Topic: HR Overview & scope.  
Attendees: 510 Students Maharashtra wide.  
• Mr. Ayesha Padamode  
HR, Sanyo Ltd.  
20th April 2011 Topic: HR Overview & scope.  
Attendees: 510 Students Maharashtra wide.  
• Mr. Prithavira Chavan  
Chief Minister, Maharashtra  
20th April 2011 Topic: HR Overview & scope.  
Attendees: 510 Students Maharashtra wide.

## Researcher & Scientist Year 2011-12



• Dr. Anil Nigam  
Faculty, Chemical Engineering, IIT Bombay  
20th April 2011 Topic: HR Overview & scope.  
Attendees: 510 Students Maharashtra wide.  
• Dr. Gaurav Swamy  
Professor, IIT Bombay  
20th April 2011 Topic: HR Overview & scope.  
Attendees: 510 Students Maharashtra wide.

## Eminent Speaker

Year 2011-12



**Dr. Shashi Tharoor**

Ex UN Under General Secretary

27th January 2012, Topic:: "India and the 21st Century World"

Attendees:: 25000 Students Country wide in 40 Auditoriums



**Mr. Alyque Padamsee**

Ad-Guru, Padmashree

26th August 2011, Topic:: Ideation & Presentation Skills,

Attendees:: 6000 Students Country wide.



**Mr. Prahlad Kakkar**

Ad-Guru, Actor, Director

29th February 2012, Topic:: "Dreamcatcher",

Attendees:: 2 Countries , 42 College Auditoriums , 30,000 Students, 7 states, 35 cities

# HR Personnel

## Year 2011-12



\* **Mr. Prashant Ahir,**  
Ex-GM HR, Tata Motors Ltd.

21st July 2011, Topic:: Importance of Final Year  
Projects in Innovation.,  
Attendees:: 1600 Students Maharashtra wide.



\* **Mr. Sharad Gangal,**  
Executive VP, Thermax Ltd.

19th August 2011, Topic:: What companies look while hiring..  
Attendees:: 1400 Students Maharashtra wide.



\* **Mr. Rajesh Purushottam**  
HR, Sterlite Ltd.

Topic:: "Competency Tool Kit for Engineering students in the Core  
sectors - Auto ancillary, Auto, off Highway, Design, R&D, etc "  
31st January 2012, Attendees:: 968 Students Maharashtra wide

# Researcher & Scientist

Year 2011-12



## \* Dr. Arun Nigavekar

Ex-UGC Chairman, VC-Pune University

30th July 2011, Topic:: Disruptive innovation in learning process & Importance of Project Activity.,

Attendees:: 900 Students Maharashtra wide.



## \* Dr. Govind Swarup

Pioneer in Radio Astronomy

14th September 2011, Topic:: Giant Meter wave radio telescope near Pune:: Frontiers of science and Engineering.

Attendees:: 2900 Students Maharashtra wide

## Subjective Speaker

Year 2011-12



### \* Mr. Sunil Sharma

PLM expert, TCS

6th August 2011, Topic:: PLM Overview & Scope.,  
Attendees:: 550 Students Maharashtra wide.



### \* Mr. Shreesh Vakil

C/C++ Expert, Ex-Persistent P.L.



# Political Speaker

Year 2011-12



\* **Mr. Vilasrao Deshmukh**, Union Science & Technology Minister, Govt. of India



\* **Mr. Nitin Gadkari**, National President, Bhartiya Janta Party, India



\* **Mr. Prithaviraj Chavan**, Chief Minister, Maharashtra



# Summary 2011-12

- Mr Prashant Ahir
- Dr Arun Nigavekar
- Mr Shrawan Bhagat
- Mr Sunil Sharma
- Mr Sharad Gangal
- Mr Alyque Padamsee
- Dr Govind Swarup
- Dr Shashi Tharoor
- Mr Rajesh Purushottam
- Mr Prahlad Kakkar



## • Topics Covered:

- Importance of Final Year Projects in Innovation
- Disruptive innovation in learning process & Importance of Project Activity
- Know-How Training on "CNC Technology"
- PLM Overview & Scope
- What companies look while hiring
- Ideation & Presentation Skills
- Giant Metrewave Radio Telescope near Pune: Frontiers of Science & Engineering
- India and the 21st Century World: prospects & challenges
- Competency Tool Kit for Engineering students in the Core sectors
- Dream-catcher

# Target for 2012-13 Academic Year

- \* Apropos Gumption - Scholarship & Talent Search Program
- \* Competitive exam training - GRE/GMAT/CAT
- \* Skill Enhancement Program (S.E.P.)
- \* Guest lecturer - eminent speakers motivations/subjective
- \* Employment related activities-Interview techniques/Mock interviews
- \* Virtual interviews
- \* Training Faculty Program



# Virtual Hiring

Virtual Hiring Season with upto 20 companies, Who come online. This hiring is done virtually throughout our virtual network.

## Summary

In 2011-12, for the first time, Virtual Hiring was done all across Maharashtra. In last 2 months of academic year, we got 4 TOP companies to hire from our Virtual platform.

- \* Sterlite Ltd.
- \* Tata Motors Ltd.
- \* Thermax Ltd
- \* Fiat India Automobile PL





## Training / Guest Lecture

The top people in their respective fields will deliver guest lectures virtually, which will help students give insight about the real industry and enhance their knowledge.

**Many eminent speakers have delivered their lectures virtually through our network.**

**HR**

List of speakers for year 2012-13  
Mr. Ajay Hirashar  
Mr. Debhasis chatterjee  
Mr. Sam Gulve  
Mr. Shrikant Waze  
Mr. Sanjay Jain

**Researcher / Scientist**

List of speakers for year 2012-13  
Dr. APJ Abdul Kalam

**STAR**

List of eminent speakers for year 2012-13  
Mr. Aamir Khan  
Mr. Ankit Fadia  
Mr. Bharat Dhabholkar  
Mr. Arvind Kejriwal  
Mr. Prahlad Kakhkar



Tentative Speaker

**HR**

List of speakers for year 2012-13

**Mr. Ajay Hiraskar**

**Mr. Debhasis chatterjee**

**Mr. Sam Gulve**

**Mr. Shrikant Waze**

**Mr. Sanjay Jain**



**Tentative Speaker**

# **Researcher / Scientist**

List of speakers for year 2012-13

**Dr. APJ Abdul Kalam**

**Dr. Rajendra Jagdale**

**Dr. P.M. Khodke**

**Tentative Speaker**

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**Mr. Aamir Khan**

**Mr. Ankit Fadia**

**Mr. Bharat Dhabholkar**

**Mr. Arvind Kejriwal**

**Mr. Prahlad Kakkar**



# 'Scope' to be covered in this initiative

Plan of Action of this initiative in the next 2 years

## **Activity 1:**

### **Single Window Recruitment Program**

Single Window recruitment program can be described as “a system that allows recruiter to access educational information of student with a single body to fulfill all recruitment related requirements.” The single window environment aims to expedite & simplify interview scenario & bring meaningful gains to students as well as recruiters. With complete information of educational profile, recruiter can virtually conduct an interview of student from any location virtually.

**In last Hiring Season, More than 2500 Students from 19 different cities appeared in CBT, GD & PI for TOP 3 MNC companies.**



## Activity 2:

### Apropos Gumption Scholarship and Talent Search



In association with Science & Technology Park( STP), an organization promoted by – Department of Science & Technology, Government of India & Software Exporter's Association (SEAP), a unique scholarship program design for all department engineering students, having inclination towards IT & due to the acute requirement of skilled professionals in IT Sector. Scholarship up to Rs. 50,000 will be awarded to Students selected by HR \* Technical Head's of IT & Telecom companies after PI round. Plus, each student qualify for PI round will be awarded with Android based Tablets.

### **Activity 3:**

## **Guest lectures and motivation speeches with audio-video interaction**

Our initiative will take active and deliver the highly placed professionals settled else where in the world to contribute to the cause by imparting their experience and knowledge, to our new generations. Ensuring that an hour contributed by these dignitaries should be shared by thousands of candidates across India, that too interactively.

#### **Guest Lecture:**

- Human Resource Personnel
- Scientist & Researcher
- Star Speakers

#### **Training:**

- Subjective Training
- Company centric Training
- Soft / Hard Skill Training



# **Activity 4:**

## **Skill Enhancement Program**

**Optional Skill Enhancement Programs (S.E.P.) will be mentor by eminent experts like, mentors mentoring in the Google summer apprenticeship programs in web development, core development language's and Telecom companies in wireless technologies etc. aiming at certification like ZEND in PHP or JCP for Java courses.**

## Activity 5:

### Encompassing Abroad education

There are more than 33000 colleges and universities across the globe and Indian students are found to be there learning and exploring their horizons. Almost all the colleges have student associations made to help and give help to transitional students who have received admissions and a visa. Approximately 80% of the students apply to not lesser than 10 universities spending a huge amount other than the counseling and couching charges from private institutions.

In this initiative we would ask Indian students from various departments of various colleges and universities abroad to deliver information about the **exact score requirements, financial availability and other relative information** about their own departments hence delivering information through this initiative with exactness.

Our aim was to get “**Information from the horse’s mouth**”, directly and interactively.

## **Activity 6:**

# **Training Faculty Program**

To take up training and motivation programs for professors / lecturers to upgrade their knowledge base in new and emerging areas of their respective subjects and to provide opportunities for interaction and exchange of ideas with the faculty community to refurbish and enlarge upon their knowledge and skill base. The orientation programs may be organized once a year and the duration of each program could be scheduled on weekends for a month or two to avoid any alteration with regular curriculum.

As Rabindranath Tagore once said,  
**“A teacher can never truly teach unless he is still learning himself”**

## **Activity 7:**

### **Profile Making and enhancement**

Across the globe just a resume is not enough to gauge the person for either employment or for scholarship or any other allocation of work, resource or funds. We have an online profiling option where we would encourage the students to have a profile and resume which will be seen by the prospective employers, or universities or grant and scholarship commissions like AAA and USEFI etc.

## **Activity 8:**

### **World at your doorstep's**

We are planning to broadcast seminars or exhibitions like “EMO” or “ISBA” exhibitions etc. live & interactive at your doorsteps to have an overview on ‘What is the future world going to look like in terms of technology?’ or “Future World Business scenario.”

## Competitive Exams Training

Preparing students of all merit for the competitive exams like GRE, GMAT etc. in the world of employment by imparting to them training, theoretically and practically (mock tests mock interviews in exact atmosphere of the real exam and interviews), through various specialized team of faculty.



# Training

## Soft Skill

Our soft skill training programs encompass a wide range of skills that most organizations find an integral and necessary part of everyday business. From basic communication skills to strategy and change management we offer a wide range of soft skill training to address every business need. It is an integral part of corporate training in today's world.

## Entrepreneur Option

The Training given in all SEP's are designed keeping in mind that the students can not only get employed in companies but also start taking individual projects to create programs on Mobile, Web and desktop applications.

Cross platform student collaborations to create virtual teams, is also available on our network, there by allowing interested students to take projects in teams.

This step has been taken to induce entrepreneurship in students

The student can develop application, which will be tested by professional testing companies. If the application, becomes famous then, student can put cost on it & generate revenue.

## Hard Skill

Hard skills are specific, teachable abilities that may be required in a given context, such as a job or university application.

Our hard skill Programs include:

- proficiency with software applications
- software development
- Sector centric programs (IT, Power, Energy etc)
- speaking a foreign languages



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AG-STS Award

[illegible]





**APGUMP SCHOLARS AWARD:** Top 2% of the students qualifying for P.I. round will get a scholarship of **Rs. 50,000/-** each.(Approx. 50 students)

# AG - STS Award



All students, who clear the CBT tests, will be considered as "trainable students". They will be offered optional Skill Enhancement Program (SEP):

- This SEP will be conducted by mentors in professional IT companies.
- Continuous evaluation of student will be done during the course of SEP.
- The students scoring TOP grades will get to sit in interviews of atleast 5 companies.



Approximately **300 students** qualifying for the P.I round will get **Android based tablets and developmental kit**. This step has been taken to **induce entrepreneurship** in students.

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## Students Entering GD Stage



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# SYLLABUS:

The AG-STS test structure evaluated students in different fields so as to understand the skills of every student in different topics. All these below topics are topics suggested by companies, as these skill sets are common to most of the companies. With the help of this in-depth microanalysis in each section, panelists of evaluators will get a clear picture on who are the students who go the next level and can be termed as trainable students.

## General Aptitude Section (Compulsory)

- 45 Mins, 40 questions
  - English Comprehension,
  - Quantitative Ability and
  - Reasoning and Logical Ability

## Subjective Section (Any One) (Compulsory)

- 45 Mins, 40 questions
  - Web Development
    - ASP.net
    - PHP
  - Core Development
    - C, C++,
    - Java,
    - RDBMS Concept & SQL



## Eligibility to apply:

- He or she should be from BE - any department, having inclination towards creating their career's in IT, or a student of MCA.
- Further, they should be students entering into the third and the final year for BE and second and third year in MCA, by August 2012.
- All students must be from UGC recognized university affiliated colleges of Engineering and MCA.
- Students cannot apply directly; they have to apply through the colleges only. As it automatically proves that he/she is a bonafide student of that college and all eligibility criteria's have been met.
- As we are in search of talent, DC and ATKT do not matter as long as the student has met the above criteria.
- FEES to apply: Application fee per students is INR 275 for Non member institutional students of Apropos Gumption and INR 250 for students of Apropos Gumption member institutions.

**The AG-STS program is to be conducted in September, every year.**

# Current Status

We Started Installation from Maharashtra State

- No Of Engineering colleges-20
- No Of MBA colleges-15
- No Of Cities connected-20
- No Of Districts connected-20
- No Of Auditoriums connected-30
- Per Auditorium strength-300+(Appx.)

Total No. of Student Database :  
Approx. 27,433

**Application to Apropos Gumption GRANTS are now open**

Website : [www.appgump.com](http://www.appgump.com)





**Apropos Gumption Initiative**