

Laxmi Institute of Management, Sarigam [LIMS - 731]
An educational Seminar cum Sector Analysis:
*Business Opportunities & Challenges of Paper Sector in Vietnam for Indian
Entrepreneurs*
5th April 2013 [Friday]

Introduction:

According to C. J. Walker “*I had to make my own living and my own opportunity! But I made it! Don’t sit down and wait for the opportunities to come. Get up and make them!*”. Keeping in mind the above note, Laxmi Institute of Management, Sarigam [LIMS] organized one day **Educational Seminar cum Sector Analysis on Business Opportunities and Challenges of Paper Sector in Vietnam for Indian Entrepreneurs**; concept derived from the Global Country Project for Indian Entrepreneurs to grab the opportunities to expand their business globally and to survive the competition in international market on 5th April 2013 at Laxmi Vidyapeeth Campus, Sarigam.

Inauguration:

The function started with welcoming of guest to the venue in traditional manner with Diya and Tilak by the students. The event started with the prayer by group of students. Then followed by lighting of lamp by all the dignitaries. After the lighting of lamp the event was followed by the welcome dance by the group of students of Laxmi International School. The welcome speech was given by **Ms. Bhoomi Mistry and Ms. Namita Panchal of 4th Semester M.B.A.**, then followed by felicitation of our esteemed guests with bouquet as follows:

- **Hon. George Thomas Sir, Campus Director, Laxmi Vidyapeeth**
- **Col. Sanjeev Upadhyay, Director Campus Colleges, Laxmi Vidyapeeth**
- **Mr. Tushar Shah, Director, Damanganga Group, Vapi**
- **Dr. Diptesh Kundu, Principal of Senior Secondary Section, Laxmi International School**



Welcome of Guests with Diya and Tilak by students of Laxmi International School



Prayer by Students of Laxmi International School



Lighting of Lamp by all the Dignitaries



Welcome Dance by Group of students of Laxmi International School

Thereafter, our guest and keynote speaker **MR. TUSHAR SHAH, Director, DAMANGANGA Group** shared his knowledge about paper sector in India. He gave the information about the current scenario of paper industries India and Vapi, Gujarat. Vapi town is an largest industrial hub in India with many SME's and some Large industries. He pointed about the demand and supply of paper and its products in India. Moreover, he also emphasized that the Vapi town itself satisfies almost 1/3rd of the total demand of paper and its products in India. He claimed about basic necessities of any paper industry which are majorly Huge Capital as Paper industries are capital intensive industries, large amount of water and Very high amount of thermal energy.



Mr. Tushar Shah sharing his knowledge

Then the Final year M.B.A. student **Mr. Jaimish Champaneri** on behalf of the whole group of students as listed below made a presentation on their research and learning on various topics sublimed the main theme of seminar on **Business Opportunities and Challenges of Paper Sector in Vietnam for Indian Entrepreneurs**. The presentation outlined the various details about the paper sector in Vietnam which covered topics like Background of India and Vietnam Relation,

Development of Bilateral ties between India and Vietnam, Demand and Supply conditions of raw material for manufacturing of pulp & paper products including the conditions of finish paper and paper products, current scenario of paper sector in Vietnam, the situation logistics in Vietnam today, Plan of development and objectives of Vietnamese government for paper sector in Vietnam, future of paper sector in Vietnam.



Mr. Jaimish Champaneri presenting about the Paper Sector in Vietnam

The Final year M.B.A. students who were involved in research for paper sector are Jaimish Champaneri, Hemant Patil, Rakesh Patel, Firoz Kudle, Falguni Rohit, and Sachin Koli.

After the presentation of research by students, **Mr. Tushar Shah** enlightened the students in his concluding speech about the differences and requirements of resources to make the paper from wood pulp and recycling of paper. The effects on environment due to the use of hazardous chemicals and cutting of trees in order to manufacture virgin paper that is paper made from wood pulp, the requirement of large quantity of water and thermal energy. He outlined the benefits of paper manufacturing

from recycling of paper. Moreover he gave the review to the students that what extra research is needed for the paper sector and the other topics regarding paper sector should be studied.

The seminar ended with the vote of thanks by the hosts of the event Ms. Bhoomi Mistry and Ms. Namita Panchal to all the dignitaries, faculty members and students.

THANK YOU

IT Sector; Entrepreneurial opportunities in Vietnam for Indian Entrepreneurs.

Brief Summary report:

Respected All Faculties and Guide,

On behalf of the group for global project under the guide of Asst.Professor Mr. Pranav Raythatha, We, **Namita B. Panchal, Rohankumar Koli, Gaurav Parmar, Mohammad Hasan Khan, Ankit Patel and Priya Mishra of MBA 4th Semester, Laxmi Institute of Management, Sarigam** have put an effort to presentation on IT Sector under the heading entrepreneurial opportunities in Vietnam for Indian entrepreneurs by looking various strategic context for this project. For this we cordially organized one joint seminar for the above subject on 5th of April, 2013 at multipurpose hall in our campus between 8.30 to 11.30 o'clock.

Resource Persons and Guest Speaker: **Mr. Prashant Lotlikar-ATOS INDIA Pvt. Ltd. Mumbai.**

Date of Seminar: **5th April 2013**

Time: **8.30 AM to 11.30 AM**

Venue: **Multipurpose Hall, Laxmi Vidhyapeeth**



Venue: Multi Purpose Hall

Executive Summary of the Seminar

The information technology report presents the technology requirements and find out the profitable business opportunities available in South Asian country Vietnam who is already an exporter of IT and ICT Hardware particularly in manufacturing of Microchip for processor is concern. For Indian IT Sector, already India's largest IT software company TCS, NIIT and APTECH are there in IT segment and support activities.

The key objective of this seminar was to find out business opportunities in IT sector at Vietnam which is a neighboring country with having friendly business relations (Vietnam granted MFN status to India) as well as to serve academic purpose for MBA program to conduct a business seminar with related industry experts for the particular project on global business opportunities and challenges in selected country with student participation and corporate exposure as well.

During session of our keynote speaker's address, we found three key areas of considerations for the above subject matter.

- (1) **Service Delivery** - Given the environment prevail in IT sector, firm should focuses on costs for the use of IT modal in business as well as to provide updated complete services. The technology approach must strive to maximize

value by cost control and efficiency enhancement in process. (For Indian entrepreneurs)

- (2) **Data Conversion** - Although the full delivery of services relies upon access to electronic records, it will be necessary to convert all information to make significant productivity improvements. The extent of required data conversion is an essential element in the definition of detailed requirements for business process reengineering. An opportunity to go strategically and explore business there (For Vietnam)
- (3) **Business Prerequisites** - There are many business issues and policies to be resolved before full IT business and services are possible. It will be necessary for rapid progress to be made with these prerequisites for the deployment of technology to proceed on schedule. An immediate example is the access and use of IT, Software and ICT in business, education, governance and cultural dealings. The challenge for Indian businessman is to counter pirated version of software, technological equipments and intense competition from china as well as their domestic companies also. Some concerns are less education, low population and income and economy is largely based agriculture and manufacturing sectors although one of the fastest growing economy.(Agriculture: 53.9%, industry: 20.3%, services: 25.8% (2009)



Guests and Dignitaries in seminar

2. We found following areas for business opportunities in our seminar for IT Sector.

- (1) Technology Requirements from the Business Process Redesign
- (2) Target Environment: Target technology environment
- (3) Education related, company related B 2 B approach, B 2 G approach for software development, B 2 C approach via Network design, financial sector particularly banking related IT application and IT training interface.
- (4) SWOT analysis of Vietnam for IT, ICT and ITES business possibility for Indian entrepreneurs.



(Resource Person: Mr Prashant Lotlikar addressing)

Conclusion:

One serious limitation is that we the students as well as our college guide have not visited this country Vietnam to collect primary data. Throughout the formation and development of this presentation on business opportunities seminar for above subject, we gathered all these relevant information by taking utmost care to the extent zero disparities from various websites and sources like world bank report, online journals, reports and periodicals to find out best information to prepare our report and presentation which can helps one to frame up policy about its business decisions as well to aware the new challenges in IT, ICT and ITES in the global context. For further reference, kindly refer PPT and Report made by us.

Key Note:

We sincerely grateful to the guest of honor and keynote **speaker Mr. Prashant Lotlikar-ATOS INDIA Pvt. Ltd. Mumbai** for his valuable notes on subject specific. We all are also thankful **to Principal Dr. Diptesh Kundu**, his Staff and students for their presence and support. We all are very much thankful to our **Campus Director Mr. George Thomas** for his ease, thoughtfulness and ability to acknowledge by his presence and are also thankful to **College Director Colonel Mr. Sanjeev Upadhyay** for his presence and passionate support. Last but not the least we also thank to our college guide **Asst. Professor Mr. Pranav Raythatha** for his constant guidance and knowledge sharing.

We all are thankful for this kind support from our college. Our aim is learning and it will remain forever.

Thank you GTU

Thank you for your interest.

Yours truly,

Participants:

- 1. Namita B Panchal**
- 2. Priya Mishra**
- 3. Priyanka Tandel**
- 4. Rohan Koli**
- 5. Gaurav Parmar**
- 6. Mohammad Hasan Khan and**

Asst. Professor Mr. Pranav Raythatha

Laxmi Institute of Management, Sarigam [LIMS - 731]

An educational Seminar cum Sector Analysis:

Opportunities & Challenges of Education in Vietnam

25th February 2013 [Monday]

Introduction:

According to Anatole France (1844-1924) “An education isn’t how much you have committed to memory or even how much you know. It’s being able to differentiate between what you know and what you don’t” keeping in mind the above note Laxmi Institute of Management, Sarigam [LIMS] has organized one day educational seminar cum Sector Analysis on Opportunities and Challenges of Education in Vietnam; concept derived from the Global Country Project on 25th February 2013 at Laxmi Vidyapeeth Campus, Sarigam.

Inauguration:

The function started with a group prayer by the MBA semester IV students at 9:25 a.m. followed by the welcome key address by **Dr. Keyur Nayak , Head of MBA department**, to all the guest speakers and students from MBA, MCA and final year BBA divisions. The event continued by offering welcome bouquet to **College Campus Director of Laxmi Vidyapeeth Mr. George Thomas, Dr. Diptesh Kundu, Principal of Senior Secondary Section, Col. Sanjeev Upadhyay, and Mr Carol Toth, Principal of Laxmi Global School [LGS].**



The guest speakers on the dais post event welcoming with flower bouquet

Thereafter, selected group of final year MBA students listed below made a presentation on their research and learning on various topics sublimed the main theme of the seminar, **Opportunities & Challenges of Education in Vietnam**. The presenters in detail explained about Profile of Vietnam education, Current situation, comparative study of Vietnam with other Asian Pacific countries, Challenges for Vietnam education development in the 21st century and concluded it with the view of the future ahead of Vietnam education system which shows mobilization of overseas Vietnamese intellectuals to participate in teaching, doing researches and to pass technological transfer in Vietnam.

Topics	Presenters
Introduction on Opportunities & Challenges of Education in Vietnam and Indian Education Profile & Benefits	Mr Ankur Tailor
Vietnamese Education Profile & System Current Situation and Future of Vietnam	Ms Saroj Poonia
Opportunities for Vietnam Education Sector	Ms Bhoomi Mistry & Mr Vanrajsingh Solanki
Challenges for Vietnam Education Sector	Ms Priyanka Tandel & Mr Nilay Thakar
Conclusion	Mr Nilay Thakar



GROUP PRESENTERS FROM MBA DEPARTMENT MENTORED BY PROFESSOR POONAM YADAV



Audience is engrossed listening the MBA student participants

The seminar functioned ahead with deepen and broad topic presentation by **Col. Sanjeev Upadhyay, College Campus Director of Laxmi Vidyapeeth**. He spoke about the historical, geographical, cultural heritage of Vietnam. He threw light on the factors influencing its educational system and compare and contrast it with Indian education governance. He also explained that Education in Vietnam is divided into five levels: preschool, primary school, secondary school, high school and higher education and the main educational goal in Vietnam is improving people's general knowledge, training quality human resources and nurturing and fostering talent. His discussion also included the shortcoming in system; **Vietnam is now suffering from an excess of low quality universities and lack of high quality ones and newer universities and non-public institutions are become less attractive to students**. He further spoke regarding his experience on the challenges faced by the Indian education system and opportunities, challenges and inferences of Indian educational system and so on.



Col. Sanjeev Upadhyay explaining the pointers

The event was then followed with an elaborative presentation by **Dr. Diptesh Kundu, Principal of Senior Secondary Section** who with his strong communication and presentation skills discussed about future prospectus of doing business in Vietnam, domestic versus international market, serve and supply where the demand falls, how to staff the need of educational skill based in Vietnam , talent acquisition, strategy stressing upon how it helps in brand building. He also discussed about consumerism and standardization as the key to success in global market. He also explained the meaning of Globalization throughout different centuries. His discussion also included Multinational Corporate which gave a new definition for the 21st century.



Dr
Diptesh Kundu elaborating and sharing his ideas

Mr Carol Toth, Principal of Laxmi Global School [LGS] discussed on optimization of available international educational future perspective especially in Vietnam and also brought in our understanding of the current situation of education policies and need to impart quality education in South Asian Countries. His focus point was quality faculty pool which can deliver quality education and present a platform for the researcher.



Mr Carol Toth – Principal Of Laxmi Global School Affiliated To Cambridge Board Presenting His Views On Opportunities And Challenges In The Education Sector Of Vietnam

The valedictory function was completed with a vote of thanks to the Dignitaries, faculty members and students from various departments. The event ended with light refreshments.

Thank you

LAXMI INSTITUTE OF MANAGEMENT, SARIGAM (731)

An International Seminar on Sector Analysis of Textile

Business Opportunities and Challenges of Textile Sector in Vietnam

Held on 5th April 2013

Introduction

Laxmi institute of management sarigam(LIMS) organised one day international seminar on Textile sector analysis and Business opportunities and challenges of textile sector in Vietnam, the concept derived from the global country project on 5th April 2013 at Laxmi Vidyapeeth, campus, sarigam.

Inauguration

The function started with the group prayer and group dance by the Laxmi International School(LIS) students followed by the welcome key address to guest speaker **Dr. Alpesh Leuva- Associate Professor**, Navsari Agriculture University, Navsari and students from MBA IV semester. The event continued by the lightning of lamp and offering bouquet to **Dr. Alpesh Leuva , - Mr. Goerge Thomas- Campus Director- Laxmi Vidyapeeth, Sarigam, Col. Sanjeev Upadhyay- Campus Director Colleges.**



Group Prayer by LIS students



Group Dance by LIS students



Lightning of Lamp by speakers



Audience

Thereafter, final year MBA students listed below made a presentation on their research and learning on various topics on business opportunities and challenges of textile sector in Vietnam. The student presenter covered following topics in their presentation.

- 1] Back ground of Indian and Gujarat Textile Industries
- 2] Journey of development of Indian and Gujarat Textile Industry
- 3] SWOT analysis of Indian and Gujarat Textile sector
- 4] Benefits and information related to Import and Export of Indian and Gujarat textile sector
- 5] Issues and challenges of Indian and Gujarat textile sector
- 6] Major growth drivers and major players in Indian textile sector
- 7] Expected future trend in Indian Textile sector

Whole presentation covered by Ms. Krishna Chapaneri and Mr. Sakib Shaikh(Students MBA IV Semester).



Dr. Alpesh Leuva

The seminar continued with the deepen and broad topic presentation by guest speaker **Dr. Alpesh Leuva- Associate Professor**, Navsari Agriculture University, Navsari. He gave overview of Textile sector, global apparel of retail market, segment wise ratio of global textile production, Vietnam and Indian economy, textile sector and industry layout in Vietnam, advantages and different treaties signed by Vietnamese for textile sector. Also he concluded with the topic that there are still some of the lacuna/weakness in the textile industries i.e., lack of processing, lack of high quality human resources, unable to provide complete packages, limited fashion capabilities are the major challenges for the industry.



Lastly, the valedictory function was completed with a vote of thanks to the dignitaries, faculty members and students.

LAXMI INSTITUTE OF MANAGEMENT, SARIGAM (731)

An International Seminar on Sector Analysis of Textile

Business Opportunities and Challenges of Agriculture Sector in Vietnam

Held on 5th April 2013

“When it is understood that one loses joy and happiness in the attempt to possess them, the essence of natural farming will be realized. The ultimate goal of farming is not the growing of crops, but the cultivation and perfection of human beings.”

One day international seminar was conducted on “GLOBAL BUSINESS CHALLENGES AND OPPORTUNITIES” on 5th of April, by Laxmi Institute of Management to enlighten the students with the current market scenario of different sectors of business and to provide them practical knowledge of working pattern of these sectors.

The programme started as per the schedule at 9.00 pm with a prayer and welcome dance by the students of Laxmi International School. The dignitaries were welcomed by bouquet and they were requested for lightning of lamps.



Then as per the programme schedule presentation on agriculture sector was started at conference hall and the guests were called to deliver the speech.

Distinguish Guests in Agriculture sectors were -

Prof Dr. Ruchira Shukla, Associate Professor Navsari Agriculture University

Ms. Hemali Joshi , Renowned Researcher, Mumbai University

Distinguished audiences were the farmers of nearby area and the students of Laxmi Institute of Management.

After the welcome address the first speaker **Dr. Ruchira Shukla** was requested to enlighten the audience with her presentation.



She started her presentation with a line “Everything else can wait but not Agriculture” and thus focussed on the importance of agriculture in India. She enlightens that India has huge supply advantage due to diverse Agro Climatic conditions and wide ranging raw material base. She has presented many facts and figures from different dimensions showing that the agriculture and food is the largest consumption category in India.

She also threw light on how the wastage of food and fruits across the supply chain is leading to lower level processing and low value addition. She highlighted many steps taken by the Government in improving the food trade and creating a conducive atmosphere for international trade. She has discussed about various opportunities and challenges India is facing in Agriculture and food Sector.

She has also covered the various issues related to agriculture sector in context with Vietnam. What are the strengths and weaknesses of both the countries and what steps should be taken to overcome the weaknesses. She has optimistically focussed on various opportunities to go in trade with Vietnam and also shown a bright picture where the bi lateral trade between India and Vietnam is going to be a successful venture for the future.



At the end, forum was left open for the questions of the audiences. Few of the farmers have queries which were solved by the respected speaker.

The next speaker was invited to throw light on how biotechnology can be used to improve the quality of the products. She has started her lecture with the meaning and definition of biotechnology and how it is applied to the animals and plants to get desirable results. She has thrown light on the various methods which can be used to enhance the quality of various products like mango, chickoo, rice, wheat etc.

She has also given few websites to the farmers who are interested to use the technology and receive the training of the methods. She also told how the farmers can get better prices for their products by using the techniques of biotechnology and also she has given some references to get entry into international markets.

At the end one old age farmer has asked few very interesting questions related to biotechnology. He questioned to respected speaker about the time lag between the research and the applicability of that research in the real world.



Then our other Dignitary has also thrown light on the export procedure and documentation in short which was of great utility to the farmers. The list of leading exporters with their postal address and contact number was handed over to the farmers. It was a interactive and informative session which ended with the smiling and satisfied faces of the students and the farmers, thus our motive was achieved.

THANK YOU