

D.T.E. Code - 3487



**IDEAL INSTITUTE
OF PHARMACY**

EMPOWERING INDIA THROUGH KNOWLEDGE

Affiliated by the Mumbai University & Approved by AICTE New Delhi, DTE Maharashtra.

Department Level File

File Number and Name	Inst. Acronym/EE/2018-19/021: Add-on- Course
Contents	<ol style="list-style-type: none">1. Add on Courses Report Laboratory Techniques in Organic Synthesis2. Add on Courses Report Tablet Manufacturing Process3. Add on Courses Report Pharmaceutical Sales and Marketing4. Add on Courses Report Communication Skill


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Ideal Institute of Pharmacy
Wada, Palghar



A Unit Of Ideal Foundation

At Village - Posheri, Taluka- Wada, District- Palghar, Maharashtra

Contact: +91-7678002000, E-mail : idealpharmacy3487@gmail.com , website: <http://idealpharmacywada.com>

INDEX

S. No.	Particulars
1	Add on Courses Report Laboratory Techniques in Organic Synthesis
2	Add on Course Brochure
3	About the Course
4	Enrolled Students List
5	Course Session Photos
6	Attendance Sheets of Enrolled Students
7	List of Eligible Students for Certification
8	Student Feedback for Course
9	Add on Courses Report Tablet Manufacturing Process
10	Add on Course Brochure
11	About the Course
12	Enrolled Students List
13	Course Session Photos
14	Attendance Sheets of Enrolled Students
15	List of Eligible Students for Certification
16	Student Feedback for Course
17	Add on Courses Report Pharmaceutical Sales and Marketing
18	Add on Course Brochure
19	About the Course
20	Enrolled Students List
21	Course Session Photos
22	Attendance Sheets of Enrolled Students
23	List of Eligible Students for Certification
24	Student Feedback for Course
25	Add on Courses Report Communication Skill
26	Add on Course Brochure


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27	About the Course
28	Enrolled Students List
29	Course Session Photos
30	Attendance Sheets of Enrolled Students
31	List of Eligible Students for Certification


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Wada, Palghar



A Report of

Add on Course

On

**“Laboratory Techniques in Organic Synthesis”
(AOC-DEP-PHA-LOS)**

October 1, 2018 to December 31, 2018

Coordinated by

Miss Pallavi Patil

Organized by



Department of B. Pharmacy

IDEAL College of Pharmacy

State- Maharashtra, (India)



Contents

1. Add on Course Brochure
2. About the Course
3. Q Sheet
4. Enrolled Students List
5. Attendance sheets of enrolled students
6. Certificates of eligible students
7. Student feedback for course
8. Course Session Photos


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1. Add on Course Brochure



Affiliated by the Mumbai University & Approved by AICTE New Delhi, DTE Maharashtra.

About the College

The Ideal College of Pharmacy & Research is one amongst the many successful ventures of Ideal College which has a reputation for pioneering in pursuit of academic excellence. The pharmaceutical industry is one of the fastest growing sectors with India becoming a destination for pharmaceutical and clinical trials. A career in the field of pharmaceutical sciences therefore holds tremendous promise for opportunities globally. The state-of-the-art infrastructure and instructional facilities of the College includes well-equipped laboratories, voluminous library, spacious lecture halls, playground, etc., all this makes the College a conducive place for learning that provides students with quality education in clean and comfortable environment.

Add-on Course



About the Course

This course will provide the student with a thorough understanding of the advance concepts of organic chemistry laboratory. They will learn the different reactions for qualitative identification of various functional groups and purification procedures of organic analysis at pilot experiments. Students will become familiar with the understanding of chemical phenomena, hydrocarbons, stereochemical(3- dimensional) aspects of structure; strategies of organic synthesis. This course is intended for chemistry, biochemistry, molecular biology, chemical engineering, and other students on scientific or professional career paths.


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Ideal College of Pharmacy
Department of B. Pharmacy

Notice

Date: 24/09/2018

It is notified for all the students of the Second Year that the Department is going to organize Add-on Course on (AOC-DEP-PHA-LOS) **“Laboratory Techniques in Organic Synthesis”**, for 3th Semester students for their benefits in the near future. The duration of the course will be off 35 contact hours which will be covered in 3 months.

Interested bonafide students are advised to register themselves. **The last date of registration is 28-09-2018.** If any Query regarding add on course contact to Miss Pallavi Patil.

Note:

1. The course is free of cost.
2. Minimum 70% attendance is mandatory.
3. The successful candidates will be issued certificates by the college.

Dr. Umesh latan
HOD (Pharmacy)


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2. About the Course

Course Name: Laboratory Techniques in Organic Synthesis (AOC-DEP-PHA-LOS)

Course Summary: This course will provide the student with a thorough understanding of the advance concepts of organic chemistry laboratory. They will learn the different reactions for qualitative identification of various functional groups and purification procedures of organic analysis at pilot experiments. Students will become familiar with the understanding of chemical phenomena, hydrocarbons, stereochemical (3- dimensional) aspects of structure; strategies of organic synthesis. This course is intended for chemistry, biochemistry, molecular biology, chemical engineering, and other students on scientific or professional career paths.

Enrollment Criteria:

1. Participants must be interested and engineering student (II Year Only)
2. Must provide the NOC if from other department.

Course Outcomes:

1. To create awareness on instruments used in organic synthesis.
2. Purification and drying organic solvents and reagents by distillation in an inert and moisture-free atmosphere.
3. Micro-scale synthesis.
4. Running a reaction for a long time (also under reflux), Running a reaction at low temperature.
5. Synthesis under moisture- and air-free conditions.
6. Isolation of the product by distillation, crystallization and chromatography.

Course Outcomes & Program Outcomes Mapping:

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8	PO 9	PO1 0	PO1 1	PO1 2	PSO 1	PSO 2	PSO 3
CO1	3			3				3					3		3
CO2	3		3	3				3		3					
CO3			3							3					3
CO4			3							3			3		
CO5															
Target	3		3	3				3		3			3		3

Certification Criteria: Minimum 50% marks in Certification Exam and 70% attendance

Course Prerequisite:

1. To get information about easy handling of instruments and reagents involved in organic synthesis.
2. To get knowledge about various techniques, preparation of various reagents and their applications involved in organic synthesis.
3. To know about Reaction conditions and precautions involved in various synthetic procedures.



Course Outline:

Module	Contents	Hours
1	Using lab equipment and basic experimental techniques	7
2	Systematic qualitative analysis of unknown organic compound	7
3	Separation of components from mixture by chromatograph	7
4	Solvent free organic Synthesis	7
5	Methods involved in organic compounds	7

References:

1. J. C. Gilbert, S. F. Martin, "Experimental Organic Chemistry. A Miniscale and Microscale Approach", Thomson 2006
2. A. I. Vogel, A. R. Tatchell, B. S. Furnis, A. J. Hannaford, P. W. G. Smith "Vogel's Textbook of practical organic chemistry", Prentice Hall 1996.
3. Solvent-free Organic Synthesis by Koichi Tanaka (Copyright © 2009 WILEY-VCH Verlag GmbH & Co. KGaA, Weinheim, ISBN: 978-3-527-32264-)
4. Practical organic chemistry. Cambridge. F. G. Mann. May 1936. B. C. Saunders.



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2. Q Sheet

S.No	Activity	Duration	Day & Date	Time
1.	Using of Balance, Magnetic stirrer	1 Hour	Friday Oct 5, 2018	03:00 to 04:00 PM
2.	Folding fluted filters paper, gravity filtration	2 Hour	Friday Oct 12, 2018	02:00 to 04:00 PM
3	Distillation	2 Hour	Saturday Oct 13, 2018	02:00 to 04:00 PM
4	Recrystallation, Evaporation	2 Hour	Saturday Oct 20, 2018	02:00 to 04:00 PM
5	Sublimation Technique	2 Hour	Friday Oct 27, 2018	02:00 to 04:00 PM
6	Determination of melting point, Molecular weight	2 Hour	Saturday Oct 28, 2018	02:00 to 04:00 PM
7	Preliminary test	2 Hour	Friday Oct 29, 2018	02:00 to 04:00 PM
8	Detection of element, fundamental group test	2 Hour	Saturday Nov 3, 2018	02:00 to 04:00 PM
9	Identified the unknown compounds	2 Hour	Friday Nov 9, 2018	02:00 to 04:00 PM
10	Preparation of the derivatives and conformation of the unknown compound	2 Hour	Saturday Nov 10, 2018	02:00 to 04:00 PM
11	Separation of components from mixture	2 Hour	Friday Nov 16, 2018	02:00 to 04:00 PM

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12	Chromatography	2 Hour	Saturday Nov 17, 2018	02:00 to 04:00 PM
13	Pinacol Coupling reaction	2 Hour	Friday Nov 23, 2018	02:00 to 04:00 PM
14	Corrole Synthesis, peachmann reaction	2 Hour	Saturday Dec 1, 2018	02:00 to 04:00 PM
15	Other solvent free organic synthesis	2 Hour	Saturday Dec 15, 2018	02:00 to 04:00 PM
16	Method involved in organic Compound	2 Hour	Saturday Dec 22, 2018	02:00 to 04:00 PM
17	Carbon Carbon Bond forming Reactions	2 Hour	Friday Dec 28, 2018	02:00 to 04:00 PM
18	Disconnection Reactions	2 Hour	Saturday Dec 29, 2018	02:00 to 04:00 PM


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3. Enrolled Students List

S. N.	Reg. No	Name	E-Mail ID
1	PH17100151	TIWARI AMAR KAUSHAL	amartiwari87@gmail.com
2	PH17100574	SHIRIN NOORULHAQ MAULAVI	noorushirin@gmail.com
3	PH17101038	KENE HEMANGI SWAMI	hemangikene74@gmail.com
4	PH17101043	BHANGRE RAJ PUNDLIK	bhangreraj14@gmail.com
5	PH17101519	GUPTA AAKASH UMESH	aakashgupta@gmail.com
6	PH17102990	PATIL RUTURAJ BALIRAM	ruturajpatil@gmail.com
7	PH17103102	KALASGOND NAMRATA CHIDANAND	namratakalasgond@gmail.com
8	PH17103746	CHANDORA KISHOR JAGDISHKUMAR	kishorchandora@gmail.com
9	PH17104142	NAIK UTKARSHA SANJAY	utkarshanaik99@gmail.com
10	PH17104677	PATIL PRANITA PRABHAKAR	pranitapatil12@gmail.com
11	PH17105212	PAL RAVI SHYAMDEO	ravipalforever@gmail.com
12	PH17107708	DESHMUKH SIMA DEVENDRA	simadeshmukh@Gamil.com
13	PH17108212	NAKASHE SIDDHI CHINTAMANI	nakashesiddhi@Gamil.com
14	PH17108333	SAINDANE AKASH RAJENDRA	saindaneaksh12@gmail.com
15	PH17108598	ATHARVA SOMNATH GHONE	atharvaghone99@gmail.com
16	PH17108884	PRIYANKA	priyanka7788@gmail.com
17	PH17109186	RAM MEERAKUMARI AJIT	meerakumari66@gmail.com
18	PH17109619	SHIKALGAR FARHIN UMARFARUK	sufarhin@gmail.com
19	PH17109685	MALI MANASI VIJAY	manasimali56@gmail.com
20	PH17109860	PARDHI KUNAL KRISHNA	Kkpardhi369@gmail.com
21	PH17109988	PRATI KSHA	pratiksha6787@gmail.com
22	PH17110068	NAIK RUTIK SANJAY	rutiknaik7799@gmail.com
23	PH17110724	SANKHE NUJA SURESH	nujasankhe99@gmail.com
24	PH17110805	MANDORA RAKESH BABULAL	rakeshmandora@gmail.com



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4. Attendance sheets of Enrolled students

IDEAL College of Pharmacy Maharashtra								
Department of B. Pharmacy								
III Sem. Add on Course on: Laboratory Techniques in Organic Synthesis								
S. N.	Reg. No	Name	Attendance					
			Day 1	Day 2	Day 3	Day 4	Day 5	Day 6
1	PH17100151	TIWARI AMAR KAUSHAL						
2	PH17100574	SHIRIN NOORULHAQ MAULAVI						
3	PH17101038	KENE HEMANGI SWAMI						
4	PH17101043	BHANGRE RAJ PUNDLIK						
5	PH17101519	GUPTA AAKASH UMESH						
6	PH17102990	PATIL RUTURAJ BALIRAM						
7	PH17103102	KALASGOND NAMRATA CHIDANAND						
8	PH17103746	CHANDORA KISHOR JAGDISHKUMAR						
9	PH17104142	NAIK UTKARSHA SANJAY						
10	PH17104677	PATIL PRANITA PRABHAKAR						
11	PH17105212	PAL RAVI SHYAMDEO						
12	PH17107708	DESHMUKH SIMA DEVENDRA						
13	PH17108212	NAKASHE SIDDHI CHINTAMANI						
14	PH17108333	SAINDANE AKASH RAJENDRA						
15	PH17108598	ATHARVA SOMNATH						

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Report of Add on Course from
October 01, 2018 to December 31, 2018

Laboratory Techniques in Organic Synthesis

		GHONE						
16	PH17108884	PRIYANKA						
17	PH17109186	RAM MEERAKUMARI AJIT						
18	PH17109619	SHIKALGAR FARHIN UMARFARUK						
19	PH17109685	MALI MANASI VIJAY						
20	PH17109860	PARDHI KUNAL KRISHNA						
21	PH17109988	PRATIKSHA						
22	PH17110068	NAIK RUTIK SANJAY						
23	PH17110724	SANKHE NUJA SURESH						
24	PH17110805	MANDORA RAKESH BABULAL						


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Laboratory Techniques in Organic Synthesis

Report of Add on Course from
October 01, 2018 to 31 January 2022

5. Marks of Eligible Candidate

S. N.	Reg. No	Name	Q1(10)	Q2(10)	Q3 (10)	Total (30)
1	PH17100151	TIWARI AMAR KAUSHAL	8	9	8	25
2	PH17100574	SHIRIN NOORULHAQ MAULAVI	7	10	8	25
3	PH17101038	KENE HEMANGI SWAMI	8	8	8	24
4	PH17101043	BHANGRE RAJ PUNDLIK	9	9	8	26
5	PH17101519	GUPTA AAKASH UMESH	7	8	5	20
6	PH17102990	PATIL RUTURAJ BALIRAM	8	7	7	22
7	PH17103102	KALASGOND NAMRATA CHIDANAND	9	5	8	22
8	PH17103746	CHANDORA KISHOR JAGDISHKUMAR	8	8	9	25
9	PH17104142	NAIK UTKARSHA SANJAY	5	9	8	22
10	PH17104677	PATIL PRANITA PRABHAKAR	5	5	8	18
11	PH17105212	PAL RAVI SHYAMDEO	4	8	5	17
12	PH17107708	DESHMUKH SIMA DEVENDRA	7	7	5	19
13	PH17108212	NAKASHE SIDDHI CHINTAMANI	8	5	2	15
14	PH17108333	SAINDANE AKASH RAJENDRA	6	2	4	12
15	PH17108598	ATHARVA SOMNATH GHONE	5	2	7	14
16	PH17108884	PRIYANKA	8	5	8	21
17	PH17109186	RAM MEERAKUMARI AJIT	7	8	5	20
18	PH17109619	SHIKALGAR FARHIN UMARFARUK	5	7	8	20
19	PH17109685	MALI MANASI VIJAY	6	9	9	24
20	PH17109860	PARDHI KUNAL KRISHNA	5	6	9	20
21	PH17109988	PRATIKSHA	4	5	9	18
22	PH17110068	NAIK RUTIK SANJAY	1	8	9	18
23	PH17110724	SANKHE NUJA SURESH	7	7	9	23
24	PH17110805	MANDORA RAKESH BABULAL	5	9	10	24


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6. Certificate:



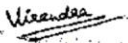
CERTIFICATE

OF COMPLETION

THE FOLLOWING AWARD IS GIVEN TO

NAIK UTKARSHA SANJAY

Student of III Semester Registration Number **PH17104142** for successfully completing
the 35-hour course on **Laboratory Techniques in Organic Synthesis**.


Dr. Umesh Latan
HOD, (Pharmacy)



Pallavi Patil
Coordinator


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8. Photos




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Feedback Analysis:

Feed Back Questions	Excellent (5)	Very Good (4)	Good (3)	Poor (2)	Very Poor (1)
The course as a whole was:					
The course content was:					
The instructor's contribution to the course was:					
The instructor's effectiveness in teaching the subject matter was:					
Course Organization was:					
Explanations by instructor were:					
Instructor's use of examples and illustrations was:					
Student's confidence in instructor's knowledge was:					
Answers to student questions were:					
Availability of extra help when needed was:					
Instructor's interest in student's progress was:					
Relevance of course content was:					
Please give overall rating of the course					

Please comment on the strength of the course and the way it was conducted.

Please comment on the weakness of the course and the way it was conducted.

Please give suggestions for the improvement of the course.

Optional – Your name and contact address.


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Sr.no.	Attributes	Total Feed Back					40
		>80% Objective Achieved, 60 to 79 %- Satisfactory, Below 60%, Need improvement					
		Outstanding	Excellent	Good	Average	Satisfactory	Remark
1	The course as a whole was:	31	4	4	1	0	Objective Achieved - Outsanding & Excellent (87.5%)
		77.50	10.00	10.00	2.50	0.00	
		Outstanding	Excellent	Good	Average	Satisfactory	
2	The course content was:	32	4	2	2	0	Objective Achieved - Outsanding & Excellent (90.00%)
		80.00	10.00	5.00	5.00	0.00	
		Outstanding	Excellent	Good	Average	Satisfactory	
3	The instructor's contribution to the course was:	30	4	3	2	1	Objective Achieved - Outsanding & Excellent (85.00%)
		75.00	10.00	7.50	5.00	2.50	
		Outstanding	Excellent	Good	Average	Satisfactory	
4	The instructor's effectiveness in teaching the subject matter was:	31	4	3	2	0	Objective Achieved - Outsanding & Excellent (87.50%)
		77.50	10.00	7.50	5.00	0.00	
		Outstanding	Excellent	Good	Average	Satisfactory	
5	Course Organization was:	28	5	3	3	1	Objective Achieved - Outsanding & Excellent (82.50%)
		70.00	12.50	7.50	7.50	2.50	
		Outstanding	Excellent	Good	Average	Satisfactory	
6	Explanations by instructor were:	29	5	4	2	0	Objective Achieved - Outsanding & Excellent (85.00%)
		72.50	12.50	10.00	5.00	0.00	
		Outstanding	Excellent	Good	Average	Satisfactory	
7	Instructor's use of examples and illustrations was:	28	5	5	2	0	Objective Achieved - Outsanding & Excellent (82.50%)
		70.00	12.50	12.50	5.00	0.00	
		Outstanding	Excellent	Good	Average	Satisfactory	
8	Student's confidence in instructor's knowledge was:	31	4	4	1	0	Objective Achieved - Outsanding & Excellent (87.50%)
		77.50	10.00	10.00	2.50	0.00	
		Outstanding	Excellent	Good	Average	Satisfactory	
9	Answers to student questions were:	29	6	3	2	0	Objective Achieved - Outsanding & Excellent (87.50%)
		72.50	15.00	7.50	5.00	0.00	
		Outstanding	Excellent	Good	Average	Satisfactory	
10	Availability of extra help when needed was:	30	5	3	2	0	Objective Achieved - Outsanding & Excellent (87.50%)
		75.00	12.50	7.50	5.00	0.00	
		Outstanding	Excellent	Good	Average	Satisfactory	
11	Instructor's interest in student's progress was:	33	2	2	2	1	Objective Achieved - Outsanding & Excellent (87.50%)
		82.50	5.00	5.00	5.00	2.50	
		Outstanding	Excellent	Good	Average	Satisfactory	
12	Relevance of course content was:	30	5	3	2	0	Objective Achieved - Outsanding & Excellent (87.50%)
		75.00	12.50	7.50	5.00	0.00	
		Outstanding	Excellent	Good	Average	Satisfactory	
13	Please give overall rating of the course	31	4	3	2	0	Objective Achieved - Outsanding & Excellent (87.50%)
		77.50	10.00	7.50	5.00	0.00	
		Outstanding	Excellent	Good	Average	Satisfactory	

Overall Remark:- As per the feedback, study should be done by Projector & Exam to be taken online. Overall objective of the course has been achieved by the feedback given by the participants

A Report of

Add on Course

On

**“Tablet Manufacturing Process”
(AOC-DEP-PHA-TMP)**

October 10, 2018 to December 31, 2018

Coordinated by

Mr. Ashwin

Organized by



Department of B. Pharmacy

IDEAL College of Pharmacy

State- Maharashtra, (India)



Contents

1. Add on Course Brochure
2. About the Course
3. Q Sheet
4. Enrolled Students List
5. Attendance sheets of enrolled students
6. Certificates of eligible students
7. Student feedback for course
8. Course Session Photos


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1. Add on Course Brochure



Affiliated by the Mumbai University & Approved by AICTE New Delhi, DTE Maharashtra.

About the College

The Ideal College of Pharmacy & Research is one amongst the many successful ventures of Ideal College which has a reputation for pioneering in pursuit of academic excellence. The pharmaceutical industry is one of the fastest growing sectors with India becoming a destination for pharmaceutical and clinical trials. A career in the field of pharmaceutical sciences therefore holds tremendous promise for opportunities globally. The state-of-the-art infrastructure and instructional facilities of the College includes well-equipped laboratories, voluminous library, spacious lecture halls, playground, etc., all this makes the College a conducive place for learning that provides students with quality education in clean and comfortable environment.

Add-on

Course



About the Course

The design and manufacture of pharmaceutical tablets is a complex multi-stage process whereby formulation scientists ensure that the correct amount of drug substance in the right form is delivered at the appropriate time, at the proper rate and in the desired location with its chemical integrity protected to that point. Most drug substances do not possess the required properties which give satisfactory flow from the hopper to the die cavity of tablet presses. As a result, they are subjected to pre-treatment either alone or in combination with suitable excipients to form free-flowing granules that lend themselves to tableting.


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Ideal College of Pharmacy
Department of B. Pharmacy

Notice

Date: 28/09/2018

It is notified for all the students of the First Year that the Department is going to organize Add-on Course on (AOC-DEP-PHA-TMP) “**Tablet Manufacturing Process**”, for 1st Semester students for their benefits in the near future. The duration of the course will be off 35 contact hours which will be covered in 3 months.

Interested bonafide students are advised to register themselves. **The last date of registration is 05-10-2018.** If any Query regarding add on course contact to Mr. Ashwin

Note:

1. The course is free of cost.
2. Minimum 70% attendance is mandatory.
3. The successful candidates will be issued certificates by the college.

Dr. Umesh latan
HOD (Pharmacy)


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2. About the Course

Course Name: Tablet Manufacturing Process (AOC-DEP-PHA-TMP)

Course Summary: This course will provide the student with a thorough understanding of the advance concepts of Tablet industry. They will learn the different reactions for qualitative identification of various functional groups and purification procedures of organic analysis at pilot experiments. Students will become familiar with the understanding of chemical phenomena, hydrocarbons, strategies of organic synthesis. This course is intended for chemistry, biochemistry, molecular biology, chemical engineering, and other students on scientific or professional career paths.

Enrollment Criteria:

1. Participants must be interested and engineering student (III Year Only)
2. Must provide the NOC if from other department.

Course Outcomes:

1. Learning this subject content will develop the ideas with the fundamental of analytical chemistry among the pupil.
2. It constructs the fundamental methodology to prepare different strength of solutions.
3. It facilitate the fellow pupil to predict the sources of mistakes and errors.
4. It helps to develop the fundamentals of volumetric analytical skills.
5. It peculates the basic knowledge in the principles of electrochemical analytical techniques
6. The student interpretation skills will be improve by the course content in terms of choice of analytical.

Course Outcomes & Program Outcomes Mapping:

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8	PO 9	PO1 0	PO1 1	PO1 2	PSO 1	PSO 2	PSO 3
CO1	3			3		3		3					3		3
CO2	3			3				3		3					
CO3	3			3						3					3
CO4										3			3		
CO5															
Target	3		3	3		3		3		3			3		3

Certification Criteria: Minimum 50% marks in Certification Exam and 70% attendance

Course Prerequisite:

1. To get information about easy handling of instruments and reagents involved in organic synthesis.
2. To get knowledge about various techniques, preparation of various reagents and their applications involved in organic synthesis.
3. To know about Reaction conditions and precautions involved in various synthetic procedures.


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1.

Course Duration: 35 Hours

Course Outline:

Module	Contents	Hours
1	Introduction	7
2	Excipients used in tablets	7
3	Tablet Manufacturing Process	7
4	Tablet Compression Machine	7
5	Quality Control test	7

References:

1. J. C. Gilbert, S. F. Martin, "Experimental Organic Chemistry. A Miniscale and Microscale Approach", Thomson 2006
2. A. I. Vogel, A. R. Tatchell, B. S. Furnis, A. J. Hannaford , P. W. G. Smith "Vogel's Textbook of practical organic chemistry", Prentice Hall 1996.
3. Solvent-free Organic Synthesis by Koichi Tanaka (Copyright © 2009 WILEY-VCH Verlag GmbH & Co. KGaA, Weinheim, ISBN: 978-3-527-32264-)
4. Practical organic chemistry. Cambridge. F. G. Mann. May 1936. B. C. Saunders.


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Wada, Palghar



2. Q Sheet

S.No	Activity	Duration	Day & Date	Time
1.	Introduction	1 Hour	Wednesday Oct 10, 2018	03:00 to 04:00 PM
2.	Classification of Tablet Process	2 Hour	Friday Oct 12, 2018	02:00 to 04:00 PM
3	Diluents, Binders, Lubricants, Antiadherents	2 Hour	Saturday Oct 13, 2018	02:00 to 04:00 PM
4	Flavours, sweetening agents	2 Hour	Saturday Oct 20, 2018	02:00 to 04:00 PM
5	Direct Compression, granulation and its importance	2 Hour	Friday Oct 27, 2018	02:00 to 04:00 PM
6	Compression, Compaction	2 Hour	Saturday Oct 28, 2018	02:00 to 04:00 PM
7	Single punch machine, multiple punch tablet machine	2 Hour	Friday Oct 29, 2018	02:00 to 04:00 PM
8	Weight variation, Shape, Size, Hardness,	2 Hour	Saturday Nov 3, 2018	02:00 to 04:00 PM
9	Various defects in tablet	2 Hour	Friday Nov 9, 2018	02:00 to 04:00 PM
10	Preparation of the derivatives and conformation of the unknown compound	2 Hour	Saturday Nov 10, 2018	02:00 to 04:00 PM
11	Separation of components from mixture	2 Hour	Friday Nov 16, 2018	02:00 to 04:00 PM

**Report of Add on Course from
October 10, 2018 to December 31, 2018**

**Tablet Manufacturing Process
(AOC-DEP-PHA-TMP)**

12	reason for defects	2 Hour	Saturday Nov 17, 2018	02:00 to 04:00 PM
13	Pinacol Coupling reaction	2 Hour	Friday Nov 23, 2018	02:00 to 04:00 PM
14	measures to overcome the defects,	2 Hour	Saturday Dec 1, 2018	02:00 to 04:00 PM
15	, Double impression	2 Hour	Saturday Dec 15, 2018	02:00 to 04:00 PM
16	Method involved in organic Compound	2 Hour	Saturday Dec 22, 2018	02:00 to 04:00 PM
17	hardness variation	2 Hour	Friday Dec 28, 2018	02:00 to 04:00 PM
18	Disconnection Reactions	2 Hour	Saturday Dec 29, 2018	02:00 to 04:00 PM


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3. Enrolled Students List

S. N.	Reg. No	Name	E-Mail ID
1	PH18100102	SINGH PRASHANT PRAMOD	singhprashant0412@gmail.com
2	PH18100228	RIYA MADANLAL PALIWAL	riyapaliwal423@gmail.com
3	PH18100550	MISHRA SUYASH SANJAY	mishramayank9049@gmail.com
4	PH18100582	JAIN RUSHVI ASHOK	rushvijain1234@gmail.com
5	PH18101261	PATEL SHWETA HASMUKH	patel26shweta@gmail.com
6	PH18101708	PATIL AKANKSHA SUNIL	akapatil26@gmail.com
7	PH18102071	PATIL PRIYANKA AAKARAM	patilpriyankaakaram@gmail.com
8	PH18102584	NIWATE SAMIP ANANT	samipniwate2310@gmail.com
9	PH18102802	KANAUJIYA SUNIL RAMDEV	sunkumar3789@gmail.com
10	PH18103168	TARE RUTIK SANTOSH	rutiktare07@gmail.com
11	PH18104437	SHAHBAZ AKHTAR MOMIN	shahbaz0256@gmail.com
12	PH18104902	KAMBLE APURV VIJAY	apurv190@gmail.com
13	PH18105218	SANKHE ISHA KALPESH	ishasankhe64@gmail.com
14	PH18105286	CHAUDHARI GIRISHA PANKAJ	girishachaudhari111@gmail.com
15	PH18105535	PATIL ASHWINI JITENDRA	patilashwiniash@gmail.com
16	PH18106287	JAYBHAYE OMKAR MADHAVRAO	omkarjaybhaye04@gmail.com
17	PH18107085	KHAN REHMAN MANOBER ALI	khanrahman.kr8@gmail.com
18	PH18107528	BARI SARVESH BHUNESH	sarveshbari07@gmail.com
19	PH18108194	THAKARE AJINKYA SHARAD	ajinkyathakare942@gmail.com
20	PH18108795	BHANUSHALI SAKSHI PRAVIN	sakshibhanushali97641@gmail.com
21	PH18108831	CHAUDHARI TANVI RAJENDRA	tanvichaudhari0309@gmail.com
22	PH18108953	BORDE SANKET SANJAY	sanketborde9jbl@gmail.com
23	PH18109303	DHASADE DHANASHRI PRAKASH	shreyasdhasade111@gmail.com
24	PH18109547	GAVIT POOJA VILAS	poojagavit022@gmail.com

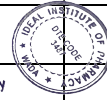

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4. Attendance sheets of Enrolled students

IDEAL College of Pharmacy Maharashtra								
Department of B. Pharmacy								
III Sem. Add on Course on: Tablet Manufacturing Process								
S. N.	Reg. No	Name	Attendance					
			Day 1	Day 2	Day 3	Day 4	Day 5	Day 6
1	PH18100102	SINGH PRASHANT PRAMOD						
2	PH18100228	RIYA MADANLAL PALIWAL						
3	PH18100550	MISHRA SUYASH SANJAY						
4	PH18100582	JAIN RUSHVI ASHOK						
5	PH18101261	PATEL SHWETA HASMUKH						
6	PH18101708	PATIL AKANKSHA SUNIL						
7	PH18102071	PATIL PRIYANKA AAKARAM						
8	PH18102584	NIWATE SAMIP ANANT						
9	PH18102802	KANAUIYA SUNIL RAMDEV						
10	PH18103168	TARE RUTIK SANTOSH						
11	PH18104437	SHAHBAZ AKHTAR MOMIN						
12	PH18104902	KAMBLE APURV VIJAY						
13	PH18105218	SANKHE ISHA KALPESH						

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**Report of Add on Course from
October 01, 2018 to December 31, 2018**

Tablet Manufacturing Process

14	PH18105286	CHAUDHARI GIRISHA PANKAJ						
15	PH18105535	PATIL ASHWINI JITENDRA						
16	PH18106287	JAYBHAYE OMKAR MADHAVRAO						
17	PH18107085	KHAN REHMAN MANOBER ALI						
18	PH18107528	BARI SARVESH BHUNESH						
19	PH18108194	THAKARE AJINKYA SHARAD						
20	PH18108795	BHANUSHALI SAKSHI PRAVIN						
21	PH18108831	CHAUDHARI TANVI RAJENDRA						
22	PH18108953	BORDE SANKET SANJAY						
23	PH18109303	DHASADE DHANASHRI PRAKASH						
24	PH18109547	GAVIT POOJA VILAS						


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Tablet Manufacturing Process

Report of Add on Course from
October 01, 2018 to 31 December 2018

5. Marks of Eligible Candidate

S. N.	Reg. No	Name	Q1(10)	Q2(10)	Q3 (10)	Total (30)
1	PH18100102	SINGH PRASHANT PRAMOD	8	5	2	15
2	PH18100228	RIYA MADANLAL PALIWAL	6	2	4	12
3	PH18100550	MISHRA SUYASH SANJAY	5	2	7	14
4	PH18100582	JAIN RUSHVI ASHOK	9	9	8	26
5	PH18101261	PATEL SHWETA HASMUKH	7	8	5	20
6	PH18101708	PATIL AKANKSHA SUNIL	8	7	7	22
7	PH18102071	PATIL PRIYANKA AAKARAM	9	5	8	22
8	PH18102584	NIWATE SAMIP ANANT	8	8	9	25
9	PH18102802	KANAUIYA SUNIL RAMDEV	5	9	8	22
10	PH18103168	TARE RUTIK SANTOSH	5	5	8	18
11	PH18104437	SHAHBAZ AKHTAR MOMIN	4	8	5	17
12	PH18104902	KAMBLE APURV VIJAY	7	7	5	19
13	PH18105218	SANKHE ISHA KALPESH	8	5	2	15
14	PH18105286	CHAUDHARI GIRISHA PANKAJ	6	2	4	12
15	PH18105535	PATIL ASHWINI JITENDRA	5	2	7	14
16	PH18106287	JAYBHAYE OMKAR MADHAVRAO	8	5	7	20
17	PH18107085	KHAN REHMAN MANOBER ALI	7	8	5	21
18	PH18107528	BARI SARVESH BHUNESH	5	7	8	20
19	PH18108194	THAKARE AJINKYA SHARAD	6	9	9	24
20	PH18108795	BHANUSHALI SAKSHI PRAVIN	5	6	9	20
21	PH18108831	CHAUDHARI TANVI RAJENDRA	4	5	9	18
22	PH18108953	BORDE SANKET SANJAY	1	8	9	18
23	PH18109303	DHASADE DHANASHRI PRAKASH	7	7	9	23
24	PH18109547	GAVIT POOJA VILAS	5	9	10	24


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6. Certificate:

IIP/BOP/2018-19/036



IDEAL INSTITUTE
OF PHARMACY

EMPOWERING INDIA THROUGH KNOWLEDGE

CERTIFICATE

OF COMPLETION

THE FOLLOWING AWARD IS GIVEN TO

PATIL PRIYANKA AAKARAM

Student of III Semester Registration Number **PH18102071** for successfully completing
the 35-hour course on **Tablet Manufacturing Process**.

Dr. Umesh Latan
HOD, (Pharmacy)

Mr. Ashwin
Coordinator

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8. Photos




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Feedback Analysis:

Feed Back Questions	Excellent (5)	Very Good (4)	Good (3)	Poor (2)	Very Poor (1)
The course as a whole was:					
The course content was:					
The instructor's contribution to the course was:					
The instructor's effectiveness in teaching the subject matter was:					
Course Organization was:					
Explanations by instructor were:					
Instructor's use of examples and illustrations was:					
Student's confidence in instructor's knowledge was:					
Answers to student questions were:					
Availability of extra help when needed was:					
Instructor's interest in student's progress was:					
Relevance of course content was:					
Please give overall rating of the course					

Please comment on the strength of the course and the way it was conducted.

Please comment on the weakness of the course and the way it was conducted.

Please give suggestions for the improvement of the course.


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Optional – Your name and contact address.

Report of Add on Course from
October 01, 2018 to 31 Dec 2023

Tablet Manufacturing Process

Sr.no.	Attributes	Total Feed Back					40
		>80% Objective Achieved, 60 to 79 %- Satisfactory, Below 60%, Need improvement					
		Outstanding	Excellent	Good	Average	Satisfactory	Remark
1	The course as a whole was:	31	4	4	1	0	Objective Achieved - Outsanding & Excellent (87.5%)
		77.50	10.00	10.00	2.50	0.00	
		Outstanding	Excellent	Good	Average	Satisfactory	
2	The course content was:	32	4	2	2	0	Objective Achieved - Outsanding & Excellent (90.00%)
		80.00	10.00	5.00	5.00	0.00	
		Outstanding	Excellent	Good	Average	Satisfactory	
3	The instructor's contribution to the course was:	30	4	3	2	1	Objective Achieved - Outsanding & Excellent (85.00%)
		75.00	10.00	7.50	5.00	2.50	
		Outstanding	Excellent	Good	Average	Satisfactory	
4	The instructor's effectiveness in teaching the subject matter was:	31	4	3	2	0	Objective Achieved - Outsanding & Excellent (87.50%)
		77.50	10.00	7.50	5.00	0.00	
		Outstanding	Excellent	Good	Average	Satisfactory	
5	Course Organization was:	28	5	3	3	1	Objective Achieved - Outsanding & Excellent (82.50%)
		70.00	12.50	7.50	7.50	2.50	
		Outstanding	Excellent	Good	Average	Satisfactory	
6	Explanations by instructor were:	29	5	4	2	0	Objective Achieved - Outsanding & Excellent (85.00%)
		72.50	12.50	10.00	5.00	0.00	
		Outstanding	Excellent	Good	Average	Satisfactory	
7	Instructor's use of examples and illustrations was:	28	5	5	2	0	Objective Achieved - Outsanding & Excellent (82.50%)
		70.00	12.50	12.50	5.00	0.00	
		Outstanding	Excellent	Good	Average	Satisfactory	
8	Student's confidence in instructor's knowledge was:	31	4	4	1	0	Objective Achieved - Outsanding & Excellent (87.50%)
		77.50	10.00	10.00	2.50	0.00	
		Outstanding	Excellent	Good	Average	Satisfactory	
9	Answers to student questions were:	29	6	3	2	0	Objective Achieved - Outsanding & Excellent (87.50%)
		72.50	15.00	7.50	5.00	0.00	
		Outstanding	Excellent	Good	Average	Satisfactory	
10	Availability of extra help when needed was:	30	5	3	2	0	Objective Achieved - Outsanding & Excellent (87.50%)
		75.00	12.50	7.50	5.00	0.00	
		Outstanding	Excellent	Good	Average	Satisfactory	
11	Instructor's interest in student's progress was:	33	2	2	2	1	Objective Achieved - Outsanding & Excellent (87.50%)
		82.50	5.00	5.00	5.00	2.50	
		Outstanding	Excellent	Good	Average	Satisfactory	
12	Relevance of course content was:	30	5	3	2	0	Objective Achieved - Outsanding & Excellent (87.50%)
		75.00	12.50	7.50	5.00	0.00	
		Outstanding	Excellent	Good	Average	Satisfactory	
13	Please give overall rating of the course	31	4	3	2	0	Objective Achieved - Outsanding & Excellent (87.50%)
		77.50	10.00	7.50	5.00	0.00	
		Outstanding	Excellent	Good	Average	Satisfactory	

Overall Remark:- As per the feedback, study should be done by Projector & Exam to be taken online. Overall objective of the course has been achieved by the feedback given by the participants

A Report of

Add on Course

On

“Pharmaceutical Sales and Marketing”

(AOC-DEP-PHA-PSM)

Jan 10, 2019 to March 10, 2019

Coordinated by

Mr. Nilesh Patil

Organized by



Department of B. Pharmacy

IDEAL College of Pharmacy

State- Maharashtra, (India)


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Wada, Palghar



Contents

1. Add on Course Brochure
2. About the Course
3. Q Sheet
4. Enrolled Students List
5. Attendance sheets of enrolled students
6. Certificates of eligible students
7. Student feedback for course
8. Course Session Photos


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1. Add on Course Brochure



Affiliated by the Mumbai University & Approved by AICTE New Delhi, DTE Maharashtra.

About the College

The Ideal College of Pharmacy & Research is one amongst the many successful ventures of Ideal College which has a reputation for pioneering in pursuit of academic excellence. The pharmaceutical industry is one of the fastest growing sectors with India becoming a destination for pharmaceutical and clinical trials. A career in the field of pharmaceutical sciences therefore holds tremendous promise for opportunities globally. The state-of-the-art infrastructure and instructional facilities of the College includes well-equipped laboratories, voluminous library, spacious lecture halls, playground, etc., all this makes the College a conducive place for learning that provides students with quality education in clean and comfortable environment.

Add-on

Course



About the Course

Pharmaceutical marketing refers to the offline and digital strategies used to attract new patients and raise awareness around a certain drug or treatment plan. Pharmaceutical marketing can either be geared towards physicians or towards selling directly to consumers. The pharmaceutical companies are responsible for designing, discovering, and developing drugs used to treat, prevent, diagnose or cure diseases and other medical issues. However, with strong competition, increasingly complex regulations and consumer attrition, pharma companies are going all out to get their products in front of healthcare professionals and patients alike.


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Ideal College of Pharmacy
Department of B. Pharmacy

Notice

Date: 05/01/2019

It is notified for all the students of the Second Year that the Department is going to organize Add-on Course on (AOC-DEP-PHA-PSM) “**Pharmaceutical Sales and Marketing**”, for 3th Semester students for their benefits in the near future. The duration of the course will be off 35 contact hours which will be covered in 2 months.

Interested bonafide students are advised to register themselves. **The last date of registration is 07-01-2019.** If any Query regarding add on course contact to Mr. Nilesh Patil.

Note:

1. The course is free of cost.
2. Minimum 70% attendance is mandatory.
3. The successful candidates will be issued certificates by the college.

Dr. Umesh latan
HOD (Pharmacy)


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2. About the Course

Course Name: Pharmaceutical Sales and Marketing (AOC-DEP-PHA-PSM)

Course Summary: Pharmaceutical marketing refers to the offline and digital strategies used to attract new patients and raise awareness around a certain drug or treatment plan. Pharmaceutical marketing can either be geared towards physicians or towards selling directly to consumers. The pharmaceutical companies are responsible for designing, discovering, and developing drugs used to treat, prevent, diagnose or cure diseases and other medical issues. However, with strong competition, increasingly complex regulations and consumer attrition, pharma companies are going all out to get their products in front of healthcare professionals and patients alike. And that's the reason why the role of pharmaceutical sales and pharmaceutical marketing in the industry has become progressively more and more critical, so much that pharma sales marketers and representatives now get huge budgets than R & D.

Enrollment Criteria:

1. Participants must be interested and engineering student (II Year Only)
2. Must provide the NOC if from other department.

Course Outcomes:

- To explain the concept of product management in pharmaceutical industry
- To understand the various components of promotion of pharmaceutical products
- To elaborate the role and responsibility of professional sales representative
- To identify the roles and responsibilities of pricing authorities in India
- To demonstrate the emerging concepts of marketing

Course Outcomes & Program Outcomes Mapping:

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8	PO 9	PO1 0	PO1 1	PO1 2	PSO 1	PSO 2	PSO 3
CO1	3			3				3					3		3
CO2	3		3	3				3		3					
CO3			3							3					3
CO4			3							3			3		
CO5															
Target	3		3	3				3		3			3		3

Certification Criteria: Minimum 50% marks in Certification Exam and 70% attendance

Course Prerequisite:

- Describe the concept of pharmaceutical marketing.
- Demonstrate different pharmaceutical marketing channels
- Understand the role of market research

Course Duration: 35 Hours



Course Outline:

Module	Contents	Hours
1	General Overview:	6
2	Pharmaceutical market:	6
3	Product decision	6
4	Promotion	6
5	Pricing	6

REFERENCE:

1. Lidstone, J., & MacLennan, J. (2017). *Marketing planning for the pharmaceutical industry*. Routledge.
2. Arora, U., & Taneja, G. (2006). An analytical study of physicians behaviour towards marketing of pharmaceutical products. *Indian Journal of Marketing*, 36(11).
3. Attarabeen, O., & Alkhateeb, F. M. (2013). Rollins B, Perri M.: *Pharmaceutical Marketing*. *American Journal of Pharmaceutical Education*, 77(6).
4. Lerer, L., & Piper, M. (2003). *Digital strategies in the pharmaceutical industry*. Basingstoke, UK: Palgrave Macmillan.


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1. Q Sheet

S.No	Activity	Duration	Date	Time
1.	Definition, general concepts	1 Hour	02-01-2019	03:00 to 04:00 PM
2.	Marketing & selling	2 Hour	03-01-2019	03:00 to 05:00 PM
3	Industry and competitive analysis	2 Hour	05-01-2019	03:00 to 05:00 PM
4	Quantitative and qualitative aspects	2 Hour	06-01-2019	03:00 to 05:00 PM
5	Demographic descriptions	2 Hour	07-01-2019	03:00 to 05:00 PM
6	Market segmentation	2 Hour	01-02-2019	03:00 to 05:00 PM
7	Meaning, Classification, product line	2 Hour	09-02-2019	03:00 to 05:00 PM
8	Product portfolio analysis	2 Hour	13-02-2019	03:00 to 05:00 PM
9	New product decision	2 Hour	14-02-2019	03:00 to 05:00 PM
10	Packaging and labeling decisions	2 Hour	16-02-2019	03:00 to 05:00 PM
11	Determinants of promotional mix	2 Hour	19-02-2019	03:00 to 05:00 PM


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12	Overview of personal selling	2 Hour	20-02-2019	03:00 to 05:00 PM
13	Direct mail, journals, sampling	2 Hour	21-02-2019	03:00 to 05:00 PM
14	Objectives, determinants of price	2 Hour	21-02-2019	03:00 to 05:00 PM
15	Pricing method and strateg	2 Hour	26-02-2019	03:00 to 05:00 PM
16	Price management in pharmaceutical	2 Hour	27-02-2019	03:00 to 05:00 PM
17	An overview of DPCO	2 Hour	10-03-2019	03:00 to 05:00 PM
18	Course Quiz	2 Hour	10-03-2019	03:00 to 05:00 PM


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2. Enrolled Students List

S. N.	Reg. No	Name	E-Mail ID
1	PH17100151	TIWARI AMAR KAUSHAL	amartiwari87@gmail.com
2	PH17100574	SHIRIN NOORULHAQ MAULAVI	noorushirin@gmail.com
3	PH17101038	KENE HEMANGI SWAMI	hemangikene74@gmail.com
4	PH17101043	BHANGRE RAJ PUNDLIK	bhangreraj14@gmail.com
5	PH17101519	GUPTA AAKASH UMESH	aakashgupta@gmail.com
6	PH17102990	PATIL RUTURAJ BALIRAM	ruturajpatil@gmail.com
7	PH17103102	KALASGOND NAMRATA CHIDANAND	namratakalasgond@gmail.com
8	PH17103746	CHANDORA KISHOR JAGDISHKUMAR	kishorchandora@gmail.com
9	PH17104142	NAIK UTKARSHA SANJAY	utkarshanaik99@gmail.com
10	PH17104677	PATIL PRANITA PRABHAKAR	pranitapatil12@gmail.com
11	PH17105212	PAL RAVI SHYAMDEO	ravipalforever@gmail.com
12	PH17107701	DESHMUKH SIMA DEVENDRA	simadeshmukh@gmail.com
13	PH17101212	NAKASHE SIDDHI CHINTAMANI	nakashesiddhi@gmail.com
14	PH17101333	SAINDANE AKASH RAJENDRA	saindaneaksh12@gmail.com
15	PH17101598	ATHARVA SOMNATH GHONE	atharvaghone99@gmail.com
16	PH17101884	PRIYANKA	priyanka7788@gmail.com
17	PH17109186	RAM MEERAKUMARI AJIT	meerakumari66@gmail.com
18	PH17109619	SHIKALGAR FARHIN UMARFARUK	sufarhin@gmail.com
19	PH17109685	MALI MANASI VIJAY	manasimali56@gmail.com
20	PH17109860	PARDHI KUNAL KRISHNA	Kkpardhi369@gmail.com
21	PH17109988	PRATIKSHA	pratiksha6787@gmail.com
22	PH17110068	NAIK RUTIK SANJAY	rutiknaik7799@gmail.com
23	PH17110724	SANKHE NUJA SURESH	nujasankhe99@gmail.com
24	PH17110105	MANDORA RAKESH BABULAL	rakeshmandora@gmail.com


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3. Attendance sheets of Enrolled students

IDEAL College of Pharmacy Maharashtra																				
Department of B. Pharmacy																				
III Sem. Add on Course on: Pharmaceutical Sales and Marketing																				
S. N.	Reg. No	Name	Attendance																	
			Day 1	Day 2	Day 3	Day 4	Day 5	Day 6	Day 7	Day 8	Day 9	Day 10	Day 11	Day 12	Day 13	Day 14	Day 15	Day 16	Day 17	Day 18
1	PH17100151	TIWARI AMAR KAUSHAL																		
2	PH17100574	SHIRIN NOORULHAQ MAULAVI																		
3	PH17101038	KENE HEMANGI SWAMI																		
4	PH17101043	BHANGRE RAJ PUNDLIK																		
5	PH17101519	GUPTA AAKASH UMESH																		
6	PH17102990	PATIL RUTURAJ BALIRAM																		
7	PH17103102	KALASGOND NAMRATA CHIDANAND																		
8	PH17103746	CHANDORA KISHOR JAGDISHKUMAR																		
9	PH17104142	NAIK UTKARSHA SANJAY																		
10	PH17104677	PATIL PRANITA PRABHAKAR																		
11	PH17105212	PAL RAVI SHYAMDEO																		
12	PH17107708	DESHMUKH SIMA DEVENDRA																		
13	PH17108212	NAKASHE SIDDHI CHINTAMANI																		
14	PH17108333	SAINDANE AKASH RAJENDRA																		
15	PH17108598	ATHARVA SOMNATH GHONE																		


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**Report of Add on Course from
August 02, 2019 to August 30, 2019**

Pharmaceutical Sales and Marketing

16	PH17108884	PRIYANKA																		
17	PH17109186	RAM MEERAKUMARI AJIT																		
18	PH17109619	SHIKALGAR FARHIN UMARFARUK																		
19	PH17109685	MALI MANASI VIJAY																		
20	PH17109860	PARDHI KUNAL KRISHNA																		
21	PH17109988	PRATI KSHA																		
22	PH17110068	NAIK RUTIK SANJAY																		
23	PH17110724	SANKHENUJA SURESH																		
24	PH17110805	MANDORA RAKESH BABULAL																		


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Pharmaceutical Sales and Marketing

Report of Add on Course from
August 02, 2019 to August 30, 2019

4. Marks of Eligible Candidate

S. N.	Reg. No	Name	Q1(10)	Q2(10)	Q3 (10)	Total (30)
1	PH17100151	TIWARI AMAR KAUSHAL	8	8	9	25
2	PH17100574	SHIRIN NOORULHAQ MAULAVI	5	9	8	22
3	PH17101038	KENE HEMANGI SWAMI	5	5	8	18
4	PH17101043	BHANGRE RAJ PUNDLIK	4	8	5	17
5	PH17101519	GUPTA AAKASH UMESH	7	7	5	19
6	PH17102990	PATIL RUTURAJ BALIRAM	8	5	2	15
7	PH17103102	KALASGOND NAMRATA CHIDANAND	9	5	8	22
8	PH17103746	CHANDORA KISHOR JAGDISHKUMAR	8	8	9	25
9	PH17104142	NAIK UTKARSHA SANJAY	5	9	8	22
10	PH17104677	PATIL PRANITA PRABHAKAR	5	5	8	18
11	PH17105212	PAL RAVI SHYAMDEO	4	8	5	17
12	PH17107701	DESHMUKH SIMA DEVENDRA	7	7	5	19
13	PH17101212	NAKASHE SIDDHI CHINTAMANI	8	5	2	15
14	PH17101333	SAINDANE AKASH RAJENDRA	6	2	4	12
15	PH17101598	ATHARVA SOMNATH GHONE	5	2	7	14
16	PH17101884	PRIYANKA	8	5	8	21
17	PH17109186	RAM MEERAKUMARI AJIT	7	8	5	20
18	PH17109619	SHIKALGAR FARHIN UMARFARUK	5	7	8	20
19	PH17109685	MALI MANASI VIJAY	6	9	9	24
20	PH17109860	PARDHI KUNAL KRISHNA	5	6	9	20
21	PH17109988	PRATIKSHA	4	5	9	18
22	PH17110068	NAIK RUTIK SANJAY	1	8	9	18
23	PH17110724	SANKHE NUJA SURESH	7	7	9	23
24	PH17110105	MANDORA RAKESH BABULAL	5	9	8	22


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5. Certificate:

IIP/BOP/2018-19/019



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CERTIFICATE

OF COMPLETION

THE FOLLOWING AWARD IS GIVEN TO

GUPTA AAKASH UMESH

Student of III Semester Registration Number **PH17101519** for successfully completing
the 35-hour course on **Pharmaceutical Sales and Marketing.**

Dr. Umesh Latan
HOD, (Pharmacy)

Mr. Nitesh Patil
Coordinator

Principal
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8. Photos




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Feedback Analysis:

Feed Back Questions	Excellent (5)	Very Good (4)	Good (3)	Poor (2)	Very Poor (1)
The course as a whole was:					
The course content was:					
The instructor's contribution to the course was:					
The instructor's effectiveness in teaching the subject matter was:					
Course Organization was:					
Explanations by instructor were:					
Instructor's use of examples and illustrations was:					
Student's confidence in instructor's knowledge was:					
Answers to student questions were:					
Availability of extra help when needed was:					
Instructor's interest in student's progress was:					
Relevance of course content was:					
Please give overall rating of the course					

Please comment on the strength of the course and the way it was conducted.

Please comment on the weakness of the course and the way it was conducted.

Please give suggestions for the improvement of the course.

Optional – Your name and contact address.


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Report of Add on Course from
August 02, 2019 to August 30, 2019

Pharmaceutical Sales and Marketing

Sr.no.	Attributes	Total Feed Back					40
		>80% Objective Achieved, 60 to 79 %- Satisfactory, Below 60%, Need improvement					
		Outstanding	Excellent	Good	Average	Satisfactory	Remark
1	The course as a whole was:	31	4	4	1	0	Objective Achieved - Outsanding & Excellent (87.5%)
		77.50	10.00	10.00	2.50	0.00	
		Outstanding	Excellent	Good	Average	Satisfactory	
2	The course content was:	32	4	2	2	0	Objective Achieved - Outsanding & Excellent (90.00%)
		80.00	10.00	5.00	5.00	0.00	
		Outstanding	Excellent	Good	Average	Satisfactory	
3	The instructor's contribution to the course was:	30	4	3	2	1	Objective Achieved - Outsanding & Excellent (85.00%)
		75.00	10.00	7.50	5.00	2.50	
		Outstanding	Excellent	Good	Average	Satisfactory	
4	The instructor's effectiveness in teaching the subject matter was:	31	4	3	2	0	Objective Achieved - Outsanding & Excellent (87.50%)
		77.50	10.00	7.50	5.00	0.00	
		Outstanding	Excellent	Good	Average	Satisfactory	
5	Course Organization was:	28	5	3	3	1	Objective Achieved - Outsanding & Excellent (82.50%)
		70.00	12.50	7.50	7.50	2.50	
		Outstanding	Excellent	Good	Average	Satisfactory	
6	Explanations by instructor were:	29	5	4	2	0	Objective Achieved - Outsanding & Excellent (85.00%)
		72.50	12.50	10.00	5.00	0.00	
		Outstanding	Excellent	Good	Average	Satisfactory	
7	Instructor's use of examples and illustrations was:	28	5	5	2	0	Objective Achieved - Outsanding & Excellent (82.50%)
		70.00	12.50	12.50	5.00	0.00	
		Outstanding	Excellent	Good	Average	Satisfactory	
8	Student's confidence in instructor's knowledge was:	31	4	4	1	0	Objective Achieved - Outsanding & Excellent (87.50%)
		77.50	10.00	10.00	2.50	0.00	
		Outstanding	Excellent	Good	Average	Satisfactory	
9	Answers to student questions were:	29	6	3	2	0	Objective Achieved - Outsanding & Excellent (87.50%)
		72.50	15.00	7.50	5.00	0.00	
		Outstanding	Excellent	Good	Average	Satisfactory	
10	Availability of extra help when needed was:	30	5	3	2	0	Objective Achieved - Outsanding & Excellent (87.50%)
		75.00	12.50	7.50	5.00	0.00	
		Outstanding	Excellent	Good	Average	Satisfactory	
11	Instructor's interest in student's progress was:	33	2	2	2	1	Objective Achieved - Outsanding & Excellent (87.50%)
		82.50	5.00	5.00	5.00	2.50	
		Outstanding	Excellent	Good	Average	Satisfactory	
12	Relevance of course content was:	30	5	3	2	0	Objective Achieved - Outsanding & Excellent (87.50%)
		75.00	12.50	7.50	5.00	0.00	
		Outstanding	Excellent	Good	Average	Satisfactory	
13	Please give overall rating of the course	31	4	3	2	0	Objective Achieved - Outsanding & Excellent (87.50%)
		77.50	10.00	7.50	5.00	0.00	
		Outstanding	Excellent	Good	Average	Satisfactory	

Overall Remark:- As per the feedback, study should be done by Projector & Exam to be taken online. Overall objective of the course has been achieved by the feedback given by the participants

A Report of

Add on Course

On

“Communication Skills”

(AOC-DEP-PHA-CS)

Jan 10, 2019 to March 10, 2019

Coordinated by

Mrs. Sapna Sharma

Organized by



Department of B. Pharmacy

IDEAL College of Pharmacy

State- Maharashtra, (India)


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Contents

1. Add on Course Brochure
2. About the Course
3. Q Sheet
4. Enrolled Students List
5. Attendance sheets of enrolled students
6. Certificates of eligible students
7. Student feedback for course
8. Course Session Photos


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1. Add on Course Brochure



Affiliated by the Mumbai University & Approved by AICTE New Delhi, DTE Maharashtra.

About the College

The Ideal College of Pharmacy & Research is one amongst the many successful ventures of Ideal College which has a reputation for pioneering in pursuit of academic excellence. The pharmaceutical industry is one of the fastest growing sectors with India becoming a destination for pharmaceutical and clinical trials. A career in the field of pharmaceutical sciences therefore holds tremendous promise for opportunities globally. The state-of-the-art infrastructure and instructional facilities of the College includes well-equipped laboratories, voluminous library, spacious lecture halls, playground, etc., all this makes the College a conducive place for learning that provides students with quality education in clean and comfortable environment.

Add-on Course



About the Course

Communication is as old as the existence of human beings. Words are not the only way of getting your message across. Many times you can sense the mood your colleague or friend is in. How do you think you can figure it out? It is because communication involves not just words, but also actions, body language and facial expressions to mention a few. In this course we will help you understand what communication is and why we communicate. You will also understand non-verbal communication in detail. On completion of the course, you will learn how to communicate effectively using a combination of verbal and non-verbal communication skills.


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Ideal College of Pharmacy
Department of B. Pharmacy

Notice

Date: 28/09/2018

It is notified for all the students of the First Year that the Department is going to organize Add-on Course on (AOC-DEP-PHA-TMP) “**Tablet Manufacturing Process**”, for 2nd Semester students for their benefits in the near future. The duration of the course will be off 35 contact hours which will be covered in 3 months.

Interested bonafide students are advised to register themselves. **The last date of registration is 05-02-2019.** If any Query regarding add on course contact to Mrs. Sapna Sharma.

Note:

1. The course is free of cost.
2. Minimum 70% attendance is mandatory.
3. The successful candidates will be issued certificates by the college.

Dr. Umesh latan
HOD (Pharmacy)


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2. About the Course

Course Name: Tablet Manufacturing Process (AOC-DEP-PHA-TMP)

Course Summary: Communication is as old as the existence of human beings. Words are not the only way of getting your message across. Many times, you can sense the mood your colleague or friend is in. How do you think you can figure it out? It is because communication involves not just words, but also actions, body language and facial expressions to mention a few. In this course we will help you understand what communication is and why we communicate. You will also understand non-verbal communication in detail. On completion of the course, you will learn how to communicate effectively using a combination of verbal and non-verbal communication skills.

Enrollment Criteria:

1. Participants must be interested and engineering student (I Year Only)
2. Must provide the NOC if from other department.

Course Outcomes:

- This course is designed to facilitate our young amitiations to communicate effectively by emphasizing on practical communication through refurbishing their existing language skills and also to bring one and all to a common take-off level.
- To develop good presentation skills by learning the essential steps for its planning and preparation, and effective use of verbal & non-verbal communication for delivering a business presentation.
- To develop academic writing skills.
- To enhance employability skills of the learners by enabling them to write effective resume and face the interview with confidence.
- To develop competencies to form written communication strategies necessary in the workplace, and to execute them for effective communication.

Course Outcomes & Program Outcomes Mapping:

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8	PO 9	PO1 0	PO1 1	PO1 2	PSO 1	PSO 2	PSO 3
CO1	3	3	3	3		3							3		3
CO2	3	3		3	3										
CO3	3			3											3
CO4													3		
CO5															
Target	3		3	3		3							3		3

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Certification Criteria: Minimum 50% marks in Certification Exam and 70% attendance

Course Prerequisite:

Report of Add on Course from
Jan 10, 2019 to March 10, 2019

Communication Skills

(AOC-DEP-PHA-CS)

1.

- Understand the behavioural needs for a Pharmacist to function effectively in the areas of pharmaceutical operation.
- Communicate effectively (Verbal and Non Verbal)
- Effectively manage the team as a team player
- Develop interview skills
- Develop Leadership qualities and essentials

Course Duration: 35 Hours

Course Outline:

Module	Contents	Hours
1	Basic Of Communication	7
2	Fundamental Of Communication	7
3	Presentation Skills	7
4	Academic Writing	7
5	Employment Skills	7



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2. Q Sheet

S.No	Activity	Duration	Day & Date	Time
1.	Types of Communication	1 Hour	Thursday 10-01-2019	03:00 to 04:00 PM
2.	Ways of effective communication	2 Hour	11-01-2019	02:00 to 04:00 PM
3	Stages of Communication	2 Hour	15-01-2019	02:00 to 04:00 PM
4	Vocabulary Building Conversion Starters	2 Hour	19-01-2019	02:00 to 04:00 PM
5	Conversational English Body Language	2 Hour	24-01-2019	02:00 to 04:00 PM
6	Delivering of presentation Handling questions	2 Hour	28-01-2019	02:00 to 04:00 PM
7	Introduction to Writing Skills Effective Writing Skills	2 Hour	01-02-2019	02:00 to 04:00 PM
8	Avoiding Common Errors Paragraph Writing	2 Hour	05-02-2019	02:00 to 04:00 PM
9	Writing Assignments Manuscript Writing Case study	2 Hour	10-02-2019	02:00 to 04:00 PM
10	Effective Public Speaking Business Conversation	2 Hour	14-02-2019	02:00 to 04:00 PM
11	Types of Interview Styles of Interview	2 Hour	19-02-2019	02:00 to 04:00 PM

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**Report of Add on Course from
Jan 10, 2019 to March 10, 2019**

**Communication Skills
(AOC-DEP-PHA-CS)**

12	Resume Writing Covering Letters	2 Hour	20-02-2019	02:00 to 04:00 PM
13	Interview Follow Up Letters	2 Hour	23-02-2019	02:00 to 04:00 PM
14	Joining letter/ Application for Job	2 Hour	27-02-2019	02:00 to 04:00 PM
15	Official Applications Leave Application	2 Hour	01-03-2019	02:00 to 04:00 PM
16	Dressing up Exchanging Business card	2 Hour	04-03-2019	02:00 to 04:00 PM
17	Shaking hands Dining etiquette	2 Hour	07-03-2019	02:00 to 04:00 PM
18	Meetings Email Writing Telephonic Skills	2 Hour	10-03-2019	02:00 to 04:00 PM


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3. Enrolled Students List

S. N.	Reg. No	Name	E-Mail ID
1	PH18100102	SINGH PRASHANT PRAMOD	singhprashant0412@gmail.com
2	PH18100228	RIYA MADANLAL PALIWAL	riyapaliwal423@gmail.com
3	PH18100550	MISHRA SUYASH SANJAY	mishramayank9049@gmail.com
4	PH18100582	JAIN RUSHVI ASHOK	rushvijain1234@gmail.com
5	PH18101261	PATEL SHWETA HASMUKH	patel26shweta@gmail.com
6	PH18101708	PATIL AKANKSHA SUNIL	akapatil26@gmail.com
7	PH18102071	PATIL PRIYANKA AAKARAM	patilpriyankaakaram@gmail.com
8	PH18102584	NIWATE SAMIP ANANT	samipniwate2310@gmail.com
9	PH18102802	KANAUIYA SUNIL RAMDEV	sunkumar3789@gmail.com
10	PH18103168	TARE RUTIK SANTOSH	rutiktare07@gmail.com
11	PH18104437	SHAHBAZ AKHTAR MOMIN	shahbaz0256@gmail.com
12	PH18104902	KAMBLE APURV VIJAY	apurv190@gmail.com
13	PH18105218	SANKHE ISHA KALPESH	ishasankhe64@gmail.com
14	PH18105286	CHAUDHARI GIRISHA PANKAJ	girishachaudhari111@gmail.com
15	PH18105535	PATIL ASHWINI JITENDRA	patilashwiniash@gmail.com
16	PH18106287	JAYBHAYE OMKAR MADHAVRAO	omkarjaybhaye04@gmail.com
17	PH18107085	KHAN REHMAN MANOBER ALI	khanrahman.kr8@gmail.com
18	PH18107528	BARI SARVESH BHUNESH	sarveshbari07@gmail.com
19	PH18108194	THAKARE AJINKYA SHARAD	ajinkyathakare942@gmail.com
20	PH18108795	BHANUSHALI SAKSHI PRAVIN	sakshibhanushali97641@gmail.com
21	PH18108831	CHAUDHARI TANVI RAJENDRA	tanvichaudhari0309@gmail.com
22	PH18108953	BORDE SANKET SANJAY	sanketborde9jbl@gmail.com
23	PH18109303	DHASADE DHANASHRI PRAKASH	shreyasdhasade111@gmail.com
24	PH18109547	GAVIT POOJA VILAS	poojagavit022@gmail.com

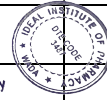

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4. Attendance sheets of Enrolled students

IDEAL College of Pharmacy Maharashtra								
Department of B. Pharmacy								
I Sem. Add on Course on: Communication Skills								
S. N.	Reg. No	Name	Attendance					
			Day 1	Day 2	Day 3	Day 4	Day 5	Day 6
1	PH18100102	SINGH PRASHANT PRAMOD						
2	PH18100228	RIYA MADANLAL PALIWAL						
3	PH18100550	MISHRA SUYASH SANJAY						
4	PH18100582	JAIN RUSHVI ASHOK						
5	PH18101261	PATEL SHWETA HASMUKH						
6	PH18101708	PATIL AKANKSHA SUNIL						
7	PH18102071	PATIL PRIYANKA AAKARAM						
8	PH18102584	NIWATE SAMIP ANANT						
9	PH18102802	KANAUIYA SUNIL RAMDEV						
10	PH18103168	TARE RUTIK SANTOSH						
11	PH18104437	SHAHBAZ AKHTAR MOMIN						
12	PH18104902	KAMBLE APURV VIJAY						
13	PH18105218	SANKHE ISHA KALPESH						

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**Report of Add on Course from
Jan 10, 2019 to March 10, 2019**

Communication Skills

14	PH18105286	CHAUDHARI GIRISHA PANKAJ						
15	PH18105535	PATIL ASHWINI JITENDRA						
16	PH18106287	JAYBHAYE OMKAR MADHAVRAO						
17	PH18107085	KHAN REHMAN MANOBER ALI						
18	PH18107528	BARI SARVESH BHUNESH						
19	PH18108194	THAKARE AJINKYA SHARAD						
20	PH18108795	BHANUSHALI SAKSHI PRAVIN						
21	PH18108831	CHAUDHARI TANVI RAJENDRA						
22	PH18108953	BORDE SANKET SANJAY						
23	PH18109303	DHASADE DHANASHRI PRAKASH						
24	PH18109547	GAVIT POOJA VILAS						


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Report of Add on Course from Jan
10, 2019 to March 10, 2019

5. Marks of Eligible Candidate

S. N.	Reg. No	Name	Q1(10)	Q2(10)	Q3 (10)	Total (30)
1	PH18100102	SINGH PRASHANT PRAMOD	7	8	5	21
2	PH18100228	RIYA MADANLAL PALIWAL	5	7	8	20
3	PH18100550	MISHRA SUYASH SANJAY	6	9	9	24
4	PH18100582	JAIN RUSHVI ASHOK	5	6	9	20
5	PH18101261	PATEL SHWETA HASMUKH	4	5	9	18
6	PH18101708	PATIL AKANKSHA SUNIL	7	8	5	21
7	PH18102071	PATIL PRIYANKA AAKARAM	9	5	8	22
8	PH18102584	NIWATE SAMIP ANANT	8	8	9	25
9	PH18102802	KANAUIYA SUNIL RAMDEV	5	9	8	22
10	PH18103168	TARE RUTIK SANTOSH	5	5	8	18
11	PH18104437	SHAHBAZ AKHTAR MOMIN	4	8	5	17
12	PH18104902	KAMBLE APURV VIJAY	7	7	5	19
13	PH18105218	SANKHE ISHA KALPESH	8	5	2	15
14	PH18105286	CHAUDHARI GIRISHA PANKAJ	6	2	4	12
15	PH18105535	PATIL ASHWINI JITENDRA	5	2	7	14
16	PH18106287	JAYBHAYE OMKAR MADHAVRAO	8	5	7	20
17	PH18107085	KHAN REHMAN MANOBER ALI	7	8	5	21
18	PH18107528	BARI SARVESH BHUNESH	5	7	8	20
19	PH18108194	THAKARE AJINKYA SHARAD	6	9	9	24
20	PH18108795	BHANUSHALI SAKSHI PRAVIN	5	6	9	20
21	PH18108831	CHAUDHARI TANVI RAJENDRA	4	5	9	18
22	PH18108953	BORDE SANKET SANJAY	5	5	8	18
23	PH18109303	DHASADE DHANASHRI PRAKASH	4	8	5	17
24	PH18109547	GAVIT POOJA VILAS	7	7	5	19

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6. Certificate:

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CERTIFICATE OF COMPLETION

THE FOLLOWING AWARD IS GIVEN TO

CHAUDHARI GIRISHA PANKAJ

Student of III Semester Registration Number **PH18105286** for successfully completing
the 35-hour course on **Communications Skills**.


Dr. Umesh Latan
HOD, (Pharmacy)


Mrs. Sapna Sharma
Coordinator

Principal
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8. Photos




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Feedback Analysis:

Feed Back Questions	Excellent (5)	Very Good (4)	Good (3)	Poor (2)	Very Poor (1)
The course as a whole was:					
The course content was:					
The instructor's contribution to the course was:					
The instructor's effectiveness in teaching the subject matter was:					
Course Organization was:					
Explanations by instructor were:					
Instructor's use of examples and illustrations was:					
Student's confidence in instructor's knowledge was:					
Answers to student questions were:					
Availability of extra help when needed was:					
Instructor's interest in student's progress was:					
Relevance of course content was:					
Please give overall rating of the course					

Please comment on the strength of the course and the way it was conducted.

Please comment on the weakness of the course and the way it was conducted.

Please give suggestions for the improvement of the course.


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Optional – Your name and contact address.

Sr.no.	Attributes	Total Feed Back					67
		>80% Objective Achieved, 60 to 79 %- Satisfactory, Below 60%, Need improvement					
		Outstanding	Excellent	Good	Average	Satisfactory	Remark
1	The course as a whole was:	54	7	5	1	0	Objective Achieved - Outsanding & Excellent (91.04%)
		80.60	10.45	7.46	1.49	0.00	
		Outstanding	Excellent	Good	Average	Satisfactory	
2	The course content was:	53	5	7	2	0	Objective Achieved - Outsanding & Excellent (86.57%)
		79.10	7.46	10.45	2.99	0.00	
		Outstanding	Excellent	Good	Average	Satisfactory	
3	The instructor's contribution to the course was:	49	10	5	3	0	Objective Achieved - Outsanding & Excellent (88.06%)
		73.13	14.93	7.46	4.48	0.00	
		Outstanding	Excellent	Good	Average	Satisfactory	
4	The instructor's effectiveness in teaching the subject matter was:	50	14	2	1	0	Objective Achieved - Outsanding & Excellent (95.52%)
		74.63	20.90	2.99	1.49	0.00	
		Outstanding	Excellent	Good	Average	Satisfactory	
5	Course Organization was:	51	12	3	1	0	Objective Achieved - Outsanding & Excellent (94.03%)
		76.12	17.91	4.48	1.49	0.00	
		Outstanding	Excellent	Good	Average	Satisfactory	
6	Explanations by instructor were:	52	4	6	4	1	Objective Achieved - Outsanding & Excellent (83.58%)
		77.61	5.97	8.96	5.97	1.49	
		Outstanding	Excellent	Good	Average	Satisfactory	
7	Instructor's use of examples and illustrations was:	48	9	8	2	0	Objective Achieved - Outsanding & Excellent (85.07%)
		71.64	13.43	11.94	2.99	0.00	
		Outstanding	Excellent	Good	Average	Satisfactory	
8	Student's confidence in instructor's knowledge was:	47	9	5	5	1	Objective Achieved - Outsanding & Excellent (83.58%)
		70.15	13.43	7.46	7.46	1.49	
		Outstanding	Excellent	Good	Average	Satisfactory	
9	Answers to student questions were:	51	10	4	2	0	Objective Achieved - Outsanding & Excellent (91.04%)
		76.12	14.93	5.97	2.99	0.00	
		Outstanding	Excellent	Good	Average	Satisfactory	
10	Availability of extra help when needed was:	50	8	3	4	2	Objective Achieved - Outsanding & Excellent (86.57%)
		74.63	11.94	4.48	5.97	2.99	
		Outstanding	Excellent	Good	Average	Satisfactory	
11	Instructor's interest in student's progress was:	48	10	8	1	0	Objective Achieved - Outsanding & Excellent (86.57%)
		71.64	14.93	11.94	1.49	0.00	
		Outstanding	Excellent	Good	Average	Satisfactory	
12	Relevance of course content was:	46	14	5	1	1	Objective Achieved - Outsanding & Excellent (89.55%)
		68.66	20.90	7.46	1.49	1.49	
		Outstanding	Excellent	Good	Average	Satisfactory	
13	Please give overall rating of the course	47	12	8	0	0	Objective Achieved - Outsanding & Excellent (88.06%)
		70.15	17.91	11.94	0.00	0.00	
		Outstanding	Excellent	Good	Average	Satisfactory	

Overall Remark:- As per the feedback, study should be done by Projector & Exam to be taken online. Overall objective of the course has been achieved by the feedback given by the participants