DEPARTMENT OF COMPUTER SCIENCE AND ENGINEERING

VALUE ADDED COURSE

A five-day Value-Added Course on **Elite Aptitude Enhancement: Mastering Verbal and Non-Verbal Skills** was organized by the Department of Computer Science and Engineering from 6th to 11th May 2024 for Computer Science and Engineering students in the seminar hall by **Mr. Prudhvi Raj, Freelance aptitude and soft skills trainer.**

The event began with a formal inaugural function. **Dr. S Karunakara, Principal CEC, Dr. Narayanaswamy, Vice Principal and HOD of CSE** were present during the inauguration. The program began by seeking the blessings of Almighty with invocation and lighting of lamp. Principal advised the students to utilize the benefits of the course completely. **Dr. Sowmya Naik** welcomed the resource person and gave a course overview. Later the session was handed over to the speaker.

FIG 2: COURSE INTRODUCTION BY SPEAKER

On the first day, the course commenced with an introduction to its objectives, structure, and the significance of mastering verbal and non-verbal skills. Participants engaged in discussions to understand the expectations and benefits of the course. Following this, a comprehensive self-

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assessment was conducted to gauge participants' current skill levels, utilizing diagnostic tests and goal-setting exercises to establish personalized learning targets.

Day 2:

The focus on Day 2 was on enhancing participants' vocabulary and grammar skills. Effective strategies for expanding vocabulary were introduced, including mnemonic techniques and contextual learning. Practical exercises such as creating flashcards and applying newly learned words in sentences reinforced these strategies.

Day 3:

Day 3 cantered on developing active reading and critical thinking abilities. Participants were guided through techniques for skimming, scanning, and summarizing texts to enhance reading comprehension. They tackled various types of texts, analyzing content critically and answering comprehension questions to deepen their understanding. The session also included exercises in argument analysis and debate simulations, fostering participants' ability to evaluate evidence and construct logical arguments.

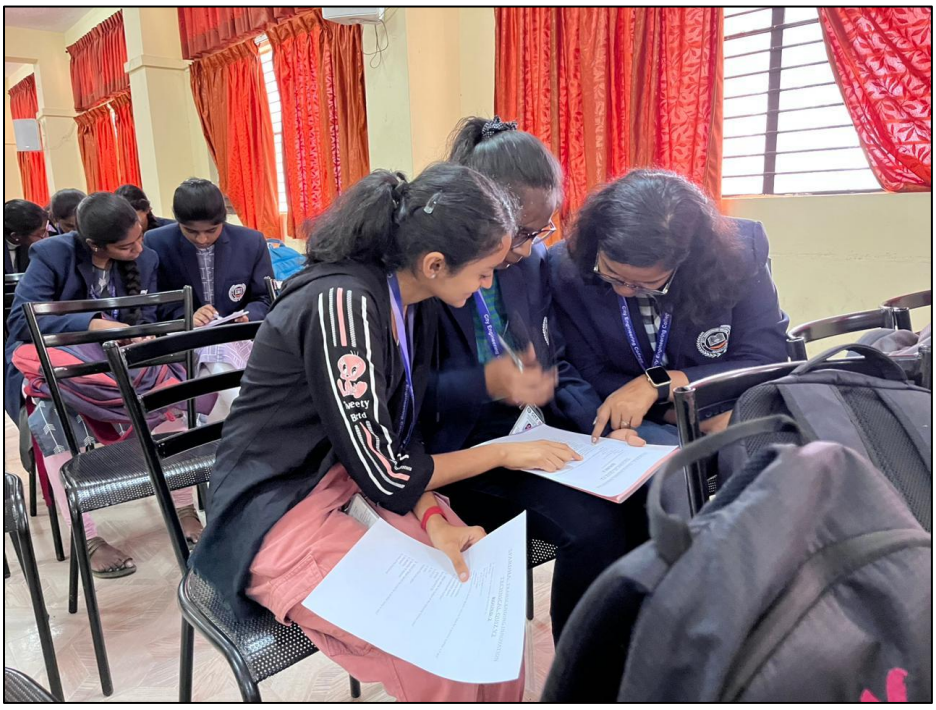

FIG 3: STUDENTS SOLVING PUZZLE

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Day 4:

The fourth day focused on honing logical reasoning and spatial awareness skills. Participants engaged in challenging logic puzzles and exercises designed to identify patterns and relationships. This was complemented by activities aimed at improving spatial visualization and manipulation, including 3D modeling tasks and geometric puzzles. These sessions aimed to strengthen participants' problem-solving capabilities and spatial reasoning abilities.

Day 5:

On the final day, the emphasis was on data interpretation and practical application of acquired skills. Participants learned to interpret and analyze data from graphs and charts, applying statistical concepts such as mean and median. Practical exercises and real-world applications provided opportunities for participants to integrate their verbal and non-verbal skills. The day concluded with mock tests simulating real-world assessments, providing valuable feedback and preparing participants for future challenges.

Throughout the intensive 5-day course, participants engaged in a structured and rigorous curriculum that effectively enhanced their verbal and non-verbal aptitude skills. By combining theoretical learning with practical application, the course equipped participants with essential skills for academic success, professional development, and standardized test preparation.

Mrs. Vibhavi R N	**Dr. Sowmya Naik P T**	**Dr. S Karunakara**
Coordinator	**HOD**	**PRINCIPAL**

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DEPARTMENT OF COMPUTER SCIENCE AND ENGINEERING

VALUE ADDED COURSE SYLLABUS

Course Name: Elite Aptitude Enhancement: Mastering Verbal and Non-Verbal Skills

Duration: 30 hours

Course Outcomes:

1. Broadened Vocabulary: Use an expanded vocabulary effectively in both written and verbal communication.
2. Grammatical Proficiency: Demonstrate accurate use of grammar in various forms of communication.
3. Advanced Reading Comprehension: Comprehend and interpret complex texts with greater efficiency and accuracy.
4. Enhanced Logical Reasoning: Solve logical problems and puzzles with improved accuracy and speed.
5. Improved Spatial and Data Skills: Visualize spatial relationships and interpret data from graphs and charts accurately.

Coordinator
Mrs Vibhavi R N
Assistant Professor

Dr. Sowmya Naik P T
HOD

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DEPARTMENT OF COMPUTER SCIENCE AND ENGINEERING

ADD ON COURSE

A five-day Add on Course on **Innovative IoT Design** was organised by the Department of Computer Science and Engineering from 26/2/2024 to 1/3/2024 for Computer Science and Engineering students in the project lab by Dr. Srinivasa Shetty, Professor, Department of CSE, AMCEC.

Day 1: Introduction to IoT and Design Thinking

On the first day, participants were introduced to the fundamental concepts of IoT, including its definition, history, architecture, and current trends. They explored case studies of successful IoT implementations to understand s real-world applications. In the afternoon, the focus shifted to design thinking. Participants learned about the principles and process of design thinking, emphasizing empathy to understand user needs and challenges. They engaged in ideation techniques such as brainstorming and mind mapping and created low-fidelity prototypes to test their ideas.

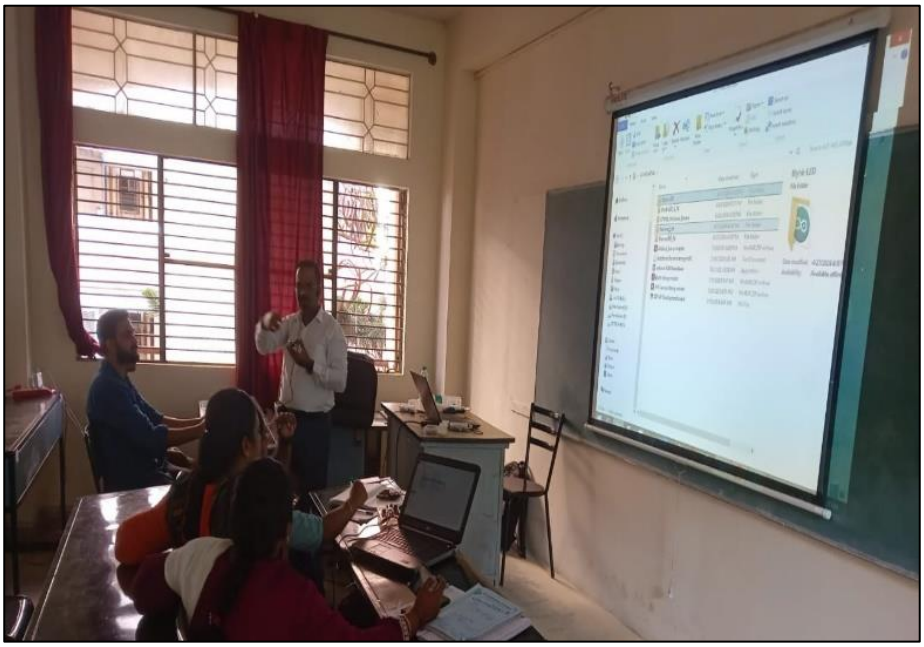

FIG 2: DR. SRINIVASA SETTY ADDRESSING STUDENTS

Day 2: IoT Hardware and Prototyping

The second day covered IoT hardware components, including various sensors, actuators, microcontrollers, and connectivity modules like Wi-Fi, Bluetooth, and Zigbee. Participants

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gained hands-on experience by setting up development environments, connecting and configuring sensors and actuators, and building simple IoT projects. They also learned to troubleshoot common issues encountered during IoT prototyping.

Day 3: IoT Software Development and Integration

On the third day, the course focused on software development for IoT. Participants were introduced to IoT programming languages such as Python, C, and C++, and platforms like Node-RED and ThingSpeak. They learned about data collection, storage, analysis, and the importance of security and privacy in IoT. The afternoon session covered integration and interoperability, exploring cloud services like AWS IoT, Azure IoT, and Google Cloud IoT. Participants also learned about APIs and web services and examined a case study on integrating IoT solutions into existing systems.

Day 4: Advanced IoT Topics and Project Work

The fourth day began with advanced IoT topics, including edge computing, AI, machine learning in IoT applications, and IoT analytics and visualization tools. The participants also discussed IoT in Industry 4.0 and smart cities. In the afternoon, the focus was on project work and team collaboration. Participants defined their project goals and objectives, formed teams, assigned roles, planned milestones, and began the initial design and development of their projects.

Day 5: Final Project Presentations and Feedback

On the final day, participants continued developing and refining their projects in the morning. They focused on troubleshooting, optimizing their projects, and preparing for the final presentation. In the afternoon, participants presented their final projects, received peer and instructor feedback, and discussed future steps and learning paths. The course concluded with a wrap-up session and a Q&A.

By the end of the course, participants had gained a solid understanding of IoT systems' core components and architecture. They applied design thinking principles to create user-centric solutions, developed and prototyped IoT hardware and software, and integrated IoT devices with cloud services and mobile applications. They also implemented advanced concepts such as edge computing and AI and collaborated effectively on IoT projects, culminating in presenting their innovative solutions.

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FIG 3: HONOURING THE RESOURCE PERSON

Mr. Girish G A	Dr. Sowmya Naik P T	Dr. S Karunakara
Coordinator	**HOD**	**Principal**

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DEPARTMENT OF COMPUTER SCIENCE AND ENGINEERING

Course Name: Innovative IoT Design **Duration: 30 hours**

Course Outcomes:

- Participants will gain a thorough understanding of IoT architecture, including sensors, connectivity, data processing, and applications.
- Participants will be able to apply design thinking principles to develop user-centric IoT solutions, focusing on empathy, ideation, prototyping, and testing.
- Participants will acquire hands-on experience with IoT hardware (sensors, actuators, microcontrollers) and software (programming languages, IoT platforms), enabling them to build and troubleshoot IoT projects.
- Participants will learn to integrate IoT devices with cloud services, APIs, and web/mobile applications, ensuring interoperability and scalability of IoT solutions.
- Participants will understand advanced IoT topics such as edge computing, AI, and machine learning, and how to apply these concepts to create intelligent and autonomous IoT systems.

Coordinator
Mr. G A Girish
Assistant Professor

Dr. Sowmya Naik P T
HOD

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Department of Artificial Intelligence and Machine Learning

Event Report on A Hands-on Skilling Workshop on Bits & Bytes of Networking using NS2

Date: 01-02-2024 to 7-02-2024

Day 1: Understanding Fundamentals and Scope of Network Simulation

Objectives Covered:

- Understand the purpose and scope of network simulation in analyzing network behaviors.
- Identify strengths and limitations of using NS2 and similar simulators for network analysis.
- Differentiate between various network simulation tools and methodologies.

Key Takeaways: Day 1 focused on laying the foundation of network simulation. Participants gained insights into why simulation is crucial for network analysis, its applications, and the comparative analysis of various simulation tools. Understanding the scope helped in setting expectations for deeper exploration into NS2 and its capabilities.

Day 2: Proficiency in Using NS2

Objectives Covered:

- Installation and configuration of NS2 on different operating systems.
- Navigation and utilization of the NS2 environment and associated tools.
- Writing and modifying TCL scripts to define simulation scenarios.

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Key Takeaways: Participants acquired practical skills in setting up NS2, navigating its interface, and executing basic simulations. The hands-on session with TCL scripting enabled them to define custom network scenarios, laying the groundwork for more complex simulations in subsequent sessions. This day emphasized practical proficiency, ensuring all participants were comfortable with the essential tools and scripting required for network simulation.

Day 3: Designing and Simulating Network Topologies

Objectives Covered:

- Creation and configuration of various network topologies, including wired and wireless networks.
- Implementation of different types of network nodes and connections.
- Simulation of dynamic network scenarios with changing topologies.

Key Takeaways: Day 3 focused on practical application by designing and simulating network topologies using NS2. Participants learned to create both wired and wireless network configurations, deploying nodes and connections as per defined scenarios. The session also included dynamic simulations where participants could observe how network behavior changes with altering topologies. This hands-on experience enhanced their understanding of network structure and dynamics within NS2 simulations.

Day 4: Implementing and Analyzing Network Protocols

Objectives Covered:

- Simulation and analysis of key network protocols such as TCP, UDP, and routing protocols.
- Comparison of protocol performance under various conditions.
- Analysis of protocol parameters' impact on network performance.

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Key Takeaways: Day 4 delved into the implementation and analysis of network protocols

using NS2. Participants gained insights into simulating protocols at different layers of the OSI model, including TCP, UDP, and routing protocols. Through practical exercises, they compared protocol performances under varying conditions, assessing metrics like throughput, delay, and packet loss. This session enabled participants to understand the nuances of protocol behavior within simulated environments and to analyze their effects on network performance.

Glimpse of the event

Fig 1: Resource person's introduction by Mrs. Vindhya

Fig 2: Interactive session on NS2

Mrs. Nasrath B K
Co-Ordinator
Department of AIML

Dr. S Vagdevi
HOD
Department of AIML

Dr. S Karunakara
Principal

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Course outcome:

Upon successful completion of this course, students were able to:

- Confidently navigate and utilize the NS2 simulation environment.
- Write and modify TCL scripts to simulate various network scenarios. Successfully install and configure NS2 on different operating systems.
- Create and configure complex network topologies, including both wired and wireless networks. Define and simulate different types of network nodes, links, and traffic patterns.
- Design dynamic and scalable network simulations reflecting real-world conditions. Simulate key network protocols at different layers, such as TCP, UDP, and various routing protocols.
- Analyse and compare the performance of these protocols under different network conditions. Experiment with protocol parameters to observe their impact on network behaviour.
- Generate and interpret NS2 trace files to extract detailed simulation data. Use scripting tools like AWK and Perl to process and analyse large datasets.

Mrs. Nasrath B K
Co-Ordinator
Department of AIML

Dr. S Vagdevi
HOD
Department of AIML

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DEPARTMENT OF COMPUTER SCIENCE AND ENGINEERING

VALUE ADDED COURSES

A five-day Value-Added Course on Time **Management for Personal & Professional Productivity** was organised by the Department of Computer Science and Engineering from 26th to 30th December 2023 for Computer Science and Engineering students in the seminar hall by Ms. Yashaswini M is a Faculty & State Program Coordinator - Karnataka The Art of Living. was the resource person.

Day 1:

Morning Session:

The event began with a formal inaugural function. **Dr. Thippeswamy H N, Principal CEC, HOD of CSE** were present during the inauguration. The program began by seeking the blessings of Almighty with invocation and lighting of lamp. Principal advised the students to utilize the benefits of the course completely. **Dr. Sowmya Naik P T** Welcomed the resource person and gave a course overview. Later the session was handed over to the speaker.

FIG 2: RESOURCE PERSON ADDRESSING

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FIG 3: INTERACTIVE Q&A SESSION

Day 1: Introduction to Time Management

The first day focused on understanding the basics of time management and its significance in personal and professional life. Participants were introduced to the benefits and challenges of effective time management. The session included self-assessment activities to help them identify their current time management habits. The afternoon session covered goal setting, emphasizing the importance of SMART goals and differentiating between long-term and short-term objectives. Participants also learned various prioritization techniques such as the Eisenhower Matrix, ABCDE method, and Pareto Principle to help them manage their tasks more efficiently.

Day 2: Planning and Scheduling

Day two was dedicated to planning and scheduling techniques. The morning session highlighted the importance of planning and introduced various types of plans (daily, weekly, monthly) and tools for effective planning, such as planners and digital apps. In the afternoon, participants learned how to create realistic schedules, utilize time blocking, and incorporate buffer time for flexibility. The session also focused on the creation of effective to-do lists and the importance of delegation. Techniques for effective delegation and overcoming barriers to delegation were discussed to help participants manage their workload better.

Day 3: Enhancing Productivity

The third day aimed at boosting productivity by tackling procrastination and improving focus and concentration. Participants explored the causes of procrastination and learned techniques to

overcome it, such as breaking tasks into smaller steps and setting deadlines. The session also introduced various time management tools to combat procrastination. Techniques to enhance focus, manage distractions, and use the Pomodoro Technique were covered. The afternoon session focused on energy management, highlighting the connection between energy levels and productivity and providing strategies to maintain high energy and achieve work-life balance.

Day 4: Advanced Time Management Techniques

On the fourth day, participants delved into advanced time management techniques and tools. The morning session provided an overview of popular time management tools and apps, comparing digital and analog options to help participants choose the best fit for their needs. The session also covered batch processing and multitasking, explaining their benefits and risks, and introducing effective multitasking techniques. In the afternoon, the focus shifted to decision making, discussing its role in time management, introducing various decision-making techniques, and addressing decision fatigue to help participants make more effective and efficient decisions.

Day 5: Implementing and Sustaining Time Management Practices

The final day was about consolidating knowledge and implementing sustainable time management practices. The morning session involved reviewing key concepts from the course and reflecting on personal time management practices. Participants shared their experiences and insights, fostering a collaborative learning environment. They then created personalized time management plans, focusing on setting up routines and habits for continuous improvement. The afternoon session emphasized maintaining work-life balance, providing strategies and stress management techniques to help participants achieve a healthy balance between work and personal life. The course concluded with a summary of key takeaways, a final Q&A session, and a feedback and evaluation segment to gather participants' input on the course.

Mrs. Archana Bhat	**Dr. Sowmya Naik P T**	**Dr. H N Thippeswamy**
Coordinator	**HOD**	**PRINCIPAL**

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DEPARTMENT OF COMPUTER SCIENCE AND ENGINEERING

Course Name: Time Management for Personal & Professional Productivity

Duration: 30 hours

Course Outcomes:
By the end of this course, participants will be able to:

1. Apply time management techniques to enhance personal and professional productivity.
2. Identify and overcome common time-wasting activities.
3. Set realistic and achievable goals.
4. Create and maintain effective schedules and to-do lists.
5. Implement strategies to balance work and personal life

Coordinator
Mrs Archana Bhat

Dr. Sowmya Naik P T
HOD

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Value Added Course on ""**Applied Machine Learning for Electronics Engineers"**

SEMESTER: III

Course report

A five-day Value-Added course on " Applied Machine Learning for Electronics Engineers " was organized by Department of Electronics and Communication Engineering from 26/12/2023 To 30/12/2023. for third sem ECE students.
The resource person was Dr. Vagdevi, HOD, AI & ML, CEC.

Day 1: The event began with a formal inaugural function attended by the principal, HODs of various departments, HOD- ECE, faculties and students.
Program started with the prayer. Welcome address, Introduction about the course and the resource person was given by Mr. Vishva Kiran, faculty, ECE. later the session was handed over to the resource person. Resource person explained overview of machine learning concepts, Introduction to Python programming.

Day 2: Data cleaning techniques; Data normalization, standardization, Techniques for creating new features from existing data. Importance of feature selection and dimensionality reduction.

Day 3: Understanding linear models for regression, Introduction to decision trees & Ensemble methods.

Day:4 Practical applications in grouping and segmenting data in electronics, visualizing high-dimensional data using PCA and t-SNE

Day 5: Final presentation by the resource person about Using machine learning to predict failures and perform preventive maintenance in electronic systems, Case studies and real-world examples. Techniques for detecting anomalies and outliers in sensor data was given and concluded the session.

Participants shared their views about the course.

One of the most significant takeaways from this course is the ability to apply machine learning models to predict behaviors in electronic components

The course concluded with a quote**. "Machine learning is the electricity of the 21st century. It will empower everything we do in electronics engineering."**

[Shylaja K]
Coordinator

[G.S. Mallikarjuna]
HOD, ECE
Professor & Head
Dept. of Electronics & Communication Engineering
City Engineering College,
Doddakallasandra, Kanakapura Main Road
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Department of Electronics and Communication Engineering

Value Added Course on ""**Applied Machine Learning for Electronics Engineers"**

SEMESTER: III

Additional Resources:

- Recommended Reading: Textbooks and online resources for deeper understanding.
- Software Tools: Access to machine learning libraries (scikit-learn, TensorFlow) and development environments (Jupyter Notebook).

Course Outcomes:

By the end of the course, students should be able to:

1. Understand the basic principles and algorithms of machine learning and their relevance to electronics engineering.
2. Preprocess and analyze data using Python and relevant libraries for machine learning tasks.
3. Implement and evaluate supervised and unsupervised learning algorithms such as regression, classification, clustering, and dimensionality reduction.
4. Apply machine learning techniques to predict failures, detect anomalies, and optimize performance in electronic systems.
5. Design and execute a machine learning project in electronics engineering, demonstrating proficiency in problem-solving and critical thinking.

[Shylaja K]
Coordinator

[G.S. Mallikarjuna]
HOD, ECE
Professor & Head
Dept. of Electronics & Communication Engineering
City Engineering College,
Doddakallasandra, Kanakapura Main Road
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DEPARTMENT OF APPLIED SCIENCE & HUMANITIES

VALUE ADDED COURSES

A five-day Value-Added Course on **Leadership and Management** was organized by the Department of Applied Science & Humanities from 6th to 10th Nov 2023 for First year students in the seminar hall by Dr. Rajesh and Dr. Shalini Prasad**.** The schedule for a five-day Value-Added Course on Leadership and Management for Personal & Professional Productivity covered key topics.

Day 1:

The event began with a formal inaugural function. Dr. S Karunakara, Principal CEC and HOD's of Applied Science & Humanities were present during the inauguration. The program began by seeking the blessings of Almighty with invocation and lighting of lamp. Principal advised thestudents to utilize the benefits of the course completely. Dr. Jyothi madam Welcomed the resource person and gave a course overview. Later the session was handed over to the speaker.

On the first day, introduction of fundamental differences between leadership and management. Participants learned about the various roles and responsibilities that distinguish leaders from managers, emphasizing the unique qualities and skills required for each.

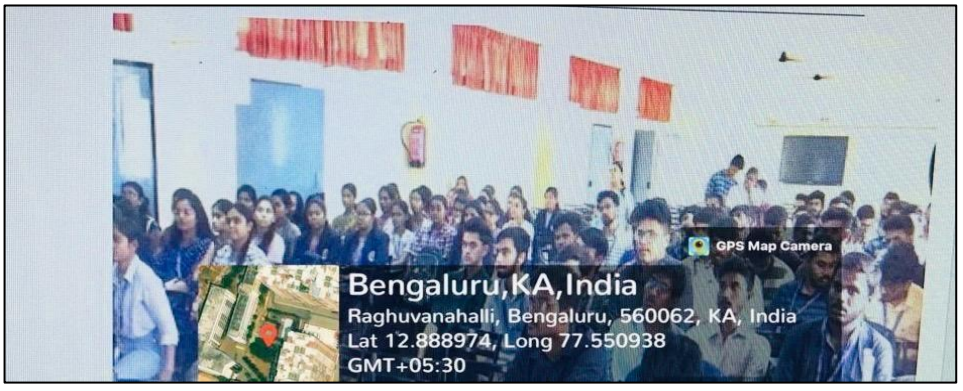

Fig.2 Students are Listening to the Speaker

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Day 2:

The second day explored different leadership styles, such as autocratic, democratic, laissez-faire, and transformational. The session focused on understanding the characteristics of each style and identifying situations where each is most effective.

Day 3:

The third day focused on motivation theories, including Maslow's Hierarchy of Needs and Herzberg's Two Factor Theory. Participants discussed how these theories can be applied to motivate teams and improve workplace satisfaction.

Day 4:

The fourth day, participants learned about the decision-making process, starting from defining the problem to evaluating the outcomes. Emphasis was placed on making informed and inclusive decisions to lead teams effectively.

Day 5:

On the final day, the focus was on ethical leadership, discussing what it means to lead ethically and how to align behavior and decisions with ethical standards. Case studies were uses to illustrate real-world ethical dilemmas.

Throughout the intensive 5-day course, participants engaged in a structured and rigorous curriculum that effectively enhanced their skills. This structure ensures that participants gain a comprehensive understanding of essential leadership and management concepts over the course of the program.

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Course Coordinator	HOD	Principal
Dr. Sunitha N	Dr. Jyothi P	Dr. H N Tippeswamy
Department of Chemistry	Department of Mathematics	CEC, Bangalore

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Department of Applied Science & Humanities

Value Added course on Leadership and Management

Course Objectives

The course objectives are

- Gain a comprehensive understanding of key leadership theories, principles and practices.
- Enhance verbal and non-verbal communication skills essential for effective leadership and management.
- Learn techniques for building, leading, and motivating high-performance teams.
- Develop critical thinking and decision-making skills necessary for effective leadership and management.
- Develop the ability to lead and manage in diverse and multicultural environments.

Course Outcomes

The students will be able to:

- Understand the fundamental differences between Leadership and Management.
- Identify and differentiate between various leadership styles such as transformational and transactional leadership.
- Develop strategies for effective team building and improving team dynamics.
- Students will understand and be able to apply change management principles to lead successful organizational transformations.
- Exhibit a strong commitment to ethical leadership and corporate social responsibility.

Course Coordinator	**HOD**	**Principal**
Dr. Sunitha N	Dr. Jyothi P	Dr. H N Tippeswamy
Department of Chemistry	Department of Mathematics	CEC, Bangalore

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Department of Information Science and Engineering

Value Added Course on Aptitude and Soft Skills

A Report on Value-Added Course on "Aptitude and Soft Skills"

A five-day Value Added Course on **Aptitude and soft sill and Presentation Skill** was organised by the Department of Information Science and Engineering from 16/10/2023 to 20/10/2023. for Information Science and Engineering students in the Project Laboratory. By **Mrs Vanita S,** Assistant Professor, Department of Basic Science in Mathematics, City Engineering College was the resource person. The event was coordinated by Dr.Sakthivel B, Professor and Head, ISE and Prof. Vani, Assistant Professor, ISE.

Name of Activity Organized	Value added Course
Title of Activity	Aptitude & Soft Skills
Program Co-Coordinator	Prof. Vani
Date of commencement	16/10/2023
Date of Completion	20/10/2023
Place of Activity	CSE Seminar Hall
Course Coordinator and Expert	Prof. Vani and Mrs Vanitha
Summary of the Activity	The Value-added course for the third year students during the Academic Year 2023-24 was successfully organized. The course on 'Aptitude & Soft Skills' was aimed to understand the basics of the 'Aptitude & Soft Skills' and apply basics concepts and fundamentals for solving the examples in competitive examinations for Third students.

Mrs. Vani
Course Coordinator

Mr. Sakthivel B
HOD & Convener

Dr. H N Thippeswamy
Principal

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Department of Information Science and Engineering

Value Added Course on Aptitude and Soft Skills

Academic Year: 2023-2024 **Date: 16-10-2023 to 20-10-2023**

Course Outcome

Participants will possess a solid theoretical foundation in Aptitude, principles, enhancing their overall understanding of effective Soft Skills.

1. Participants will demonstrate proficiency in Aptitude and soft skill techniques, incorporating persuasion, influencing skills, and humour effectively.
2. Participants will exhibit increased confidence in soft skill and the ability to adapt to unexpected challenges, fostering resilience in professional Aptitude.
3. Participants will be adept at applying theoretical knowledge in practical scenarios, honing their ability to soft skill effectively in diverse situations.
4. Participants will develop a mindset for continuous improvement, utilizing personalized feedback to refine their Aptitude and soft skills over time.

Mrs. Vani
Course Coordinator

Mr. Sakthivel B
HOD & Convener

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Doddakallasandra, Off Kanakapura Main Road,
Next to Gokulam Apartment, Bangalore - 560 062.

DEPARTMENT OF COMPUTER SCIENCE AND ENGINEERING

VALUE ADDED COURSE

A five-day Value-Added Course on **Advanced Entrepreneurship Skills** was organized by the Department of Computer Science and Engineering from 16th to 20th October 2023 for Computer Science and Engineering students in the seminar hall by K Jaideep, Manager, Business Development (Techno Kraft Centre for Learning).

Day 1:

The event began with a formal inaugural function. **Dr. Thippeswamy H N, Principal CEC and HOD of CSE** were present during the inauguration. The program began by seeking the blessings of Almighty with invocation and lighting of lamp. Principal advised the students to utilize the benefits of the course completely. **Dr. Sowmya Naik P T** welcomed the resource person and gave a course overview. Later the session was handed over to the speaker.

Introduction to Entrepreneurship

The course began with an overview of entrepreneurship, exploring its historical evolution and defining characteristics. Students engaged in discussions to understand the entrepreneurial mindset and the essential qualities needed for startup success. Practical exercises focused on ideation and opportunity recognition, where students generated business ideas and evaluated market opportunities through case studies of successful ventures.

Day 2: Business Planning and Strategy

Day two emphasized business planning and strategic development. Students delved into creating effective business models tailored to startup contexts, learning to use tools like the business model canvas. Strategic planning sessions involved SWOT analysis and goalsetting exercises to align entrepreneurial visions with practical business strategies, ensuring clarity and direction for future ventures.

Day 3: Marketing and Sales

These sessions equipped students with persuasive selling techniques and customer acquisition strategies crucial for gaining traction in competitive markets.

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Day 4: Financial Management and Legal Considerations

Financial management took center stage on day four, covering topics such as financial planning, budgeting, and funding options available to startups. Practical exercises included creating financial projections and understanding the implications of different funding sources like angel investors and venture capital. Legal sessions addressed business structures, intellectual property rights, and compliance with regulatory frameworks, ensuring students understood the legal landscape of entrepreneurship.

FIG 2: EXPERT INSIGHT

Day 5: Leadership and Growth Strategies

The final day focused on leadership development and growth strategies for startups. Students learned about effective leadership traits and team management skills necessary for fostering innovation and creating a positive organizational culture. Discussions on scaling strategies and exit planning provided insights into managing growth challenges and preparing for future expansion or transition phases in entrepreneurial journeys.

Throughout the course, students participated in interactive sessions, case studies, and practical exercises designed to simulate real world entrepreneurial scenarios. By the end of the program, participants had gained comprehensive knowledge and practical skills essential for launching and managing successful startups in dynamic business environments**.**

FIG 3: STUDENTS IN SESSION

Mrs. Ambika P R
Coordinator

Dr. Sowmya Naik P T
HOD

Dr. H N Thippeswamy
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Course Name: Advanced Entrepreneurship Skills **Duration: 30 hours**

Course Outcomes:

1. Entrepreneurial Proficiency: Demonstrate a solid understanding of entrepreneurship concepts and their application in real-world business environments.

2. Innovative Thinking: Ability to generate and evaluate business ideas, leveraging creative thinking and market analysis to identify promising opportunities.

3. Strategic Business Development: Competence in developing and refining business plans, applying strategic frameworks to achieve business objectives and adapt to market changes.

4. Effective Marketing and Sales Execution: Capability to implement targeted marketing campaigns, utilize digital platforms effectively, and employ persuasive sales techniques to acquire and retain customers.

5. Financial Acumen: Proficiency in financial management practices, including budgeting, financial forecasting, and investment strategies crucial for startup viability and growth.

Coordinator
Mrs Ambika P R

Dr. Sowmya Naik P T
HOD

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