

# Current Trends In Management

(Featuring Interactive Session with **Mumbai Dabbawala's**)

A state level seminar organized by Sinhgad College  
of Engineering, **Dept of Management**

On 30<sup>th</sup> Sept & 1<sup>st</sup> Oct

## About the Seminar



The Seminar "Current Trends in Management" covers a wide range of present market concepts (**6-sigma, Retail Management, Knowledge Process Outsourcing, Word class manufacturing, Knowledge management, Mergers and Acquisitions**) to which we have to adapt learn and utilize them as path towards corporate and personal excellence. A plethora of

knowledge is at ur disposal ; an opportunity to get acquainted with the Current Management Trends even before stepping in the actual market scenario.

An additional we provide with a rare opportunity To interact with the very busy , very efficient and reliable service providers. THE MUMBAI DABBA's .They quality of delivery is exceptional and accuracy rate is 99.97 %.



## ✚ Six Sigma



Six Sigma is a business management strategy originally developed by Motorola, USA in 1981. As of 2010, it enjoys widespread application in many sectors of industry, although its application is not without controversy.

Six Sigma seeks to improve the quality of process outputs by identifying and removing the causes of defects (errors) and minimizing variability in manufacturing and business processes. It uses a set of quality management methods, including statistical methods, and creates a special infrastructure of people within the organization ("Black Belts", "Green Belts", etc.) who are experts in these methods. Each Six Sigma project carried out within an organization follows a defined sequence of steps and has quantified financial targets (cost reduction or profit increase).

The term *six sigma* originated from terminology associated with manufacturing, specifically terms associated with statistical modeling of manufacturing processes. The maturity of a manufacturing process can be described by a *sigma* rating indicating its yield, or the percentage of defect-free products it creates. A six-sigma process is one in which 99.99966% of the products manufactured are statistically expected to be free of defects (3.4 defects per million). Motorola set a goal of "six sigmas" for all of its manufacturing operations, and this goal became a byword for the management and engineering practices used to achieve it.

## ✚ Why Knowledge Management?



In a knowledge driven era of highly specialized experts, businesses that can share and multiply that expertise the fastest will win the race. As the world becomes ever more complex, more and more of what we do is knowledge work, the application of highly specialized knowledge and expertise. An organization's competitive advantage revolves around its most advanced talent - those leading edge knowledge workers who solve challenging problems, develop new products and take the business in novel directions. Naturally, competitive businesses want to protect this asset. They can patent inventions and trademark brands but they can't so easily nail down the expertise that mobile employees carry around in their heads. This is the fundamental driver behind the development of knowledge management systems , ways of capturing, storing and sharing expertise across an organization.

### Knowledge Management Benefits

Experts get better at what they do by learning more. Some people can only learn by trying to do things themselves, but most people learn a lot from each other. When people share expertise fully and openly, the sum is greater than the parts. Quantum leaps in knowledge can be generated when experts collaborate. Then there is simple efficiency. Time and other resources are wasted every time employees have to learn something through trial and error, working in isolation. The pace of change and innovation is so great that one person cannot do it all. When experts collaborate, progress can be made much faster than any one employee working alone. Speed is the essence today, speed of execution as well as that of innovation.

## 🚦 World Class Manufacturing



What does it mean to be a world-class competitor? It means being successful in your chosen market against any competition—regardless of size, country of origin or resources. It means matching or exceeding any competitor on quality, lead time, flexibility, cost/price, customer service and innovation. It means picking your battles—competing where and when you choose and on terms that you dictate. It means you are in control and your competitors struggle to emulate your success.

What does it take to be world class? Richard Schonberger, a leading manufacturing consultant,

created the term “world-class manufacturing.” According to Schonberger, “manufacturing is gained by marshalling the resources for continual rapid improvement.” To achieve world-class status, companies must change procedures and concepts, which in turn leads to transforming relations among suppliers, purchasers, producers and customers. Enterprise automation is indispensable to manufacturing innovators who aim to gain market share, operate at peak efficiency and exceed customer expectations so they can be world class in their industry. How can your company become and remain world class?

## Knowledge Process Outsourcing



No doubt the time is changing and can India remain unchanged? Definitely not, India is on the run, if the “Wharton and Boston” consulting group’s report is any indication. “Once upon a time there was a nation by name India which lived by doing data entry works for the whole world” is passed. Now that it is a nation which exports knowledge (as if it has got exportable surplus of knowledge!) and earns a trillion bucks.

They further claim that India’s outsourcing industry is traveling beyond traditional fields like medical-transcription, call center jobs and other transaction intensive services to “KPO” (knowledge process out-sourcing) services where power of judgment, discretion makings, cutting edge knowledge are the tools. If knowledge is power as the adage goes India must be the most powerful nation in the world.

Knowledge process outsourcing (KPO) is a new fad across India. Indian companies are moving up the ladder to value added tasks like market research, patent research and publishing. According to Evalueserve, one of leading Indian KPO, the knowledge process market in India is worth US\$2.5 billion to US\$3 billion a year, and is likely to grow to US\$10 billion to US\$12 billion by 2012. This move represents major shift of Indian outsourcing companies from cheap call center services to lucrative markets dominated mostly by Western companies.

## Retail Management



Retail Management provides an enterprise solution that helps retail operators to track and accelerate retail business process and point-of-sale. Retail Management offers end-to-end control and management of entire retail-chain for super markets, convenience stores, pharmacy, hypermarkets and other retailers.

Retail business has been booming constantly and the number of large and mid-size retail chains has increased considerably. For a long time, these retail chains have been looking for a comprehensive solution that will cater to their growing business needs. Developed after thorough research on the retail industry requirements, Retail Management is a direct response to the Retail industry's needs.

## ✚ Mergers and acquisitions: A new wave for a new century



A key factor behind the speed of global expansion by emerging market multinationals (EMMs) has been the adoption of mergers and acquisitions (M&A) as a means to rapidly access new markets, assets and capabilities. More than 1,100 mergers and acquisitions were conducted by EMMs in 2006, representing US\$128 billion in value<sup>3</sup>. Indian

companies have been active and visible players within this new M&A trend. According to analysis of data from Thomson Financial, as many as 543 M&A deals were completed by Indian companies both at home and abroad in 2007, with a total value of US\$30.4 billion. This represents a compound annual growth rate (CAGR) of 28.3 percent in deal value over the period 2000-2007

Global 500 list of the world's largest companies includes 70 companies from emerging economies, up from just 20 a decade ago. In 2005 alone, the top 100 companies from emerging economies increased their foreign sales by 48 percent and foreign employment by 73 percent – this compares with about 10 percent growth in foreign sales and employment recorded by companies in developed markets<sup>2</sup>. It becomes imperative that we have a shot at what options and opportunities M&A provides

## About Us



**Sinhgad College of Engineering (SCOE)** was established in the year 1996 – 1997 offering 4 – years degree courses in Information Technology, Computer, Electronics & Telecommunication, Mechanical, Chemical, Civil Engineering and Production Engineering. and postgraduate courses through **MBA Dept.**

All the above courses are approved by All India Council Of Technical Education (AICTE), accredited by National Board of Accreditation (NBA), New Delhi and affiliated to University of Pune. The Directorate of Technical Education (DTE), Maharashtra State, Mumbai has awarded “A” grade to the college.

### Affiliations and Accreditation

Sinhgad College of Engineering started academic functioning in the academic year 1996-1997. The major institutional highlights are :

1. Recognized by the All India Council for Technical Education (AICTE) New Delhi.
2. Affiliated to University of Pune
3. “A” grade awarded by Directorate of Technical Education (DTE), Maharashtra State, Mumbai
4. Accredited by National Board of Accreditation (NBA) AICTE, New Delhi



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