

Key Indicator – 1.3 Curriculum Enrichment
(50)

1.3.2 Number of certificate / value-added courses / Diploma Programme/ online courses of MOOCS / SWAYAM / e-Pathshala / NPTEL etc. where the students of the institution have enrolled and successfully completed

(30)

Criterion 1 – Curricular Aspects
(150)



Metric 1.3.2

**Annual Report consolidated including objective &
Outcome of all VAPs with graphs, charts
/photographs**

(2019-20 to 2023-24)

Appendix V

VHTBS

A REPORT ON
Value Added Courses
2020-21 Even Semester

Organized

By

VHTBS

Course Title: Sustainable Practices in Hospitality

Course Code: 20VHTBS-VA01

Duration – 32 Hours

Mode – Offline

No of Registrations – 42

No of Students Completed the Course - 42

Course Coordinator – Sunil Kumar

Course Instructor –Anshu Rawal

Course Fee – Nil

List of Students –

Sno	Name
1	Bhavay Arora
2	Gurman Singh Bindra
3	Akanksha Gautam
4	Harsh Sehwat
5	Amrit
6	Lakshay Rana
7	Prapti Syal
8	Kuldeep Yadav
9	Madhav Kohli
10	Devansh Aggarwal
11	Lisuka H Ayemi
12	Ruby Singh



Anshu Rawal
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Sector-55, Gurugram

13	Akshat Wadhwa
14	Eknor Singh Sandhu
15	Himanshu Sehwat
16	Ravtej Oberoi
17	Ritesh Pratap Singh
18	Shubham
19	Naman Ohri
20	Tanuj Makkar
21	Tulsi Shukla
22	Surbhi
23	Aman
24	Ankit Singh Negi
25	Anuj Kerketta
26	Sonali
27	Sanjay Singh
28	Abhishek Yadav
29	Aishwarya Sachdeva
30	Chelsi Khantwal
31	Prince Tyagi
32	Diksha Bisht
33	Bhavya Yadav
34	Anuvrat Sharma
35	Ujjwal Kumar
36	Rakshit
37	Ananya Vashist
38	Frank Felix
39	Shaurya Dhand
40	Akash Dahiya
41	Hkirti Lamba
42	Yash Agarwal

1.Course Introduction and Objectives

This course will help participants to develop an understanding of sustainable practices and environmental initiatives within the hospitality industry. The participants will learn about energy conservation, waste management and responsible tourism.



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2.Learning Outcomes

By the end of the lesson, students will be able to:

- Learn about energy conservation in the hospitality industry.
- Learn about waste management in the hospitality industry

3.Problems Encountered: None

Sample Certificate

 <p>Sushant University <small>Creating A Better Tomorrow</small></p>	<h1>CERTIFICATE OF APPRECIATION</h1>	 <p>V VATEL HOTEL & TOURISM BUSINESS SCHOOL</p>
<p>This is to certify that</p>		
<p><i>Bhaway Arora</i></p>		
<p>has successfully completed the value-added course on SUSTAINABLE PRACTICES IN HOSPITALITY</p>		
 <hr/> <p>Ms. Anshu Rawal VALUE-ADDED COURSE IN-CHARGE</p>	 <hr/> <p>Mr. Sunil Kumar Program Coordinator</p>	
 <p>VAC Coordinators</p>		 <p>Program Coordinator</p>
<p><i>Jawad</i> Vatel Hotel & Tourism Business School Sushant University Sector-25, Gurugram</p>		

A REPORT ON
Value Added Courses
2021-22 Odd Semester

Organized

By

VHTBS

Course Title: Food & Health – An Essential Part of Urban Life

Course Code: 21VHTBS –V01

Duration – 32 Hours

Mode – Offline

No of Registrations – 70

No of Students Completed the Course - 70

Course Coordinator – Sunil Kumar

Course Instructor –Deepak Thakur

Course Fee – Nil

List of Students –

Sno	Name
1	Chelsi Khantwal
2	Prince Tyagi
3	Diksha Bisht
4	Bhavya Yadav
5	Tushar Kumar
6	Ujjwal Kumar
7	Rakshit Yadav
8	Ananya Vashist
9	Deepak Yadav
10	Adarsh Singh
11	Yash Agarwal
12	Rajendra Sapkota
13	Vishnu Mahindru
14	Ayush Sharma



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15	Bhavay Arora
16	Gurman Singh Bindra
17	Akanksha Gautam
18	Harsh Sehrawat
19	Lakshay Rana
20	Prapti Syal
21	Kuldeep Yadav
22	Madhav Kohli
23	Lisuka H Ayemi
24	Tahir Khan
25	Ruby Singh
26	Yuvraj Ahaan Bisht
27	Amrit
28	Akshat Wadhwa
29	Eknor Singh Sandhu
30	Himanshu Sehrawat
31	Ravtej Oberoi
32	Ritesh Pratap Singh
33	Shubham
34	Naman Ohri
35	Tanuj Makkar
36	Tulsi Shukla
37	Surbhi
38	Aman
39	Ankit Singh Negi
40	Anuj Kerketta
41	Sonali
42	Sanjay Singh
43	Sourav Yadav
44	Abhishek Yadav
45	Vaishnavi
46	Astha Bara
47	Hazel Kaur Sogi
48	Shivam Sharma
49	Aanchal Gupta
50	Gashul Kaul
51	Karishma Thadani
52	Jatin Singh Athwal
53	Disha Arora
54	Shivang Singh
55	Anoushka Anand
56	Rounak Mahajan
57	Harshjeet Singh Mahal
58	Vasudha Kabra



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59	Shivani Kahar
60	Aditya Kumar
61	Yash Jain
62	Abhinav
63	Anurag Bhardwaj
64	Tanya Bhalla
65	Chirag Sharma
66	Nitin Boken
67	Kumkum Magan
68	Rohan
69	Charu
70	Sajal

1.Course Introduction and Objectives

This course will help participants acquire skills to understand and balance food habits to be healthy in this urban life which leads to lifestyle diseases. One of the most important and intimidating steps while leading an urban life is to stay healthy and fit and avoid lifestyle diseases by understanding food and therefore food eating habits. Unfortunately, food in urban life is consumed as per the wills and fancies of an individual, however, one should fulfil their wills and fancies but also keep in mind healthy food habits.

2.Learning Outcomes

By the end of the lesson, Professionals will be able to:

- Awareness about lifestyle diseases and their effects on one's health in urban life.
- Learn how to balance food and health by changing both food and eating habits to tackle these lifestyle diseases.

3.Problems Encountered: None



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Sector-55, Gurugram

SAMPLE CERTIFICATE



CERTIFICATE OF APPRECIATION



This is to certify that

Chelsi Khantwal

has successfully completed the value-added course on
Food and Health: An Essential Part of Urban Life

Deepak Thakur

Sunil



Deepak Thakur
VAC coordinator

Sunil
Program Coordinator

Jayant
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Sushant University
Sector 17, Gurugram

**An Annual Report On
Value Added Courses
2022-23 Odd & Even Semester**

**Organized By
VHTBS**

COURSE DETAILS

Course 1

Course Title: Crafting a Robust Career Progression

Course Code: 21VHTBS-VA01

Duration – 34 Hours

Mode – Offline

No of Registrations – 04

No of Students Completed the Course - 04

Course Coordinator – Chandana Paul

Course Instructor – Chandana Paul

Course Fee – Nil

List of Students –

Sno	Enrollment No	Name
1	210MBAHM00 1	Charu Jadon



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2	210MBAHM00 2	Kunal Madan
3	210MBAHM00 4	Sajal Bhat
4	210MBAHM00 5	Muskan Chaudhary

1.Course Introduction and Objectives

This course will help participants to acquire strategic and functional level analytical skills to lead the Promising Career. The participants will be exposed through diverse learning approaches to wide range of strategic and functional elements that would impact their decision-making ability. This course will also contribute to the career progression for the Business Leaders.

2.Learning Outcomes

By the end of the lesson, students will be able to:

- Become more capable and caring leader in future, by introducing the concepts of emotional intelligence, personal and organizational leadership.
- Explore their own leadership style and identify their personal values, vision and mission so that they can better choose the organization that most closely aligns with their needs.

3.Problems Encountered: None



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Course 2

Course Title: All About Managing Events
Course Code: 21VHTBS – VA02

Duration – 34 Hours

Mode – Offline

No of Registrations – 12

No of Students Completed the Course - 11

Course Coordinator – Chandana Paul

Course Instructor –Aashiyan

Course Fee – Nil

List of Students –

S.No	Enrollment No	Student Name
1	210BHM001	Vaishnavi Raj
2	210BHM002	Astha Bara
3	210BHM003	Hazel Kaur Sogi
4	210BHM004	Shivam Sharma
5	210BHM005	Aanchal Gupta
6	210BHM006	Gashul Kaul
7	210BHM007	Karishma Thadani
8	210BHM008	Jatin Singh Athwal
9	210BHM009	Disha Arora
10	210BHM010	Shivang Singh
11	210BHM012	Anoushka Anand
12	210BHM013	Rounak Mahajan



Jama¹²,
Hotel Hotel * Tourism Business School
C-10, Sector-17, Gurgaon, Haryana

1.Course Introduction and Objectives

This courses are a vast study of various sets of planning, coordination and execution required to manage, organize or run a wide variety of events such as Institutional fests, Corporate parties and seminars, Social and cultural events, etc. Events create opportunities for people to connect with an area, spend time together, celebrate and experience the diversity of cultures and foster creativity and innovation. They allow a community to come alive and provide an opportunity for a destination to showcase its tourism experience and increase economic activity. Events contribute significantly to community building, lifestyle and leisure enhancement, cultural development, tourism promotion and increased visitation, volunteer participation, fundraising and economic development. Most importantly, events create a sense of fun and vibrancy, resulting in a strong sense of community connectivity, pride and a sense of place. This course will help the student to inculcate essential skills required to be good event planner.

2.Learning Outcomes

By the end of the lesson, Students will be able to

- Understand the concept and principles of Hospitality event management.
- Plan an Event proposal with the help of various tools.
- Explain the different ways to Event Management.

3. **Problems Encountered:** None

Course 3

Course Title: Creative Resume Writing
Course Code - 21VHTBS-VA03

Duration – 33 Hours

Mode – Offline

No of Registrations – 21

No of Students Completed the Course - 19

Course Coordinator – Chandana Paul

Course Instructor – Saif Anjum

Course Fee – Nil

List of Students –

S.No	Enrollment No	Student Name
1	220BHM007	Bhavishya Sharma
2	220BHM009	Bhumi Sharma



January
Vaidh Hotel & Tourism Business School
Pune

3	220BHM020	Kunal Rana
4	220BHM015	Manuj Drall
5	220BHM016	Mitesh Kumar
6	220BHM005	Prityush Sehrawat
7	220BHM001	Raghav Gupta
8	220BHM010	Riya Singh
9	220BHM013	Rohan Mishra
10	220BHM012	Ruchi
11	220BHM018	Ayushi Singh
12	220BHM014	Sahil Chaudhary
13	220BHM004	Samridh Punj
14	220BHM003	SHRUTI Sukhwai
15	220BHM011	Sumit Singh
16	220BHM008	Tanishq Singhal
17	220BHM006	Tanya Luthra
18	220BHM022	Tejesh
19	220BHM021	Vansh Yadav
20	220BHM002	Zeeshan Ahmed
21	220BHM023	Anshu Panday

1. Course Introduction and Objectives

This course will help participants to acquire skills to prepare a creative resume. One of the most important and intimidating steps in the job search process is writing a solid resume that gets the attention which candidate want and need. Unfortunately, many job seekers get overwhelmed before they even get started. The result is poorly-written resumes that are built on top of templates that don't do the job seeker any good. The participants will be able to learn & define what a resume is and its purpose and how to develop a resume with all required information which will help to get selected on the very first stage of an interview.

2. Learning Outcomes

By the end of the lesson, students will be able to:

- Learn the differences between a résumé and a CV
- Learn how to tailor your résumé to your employer's needs & how to distinguish between a well-written résumé and a poorly-written one.

3. Problems Encountered: None



January 1,
Vatel Hotel Tourism Business School
Sriharipuram University
Sriharipuram, Andhra Pradesh

Course I

Course Title: Professional Ethics
Course Code:21VHTBS-VA04

Duration – 30 Hours

Mode – Offline

No of Registrations – 12

No of Students completed the course - 12

Course Coordinator – Chandana Paul

Course Instructor –Chandana Paul

Course Fee – Nil

List of Students –

S.No	Enrollment No	Student Name
1	210BHM016	Shivani Kahar
2	210BHM017	Aditya Kumar
3	210BHM018	Yash Jain
4	210BHM019	Abhinav Tyagi
5	210BHM021	Anurag Bhardwaj
6	210BHM022	Tanya Bhalla
7	210BHM023	Chirag Sharma
8	210BHM025	Nitin Boken
9	210BHM027	Rohan Gautam
10	210BHM015	Vasudha Kabra
11	210BHM024	Kumkum Magan
12	210BHM014	Harshjeet Singh Mahal

1. Course Introduction and Objectives

This course will help participants to acquire the understanding and importance of Professional ethics. The participants will be exposed through diverse learning approaches towards the ethical norms, values and principles that guides the profession and the ethical decision made within the profession.



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Sector-25, Gurugram

2. Learning Outcomes

By the end of the lesson, students will be able to:

- Become more capable and Ethical Professional in future, by acquainting them with the overview of ethics.
- Explore their own Professional style and identify their personal values, Ethics and norms so that they can better choose the organization that most closely aligns with their needs.

3. Problems Encountered: None

Course 2

Course Title: Personality Development
Course Code: 21VHTBS – VA05

Duration – 30 Hours

Mode – Offline

No of Registrations – 21

Course Coordinator – Chandana Paul

Course Instructor –Aashiyan

No of Students Completed the Course - 19

Course Fee – Nil

List of Students –

S.No	Enrollment No	Student Name
1	220BHM001	Raghav Gupta
2	220BHM005	Prityush Sehwat
3	220BHM007	Bhavishya Sharma
4	220BHM009	Bhumi Sharma
5	220BHM010	Riya Singh



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6	220BHM012	Ruchi Gupta
7	220BHM013	Rohan Mishra
8	220BHM015	Manuj Drall
9	220BHM016	Mitesh Kumar
10	220BHM020	Kunal Rana
11	220BHM002	Zeeshan Ahmed
12	220BHM003	Shruti Sukhwal
13	220BHM004	Samridh Punj
14	220BHM006	Tanya Luthra
15	220BHM008	Tanishq Singhal
16	220BHM011	Sumit Singh
17	220BHM014	Sahil Chaudhary
18	220BHM018	Ayushi Singh
19	220BHM021	Vansh Yadav
20	220BHM022	Tejesh
21	220BHM023	Anshu Panday

1.Course Introduction and Objectives

Personality Development is a multidimensional concept that involves various aspects of an individual's behavior, emotions, cognition, and motivation. It is a lifelong process that influences how individuals perceive and interact with the world around them. The Personality Development subject aims to equip students with the knowledge, skills, and attitudes required for personal growth and development. The primary objectives of the Personality Development subject are:



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 Shaheed University
 East of Delhi, Gurgaon

To help students develop self-awareness and understanding of their personality traits, strengths, and weaknesses. To provide students with practical tools and techniques for enhancing their communication skills, emotional intelligence, and interpersonal relationships. To enable students to develop problem-solving, decision-making, and critical thinking skills that are essential for personal and professional success. To foster a sense of responsibility and ethical awareness in students, and to help them recognize the importance of diversity, inclusivity, and cultural sensitivity in building healthy relationships and communities.

2. Learning Outcomes

By the end of the lesson, students will be able to:

- Understanding the different theories of personality development and their implications for personal growth.
- Identifying personal strengths and weaknesses and developing strategies to enhance personal growth and development.
- Gaining knowledge and skills in goal setting, planning, and time management to achieve personal and professional goals.
- Integrating knowledge and skills learned in the course to create a personalized plan for continued personal growth and development.

4. Problems Encountered: None

Course 3

Course Title: Effective CV Building through Web Applications
Course Code 21VHTBS-VA06

Duration – 30 Hours

Mode – Offline

No of Registrations – 28

No of students completed the course - 28

Course Coordinator – Chandana Paul

Course Instructor – Saurav Chhabra

Course Fee – Nil



List of Students –

S.No	Enrollment Number	Name
1	190BHM001	Aishwarya Sachdeva
2	190BHM025	Akash Dahiya
3	190BHM045	Anil Regmi

Saurav Chhabra
Vishant University
Tourism Business School
Bhopal, India

4	190BHM018	Anuvrat Sharma
5	190BHM019	Chahit Thakran
6	190BHM044	Devaang Sharma
7	190BHM029	Divyansh Khurana
8	190BHM023	Frank Felix
9	190BHM027	Hkirti Lamba
10	190BHM035	Rituza Ranjan
11	190BHM036	Sanchi Arora
12	190BHM024	Shaurya Dhand
13	190BHM037	Sumit Dubey
14	190BHM028	Hritik Yadav
15	190BHM015	Diksha Bisht
16	190BHM031	Deepak Yadav
17	190BHM022	Ananya Vashist
18	190BHM004	Chelsi Khantwal
19	190BHM049	Vishnu Mahindru
20	190BHM051	Ayush Sharma
21	190BHM010	Prince Tyagi
22	190BHM016	Bhavya Yadav
23	190BHM020	Ujjwal Kumar
24	190BHM032	Adarsh Singh
25	190BHM017	Tushar
26	190BHM043	Yash
27	190BHM021	Rakshit
28	190BHM046	Rajendra

1. Course Introduction and Objectives

Writing a résumé can be frustrating, especially if you do not know where to start.

This Value-added Course will teach students how to develop a professional résumé that will help them obtain their dream job. The same will be done through a resume building application – Canva which provide different templates that will help them build effective and impactful CV. These templates will also give directions to set goals and discover professional tips to ensure a successful job interview.

2. Learning Outcomes

By the end of the lesson, Students will be able to:

- Draft a resume that will create a first positive impression on the recruiters.
- Develop professional Objective and skill section of the resume.



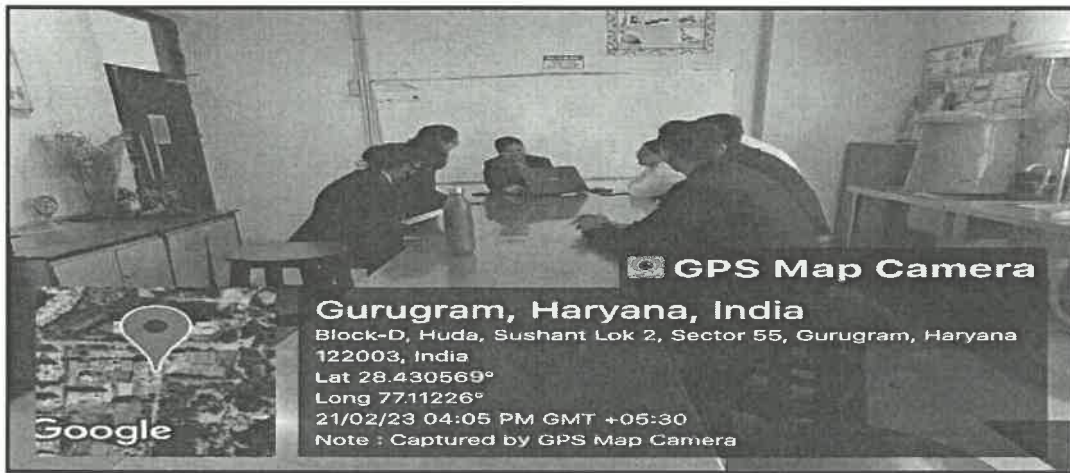
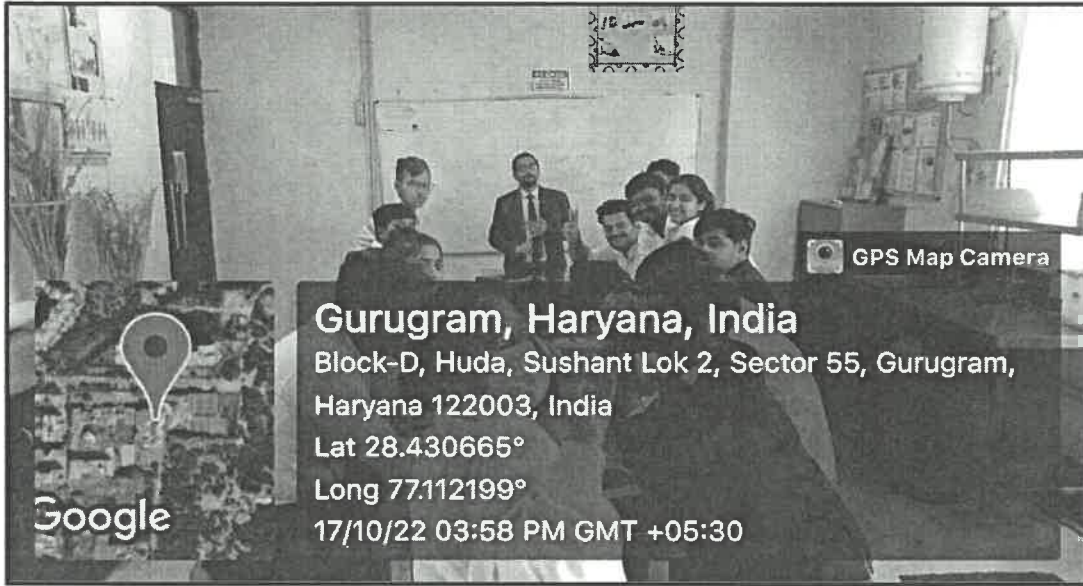
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- Produce a document that gives a clear picture about the candidate about achievements and experiences in the field.
3. **Problems Encountered:** Appropriate content selection as per students was difficult.



J. K. Singh
Vice-Chancellor & Tourism Business School
Sushant University
Gurugram, Haryana

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VAC Coordinators


Dean VHTBS


Hotel & Tourism Business School
Sushant University
Sector-55, Gurugram

A REPORT ON
Value Added Course
2023-24 Odd Semester

Offered
By
VHTBS

Course Title: Professional Mirroring – Ace Resume Writing

Course Code: 23VHTBS – VA02

Duration: 32 hours

Mode: Offline

No. of Registrations: 11

No. of students completed the course: 11

Course Instructor: Ms Apoorva Kaushik

Course Fee: Nil

List of Students:

S.No.	STUDENT NAME
1	Aanchal Gupta
2	Anoushka Anand
3	Astha Bara
4	Disha Arora
5	Gashul Kaul
6	Hazel Kaur Sodhi
7	Jatin Singh Athwal
8	Karishma Thadani

9	Rounak Mahajan
10	Shivam Sharma
11	Vaishnavi Raj

Course Introduction and Objectives:

The title of the course is 'Professional Mirroring: Ace Resume Writing'. It has been named so because a CV can be seen as a mirror to an individual's professional life, which includes her educational qualifications, experiences, certificates, achievements, skillsets, interests and hobbies etc.

This course has been meticulously designed not only for the learners who are about to enter the job market but also for the younger ones who are looking forward to joining an internship or a training program. It will give the learners the relevant knowledge, skills and, most importantly, the confidence to attain the highest version of themselves and to present the same in the most effective way possible.

Learning Outcomes:

On completion of this course, the students will be able to:

CO1 Acquisition of knowledge on the difference between a CV, Resume and Bio data

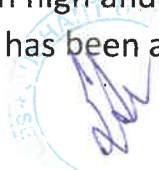
CO2 Application of Reverse Chronology in case of qualification and experience

CO3 Using textual discontinuity to attract recruiter's attention

CO4 Intention behind letter of motivation

Problems Encountered:

While the submission of the assignments, it was witnessed that few students, understandably out of curiosity, had the tendency to go overboard and hence would end up writing four pages long CV which is not acceptable. Therefore, keeping their motivation high and at the same time confining their curiosity to ensure quality learning, has been a challenge.



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**A REPORT ON
Value Added Courses
2023-24 Even Semester**

Organized

By

VHTBS

Course Title: Advancing presentation skills through google slides.

Course Code: 23VHTBS-VA03

Duration – 32 Hours

Mode – Offline

No of Registrations – 26

No of Students Completed the Course - 25

Course Coordinator – Chandana Paul

Course Instructor –Anshu Rawal

Course Fee – Nil

List of Students –

S.No	Enrollment Number	Name
1	200BHM002	Bhavay Arora
2	200BHM003	Gurman Singh Bindra
3	200BHM007	Harsh Sehrawat
4	200BHM011	Lakshay Rana
5	200BHM012	Prapti Syal
6	200BHM013	Kuldeep Yadav
7	200BHM016	Lisuka H Ayemi
8	200BHM017	Tahir Khan
9	200BHM018	Ruby Singh
10	200BHM029	Yuvraj Ahaan Bisht
11	200BHM010	Amrit
12	200BHM021	Akshat Wadhwa
13	200BHM022	Eknor Singh Sandhu
14	200BHM024	Himanshu Sehrawat
15	200BHM026	Ravtej Oberoi
16	200BHM027	Ritesh Pratap Singh



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17	200BHM030	Shubham
18	200BHM031	Naman Ohri
19	200BHM032	Tanuj Makkar
20	200BHM033	Tulsi Shukla
21	200BHM035	Aman
22	200BHM036	Ankit Singh Negi
23	200BHM037	Anuj Kerketta
24	200BHM039	Sanjay Singh
25	200BHM040	Sourav Yadav
26	200BHM041	Abhishek Yadav

1.Course Introduction and Objectives

This course will help participants to develop an understanding of how to create, edit, share, and print documents with Google Slides. The participants will get to know Google Slides in more depth.

2. Course Learning Outcomes

By the end of the lessons, Professionals will be able to:

- Describe what a presentation software is and Google Slides capabilities are.
- Demonstrate working with templates and existing presentations.
- Demonstrate applying themes, backgrounds, and layouts to slides.
- Demonstrate sharing and collaborating on presentations in google slides.
- Demonstrate adding transitions, animations, and videos.

3.Problems Encountered: None

Course Title: Creating wellness food through study of Ayurveda food literature

Course Code: 23VHTBS-VA04

Duration – 32 Hours

Mode – Offline

No of Registrations – 11

No of Students Completed the Course - 11

Course Coordinator – Chandana Paul

Chandana Paul
Vatel Hotel & Tourism Business School
Sushant University
Sector-55, Gurugram

Course Instructor –Deepak Bhandhari

Course Fee – Nil

List of Students –

Sno	Roll No.	Student Name
1	220BHM002	Zeeshan Ahmed
2	220BHM003	Shruti Sukhwal
3	220BHM004	Samridh Punj
4	220BHM006	Tanya Luthra
5	220BHM008	Tanishq Singhal
6	220BHM011	Sumit Singh
7	220BHM014	Sahil Chaudhary
8	220BHM018	Ayushi Singh
9	220BHM021	Vansh Yadav
10	220BHM022	Tejesh
11	220BHM023	Anshu Panday

1.Course Introduction and Objectives

This course will help participants to develop an understanding of creating wellness foods through the study of Ayurveda food literature unveils a holistic approach to nourishment that transcends mere sustenance. Rooted in ancient Indian wisdom, Ayurveda offers profound insights into the interplay between food, health, and overall well-being. Through this exploration, we unlock the potential to craft foods that not only delight the palate but also nurture the body, mind, and spirit. Rooted in millennia-old texts like the Charaka Samhita, Sushruta Samhita, and Ashtanga Hridaya, Ayurvedic food literature encompasses a comprehensive understanding of nutrition, dietary habits, and the medicinal properties of various foods. Central to this study is the classification of foods based on taste, potency, and their effects on the body, as well as the personalized dietary guidelines tailored to individual constitutions or doshas.

2. Course Learning Outcomes

By the end of the lesson, students will be able to:

CLO1: Awareness of traditional food cultures of India.

CLO2: Evaluate changing food patterns and lifestyle over the years.

CLO3: Understand Indian knowledge system (IKS) and key Vedic principles with respect to food & nutrition.

CLO4: Apply basic tenets of traditional diets for health & disease.

CLO5: Prepare selected healthy recipes based on ayurvedic principles.



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Sector-55, Gurgaon

3.Problems Encountered: None

Sample Certificate



VAC Coordinators

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Sushant University
Sector-57, Gurugram

Course Coordinator



 **GPS Map Camera**

Gurugram, Haryana, India
Block-D, Huda, Sushant Lok 2, Sector 55, Gurugram, Haiderpur, Haryana 122003, India
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June 24
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Negotiating for Your Dream Job

Securing your dream job is an exciting opportunity, but the negotiation process can be daunting. This guide will help you understand your value, research competitive salaries, and communicate effectively to land the offer you deserve.

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Batch- 2020-24

Understanding Your Value

Assess Your Skills

Take inventory of your strengths, experience, and unique qualifications. This will help you articulate your value to the employer.

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Research Industry Standards

Explore salary ranges and benefits packages for similar roles in your field to benchmark your worth.

Quantify Your Impact

Highlight past achievements and how your work has driven measurable results for previous employers.

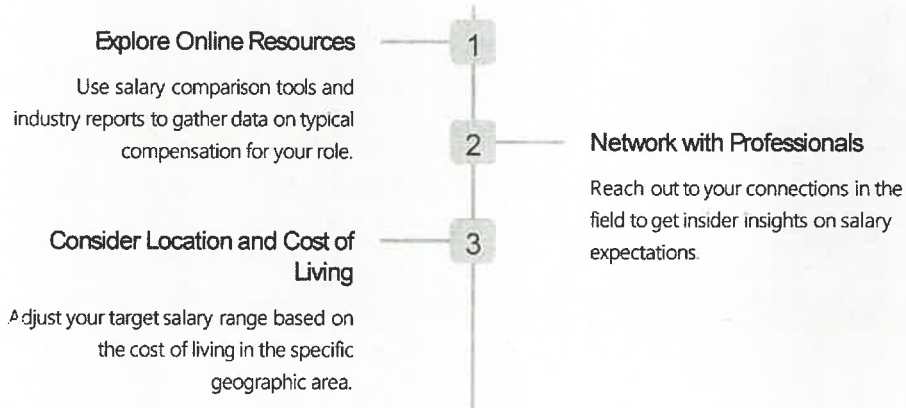


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Slide 2

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Researching Salary Ranges



Preparing Your Negotiation Strategy

- 1 Set Your Target Salary**
Determine the minimum you're willing to accept and your ideal compensation range.
- 2 Prioritize Your Needs**
Consider not just salary, but also benefits, work-life balance, and growth opportunities.
- 3 Practice Your Pitch**
Rehearse how you'll present your value and negotiate effectively.
- 4 Anticipate Objections**
Prepare thoughtful responses to potential pushback or counteroffers from the employer.



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Timing Your Negotiation Approach



1 Initial Offer

Wait for the employer to make the first offer before responding.

2 Negotiation Window

Negotiate during the early stages of the hiring process, before the offer is finalized.

3 Closing the Deal

Aim to complete negotiations before accepting the final offer.

Communicating Your Needs Effectively

Be Confident

Approach the negotiation with a positive, assertive, and solutions-oriented mindset.

Listen Actively

Engage in a collaborative dialogue, understand the employer's perspective, and find common ground.

Provide Evidence

Back up your requests with data, examples, and a clear rationale to build a compelling case.

Stay Flexible

Be open to compromising on certain aspects while ensuring your core needs are met.



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Handling Objections and Counteroffers



Pause and Reflect

Take a moment to consider the employer's perspective and formulate a thoughtful response.



Communicate Openly

Discuss the employer's concerns and work collaboratively to find a mutually beneficial solution.



Remain Flexible

Be willing to compromise on certain terms while ensuring your key requirements are met.



Persist with Professionalism

Maintain a calm and constructive approach, even if negotiations become challenging.

Closing the Deal and Sealing the Offer

Final Salary Offer

Ensure the salary aligns with your negotiated terms.

Benefits Package

Review the complete benefits offer, including healthcare, retirement, and perks.

Start Date and Onboarding

Agree on a start date that works for both parties and discuss the onboarding process.



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Conclusion: Negotiating with Confidence

Negotiating your dream job offer can be a nerve-wracking experience, but with thorough preparation and effective communication, you can secure the compensation and benefits you deserve. Approach the process with confidence, empathy, and a win-win mindset to land the opportunity of a lifetime.

Stan's scenario is challenging yet promising, involving the delicate art of negotiating for a dream job without the leverage of easily walking away. Here are some strategic steps and negotiation techniques Stan could use:

1. Research and Preparation: Stan should thoroughly research the typical salary range for similar positions within the industry and specifically within the company, if possible. Knowing the market rate not only strengthens his position but also ensures his request is within a reasonable range.

2. Understand the Total Compensation Package: Beyond base salary, Stan should consider other components of the compensation package such as bonuses, stock options, health benefits, retirement plans, vacation time, and flexible working conditions. Understanding the value of these benefits allows him to negotiate a comprehensive package that meets his needs.

3. Highlight Value and Potential Contribution: Stan should prepare to articulate his past achievements, skills, and how he can contribute to the company's goals. By demonstrating his potential value to the company, he makes a stronger case for why the company should invest in him.

4. Seek Creative Solutions: If the company cannot meet his salary expectations, Stan can propose alternative forms of compensation or perks that might be more feasible for the company, such as performance bonuses, professional development opportunities, or an earlier salary review.

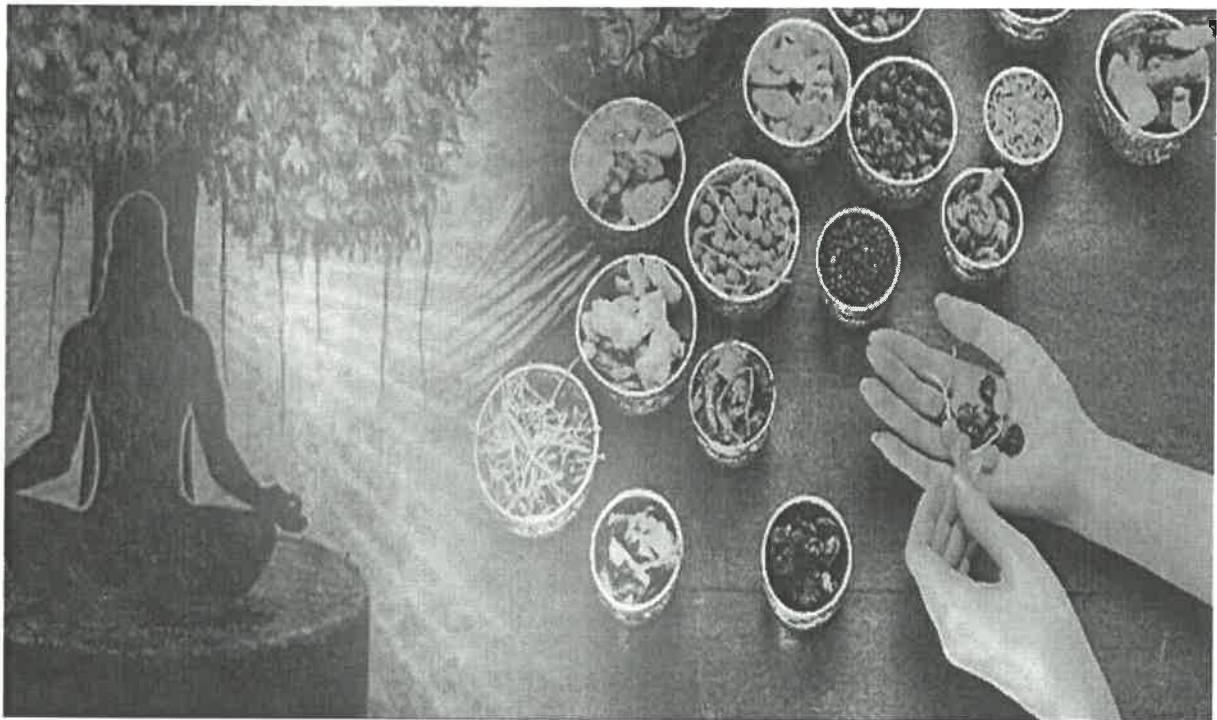
5. Express Enthusiasm and Commitment: While negotiating, it's crucial for Stan to express his enthusiasm for the role and his desire to contribute to the company. Showing commitment can make the employer more inclined to meet his terms.



Thank You

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**“CREATING WELLNESS FOOD
THROUGH THE STUDY OF AYURVEDA
FOOD LITERATURE”**



SUBMITTED BY:

NAME: TANYA LUTHRA

ROLL NO: 220BHM006

SUBJECT: VALUE-ADDED

SUBMITTED TO:

MR. DEEPAK



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TOPIC 1



Examine classical ayurvedic texts such as Chakra Samhita, Sushruta Samhita, and Ashtanga Hridaya to understand their teachings on dietary practices.

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What is Ayurveda?

Ayurveda is an ancient system of medicine that originated in India over 5,000 years ago. The word "Ayurveda" is derived from the Sanskrit words "Ayur," meaning life, and "Veda," meaning knowledge or science. Thus, Ayurveda can be translated as the "science of life" or the "knowledge of life."

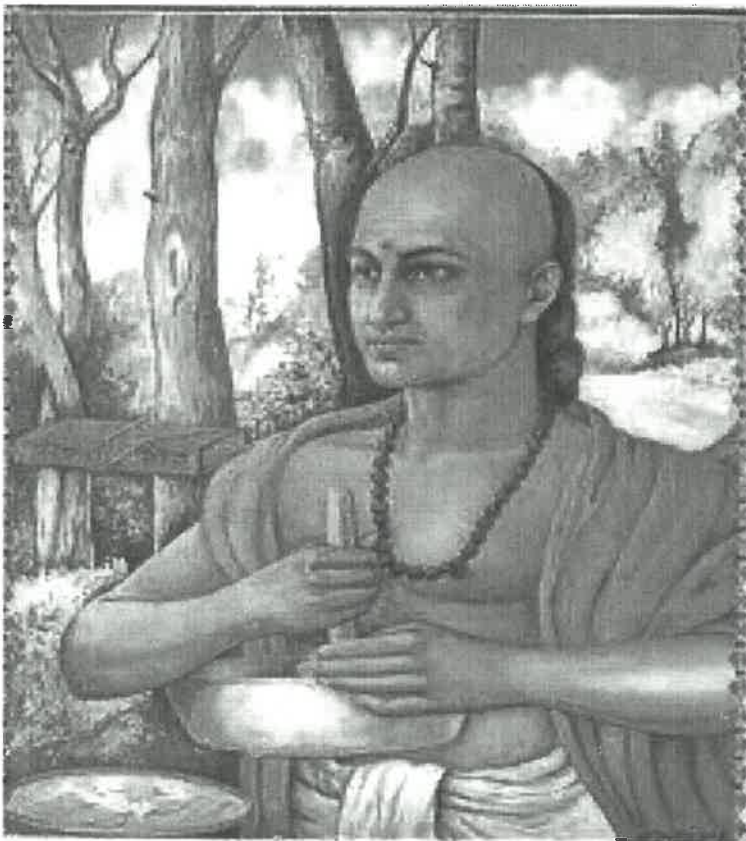


Ayurveda is a holistic system of healing that views health as a balance between the body, mind, spirit, and environment. It encompasses a comprehensive understanding of human physiology, pathology, diagnosis, treatment modalities, and preventive healthcare practices.

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What is Chakra Samhita?

The Chakra Samhita is a classical Ayurvedic text that primarily focuses on the treatment of diseases. It is one of the important texts in the Ayurvedic tradition, providing insights into various aspects of healthcare, including diagnosis, treatment modalities, and medicinal formulations.



The Chakra Samhita is believed to have been written by Chakrapani Datta, an ancient Indian physician who lived sometime between the 11th and 12th centuries CE. While the exact date of its composition is uncertain, the text is considered to be relatively later compared to other foundational Ayurvedic texts such as the Charaka Samhita and Sushruta Samhita.

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The Chakra Samhita consists of several chapters covering different areas of Ayurvedic medicine, including:

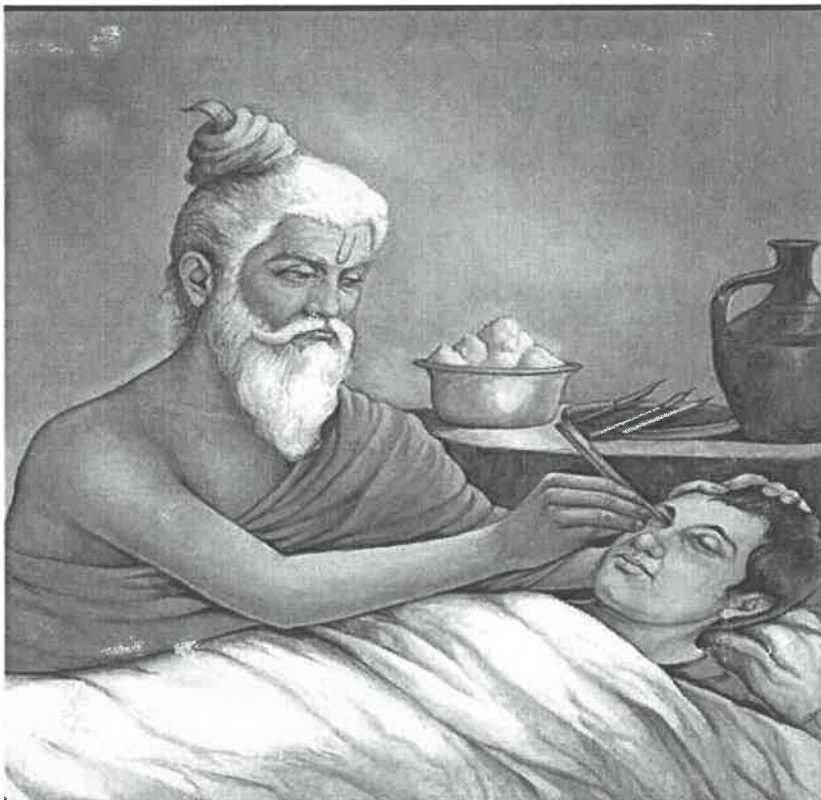
1. **Diagnostic Methods:** The text describes various methods for diagnosing diseases, including examination of pulse (nadi pariksha), urine analysis (mutra pariksha), and examination of bodily constitution (prakriti pariksha).
2. **Treatment Modalities:** It provides detailed descriptions of treatment modalities such as medicinal herbs, minerals, dietary recommendations, purification therapies (panchakarma), and surgical interventions.
3. **Medicinal Formulations:** The Chakra Samhita contains numerous medicinal formulations (recipes) for preparing herbal remedies, medicinal oils, and other therapeutic substances used in the treatment of various ailments.
4. **Disease Management:** It covers a wide range of diseases and health conditions, including fever, digestive disorders, skin diseases, reproductive health issues, and mental disorders.
5. **Preventive Healthcare:** The text also emphasizes the importance of preventive healthcare measures, such as dietary guidelines, lifestyle recommendations, and hygiene practices, to maintain overall health and well-being.



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What is Sushruta Samhita?

The Sushruta Samhita is one of the most ancient and foundational texts of Ayurveda, the traditional system of medicine originating from ancient India. It is attributed to Sushruta, an ancient Indian physician believed to have lived around 600 BCE. Sushruta is often regarded as the "Father of Surgery" due to his significant contributions to the field of surgery and medical science.



The Sushruta Samhita is divided into different sections, or "sutrasthana," covering various aspects of healthcare, including surgery, medicine, pediatrics, toxicology, pharmacology, and gerontology. It is composed in Sanskrit and contains around 1,200 chapters.

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Key features of the Sushruta Samhita include:

1. **Surgical Techniques:** One of the most notable aspects of the Sushruta Samhita is its detailed descriptions of surgical procedures. It covers a wide range of surgical techniques, including incisions, excisions, suturing, organ transplants (such as skin grafts and rhinoplasty), and the use of surgical instruments. Sushruta also describes techniques for fracture management and setting dislocated joints.
2. **Classification of Diseases:** The text classifies diseases based on various factors such as etiology (causes), symptomatology, and prognosis. It provides insights into the diagnosis and treatment of a wide range of medical conditions, including infectious diseases, fevers, digestive disorders, skin diseases, and reproductive health issues.
3. **Pharmacology:** The Sushruta Samhita contains descriptions of medicinal plants and herbal remedies used in Ayurvedic medicine. It discusses the properties, preparations, and therapeutic uses of numerous herbs, minerals, and animal products.
4. **Anatomy and Physiology:** Sushruta offers detailed knowledge of human anatomy and physiology, including descriptions of various bodily organs, tissues, and systems. The text provides insights into



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embryology, the circulatory system, the nervous system, and the classification of diseases based on their anatomical locations.

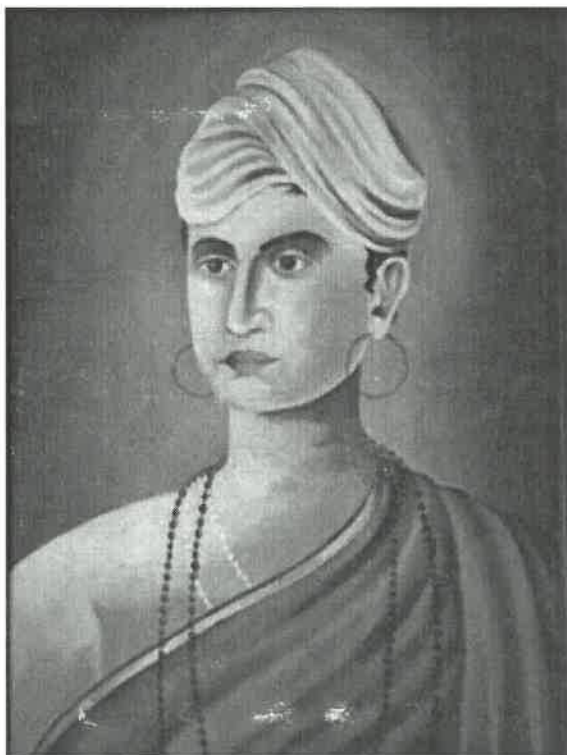
5. **Ethical Guidelines:** Sushruta emphasizes the importance of ethical conduct and professionalism in medical practice. The text discusses the virtues and responsibilities of a physician, including compassion, integrity, and confidentiality



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What is Ashtanga Hridaya?

The Ashtanga Hridaya is a classical Ayurvedic text written by Acharya Vagbhata, believed to have lived in ancient India around the 6th century CE. It is considered one of the foundational texts of Ayurveda, alongside the Charaka Samhita and Sushruta Samhita. The Ashtanga Hridaya synthesizes and condenses the vast knowledge of Ayurveda into a comprehensive and accessible manual.



The term "Ashtanga" literally means "eight limbs," referring to the eight sections or branches of Ayurveda that are covered in the text. These branches encompass various aspects of healthcare, including diagnosis, treatment modalities, pharmacology, surgery, pediatrics, toxicology, geriatrics, and rejuvenation therapy.



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Key features of the Ashtanga Hridaya include:

1. **Conciseness and Clarity:** Vagbhata's writing style is known for its clarity, conciseness, and systematic presentation of information. The Ashtanga Hridaya distills the vast body of Ayurvedic knowledge into a structured and easy-to-understand format, making it accessible to students and practitioners.
2. **Diagnostic Methods:** The text describes various diagnostic methods used in Ayurveda, including examination of pulse (nadi pariksha), urine analysis (mutra pariksha), tongue examination (jihva pariksha), and assessment of bodily constitution (prakriti pariksha).
3. **Treatment Modalities:** It provides detailed descriptions of treatment modalities such as herbal medicine, dietary recommendations, purification therapies (panchakarma), surgical interventions, and rejuvenation therapies (rasayana).
4. **Herbal Pharmacology:** The Ashtanga Hridaya contains extensive information on medicinal plants, herbs, minerals, and animal products used in Ayurvedic medicine. It discusses their properties, preparations, therapeutic uses, and dosages.
5. **Surgical Techniques:** Like the Sushruta Samhita, the Ashtanga Hridaya also includes descriptions of surgical procedures, instruments, and techniques used in ancient India for the treatment of various ailments, injuries, and deformities.
6. **Ethical Guidelines:** Vagbhata emphasizes the importance of ethical conduct, professionalism, and compassion in



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medical practice. The text discusses the virtues and responsibilities of a physician, including honesty, integrity, and empathy.



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Classical Ayurvedic texts like the Chakra Samhita, Sushruta Samhita, and Ashtanga Hridaya provide comprehensive guidelines on dietary practices, emphasizing the importance of food in maintaining health and preventing disease. While each text may have its unique emphasis and approach, there are common themes regarding dietary principles and recommendations.

1. Principles of Ayurvedic Diet:

- Ayurveda considers food as medicine and emphasizes that proper diet is crucial for maintaining overall health.
- The texts often describe food in terms of its taste (rasa), energy (virya), and post-digestive effect (vipaka), which are essential considerations in determining the suitability of foods for different constitutions or imbalances.

2. Individual Constitution (Prakriti) and Diet:

- Ayurvedic texts emphasize that individuals have unique constitutions (doshas) - Vata, Pitta, and Kapha - which influence their dietary needs and preferences.
- Dietary recommendations are tailored according to one's dominant dosha or doshic imbalances. For instance, a person with a predominant Vata constitution may be advised to consume warm, nourishing foods to balance the cold and dry qualities associated with Vata.

3. Balanced Diet:

- Ayurveda advocates for a balanced diet that includes all six tastes: sweet, sour, salty, bitter, pungent, and astringent. Each taste has specific effects on the doshas and bodily functions.
- The texts suggest consuming a variety of fresh, seasonal, and locally available foods to ensure a diverse nutrient intake.

4. Food Preparation:

- Ayurvedic texts prescribe specific cooking methods and techniques to enhance the digestibility and nutritional value of foods. For instance, foods may be cooked with digestive spices and herbs to support proper digestion and assimilation.
- Importance is given to the freshness and quality of ingredients, as well as mindful cooking practices to preserve the vital energy (prana) of food.

5. Food Combining:

- Ayurveda emphasizes proper food combining to optimize digestion and prevent the formation of toxins (ama). Certain food combinations are considered incompatible and may lead to digestive discomfort or imbalance.
- The texts provide guidelines on compatible food combinations based on the qualities of foods and their effects on the doshas.

6. Fasting and Cleansing:



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- Periodic fasting or cleansing regimens are recommended in Ayurveda to detoxify the body, improve digestion, and rejuvenate the tissues.
- Fasting methods, such as intermittent fasting or seasonal detoxification, are described in the texts, along with guidelines on how to safely undertake these practices.

7. Mindful Eating:

- Ayurveda emphasizes the importance of mindful eating practices, including eating in a calm and peaceful environment, chewing food thoroughly, and avoiding distractions during meals.
- Mindfulness during eating is believed to enhance the digestive process and promote overall well-being.



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