

K.K.Wagh Institute of Engineering Education and Research
Hirabai Haridas Vidyanagari, Mumbai Agra Road Amrutdham, Panchavati, Nashik, Maharashtra 422003

**K.K.WAGH INSTITUTE OF ENGINEERING EDUCATION
AND RESEARCH, NASHIK**

**Department of Electronics & Telecommunication in -
Collaboration with IETE**

**Organizes
Workshop On
“FROM SELL OUT TO SELL WITHIN”
WORKSHOP REPORT 2021-2022**

K. K. Wagh Education Society's
K. K. Wagh Institute
of Engineering Education and Research, Nashik
Website: www.engg.kkwagh.edu.in
**Department of
Electronics & Telecommunication
in collaboration with IETE**
Organizes
Workshop on
**“ From SELL OUT to
SAIL WITHIN ”**
By
Manali Malpani
Application Developer with
IBM in Dublin, Ireland
Date **21st September 2021** | Time **At 02.30 pm**
Meeting details: Join Zoom Meeting:
<https://us02web.zoom.us/j/89139243728?pwd=clhZajR2YnJPRFlqVmpubDVYRFM3QT09>
Meeting ID: 891 3924 3728 Passcode: tnptenc
Accredited by NAAC, NBA, and IETE Lab

Date:	21 st September 2021
Time:	2:30 am
Duration:	2 hours
Resource person (with designation):	Manali Malpani, Application Developer with IBM in Dublin , Ireland
Topic:	From Sell out to Sell Within

ATTENDEES:

- 152 Participants attended meeting
- Dr. D.M.Chandwadkar, Head of the Department (E&TC)
- Office bearers of IETE, members of IETE
- Faculty members of KKWIEER
- Students of SE, TE, BE of KKWIEER, Nashik

OUTCOMES:

Student gained knowledge about Communication skills, Interview preparation etc.

SUMMARY:

K. K. Wagh Institute of Engineering Education & Research, Nashik in collaboration of IETE Nashik subcenter organized Webinar on **“From Sell Out to Sell Within”** Program A.Y.2021-22. A Webinar on **“From Sell Out to Sell Within”** by Manali Malpani, Application Developer with IBM in Dublin, Ireland was organized on 21st September, 2021 at 2.30 PM.

Ms. Manali Malpani is working as an Application Developer with IBM in Dublin, Ireland. She has 10+ years of experience in IT. She has completed graduation in Electronic and telecommunication from Govt. College of Engineering, Amravati and joined Infosys Limited as a fresher in **2010**. She was trained in Mainframes and got an opportunity to work with several clients with Infosys. American Express (AMEX) UK, Lexis Nexis based out of US were few clients with whom she worked in India. Also Manali Ma'am has spent 1.5 years in Brussels, Belgium in **2013** and got excellent opportunity to work with Toyota Motors in Belgium. Later in **2015**, she went to Dublin, Ireland and joined AIB Bank in Dublin. She was awarded with Laurel Award for being the Most Valuable Player in **2016** with AIB Bank. And later in **2017** she joined IBM in Dublin, Ireland.

In her IT journey, she realized and got to learn one key secret of life. **“CHANGE”** is constant and persistent.

The sooner we adapt to the changing world, quicker we grow and be more comfortable.

She has evolved from learning Mainframes to learning docker and cloud now.

And just like the change, even learning never stops. She thinks that she is still a learner!

VIEWS BY OUR SPEAKER MS.MANALI MALPANI

It was a pleasant experience to conduct expert talk for KKW students. The program was well planned and was executed according to the planning. Prof.Dr.Chandwadkar Sir, Dr.S.A.patil, and all other office bearers of IETE took lot of efforts to make the program a success. The webinar was attended by more than 150 persons; this response was excellent. The questions raised by the participants clearly indicated that they had attended the lecture with full concentration. The number and quality of questions were very good.

- Manali Malpani

VIEWS BY MR.DONAL KAVANAGH

It was nice session to be attended. Ms. Manali has told us the importance of interpersonal skills, Art of Networking in a nice way. In my view both technical and non-technical skills lead to leadership. And one should never stops learning.It was glad to see students' response for this session.

- DonalKavnagh

PHOTO OF EVENT



Zoom Meeting

You are viewing Manali's screen View Options

Recording

Art of Communication

Participants (151)

Find a participant

- AD Avina Dhangare (Co-host, me)
- Dr Dinesh Chandwad... (Host)
- M Manali (Co-host)
- D Donal Kavanagh (Co-host)
- KD Keshav Dhikale (Co-host)
- kiran navale (Co-host)
- MM Mrunal Marathe (Co-host)
- NB Nikhil Bhujbal (Co-host)
- Parag Mondhe (Co-host)
- RK Rtr. Khushi Aher I Pre... (Co-host)
- SZ Sagar Zalte (Co-host)
- SS Shradha Shelke (Co-host)
- (A) (32-B)Gore Abhishek
- 01_SE_B_Vikas Ahire

Unmute Start Video Security Participants 151 Chat Share Screen Record Reactions Leave

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14:48 21-09-2021

Zoom Meeting

Recording

Communication is the passport to the world outside

AND SILENCE IS THE KEY TO THE GATE WITHIN

- MAHATRIA

Participants (153)

Find a participant

- 4N 41_SE_B_sandesh nikumbh
- 4M 42_E&TC_Karuna More
- 43_SE_A_Aryan Phopse
- 4P 44_SE_A_Laya Pillai
- 4P 49_E&TC_Siddhi Pathak
- 50_ E&TC_Pavan Patil
- 5B 50_E&TC_Tanishq bais
- 51_SE_A_KETAN SIHIRRA
- SS 52_A_Samyak Shingi
- 52_E&TC_Vaishnavi Patil
- SS 52_SE_A_Priyanka Sonje
- SK 54_E&tc_simran kour
- SS 55_ELTX_ shivani waje
- SS 57_E&TC_Samiksha Saindane

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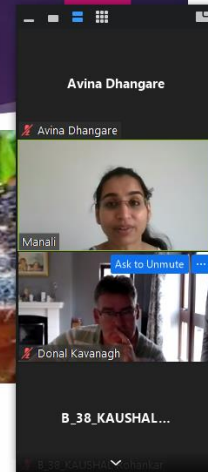
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Story of the Caterpillar

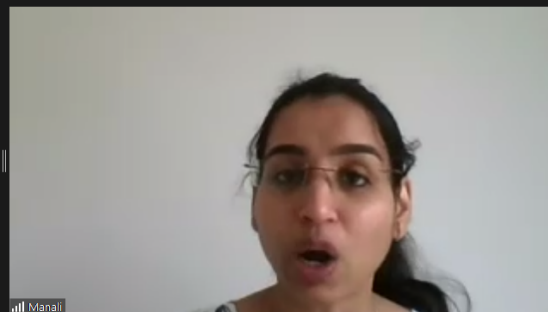


Caterpillar In lock steps



Fixed vs. Growth Mindset

Fixed Mindset	Growth Mindset
Focus more 'often unconsciously' on proving that they have a lot of ability and already know exactly what they are doing.	Focus more on developing their ability than validating it.
They see their performance as a test of their competence and worth.	They are more likely to see gaps in their knowledge as the opportunities to learn something new.
When faced with a challenge, often expect to be able somehow do the work flawlessly no matter how complex and unfamiliar it might be.	When faced with a challenge don't blame others for the situation, you believe yourself on the driver seat and is responsible for outcome.
It can undermine performance, interfere with development and increase self-doubt	Having a growth mindset can lift your performance and resilience
Focusses on proving	Focusses on improving
Focusses on capability	Focusses on abilities



Prof.Dr. D.M.Chandwadkar
HOD

Prof.Dr.K.N.Nandurkar
Principal