

Inspiration

Dr. Bhavarlalji Jain

Mentors

- Prof. P. D. Dalal
- Prof. Shyam Joshi
- Prof. Dr. Pratibha Joshi
- Prof. Dr. Satish Bagal
- Prof. C. S. Gokhale
- Shri. R. V. Patil

Founders

- Devdatta C. Gokhale
- Mrs. Rashmi D. Gokhale

International Adjunct expert

- Er. Anand Bagal

Faculties

- Prof. Shyam Joshi, Pune
- Mr. Nilesh Gokhale, Pune
- Dr. S. S. Chhapekar, Jalgaon
- Mr. D. C. Gokhale, Jalgaon
- Mrs. Rashmi Gokhale, Jalgaon
- Mrs. Prajakta Joshi, Akola
- Ms. Rucha Patil, Pune

Gokhale's Advanced Training Institute

23, Sneha Sudha Apts,
New Samarth Colony,
Opp Café Ninety Degree,
Near M. J. College,
Jalgaon- 425002

Tel: (0257) – 2238060

Cell: 98227 70904

Cell: 98811 53936

Email: info@gatiskills.com

Web: www.gatiskills.com

www.facebook.com/gatiskills

Approved on-line exam
centre of Symbiosis
Centre For Distance
Learning, Pune

Empanelment with
Maharashtra Centre for
Entrepreneurship
Development (MCED),
Aurangabad

Industry – Institute Initiatives in the Maharashtra Public Universities Act 2016

Prin. Anil Rao elaborated the provisions, on the eve of fourth foundation day of GATI

Interaction with Prin. Anil Rao on the provisions & scope for Industry – Institute Interaction (III) in the new Maharashtra Public Universities Act 2016 was organised on 27th December 2016, to celebrate the fourth foundation day of GATI. Around 70 invitees from academia, government & corporate sector attended and interacted with Prin. Rao. He presented in detail the reports of earlier committees and innovative concepts like innovation eco-system, CILLAGE, university research centres, MAHED, choice-based credit system, board of innovation, etc. He also presented the new types of higher education institutions like empowered autonomous colleges, satellite centres, cluster institutions that would come into existence under the new act. He also emphasised on an innovative concepts like deputation of academicians for industrial trainings, incubation centres, joint research projects, entrepreneurship

Automobile Engg) & Prof. Ms. Monali Neve (Head - MBA dept) of Shri Gulabrao Deokar College of Engg), Prof. G. K. Andurkar (TEQIP Nodal Officer, Govt. Engg College, Jalgaon), Shri. Jitendra Bhavsar (Head – HRD, Vega Chemicals Pvt. Ltd), representatives of print and electronic media, training & placement officers, professors and professionals from corporate sector.



programmes, etc. Prin. Rao was felicitated at the hands of Prof. P. G. Abhyankar, a veteran academician. Dignitaries present included Prof. Dr. Keshav Tupe (Jt. Director, Higher Education), Shri. Dalubhau Jain (Chairman, Shree Mahavir Sahakari Bank Ltd, Jalgaon), Prof. Dr. P. T. Chaudhari (Offg. Dean, Faculty of Commerce, North Maharashtra University), Prof. Dr. Prabhakar Bhat (Principal, G H Raison Engg College), Prof. Dr. Vadnere (Principal, SSPIT's College of Pharmacy, Chopada), Prof. Dr. S. P. Shekhawat (Head - Mechanical Engg), Prof. Dr. V. S. Diware (Head – Chemical Engg) & Dr. V. S. Rana (Head - MBA Dept) of SSBT's College of Engg & Technology, Prof. Hariom Agnihotri (Head - Comp Engg), Prof. Sandip Patil (Head -



Features of

7 HABITS

A) **Responsibility** Is "Response – ability". Proactive people recognize that responsibility. They are not weather driven people. They are value driven. Taking initiative does not mean being pushy or aggressive. It means to recognize the responsibility to make things happen. Proactive people use their initiative and resourcefulness.

The language of reactive people absolves them of responsibility. They blame outside forces, other people, circumstances, even the stars – for their situation. They are driven by feelings. Proactive people believe in action. They focus their efforts. They have positive energy. From the circle of concern, they move ahead to the circle of influence.

B) To begin with the end in mind is to start with a clear understanding of your destination. However, if the ladder is not leaning against the right wall, every step we take gets us to the wrong place faster. If we begin with the end in mind properly, it opens up a new, meaningful perspective. If you want to have a successful enterprise, have a clear picture of what you wish to accomplish. Decide clearly the product or service target, and then organize the elements – financial, research, operations, marketing, personnel and so on. Effectiveness does not depend on how much effort we expend, but on whether or not, the effort we expend is in the right direction. Mission statements both – personal and organizational set the right path. Security, guidance, wisdom & power together create the great force of an effective personality. The more we are able to draw upon our right brain capacity, the more fully we will be able to visualize, a holistic picture of what want to do.

C) **Put first things first**, is the practical fulfillment of habit one and two. Independent will make effective self management possible. Effective manager's discipline comes from within. Organize and execute priorities is the crux. It involves all the questions addressed in the field of the life and time management. Efficient scheduling and control of time are often counterproductive. Managing time is managing ourselves. Learning to say 'no' to other activities is a matter of skill. It needs courage – pleasantly, smilingly and nonapologetically to

say 'no'. We accomplish all that we do through delegation. Delegation means growth both for individuals and for organizations. It involves other people. It is a public victory. Trust is the highest form of human motivation. It brings out the very best in people. It takes time but it saves so much in the long run.

D) The habit of effective interpersonal leadership is **Think Win / Win**. Win / Win is not your way or my way. It is a better way. A higher way. Most people do have Win / Lose mentality since birth. Everyone is extrinsically dealt with. No recognition is given to intrinsic value. It is truly competitive and low – trust situation.

E) **Seek first to understand, then to be understood**. Empathic communication and listening are two important skills in life. Empathic listening is required to understand people in the right spirit. While listening to others, we filter everything through our own paradigms. What is required is, the intent to understand well – and not the eagerness to reply. This involves a very deep shift in paradigm. Empathic listening is the key to making deposits in Emotional Bank Accounts. In a deep listening process we open ourselves up to be influenced. The latter part of 5 Habits is, 'to be understood'. Greeks Philosophy explains this in three words:

Ethos – the faith people have in your integrity,

Pathos – the empathic side – i.e., Feeling – being in alignment with the emotional thrust of another.

Logos – The logic – the reasoning part of the presentation.

F) **Synergize** – This leads to creative co-operation. "In crucial things – unity in important things – diversity in all things – generosity" – is the essence of synergy. A new thrust, a new idea, a new direction that is hard to define but sure to feel is creative co-operation. Synergy is exciting. Creativity is exciting. The key to interpersonal synergy, is intrapersonal synergy, i.e. synergy within ourselves.

G) **Sharpen the Saw** – It is preserving and enhancing the greatest asset you have – i.e. YOU. It is renewing the four dimensions of your nature – physical, spiritual, mental, social / emotional. Sharpening the saw basically means expressing all four motivations. It means exercising all these of our nature regularly – in wise and balanced ways. We align ourselves with correct principles. Our paradigms and our maps of different territories have to be more accurate. We have to commit and do on increasingly higher planes.



Grooming session on Group discussions & Personal Interviews for budding engineers

Tips for final year engineering students of NDMVP's College of Engineering, Nashik

A grooming session on group discussions and personal interviews was conducted at NDMVP Samaj's Karmaveer Adv. Baburao Ganpatrao Thakare College of Engineering, Nashik on 20th December 2016. Our Dy. Director, Mrs. Rashmi Gokhale explained the importance of group discussions, expectations of the panel, Do's & don'ts in the group discussions. She also conducted a mock GD session and also communicated the positive points and shortcomings of the students. Our Director, Devdatta Gokhale elaborated on tips for writing good resume, typical behavioral questions, short-listing criteria and emphasized on developing

communication, confidence and eye-contact abilities. Mock interviews of few participants were also conducted and the analysis of these interviews was also explained to the students immediately after the session. We are thankful to Principal Dr. K. S. Holkar and the management for giving us an opportunity to interact with the students. We extend our thanks to Prof. P. V. Pund (T&P Officer), Prof. V. P. Gawai, Prof. N. U. Lokare, Prof. P. P. Shinde & Prof. V. M. Birari for their excellent support. Our Nashik district co-ordinator Mr. Rohit Patil took efforts for smooth conduction of the sessions.



Faculty development workshop @ SRES Sanjivani College of Engg, Kopargaon

A faculty development workshop on Effective Communication, presentation and etiquettes was organised for teaching staff of Sanjivani College of Engineering, Kopargaon on 14th December 2016. 40 faculty members from various departments attended the workshop. Our lead trainer, Shri. Nilesh Gokhale was the main facilitator for this workshop. The participants were explained the importance of communication, body language, active listening and professional etiquettes. Various activities added flavour to the workshop. We are thankful to Principal Prof. Dr. D. N. Kyatanwar, Vice Principal Prof. Dr. A. G. Thakur and all the heads of the departments for organising the workshop and giving us an opportunity to interact with their faculties. Special thanks to Prof. Dr. S. P. Palekar and Prof. V. P. Bahurkar for co-ordinating the event successfully.



Second phase of job-oriented AEP training @ Govt. College of Engineering, Jalgaon

The second batch of Automation Engineering Program (AEP) started in June 2016. 33 participants had registered for this course. In the first phase, 3 modules were completed. In this second phase, four modules were conducted during 13th December to 01st January 2017. These included basic PLC, advanced PLC, HMI – SCADA and soft skills. In soft skills module, sessions on dressing sense, body language and resume writing sessions were conducted. The students were also prepared for writing applications, preparing resume and tips to appear confidently for the

interviews. The final examination and technical interviews of these students will be arranged during January & February 2017. The revision of all the technical sessions will also be conducted at the end, so that the students will remain in touch with the subject.



Personality development workshop @ Gangamai Institute of Pharmacy, Nagaon (Dhule)

Two-day personality & entrepreneurship development workshop was conducted at Gangamai Institute of Pharmacy, Nagaon, Dhule for diploma students on 9th & 10th December 2016. Around 120 students participated actively in the workshop. The main focus of this workshop was to prepare the students to work in corporate environment by grooming them on communication skills, presentation techniques, interviews and group discussions.

The workshops included many activities which emphasised the need of these skills in the students. A special session on Entrepreneurship awareness was also conducted for these students. Special thanks to Principal Prof. Chordiya and his team for organising the workshop successfully. The college also signed a Memorandum of Understanding (MoU) with GATI for three years, to foster training activities for the students and faculties in the future.



Confidence Building Workshop for first year engineering students

Interactive sessions @ SNJB's Kantabai Bhavarlal Jain College of Engineering, Chandwad



A Confidence Building workshop was organised on 18th November 2016 for first year engineering students of SNJB's Kantabai Bhavarlal Jain College of Engineering, Chandwad. Around 200 students participated actively and enthusiastically in this workshop. The focus of this workshop was to help these students to build their confidence and prepare them to face new challenges. The emphasis was on improving their communication

abilities, stage daring, tips on body language and presentation techniques. Activities like blind fold table, upselling, product presentation, human drawing and others were speciality of this workshop. The students actively participated in these activities and enjoyed them. We are thankful to Principal Dr. Kokate, Prof. Pankaj Kapse (T&P Officer), heads of departments and all the staff members for arranging inviting us to interact with the students.



Mock Interviews @ IMR, Jalgaon

Mock interviews session was conducted for the final year MBA students of IMR, Jalgaon. The session was conducted in two phases. In the first phase, a short session on resume writing and interview tips was conducted on 07th October 2016. In the second session, mock interviews of short-listed students were conducted on 14th October 2016. The students were assessed on 5-point scale. The assessment

was further submitted to the institute for communication to students. Prof. Anilkumar Marthi, led the mock interviews panel. We are thankful to Dr. V. V. Katdare (Director), Prof. Mrs. Shubhada Kulkarni, Prof. B. J. Lathi, Prof. Parag Narkhede, Prof. Bhushan Pachpole and all the staff members for permitting and extending the support and co-operation during conduction of the sessions.



Time management workshop for corporate houses @ GATI

Prof. Shyam Joshi reveals importance of 'time' in our life



One-day workshop on Time management was organised for the professionals of various corporate houses at GATI on 23rd October 2016. 14 professionals from various organisations like Jain Irrigation Systems Ltd, The Supreme Industries Ltd, Keshav SmrutiPratishtan, Shree Mahavir Co-operative Bank Ltd, J. B. Plastchem Pvt.

Ltd participated in this workshop. Our lead trainer Prof. Shyam Joshi emphasised the importance of time management in our life. He also highlighted to identify 'time wasters' and the possible actions to eliminate them. The participants interacted actively with the trainer and were satisfied with the workshop.



Training on Seven Habits of Highly Effective people

Prof. Shyam Joshi unfolds the seven habits of Stephen Covey @ Jalgaon Janata Sahakari Bank

A specialized training on Seven Habits of Highly Effective People was organised for the senior staff members of Jalgaon Janata Sahakari Bank Ltd on 21st & 22nd October 2016. 30 senior members of the bank which included Branch Managers, AGM, GM & CEO participated in the two-day workshop.

Specially designed activities proved beneficial to the participants in understanding the subject. Prof. Joshi mentioned that these seven habits of Covey are much relative in the Indian context. He elaborated each habit by giving various examples of Indian culture.



NEW INITIATIVES / TRAININGS OF GATI

• "Udyog – Maitree" • Skill Gap Analysis • Management trainings • Seven habits of Highly Effective People • Kaizen

THE JOURNEY OF GATI: 2012 – 2016

8 Districts | 3 Branch Offices | 9 MoUs | 8 Collaborations
10,000 students | 100+ seminars | 40 colleges
1,500 professionals | 30 organizations
6 mentors | 8 expert trainers | 150+ placements