





ASPIRANT RELATIONS TEAM

Annual Report Academic Year 2019-20





Vision

Building domestic and global capabilities through quality education to promote international understanding.

Mission

To boost the employability quotient of students To develop domestic and global competencies amongst students to take up national and international roles To develop a sense of social responsiveness amongst internal stakeholders To instill cross cultural sensitivity through student mobility To promote ethical and value-based learning for producing global citizens To build a culture of original knowledge creation, and dissemination to all stakeholders

Program Educational Objectives

To gain contemporary knowledge of the Business Concepts and their application in problem solving.

To apply different tools for decision-making required for solving complex managerial problems with a passion to innovate.

To develop leaders who are able to adapt to the needs of the dynamic; domestic and global Business contexts.

To develop students who are competent to take up independent entrepreneurial ventures.

To produce industry ready graduates having the highest ethical standards and concern for environment.

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Introduction

What we stand for

The Aspirant Relations Team or ART, as is popularly known, is the team in charge of conducting the Admission Process of SIBM Pune. ART acts as an interface between the current students of SIBM Pune and the aspirants of the upcoming batch. ART provides a platform for interacting and guiding the aspirants and providing necessary support whenever required on their road to SIBM Pune. Through numerous engaging activities, including Advent, Ascend, A Day at SIBM, Coffee with SIBM and Admissions Process, the Aspirant Relations Team helps in enhancing the brand image of the institute.

Meet our Team

Senior Team	Junior Team	Interim Team
Ahana Batabyal	Arnold Mathew	Arnold Mathew
Akash Ahuja	Harshita Srivastava	Anil K Gurram
Darshan Mehta	Nikita Iyer	Mallika Tandon
Manikantan Shiva	Sarbajit Biswas	Nitin Saurabh
Mukta Tiwari	Shaurav Dutt	Sai Saranya Aysola
Sakshi Garg	Shubhi Jain	Sarbajit Biswas
Unmil Mody	Tejasv Chhari	Shilpa Hari
		Vipul Dayma

Events organised

The events organised by the Aspirant Relations Team during the academic year **2019-2020** are as follows:

- 1. Onboarding 2019
- 2. City Meets
- 3. Advent 2019
- 4. Ascend 2019
- 5. A Day at SIBM
- 6. Coffee with SIBM 2019
- 7. Admissions 2020



OnBoarding 2019

The onboarding program of the Aspirant Relations Team of SIBM Pune is carried out on Facebook and WhatsApp, where an informal platform is provided to the incoming batch of students who have successfully made it through to SIBM Pune after clearing the SNAP examination and the GE-PI-WAT process. This constitutes the second lap of interaction between the current students and the students who have converted the final merit list. The online forums act as a means to provide the new students with an idea of what they may look to expect in their next 2 years and also provide them valuable information through various engaging activities.

Facebook Group Name: OnBoard SIBM Pune 2019-21

Link: https://www.facebook.com/groups/1142482732579739/

Several competitions were hosted on the Facebook group so as to increase the interactions between the incoming batches and certificates were handed out to the winners when they joined college.

OnBoard SIBM: City Meets 2019

Similar to a second leg of the onboarding process, the city meets are organised by ART to meet the prospective junior batch at different cities across the country, before they actually join the college. This personal interaction facilitates better communication and transition into their new lives by providing the juniors information about life at SIBM and answering other queries they may have.





Advent 2019

Advent 2019 was the first event organised by the Aspirant Relations Team after the batch of 2019-21 joined college. It was a Photography and Video making competition organised for the first-year students, which was divided into two distinct competitions – **Marvel-ous SNAP** (to showcase their talents by capturing the beautiful campus) and **Vision Quest** (to shoot a video of their daily routine in their new lives). Apart from this, daily quizzes were also organised to keep the students engaged. The students were required to submit a maximum of five distinct photographs which they had shot in the Lavale hilltop campus at different locations. The best entries were featured on the institute's official website.

The event received a response of over 60 students from the entire batch, recording a 50% increase in participation over the last year. The objective of the event was to make the students work as a team and showcase the brand of SIBM Pune, while also harnessing a unique bond between the batchmates.

Video Making Competition:

- 1. Winner Guruswamy Ravi Teja, MBA I, Marketing
- 2. Runner's Up Madhusree Prakash, MBA I, Human Resource
- 3. Best Cinematography Tanvi Jain, MBA I, Marketing
- 4. Best Location Shashank Patil, MBA I, Marketing

Photography Competition:

- 1. Winner Adarsh Agarwal, MBA I, Marketing
- 2. Runner's Up Tanzeel Hussain, MBA I, Innovation and Entrepreneurship
- 3. Best Emotion Sambit Gaurav, MBA I, Marketing
- 4. Best Location Aamir Sharma, MBA I, Marketing

Quiz Competition:

- 1. Quiz 1 Devang Shandilya, MBA I, Marketing
- 2. Quiz 2 Sancy Isaac George, MBA I, Marketing
- 3. Quiz 3 Harshita Srivastava, MBA I, Finance



Some pictures from the event:



Ascend 2019

Ascend is an event undertaken by the Aspirant Relations Team of SIBM Pune. It was organised with the aim of visiting coaching institutes in various cities throughout India to address MBA aspirants and to answer their queries such as:

- \succ How to prepare for entrance exams?
- \succ How to tackle various sections?
- ► How to strategize our exam to make the best out of the given time?
- ➤ What is the scope of various specializations?
- ➤ What is life at a B-school like?

This was the first time that the event has been conducted, and it saw tremendous participation from both the coaching institutes and the aspirants.



The event took place from 9 August 2019 to 11 August 2019. This year, Ascend was held in 8 cities. The event provided a platform to interact with around 1500 students from various cities.

OBJECTIVES:

The primary aim of this initiative was to give the aspirants the perspective of a B-school student on what it takes to reach the B-school of their dreams.

The following were the objectives of Ascend:

- ➤ To familiarize aspirants with SNAP, SIBM Pune
- ➤ To clarify their doubts regarding other exams
- ➤ To provide insights on various sections
- > To discuss strategies that our team employed in various MBA entrance exams
- > To understand where aspirants stand with the help of a sample mock

Ascend 2019 was aimed at the following cities:

City	Number of Aspirants
Ahmedabad	93
Bangalore	73
Delhi NCR	180
Hyderabad	57
Indore	45
Mumbai	419
Pune	197
Vadodara	410
ASCEND '19	1474

There was tremendous response from every city with aspirants actively participating in the quiz and asking queries.

ONLINE PROMOTION:

The online promotion of Ascend 2019 started on platforms such as Facebook, YouTube and Instagram with the following series of posts:

1. GK Shots:

A series of posts with the recent happenings in various sectors were posted regularly to help aspirants build their knowledge in Current Affairs, while promoting Ascend 2019.

2. Vocab Builder:

A set of vocabulary-related questions were periodically posted to help aspirants get an idea on various kinds of vocab questions. The vocab builder was also a series of posts aimed at promoting Ascend 2019.

3. Informania:



Informania is a set of short videos that discussed tips and tricks in various areas of different sections. This small set of videos saw overwhelming response from aspirants who wanted us to keep posting more such videos.

ONLINE FORUMS:

To further solve queries of aspirants about SNAP, SIBM Pune and other relevant topics, we started publishing answers and articles on platforms such as Quora and InsideIIM. We are looking forward to posting such articles on other platforms such as pagalguy, carrers360, etc. to increase our outreach.

Some photographs from the venues:



A Day at SIBM 2019

Date: 19th October 2019 Venue: Convention Center Attendee: 90 Aspirants

Introduction:

On 19th October 2019, the second edition of 'A Day at SIBM' was conducted at the Lavale Campus. The event was open for all the MBA Aspirants in the country and almost 90 aspirants attended the event. The event aimed to provide the first-hand experience of a real B-school to the students. During the event, aspirants interacted with the guests and the students and cleared all the queries they had in their mind.



D-day Events:

Introductory Note:

Mr. Sandeep Bhattacharya, adjunct faculty at SIBM Pune, was on hand to initiate the event. Mr. Sandeep discussed various aspects of SIBM Pune and how SIBM Pune is different from various other colleges. He also answered various queries which aspirants had.

Guest Session:

As guest sessions are an important part of MBA life, post the introductory session, a session with **Col. Sunil Brijkishan** was conducted. He interacted with the students in a way which left students motivated.

Case-Study Competition:

Post guest session, Case Study Competition was conducted. This session was moderated by **Dr Deepika Pandita.** In the beginning, ma'am discussed how case-studies are discussed and various ways to present the solutions. Post that, aspirants were divided into groups and each group was provided with a Group Coordinator. A case was provided to all the groups and aspirants were expected to solve the case and present their solution in front of Dr Pandita.

Based on each group's performance, the best team was chosen as the winner. After the casestudy discussion, Lunch was provided to all the students.

Ad-Mad:

Post lunch, Ad-Mad session was conducted. Students were provided with various props and were asked to prepare an advertisement on any product of their choice. The objective was to check creativity and an innovative bend in the students. The event was judged by the Senior Team of Aspirant Relations Team. The best team was chosen as the winner.

SNAP-Topper Session:

A panel of 6 students was set where students with diverse backgrounds were chosen. All the panelists discussed their SNAP strategies and how they prepared themselves for SNAP. Panelists also discussed do's and don'ts related to SNAP preparation. Post that floor was opened for Q&A session, where aspirants asked all their queries from the panelists.

Campus Tour:

Post Q&A session, aspirants were taken for the campus tour along with their group coordinators. They were shown the picturesque beauty of SIBM Pune. Post campus tour students were taken to bus bay, from where they left for their homes.

Online Case-Study Competition:

Before the main event, an online case-study competition was launched. A case was sent to all the registered aspirants. Based on the case, they were expected to send their solutions. We received tremendous responses. All the cases were evaluated based on three parameters:

- 1. Relevance
- 2. Presentation
- 3. Creativity



Based on the evaluation best three cases were selected and they were awarded cash prizes and certificates. Three special mentions were also chosen, which stood out from the rest.

Snapshots of the event:



Coffee with SIBM 2019

Coffee with SIBM is the flagship initiative conducted by the Aspirant Relations Team of Symbiosis Institute of Business Management, Pune, which aims at reaching out to the aspirants across the country to help them crack the SNAP test and get admission into a b-school of their choice. This initiative is carried out in two phases – first, the online phase, where the aspirants are kept engaged through various online activities daily and their queries relating to MBA, SNAP, and SIBM Pune are duly answered; second, engaging seminars and interactions are held across the country for over 2 hours, in 13 cities and 15 different venues. This year marked the 14th edition of Coffee with SIBM, the first one being in 2006.

During the initial phase, the aspirants reach out through social media to get important information like quizzes and tips relating to SNAP, clear their doubts regarding registrations and other queries, and gain insights on their road to SIBM Pune. Coffee with SIBM sessions provides a platform to the aspirants to interact with the current students of SIBM Pune in a



candid session, understand the life at SIBM Pune, and get guidance and last-minute suggestions on how to ace the SNAP test. It acts as a motivating and informative session conducted about a week before the SNAP test, by the toppers of the previous batch to help them choose the right B-school and work hard towards achieving their goals.

Objectives of Coffee With SIBM

The primary objective of Coffee with SIBM is to act as the first point of contact between the aspirants and the institute and make them familiar with SIBM Pune. Additionally, this initiative also aims at achieving the following:

- 1. Provide aspirants with a platform to interact with other aspirants and create a learning experience for them.
- 2. Increase clarity of students about MBA and enable them to understand the objectives of doing an MBA.
- 3. Assist the students in their SNAP preparation through daily quizzes, study materials, and Q&A sessions with the current students and the batch toppers.
- 4. Clear any doubts regarding MBA, SNAP, and SIBM Pune.
- 5. Provide information on how is life at SIBM Pune looks like and what it has to offer to the students.
- 6. Provide GE-PI-WAT preparatory materials for acing the next stage of admission into one of the premier b-schools of the country.

With a change in the SNAP paper pattern this year, Coffee with SIBM made it possible for aspirants to reach out and clear their doubts. In its 14th edition, CWS was held in **13 cities and 15 venues.**





Online Engagement

Coffee with SIBM by means of its online presence on Facebook and Instagram helped aspirants prepare better with regular updates in important topics of Verbal, Quant and Reasoning.

Sub Event: Voca Latte, Logi Expresso, Data Mocha, Café Quant, Tip Whipped and Take the Quiz, Brew!

We also posted daily questions on our Instagram stories for students to answer. These questions mainly focused on Verbal Ability.



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Following are the winners of the quizzes:

- 1. Shourya Roy
- 2. Kunal Lalchandani
- 3. Aneeqa
- 4. Jay Joshi
- 5. Arith
- 6. Papiya
- 7. Ayushi
- 8. Sushmita
- 9. Adithi Shetty
- 10. Danish Mukati

Sub event: Facebook and Youtube Live Sessions

The Youtube live sessions held on 29 November 2019 and 30 November 2019 along with the Facebook live session on 3 December 2019, each spanning from 45 minutes to 1 hour helped to reach out to over a thousand aspirants across the country. The general theme of the sessions was "**How to crack SNAP 2019**" and "**Last 15 days strategies for SNAP 2019**". The sessions were conducted from 6:30 pm to 7:30 pm.







These live sessions allowed aspirants to ask their queries on a common platform and have them answered. It was largely beneficial for aspirants from those cities where Coffee With SIBM was not physically conducted. It had a total reach of 3,444 with around 727 engagements.

The following students were part of the different panels:

- 1. Nikita Iyer
- 2. Harshita Srivastava
- 3. Shubhi Jain
- 4. Arnold Mathew
- 5. Sarbajit Biswas
- 6. Shaurav Dutt
- 7. Shilpa Sahoo
- 8. Vipul Dayma

Digital Presence

Google Ad-words were made available in different sizes which were soon seen on social media platforms like Facebook, webpages and YouTube.

Digital Reach

The Facebook page has a total of **96,865 likes**.

Various promotional events were organized on the page to create the required buzz among candidates.

We had an exceptional post reach to 664,488 aspirants and post engagement with 78,978 aspirants.

Results from 16 Nov 2019-13 Dec 2019 Note: Does not include today's data. Insights acti time zone of your ad account.	vity is reported in the Pacific time zone. Ads activity	is reported in the 🛛 🔲 Organic 📄 Paid
Actions on Page © 16 November - 13 December 32 Total actions on Page ▲ 433%	Page Views # 16 November - 13 December 6,284 Total Page views #1011%	Page previews (* 16 November - 13 December 96 Page previews * 700%
Page Likes © to November - 13 December 8,602 Page likes + 3722%	Post reach @ 16 November - 13 December 664,488 People reached + 341%	Story reach 16 November - 13 December Get story insights Bee stats on how your Page's recent stores have performed Licarn More
Recommendations // 16 November - 12 December Ut November - 12 December	Post engagement 10 November - 13 December 78,978 Post engagement &861%	Videos 10 November - 13 December 63,485 3-becand video Viewa >108%



<u>Instagram</u>

All the Facebook posts were simultaneously shared on Instagram as well. The Instagram stories feature was also used to keep the aspirants updated of new posts. Everyday questions were posted on the Instagram stories also and aspirants interacted with the posts in great numbers. This year we crossed **1500 followers on Instagram**.



Videos

This year we launched various teaser videos and promotional videos for Coffee With SIBM 2019. These videos attracted the students towards the event. They were posted on our Facebook, Instagram and Youtube pages. These videos were viewed by over 60,000 students. Other than promotional videos, we uploaded videos for clearing concepts of aspirants on various topics which are asked on SNAP. These videos were viewed by over 6,000 aspirants. The main video for coffee with SIBM aimed to showcase our campus while talking about Coffee with SIBM. The video was seen by over 550, 000 people.





Website

Coffee with SIBM 2019 website was revamped and launched on an independent public forum and hosted on SIBM Servers. All the google ad-words were directed to this website. It hosts all the information related to SIBM Pune and Coffee with SIBM 2019.

Link: http://cws.sibmpune.edu.in/

Few snapshots from the website are mentioned below.







Important Dates

PARTICULAR		WEBSITE
Registration commences on	16 August 2019 (Friday)	snaptest.org
Registration closes on	23 November 2019 (Seturday)	snoptastorg
Payment closes on	23 November 2019 (Saturday)	sneptest ore
Admit card live on (www.araptest.org).	02 December 2019 (Monday)	sneptest.org
SNAP Online Test 2019	15 December 2019 (Sunday) Time: 1400-1600 hours	snaptest.org
Announcement of Result	10 January 2019 (Friday)	sneptest.org

Placements	
Highlights of Summer Internship Recruitment Process 2019	
3 Days Record Breaking process	
100% Students Placed	

The Website contained various sections such as:

- 1. Home
- 2. About SIBM Pune
- 3. About Coffee With SIBM
- 4. CWS 2018
- 5. About SNAP 2019
- 6. Important dates
- 7. Placements
- 8. Venues
- 9. Meet the team



Pictures from the event



Admissions 2020

The Admissions process of SIBM Pune is conducted by the Aspirant Relations Team under the guidance of Director Sir, Dr. R. Raman. Continuing its initiative of an eco-friendly, transparent and paperless process, Admissions 2020 ensured a fair procedure for all the candidates involved. Also, in addition to the two usual courses – **MBA Regular and MBA in Innovation and Entrepreneurship**, SIBM Pune introduced its new course – **MBA in Leadership and Strategy**, due to commence from June 2020. The admission process for the aspirants of MBA in Leadership and Strategy was also conducted by ART.



The entire process spanned over a period of 8 days $-6^{th} - 9^{th}$ February 2020 and $13^{th} - 16^{th}$ February 2020. In addition, prior to the admission process, a video series "Journey to Admissions" was made to ensure that the aspirants get an idea of the previous year GE-PI-WAT process, what to expect and how to prepare for their own process, and also, some information about life at SIBM Pune.

Total Number of Students	Number of Seats	
Category	Seats (Percentage)	Seats (Number)
Open	74.5%	135
SC	15%	27
ST	7.5%	13
DA (Differently Abled)	3%	5
Total	100%	180

Seat Distribution for the MBA (Regular) Program:

The GE-PI-WAT Process addressed the requirements for selecting candidates under the categories mentioned above in the table. The admissions under the IS (International Students) category are held separately and do not come under the purview of the Aspirant Relations Team.

The GE-PI-WAT process for MBA – Regular consisted of the following stages:

- 1. Group Assessment
 - a. Group Exercise Discussion on a series of images shown to the candidates
- 2. Individual Assessment
 - a. Written Ability Test On Current Affairs Knowledge
 - b. Extempore
 - c. Personal Interview

The GE-PI-WAT process for **MBA** – **Innovation and Entrepreneurship** consisted of the following stages:

- 1. Group Assessment
 - a. Group Exercise Case based activity on social issues
- 2. Individual Assessment
 - a. Written Ability Test On Current Affairs Knowledge
 - b. Extempore
 - c. Personal Interview

The GE-PI-WAT process for **MBA** – **Leadership and Strategy** consisted of the following stages:

- 1. Group Assessment
 - a. Group Exercise General Case based discussion
- 2. Individual Assessment
 - a. Written Ability Test On Current Affairs Knowledge
 - b. Personal Interview



In addition to the above processes, this year, SIBM Pune included a psychometric test, prior to the slot booking process. However, it was not included in the evaluation process and only served as additional information to the panelists.

Aspirants Shortlisting

- ➤ Aspirants were shortlisted for the GE-PI-WAT process on the basis of their SNAP score.
- ➤ This year, more than **4,500** candidates were shortlisted for the GE-PI-WAT process, across all the three courses.

Information outflow

- ➤ Shortlisted candidates were informed about the declaration of results via email.
- All the candidates had to login to the SIBM Pune website, and had the option to choose their interview date and time based on their preference, after filling up the SNAP Common form, containing all the necessary details regarding the aspirants.

GE-PI-WAT Slotting for MBA Regular

The shortlisted candidates had the option to choose from the following dates to appear for their GE-PI-WAT process at SIBM Pune campus in Lavale: 6th,7th, 8th, 9th, 13th, 14th, 15th and 16th February 2020

There were two slots for the GE-PI-WAT process on these dates – one slot in the morning, and the other in the afternoon.

Morning Slot timings: 0800 to 1300 hours

Afternoon Slot timings: 1230 hours to 1830 hours

The students were allotted a GE-PI-WAT ID number in the following format:

- ➤ First letter: R (for Regular MBA course)
- Second and third letters: Range from 06 to 16 (to indicate the date of process)
- ➤ Fourth letter: X or Y (X for Morning slot, Y for Afternoon slot)
- ➤ Fifth, sixth and seventh letters: The fifth letter used was G indicating group, and the other two letters ranged from 01 to 07 (01 for 1st group, 02 for second group, and so on)
- ➤ Eighth and ninth letters: Range from 01 to 15 (indicating position in the group)

Thus, a student who had applied for the regular MBA course, and had booked the morning slot on 9th February, and had been allotted the 6th position in the 4th group, had the following GE-PI-WAT ID number: R09XG0406

GE-PI-WAT Slotting for MBA Innovation & Entrepreneurship

The shortlisted candidates had the option to choose from the following dates to appear for their GE-PI-WAT process at SIBM Pune campus in Lavale: 6th,7th, 8th, 9th, 13th, 14th, 15th and 16th February 2020

There were two slots for the GE-PI-WAT process on these dates – one slot in the morning, and one in the afternoon.



Morning Slot timings: 0800 to 1300 hours

Afternoon Slot timings: 1230 hours to 1830 hours

The students were allotted a GE-PI-WAT ID number in the following format:

- ➤ First letter: I (for I&E MBA course)
- Second and third letters: Range from 06 to 17 (to indicate the date of process)
- ➤ Fourth letter: X or Y (X for Morning slot, Y for Afternoon slot)
- ➤ Fifth, sixth and seventh letters: The fifth letter used was G indicating group, and the other two letters ranged from 01 to 07 (01 for 1st group, 02 for second group, and so on)
- ➤ Eighth and ninth letters: Range from 01 to 15 (indicating position in the group)

Thus, a student who had applied for the I&E MBA course, and had booked the morning slot on 14th February, and had been allotted the 5th position in the 4th group, had the following GE-PI-WAT ID number: I14XG0405

GE-PI-WAT Slotting for MBA Leadership & Strategy

The shortlisted candidates had the option to choose from the following dates to appear for their GE-PI-WAT process at SIBM Pune campus in Lavale: 8th and 9th February 2020

There were two slots for the GE-PI-WAT process on these dates – one slot in the morning, and one in the afternoon.

Morning Slot timings: 0800 to 1300 hours

Afternoon Slot timings: 1230 hours to 1830 hours

The students were allotted a GE-PI-WAT ID number in the following format:

- ➤ First letter: L (for L&S MBA course)
- Second and third letters: Range from 08 to 09 (to indicate the date of process)
- ➤ Fourth letter: X or Y (X for Morning slot, Y for Afternoon slot)
- ➤ Fifth, sixth and seventh letters: The fifth letter used was G indicating group, and the other two letters ranged from 01 to 07 (01 for 1st group, 02 for second group, and so on)
- ➤ Eighth and ninth letters: Range from 01 to 15 (indicating position in the group)

Thus, a student who had applied for the L&S MBA course, and had booked the morning slot on 8th February, and had been allotted the 5th position in the 4th group, had the following GE-PI-WAT ID number: L08XG0405

Arrangements for Specially-Abled Candidates

Adequate measures were taken by the Aspirant Relations Team to ensure that the process flowed smoothly and no inconvenience was caused to the specially-abled candidates. Arrangements were made for those who were differently abled, be it locomotor disability, vision impairment, hearing impairment or otherwise. Separate rooms and tabs were kept ready to aid them in the process, especially during the group exercise and the written ability test. For those who required help in writing, their respective group coordinators performed their roles

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with due diligence. Over and above this, it was ensured that the students have an ART SPOC assigned to them, in case of any exigent requirements.

Buddy Program

The Buddy Program 2020 commenced after the release of the list of shortlisted candidates for the GE-PI-WAT process. The main purpose of the Buddy Program is to provide the requisite support to the shortlisted candidates in their preparation and journey to SIBM Pune. The entire batch of first years, both MBA Regular and MBA Innovation and Entrepreneurship, had volunteered for the Buddy Program. All the shortlisted candidates were assigned a buddy, who served as the single point of contact to help them clear their doubts and queries regarding the admission process, previous year experiences, expectations and preparation methods. Each buddy was assigned around 10 to 15 candidates to whom they communicated using their college e-mail ids, with their respective ART SPOC being kept in the loop regarding all communications. Buddies also sent timely mails and reminders of process deadlines to the shortlisted candidates, along with Sizzlers and Silhouettes, which were especially prepared to guide the aspirants.

Some snapshots from Admissions 2020:

