



2.3.1. Student Centric Methods

Problem Solving Methods

Case Studies & Brainstorming

Curriculum-assigned Projects

Software, Websites, Apps & social media Pages

Research Paper Presentations

Business Plan & Budget Analysis

St. Xavier's College Jaipur Nevta-Mahapura Road, Jaipur





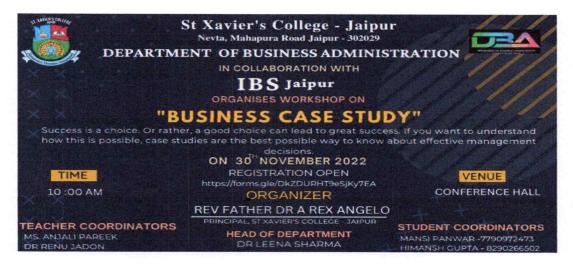


A Christian Minority Educational Institution under Section 2(g) of NCMEI Act, 2004

Workshop on "Business Case Study"			
Date	30 Nov. 2022		
Resource Person/s'	Dr. Vidhu Mathur & Dr. Shweta Jain, IBS, Jaipur		
Department	Business Administration		
Teacher Coordinator	Anjali Pareek		
*	Dr. Renu Jadon		
Venue/ Mode	College Conference Hall		

Case Study Method focuses on narrative approach to simulate in actual business situations based on both tacit knowledge and explicit knowledge. The Workshop focuses on how to acquire and integrate knowledge and experience through a particular business problem when students face with a serious situation.

Poster



Case Analysis by Resource Person









Photo During the Workshop



Feedback of Participants

	12-1-2022 13:04:59 devanshgupta1097@g	m Devansh Gupta	College Notice	Well Organized	Very Helpful	Highly Satisfied	w How would you rate the Excellent	Excellent	Learning to solve case	
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L	12-1-2022 13:05:32 Mahimamadan18@gm	na Mahima Madan	College Notice	Well Organized	Very Helpful	Highly Satisfied	Excellent	Excellent	Be the one mentioned	
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1	12-1-2022 13:06:26 kanishasurana@gmail		WhatsApp	Well Organized	Helpful	Highly Satisfied	Excellent	Excellent	Analysing facts and fig	No
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9_	12-1-2022 13:06:48 mansibhandari0407@		WhatsApp	Organized	Helpful	Satisfied	Very Good	Very Good	Learned to solve case	No
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) _	12-1-2022 13:06:58 naruka pragya16@gm		College Notice	Well Organized	Very Helpful	Highly Satisfied	Excellent	Excellent	Correct approach to so	Conduct a
-	12-1-2022 13:07:10 divyanshivilayatrani@		WhatsApp	Well Organized	Very Helpful	Highly Satisfied	Excellent	Excellent	The organisers were re	No suggest
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4	12-1-2022 13:08:31 akshitkhandelwal04@g		WhatsApp	Well Organized	Very Helpful	Highly Satisfied	Excellent	Excellent	I learned a lot to things	
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	12-1-2022 13:10:21 bhawanibaheti2@gam		WhatsApp	Well Organized	Very Helpful	Highly Satisfied	Excellent	Excellent	First analyse than deba	No
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St. Xavier's College Jaipur

Nevta-Mahapura Road, Near Nevta Dam, Politica Page 19828726366

info@sxcjpr.edu.in



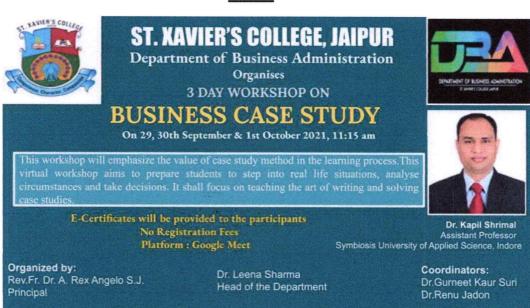


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Three Days Workshop on "Business Case Study"				
Event Name	Three Days Workshop on Business Case Study			
Date	29 Sep1 Oct. 2021			
Resource Person/s'	Dr. Kapil Shrimal, Assistant Professor, Symbiosis University of Applied Science, Indore			
Department	Business Administration			
Teacher Coordinator	Dr. Gurneet Kaur Suri Dr. Renu Jadon			
Venue/ Mode	Online – Google Meet			

To broaden the thinking horizon of learners, the resource person has taken a few case studies and showed the students how to solve them. He had taken case studies on Laxmi Namkeen, Bajaj Scooters, Balaji Wafers, and more. He also discussed how to identify the problem area and how to convert that problem into a case study.

Poster





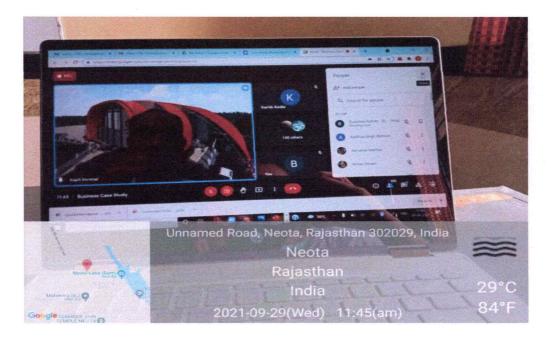




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Screenshot of Workshop



Feedback of Participants

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Recording Links

DAY-1

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Presentation of Students' Case Studies



Presentation of Students' Case Studies







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Budding Wordsworth



OCA COTA Sharing Campaign

If you're going to spotlight a historic company with tons of great marketing to learn from, who is better than Coca-Cola? This classic brand has been reminding us to "Drink Coca-Cola" since 1886 and now encourages millions around the world to "Open Happiness" every day. The 'share a Coke' campaign first launched in Australia in 2011 and involved changing the traditional wrapping around the Coca-Cola bottle to say 'Share a coke with ...' and a popular name. It is one of the most effective marketing campaigns in the world. According to the Wall Street Journal, not only did more than 18 million social

media posts reference the "Share A Coke" campaign but more than 5 million virtual bottles of coke have been shared via Coke's campaign-specific website. The campaign's impact through the sudden appearance of terms like "coke names" and "coke with names," created a willingness to seek out information about the share a coke" campaign which is a good indicator of their likelihood to interact with the brand in the future.

Written by - Nikhil Gupta

SANSUNG FROM FOOD TRUCKS TO GLOBAL LEADERS

Success doesn't come only from hard work, but from smart work as well. Maybe Samsung took it seriously and that's how it went from a food exporter to one of the biggest tech companies. Who knew after the failure of the first phone in the market it would create such a big success. From having its inventory burned after the initial slip-up, Samsung began to take mobile phones more seriously by the late 90s and launched its first internet-ready phone in 1999, it grew into the most profitable business of Samsung. After



Samsung took its success pace and tried its hand at televisions, as a outcome producing the world's first mass digital tv. After that Samsung never looked back and kept the track of new technologies launching every one of them in it's devices. As it is said Samsung took the mantra of working smart too sincerely and became one of the biggest tech companies.

Written by - Akriti Agarwal



KFC

"Success is walking from failure to failure with no loss of enthusiasm." Colonel Sanders, the founder of the world-famous and very prominent food chain "Kentucky Fried Chicken" generally admired as KFC retained this in his heart and mind. KFC is a marque whose success and prosperity we all know, but the struggle we don't. In 1939, he found his special recipe for Chicken. His recipe was rejected 1,009 times before anyone accepted it. Sander's "secret recipe" was baptized "Kentucky Fried Chicken".

and quickly became a hit. At the age of 62, after years of failures and misfortunes, sanders finally hit it big. KFC expanded internationally and he sold the company for two million dollars. Even today, Sanders remains central in KFC's branding and his face still appears in their logo.

Written by - Aaryan Mittal







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Red Bull

Red Bull gives you willings" such a tremendous tagline for an energy drink but the fact that Red Bull doesn't actually give Wings' lead so individuals from America sue Red Bull for spreading misconception and false advertising. Red Bull in response agreed to the compensation without any reluctance and signed a colossal 13 million dollar settlement. Red Bull Still Believed in Its Wings and never pled guilty as in their opinion their marketing and labeling have always been truthful and accurate

Written by - Riddhi Agarwal

FINISHED_YET!! Do you know, your favorite Royal Enfield was about to close in 1994 due to high losses and fewer sales but now it has almost 90% of the market share of mid-sized segment bikes, so, how was it all possible? How are Royal Enfield again able to stand on their feagain? Siddhartha Vikram Lal, 26 years old. He understands the need of the current generation (like Power, Looks, Feel, Etc.) and modified bikes according to them. He uses the bike not as the CEO of the Company, but as the Customer of the Company. He himself has Driven every model of the bike approximately 4500 Kms and then tried to understand the problems with the bikes. He marketed the Bike as an adventurous and powerful machine. Also, he had done many major changes, all of this resulted in an increment in their sales from 2000 bikes per year to approximately 2000 bikes per day

Written by - Manish Pincha

ROYAL NFIELD

Apple's siri

Siri was not working properly. Frank M Fazio filed a class-action suit against Apple, asserting that the company's advertisements regarding the Siri feature are "fundamentally and designedly false and misleading." Later in the suit, he calls the advertisement "a fiction." Fazio had bought an iPhone 4S and he asked Siri to show him directions, Unfortunately, Sin replied that it did not understand. Fazio claimed that Apple

showed otherwise in its commercial because of which he was attracted to buy an iPhone. This case was filed in 2012. Apple then responded to this lawsuit on May 10th, 2012, claiming that they have been upfront about the fact that Siri was still a work-in-progress on their website and that the plaintiffs could have used Apple's 30-day return policy if they found the product to be as unsatisfying as they claimed.

Written by - Mitali Bhatia



The advertising field never fails to astonish. From cashing on different accasions to spreading an awareness message, some brands always rock, Vodafone took my heart with its Republic Day advertisement.

Four-minute-long musical video shot over 12 days in 5 different states was a collaboration between folk artists of different states. #SaluteOurFarmer the soil, with the objective to urge people to explore the great Republic of India. Bringing us back to the honesty and simplicity of our roots, the video was an initiative by Vodafone's Kisan Mitra service, through which the brand claims to engage and enable more than 15 lakh farmers in the past year.

Written by - Gargi Jain





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Publication of Students' Case Studies in E-Cell Yearbook 2022-23

ISSUE: 2022-23

E-CELL PUBLICATIONS

MARKZINE

GAUTAM ADANI The Story of Rags to Riches

Gautam Adani is a successful business magnate, who carries a success story reminiscent of the rags to riches. Now he's better known as India's wealthiest man and World's 3rd richest man. In Jan 2020, Gautam Adani's total wealth stood at around Dillon, which has now methodically risen to around Sizo billion. Adani gained over Stoo billion of wealth during the last 3 years whereas in comparison most of the successful businesses lost a huge chunk of their wealth due to the covid-19 pandemic. The ability to make the best out of a Dad situation and give up attitude has done wonders for Gautam Adan in his life, Pursuant to his interests in doing business, he diamond sorter. Moving to Mumbai brought in a lot of opportunities for the little boy to learn from but later on, he moved back to Ahmedabad to help his brother out in running his plastics factory. In 1988, Adami Enterprises was set up to import and export commodities. This company brought in a lot of fortune for Gautam Adani and his ability to think differently led to diversification into over a dozen businesses over the years.

Gautam Adans infrastructure investments made him huge returns whereas other events rend to get their hands burnt in this industry. His political connections played a huge role in his taking over this industry.

-Aashish Choudhary



AMUL'S WHITE REVOLUTION

Amul started India's White Revolution that made India world's biggest maker of milk and milk products. Amul was founded Patel Tribhuvandas under the direction of Sardar Vallabhbhai Patel, the first deputy prime minister of India,

Founded in 1946, Amul is managed by the Gujarat Cooperative Milk Marketing Federation Ltd. The Taste of India, a brand so distinctively Indian has been a part of our lives for nearly five detades now and still is able to touch a chord in our hearts.



As a brand AMUL has grown from being merely differentiating factor to protect the interests of producers and consumers. With roots well established in the domestic market Amul is all set to fight in the global arena as well.

-Shruti Agarwal

TATA GROUP The Backbone of Indian Econon



independence. matry Since companies have emerged in India, which. made themselves have successful in the country and the world over time. But among these companies, there is such a name that on hearing it, the image created in our mind is not only of a businessman or profit-making company but of a trustworthy brand. There is no doubt that today we trust every product to which Tata's name is attached.

The Tata company was started by Lamseti Tata with a capital of Rs 21000, Strategic investments made by Tatas in textiles, steel and power helped India to get back on her feet even after the Britishers left. The Tatas were the first to establish a five-star hospitality in India, and an IT service company in India, Tata Companies were the first to provide branded sait in India, the first to curate branded jewellery in India and the first to sell retail steel in India. Another significant reason for the growth of the Tata Group of companies is the large focus being placed on CORPORATE SOCIAL RESPONSIBILITY. In FY 19 the group has spent INR 1,095 crore on CSR experiditure and has positively impacted 11.7 million lives.

-Stuti Grover





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E-CELL PUBLICATIONS

MARKZINE

INFOSYS

Business Strategy to Success

Infosys Limited is an Indian multinational information technology company that provides business consulting, information technology and outsourcing services. Infosys is the second-largest Indian IT company, after Tata Consultancy Services, by 2020 revenue figures, and the 602nd largest public company in the world, according to the Forbes Global 2000 ranking.

Infosys was founded by seven engineers in Pune, Maharashtra, India. Its initial capital was \$250. It was registered as Infosys Consultants Private Limited on 2 July 1981. In 1983, it relocated to Bangalore, Karnataka. Infosys Limited is a global technology services firm that defines designs and delivers information technology (IT)-enabled business solutions to their clients. It also provides end-to-end business solutions that leverage technology for its clients including technical consulting design development product engineering maintenance systems integration package-enabled consulting and implementation and infrastructure management services. It also provides software products to the banking industry. Infosys' strategy is to be a navigator for our clients as they ideate plan and execute on their journey to a digital future.

Infosys Limited is an Indian multinational information technology company. It is a global banking platform that contains several modules for corporate and retail banking. With a growing client base, support from investors, and a reputation for quality. Infosys Technologies appeared likely to remain a leader in developing software systems and applications for the exploding global electronic commerce market.

- Tanmay Saboo



NYKAA The Story of Success



Nykaa, established in 2012 as an online beauty haven, has become a symbol of empowerment and inclusivity in the beauty industry. Beyond being an e-commerce platform. Nykaa stands as a movement that offers a wide range of products to cater to diverse beauty needs. Its success is rooted in innovation, customer-centricity, and a user-friendly platform enriched with informative content and customer reviews. Nykaa's own makeup and skincare lines add originality, while its communitydriven approach through the Nykaa Beauty Book fosters connections. The "Everyday Heroes" campaign shifts focus to real people embracino urequeness and redefining beauty for empowerment. Nykaa isn't just shopping; it's embracing a philosophy that celebrates individuality and self-love. reshaping beauty perceptions.

-Kriti Khandelwal









Brainstorming		
Department	Commerce	
Date	10 Oct. 2023	
Teacher Coordinator	Dr. Mahua Bose	



Department	English
Date	19 Dec. 2023
Teacher Coordinator	Dr. Shruti Rawal







Brainstorming			
Department	Business Administration		
Date	23 Nov. 2022		
Teacher Coordinator	Dr. Leena Sharma		



Department	Business Administration
Date	12 Dec. 2022
Teacher Coordinator	Dr. Happy Agarwal



Nevta-Mahapura Road, Near Nevta Dam,



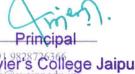


Online Brainstorming During COVID			
Department	English		
Date	14 Dec. 2021		
Teacher Coordinator	Dr. Ranjit Kaur		



Department	Commerce	
Teacher Coordinator	Dr. Pradeep Soni	

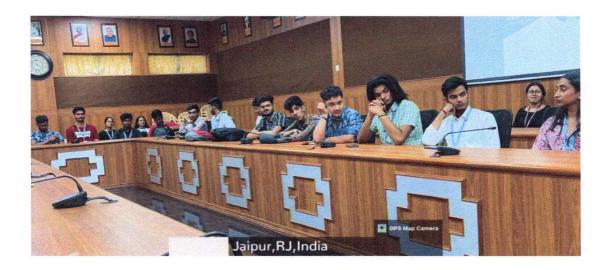








Brainstorming				
Department	Political Science			
Date	10 Sep. 2023			
Teacher Coordinator	Dr. Meeta Sharma			



Department	Political Science
Date	16 Aug. 2023
Teacher Coordinator	Dr. Denny Shaji



Nevta-Mahapura Road, Near Nevta Dam,

Tehsil Sanganer, Jaipur-302029, Rajasthan



