

NSS REPORTS 2020-21 COMBINED

NSS "MUSKAN SURVEY" REPORT

Mumbai,

During this corona pandemic and lockdown, almost everyone got affected by one or another way. But it came as a mental as well as financial strike for the poor, financially unstable and daily workers who lost their job in this lockdown. Considering this circumstances, NSS DBIT conducted a survey for HIV positive children under the MUSKAN group activity.

The MUSKAN group survey consisted of calling up the HIV positive families and taking their feedback on various issues faced by them. A google form was send to nearly 300 such families to take their feedback. The google form consisted of questions on their basic information, any family and health issues faced during this lockdown. From around 300 such contacts, the NSS team got 102 responses. The NSS volunteers who were part of the MUSKAN group called these families and asked if they need any help from the 'Sanmitra Trust' and if they were willing to do some part/full time job or work.

Thus, the MUSKAN group survey/activity conducted by our NSS team helped the HIV positive affected families.



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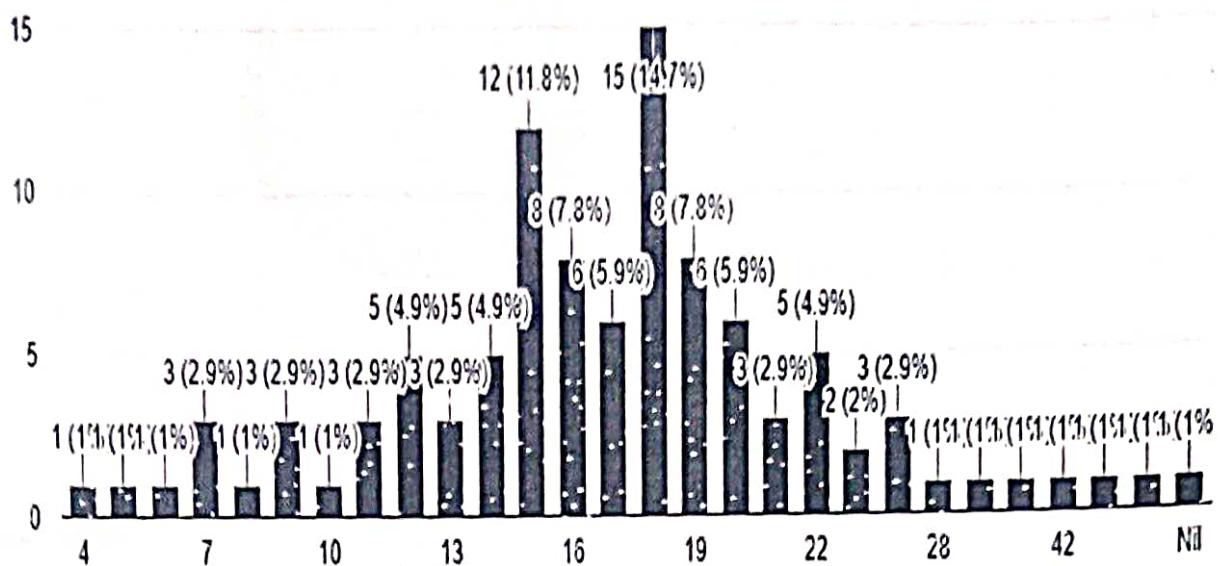
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What is your age?

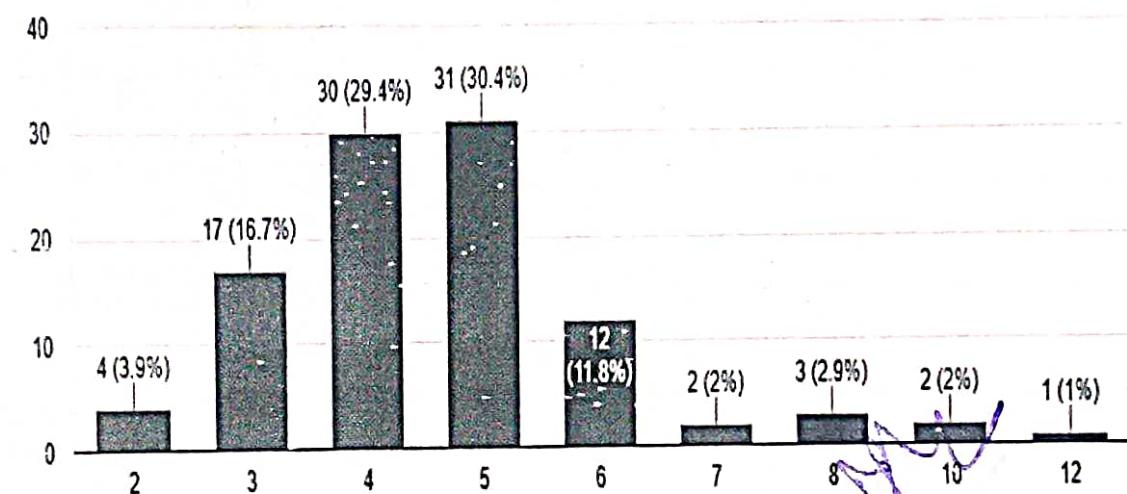
102 responses



2.

Number of Family Members

102 responses



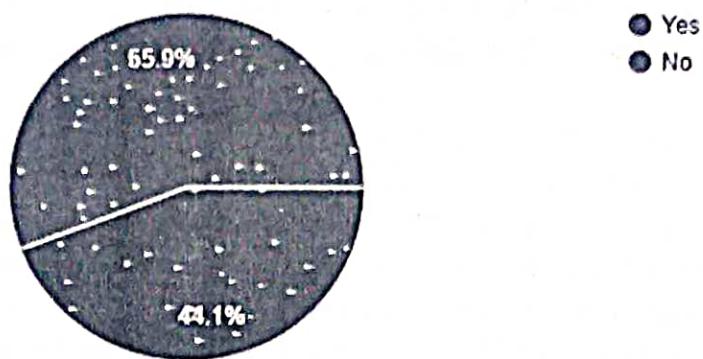
3.



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Can you do some kind of part time/full time Job/Work

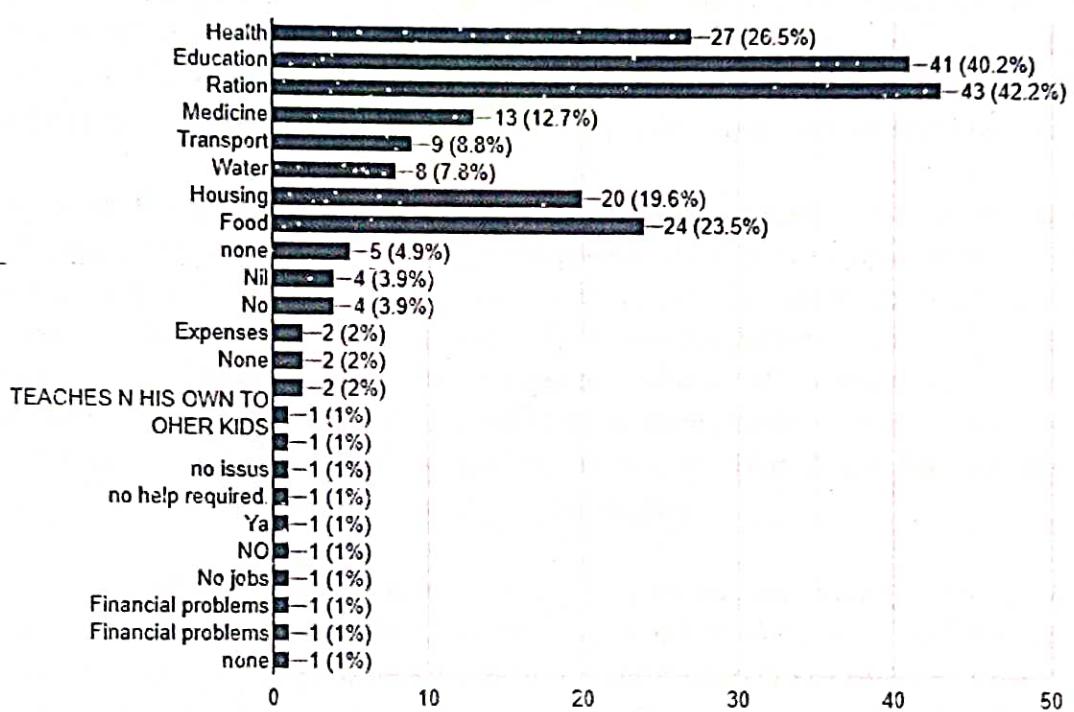
102 responses



4.

Any family issues

102 responses



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Entrepreneurship Development Programme - Summary Report

The DBIT NSS unit along with the DBC NSS Unit conducted 5-day 'Entrepreneurship Development Programme' for the College students, unemployed and jobless youth from slums of Mumbai.

The main aim of this programme was to create and provide opportunities to the budding minds and guide them to stand on their feet in the world through entrepreneurial ventures and self-employment and to further develop leadership qualities. The program was also aimed at creating and providing opportunities to the young people that would not only empower them but also help them contribute to family income through entrepreneurial ventures and self-employment. .

Program was conducted from 5th August to 10th August 2020 at 4pm to 6pm. This program was designed for five days (daily two hours from 4-6pm) that took the youth from the basics of small enterprise starting to growth to sustenance. A total of 37 participants registered for this program event wherein 15 individuals really took an interest for the event. The program also helped all participants to simultaneously work on their personality and provided them with all the appropriate and needed skills for entrepreneurship. This Program was conducted by using Zoom and Youtube platform by the technical team of DBIT and DBC NSS unit, Kurla Mumbai.

Program was inaugurated in the presence of by Fr Mario Vaz (Executive Director- DBIT and DBC BMS of DBCL Kurla campus) and Dr. Parvathi Venkatesh (Principal- Don Bosco College, Kurla) Dr. Mamatha Dsouza (HOD, DBC-BMS, Kurla) Mr Yashesh Ranpura (NSS Program officer DBC-Kurla) and Royal Dsouza (Senior Program coordinator, NSS and Outreach activities DBCL Kurla).

In his speech Fr Mario appreciated the efforts of the organizing team and conveyed his best wishes to all participants to become successful entrepreneurs. After the inauguration of the program the first day session was conducted by Royal Dsouza on the leadership skills and personality development. Mr Amar Prabhu (Principapl SJITI Kurla) conducted session on Business skills on second day, Mr Laxmikant Malvatkar (Managing Director, SSP Organsiation Pune) conducted session on Marketing skills on third day, Ms Vandana Joshi (Banking expert) conducted session on Banking and accounting on day four and Mr. Arvind, Mr. Harmik and Mr Ashtad shared their experiences as entrepreneurs on the last day of the program.

The topics included all the relevant and pertinent information about starting a venture which would include topics such as How to start a business, Issues and problems associated with new ventures, how to prepare a project report, what are the government schemes available and what are the sector specific incentives, how do banks work, getting loans from the banks, negotiating skills, importance of networking, purchasing methods, accounting tools etc. Soft skills program would cover topics such as leadership development, personality enhancement, team building, group dynamics etc.

At the end of each day session a feedback form was circulated to all participants to collect their feedback on session. All the participants received a participation certificate after attending 10 hours program. First follow-up meeting is planned on 20th August 2020, which is after 10 days of the program with all the participants.



The pedagogy was included lectures, activities, videos, PowerPoint presentation etc. that would not only provide conceptual clarity but also keep them excited. The program was a perfect blend of soft skills and relevant information needed to start a business.

Report in detail

Dates: 5th, 7th, 8th, 9th and 10th August 2020

Time: 4pm to 6pm

Resource persons: Mr. Royal D'souza, Mr. Amar Prabhu, Mrs. Vandana Joshi, Mr. Laxmikant Malvatkar, Mr. Arvind Navgire, Mr. Harmik Singh, Mr. Ashtad Kohinoor.

Organizers: Mr. Royal D'souza, Mr. Yashesh Ranpura, NSS Unit of DBIT and DBC.

Objectives:

- Provide know-how and fundamentals associated with starting a small enterprise.
- Inculcate in the participants strategic skills needed for self-employment.
- Develop Leadership Qualities.
- Motivate them to work as a team and in unison and accordingly form groups in their own area or locality. This could also subsequently result in forming focused self-help groups.
- Groom them for carrying forward the spirit of entrepreneurship in their area by mentoring other youth and helping them appropriately.
- Provide them with overview of saving schemes and investment options.

Inputs from speakers:

- 1 Mr. Royal gave insights on Team building, how to enhance leadership skill; do self SWOT (strengths, weaknesses, opportunities, threats) analysis. These concepts were also explained through activities.
- 2 Mr. Amar explained how businesses are formed and how entrepreneurs can upgrade and enhance their skills while conducting business.
- 3 Mr. Laxmikant explained several marketing concepts, types, how to build a marketing plan, various marketing strategies and implementation of business ideas and plans.
- 4 Mrs. Vandana explained various financial concepts, types of banks, ownerships, fixed and recurring deposits, overdraft account, passbook and calculation of interest.

On day 5, there was a session wherein 3 successful entrepreneurs shared their experiences for the benefit of the audience.

No of registered actual participants: 37

Actually attended: 15

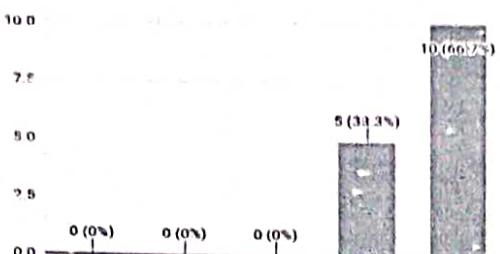



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Feedback Form copy with analysis:

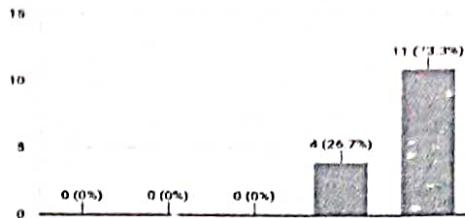
How satisfied were you with the event?

15 responses



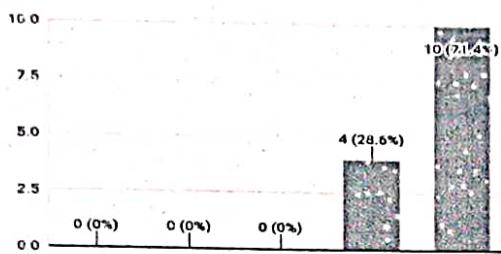
How relevant and helpful do you think it was in terms of "Entrepreneurship Development Programmo"?

15 responses



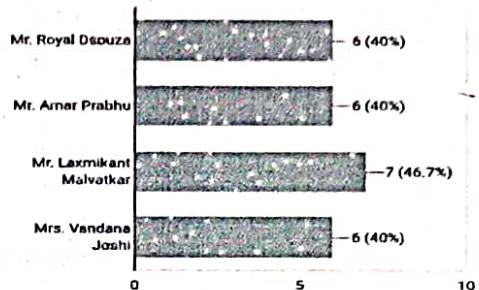
How satisfied were you with the sessions content?

14 responses

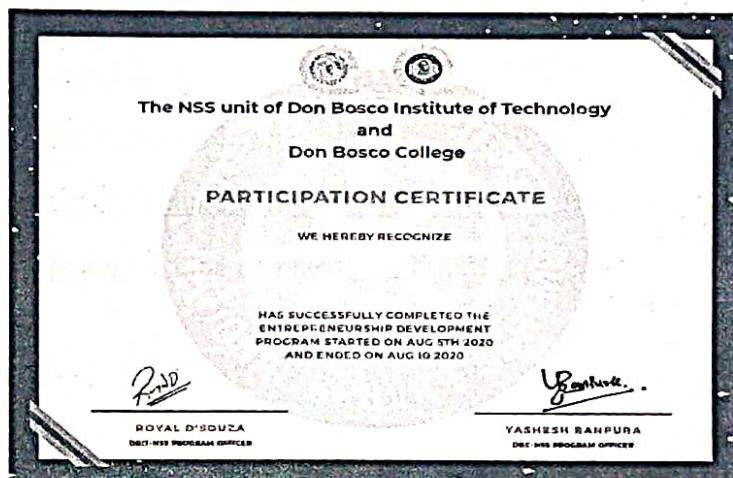


Most liked session:

15 responses



Certificate copy:



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Volunteers list



Event Co-ordinators:

Shivam Singh

Varun Shetty

Technical Team:

Rachel Noronha

Noel Noronha

Jason Fernandes

Donella Francis

Macrina Kinny

Promotion Team:

Alma Snowin

Allwyn Rodrigues

Priyal Vaz

Future action plan:

- 1 Follow up webinar on 20th August 2020.
- 2 Arranging Webinars based on Specific topics suggested by the participants.

Program copy is available on YouTube link for references

Day one- 5 August: https://youtu.be/CELBqDgn_qI

Day 2- 7 August: <https://www.youtube.com/watch?v=liMzrYC9EiA>

Day 3- 8 August: <https://www.youtube.com/watch?v=leMoKHkSE7M>

Day 4- 9 August: <https://www.youtube.com/watch?v=E9f8uoNbvlw>

Day5- 10 August <https://www.youtube.com/watch?v=9ql66RqXe2I>



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▼ ENTREPRENEURSHIP DEVELOPMENT PROGRAM DAY 2

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1:10:17 / 1:31:54

© IILM INTERNATIONAL WEBINAR

Market Research & Business Plan

- Market survey & Information
- Product or service
- Networking
- Entrepreneur identification (those who have successfully started)

▼ ENTREPRENEURSHIP PROGRAM DAY 3

Powered by StreamYard

6:42 / 1:22:44

Market Research & Business Plan

▼ ENTREPRENEURSHIP DEVELOPMENT PROGRAM DAY 4

Powered by StreamYard

PASS BOOK AND CALCULATION OF INTEREST

Given below is a sample passbook for a bank account. Calculate the minimum balance in 6 months. Sample passbook is given below.

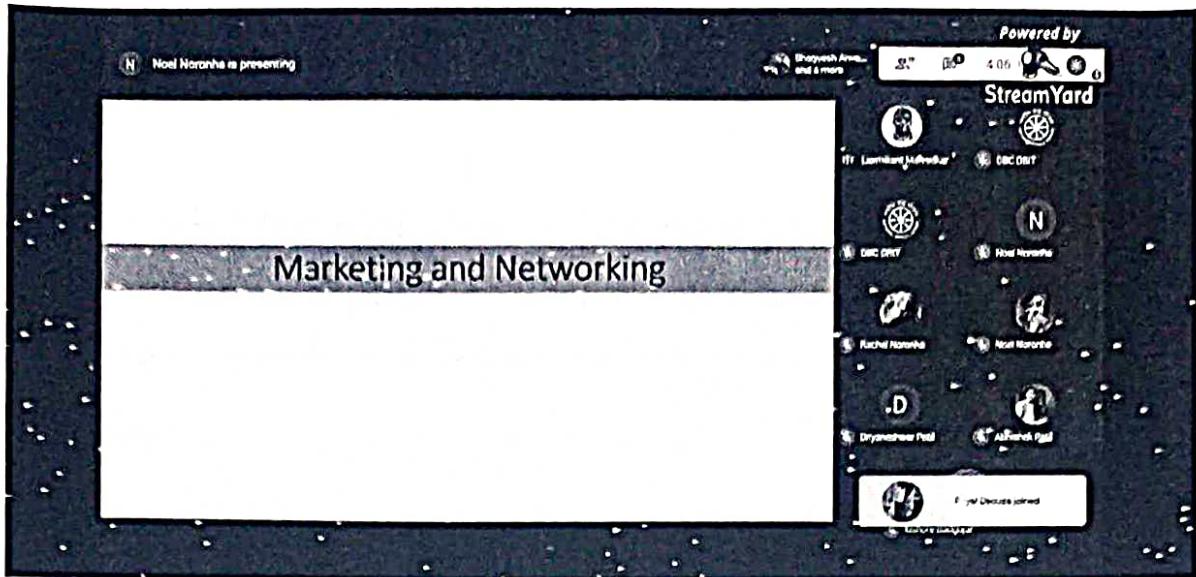
| Date | Particulars | Debit (Rs.) | Credit (Rs.) | Closing Balance |
|------------|-------------------|-------------|--------------|-----------------|
| 21/01/2020 | Kashish Ltd. | Withdrew | | 50,000 |
| 21/01/2020 | Cheque Dr 652/181 | 10,000 | Deposits | 30,000 |
| 21/01/2020 | Cash Dr 1000 | | | 30,000 |
| 21/01/2020 | Balance Cr 1000 | 2,000 | | 32,000 |
| 21/01/2020 | Cash Dr 1000 | 2,000 | | 30,000 |
| 21/01/2020 | Interest Cr 1000 | 2,000 | | 32,000 |
| 21/01/2020 | Interest Cr 1000 | 2,000 | | 32,000 |

0:23 / 2:03:20

Project Report




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Royal Dsouza

Marketing and Networking

Marketing is the process of identifying and meeting customer needs. It involves creating products, services, and experiences that are valuable to customers. Marketing also involves communicating the value of these products, services, and experiences to potential customers.

Networking is the process of building relationships with other people. It involves connecting with others, sharing information, and working together to achieve common goals. Networking can be used to find opportunities, build credibility, and establish a professional reputation.

The combination of marketing and networking can be very effective for businesses. By marketing their products and services through networking channels, companies can reach a wider audience and increase their sales. Additionally, networking can help companies identify new opportunities and partnerships that may lead to further growth and success.

Marketing and networking are both important components of a successful business strategy. By combining these two approaches, companies can create a strong foundation for their success and achieve their goals.

A handwritten signature in blue ink, appearing to read "R. Dsouza".

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Don Bosco Institute of Technology, Mumbai

NSS Mumbai University Website and E - DIARY Development and Maintenance Agreement

Summary :

This Website Maintenance Service Level Agreement (SLA) is a service agreement between the **NSS Department of Mumbai University**. (hereinafter referred to as the "Customer") and Don Bosco Institute of Technology, Mumbai. (DBIT) (hereinafter referred to as the "service provider"). This document defines the minimum performance measures at/or above which the service delivered is considered acceptable.

DBIT has taken the responsibility of developing the website and student's diary android application. The objectives of the student's diary applications are as follows.

- To provide a digital platform for volunteers and Program Officer to make notes and add tasks related to NSS.
- To eliminate manual efforts.
- To maintain transparency in the functioning of NSS and provide authentic data.

Website <https://nss.mu.in> is redesigned and developed using WordPress technology. This is the university's information portal for its NSS related activities.

People involved in the projects are as follows

Software designers:

- 1 Manasi Anantpurkar - TE-COMP
- 2 Priyal Vaz - TE-COMP
- 3 Shivam Singh - TE-MECH



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Software developers:



- | | | |
|---|-----------------|---|
| 1 | Satyam Sharma | - TE-IT (Android Application Developer) |
| 2 | Hayden Cordeiro | - TE-COMP (Backend Developer) |
| 3 | Malvika Shetty | - TE-IT (Backend Developer) |

Project Coordinator:

- 1 Prof. Tayyabali Sayyed - IT Department
- 2 Royal D'souza, N.S.S. Programme Officer

1. Definitions

- 1.1. "Maintenance Service Fee" shall mean a rate paid by the customer for website maintenance and maintenance related support.
- 1.2. "Website Maintenance" shall mean basic website changes and additions and does not include Server Side Scripting or Database modifications.
- 1.3. "Server-Side Script" shall mean a program that is processed on the server, before the information ever reaches the user's computer. These programming languages include but are not limited to PHP, ASP, and ASP.NET.
- 1.4. "Term" shall mean the initial (12) twelve-month term of Website Maintenance after the election by the customer.
- 1.5. "Renewal Term" shall mean any (12) twelve-month term of Website Maintenance services elected by the customer subsequent to the Term.
- 1.6. "Software" shall mean any artwork, programs, procedures, rules, and any associated documentation pertaining to the operation of a website. For example a website, Content Management System, 3rd party applications like Forums, Blogs, etc.

2. Website Maintenance Agreement Term

The term of this agreement is a (12) twelve-month term. The renewal term will automatically start once the term has lapsed unless termination has been received.

3. Website Maintenance Agreement Termination




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3.1. The term or renewal term can be terminated as per a 30 day cooling-off period after the commencement or renewal date of the agreement. Notice of this termination must be made in writing.

4. Amendments to Contract

The Level of your Website Maintenance Agreement can be modified by giving 30 days' notice in writing.

5. Responsibilities

5.1. Customer Obligations

The customer agrees to provide DBIT with reasonable access to all necessary personnel to answer any questions about any problems reported by the customer regarding the Software. The customer also agrees to promptly implement all updates provided by either a 3rd party or T- Host IT if requested.

When requested and necessary, the customer shall provide DBIT in writing a reasonable description of the maintenance required along with any additional information or software required to complete the Website Maintenance.

Customer is required to provide the following

- 3 Ubuntu 18.04 Server to host the Django Project
- 4 The database (Postgres Server) can be installed on the same server
- 5 SSH access to the server for the maintenance and periodical debugging and feature additions.
- 6 If the app has to be put on the play store under NSS name then an additional fee would be required to create the play store account
- 7 The customer is responsible for data protection and related services required to protect the data.

5.2. DBIT Responsibilities

- Design, Develop and Maintain the <https://nss.mu.in> website
- Design, Develop and Maintain, Mobile Application Development for students diary application and its backend application
- Provide help in hosting and maintenance in the student's diary



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5.3 Ownership of the software

DBIT proposes to make the software code (students diary and android application with the backend) open-source with GNU GPL 3.0. With this license customers and others are free to use, modify, distribute the software. Please read the GNU GPL license in detail here
<https://www.gnu.org/licenses/gpl-3.0.en.html>

Making code open source will definitely benefit both parties as the customer is free to then modify and keep the software open for others benefit.

5.4. Primary Contacts

The customer shall appoint one (1) individual within the customer's organization to serve as the primary contact between the customer and DBIT. All of the customer's support inquiries shall be initiated through these contacts and logged internally.

6. Level of Support

99% of the time DBIT will start work on your Website Maintenance within (2) working days of receiving the request.

7. Error Correction

Upon identification of any Website Maintenance error, the customer shall notify DBIT of such error and shall provide DBIT with a problem report and enough information to reproduce the error. DBIT shall use its reasonable efforts to respond to problem reports.

DBIT shall begin to correct any reproducible Website/Students Diary maintenance errors in the Software attributable to DBIT with the level of effort commensurate with the error within one (1) business day. DBIT shall not be responsible for correcting any errors not attributable to DBIT.

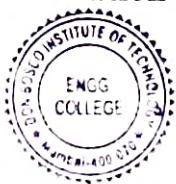
8. Go Live Policy

No software, error correction or modification will go live on Fridays unless otherwise agreed upon. Support is limited over the weekend and this policy is designed to reduce the risk of critical errors over this period.

9. Charges

Server charges for hosting website (<https://nss.mu.in>) and Students Diary Application will be borne by the customer. DBIT will charge zero cost for the maintenance.

10. DBIT Contact Information




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Website Maintenance Service is available based on the student's availability. DBIT will best try to make available students all the time except during the examinations and holidays.

Phone: 8605134503

Email: tayyabsayyad@gmail.com

The undersigned agrees to the terms of this agreement on behalf of his or her organization or business.

On behalf of the customer (authorized signature)

----- Date -----

On behalf of Don Bosco Institute of Technology (authorized signature)

----- Date -----

Webinar -COVID 19- Relief and Rehabilitation

WEBINAR One- NSS webinar on

COVID 19- Relief and Rehabilitation: How Engineering can Rise to the challenges posed

Date: 15 June, 2020

Time: 11:00 am to 12.30pm

- Welcome Note: Dr Prasanna Nambiar, Principal DBIT



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- Key Note Speaker: Ms. Kishori Tai Pednekar, Mayor of Mumbai

Speakers:

- Fr. Anacalate D'mello, Director - BSVS Jawahar
- Dr. Sangeeta Hasnale, Assistant Municipal Commissioner - Planning and Assessment Dept., MCGM, Mumbai
- Mr. Mackenzy Dabre, Consultant - YUVA Organization, Mumbai and General secretary of National Hawkers Federation
- Mr. Laxmikant Malvatkar, Managing Director- Sakhi Social Enterprise and Network, Latur.

Organizers: NSS Unit of DBIT and DBIT EXTC IEEE and IETE chapters

Objectives:

- To learn about the current pandemic situations.
- To know about the challenges faced by people, through speakers as they share their experience.
- To take suggestions from the speakers.
- To plan and work on the solutions to the challenges.

The host Ms. Malvika Shetty (DBIT NSS Volunteer) welcomed all participants and invited DBIT principal of Don Bosco Institute of Technology. Introducing the speakers, the principal spoke about the current pandemic situation and brought light to the fact that as an engineering college, engineers should work on “problem solving of society”.

Ms. Kishori Tai Pednekar, Mayor of Mumbai, gave her best wishes to our program. She also appreciated DBIT NSS team for organising this webinar on this topic.

Fr. Anacalate D'mello, Director - BSVS Jawahar, shared the current situation in their area due to pandemic and suggested some agricultural and technical help which an engineer could think of. He also acknowledged the DBIT team for supporting BSVS team to support financially during this pandemic.

Mr. Laxmikant Malvatkar, Managing director- Sakhi Social Enterprise and Network, Latur, shared the story of establishment about the organisation. Also talked about the problems faced by women and farmers in the villages. He suggested building some offline applications that would help villagers to communicate and help.

Dr. Sangeeta Hasnale, Assistant Municipal Commissioner - Planning and Assessment Dept., MCGM, Mumbai, shared the current scenario and challenges faced by her and the organisation about sanitization and coordination. Focusing on self sustainability, she listed all factors where engineers and medical students could build innovative systems which would be most efficient in the pandemic situation. Not only old and aged people but also handicap people were mentioned to think of a solution for their well being. She stressed



upon the job opportunities created after pandemic like oxygen plants and their maintenance would be helpful for students looking for jobs.

Mr. Mackenzy Dabre, Consultant - YUVA Organization, Mumbai and General Secretary of National Hawkers Federation, said that the young power is the energy of the nation. Many NGO's are working on this issue. The hawkers are more affected during this pandemic. We need to see the alternative to create new business opportunities for them.

Ending on a good note, Mr. Royal Dsouza (DBIT, Program Officer) proposed the vote of thanks and thus the webinar was concluded.

Suggestions from the speaker:

Fr. Anacalate D'mello

- Financial and technical support in dams and borewells.
- Research and education in low cost agricultural methods.

Dr. Sangeeta Hasnale

- Open areas to become low cost quarantine centres.
- Dashboard facilities for every user to identify centres.
- Collecting the data of old people and looking for the medical or essential needs through some medium or interface.
- Movable bath and toilet systems.
- Technical assistance to handicap people
- Travelling system which leads to low cost and most effective to safety.
- Oxygen system and maintenance training.

Mr. Laxmikant Malvatkar

- Offline setups/applications for villagers

Mr. Mackenzy Dabre

- Solving the problems faced by hawkers and has been tirelessly fighting for their rights.

Number of registered actual participants:<800

Number of participants actually attended:<200

Number of certificates assigned: 755

You Tube link:<https://youtu.be/ooaPlmsN-RY>

Certificate copy:




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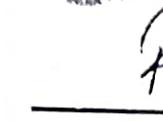
THE BOMBAY SALESIAN SOCIETY'S,
DON BOSCO INSTITUTE OF TECHNOLOGY, MUMBAI

APPROVED BY AICTE & AFFILIATED TO MUMBAI UNIVERSITY, NAAC ACCREDITED B++

CERTIFICATE OF PARTICIPATION

PRESENTED TO

PRIYAL VAZ



ROYAL D'SOUZA
 DBIT NSS Program Officer



Dr. PRASANNA NAMBIAR
 Principal

Summary of speaker's suggestions

| Speaker | Education | Health | Livelihood | Eco-Friendly/ Technical products |
|--------------|--|--|--|---|
| Fr. Anaclete | <ul style="list-style-type: none"> 1.Teaching the farmers about alternative low cost/budget farming/water budgeting/agricultural methods. 2.Technical knowledge about construction of check dams and bore wells. | | <ul style="list-style-type: none"> 1.Make Jawhar and Mokhada a vegetable producing hub for locals, to earn a living. 2.Providing a source of financial assistance. | <ul style="list-style-type: none"> 1. Bringing up hydroponic cultivation. |
| Dr. Hasnale | <ul style="list-style-type: none"> 1.Help develop technical skills which needed during COVID to the students of slum areas. | <ul style="list-style-type: none"> 1.Build small quarantine centers in playgrounds and parks in our society for the positives. 2.Create or provide | <ul style="list-style-type: none"> 1.Help build small scale industries and employ the poor. | <ul style="list-style-type: none"> Create online dashboard where real time management system can be tracked. |



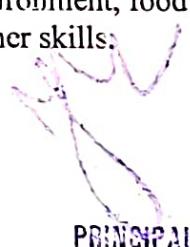
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| | | | | |
|--------------|---|---|--|---|
| | | good sanitary napkins. 3.Collect data of people vulnerable to the virus and help them with essentials. | | |
| Mr.Laxmikant | | 1.Masks for kids. | Try to make locals the owners of essential services to give them a livelihood. | 1.Since there is connectivity issue in villages, develop apps that work offline.* 2. Develop some videos, animations, tutorials or eve games for a better understanding of different agricultural methods. 3.Apps for locals to buy and sell their products. 4.Students can make and give apps on rents. |
| Mr.Mecanzy | 1.A new education platform should be created for economically. 2. Awareness about terrace gardening/farming. | 1.Create awareness about waste management at home. | 1.Make a record of people working in small scale industries and come up with ideas for their livelihood. 2.Let hawkers and vendors do their deliveries instead of Zomato/Swiggy.(Hawkers Bazaar) | 1.System where we can keep records of data of owners and the workers. 2.Build service providing centers. |

*These apps can provide solutions for various fields like education, agriculture, environment, food security, micro financing, self-help groups, entrepreneurship related skills or any other skills:

Photographs of the Webinars



 A handwritten signature in purple ink that reads "PRINCIPAL".

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NSS Webinar two- REPORT

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Webinar on Importance of Skill and Entrepreneurship Programs- Towards Better Livelihood

Date: 30 June 2020

Time: 11am to 12:30pm

Organizers: NSS cell of Mumbai University and NSS unit of Don Bosco Institute of Technology, Kurla Mumbai

YouTube link for live Webinar

<https://youtu.be/lxBvogrFs3c>

The NSS cell of Mumbai University and NSS unit of Don Bosco Institute of Technology Kurla organized a webinar live on June 30, 2020. The mass participants for the webinar were 512(Five Hundred and Twelve) in total.

The main objectives of this webinar were to provide information about the technical field short term and long term jobs oriented courses, information about the Skill and Entrepreneurship training programs and motivating youth and jobless people to find out livelihood opportunities for them.

The welcome note was delivered by Dr Prasanna Nambiar, the Principal of Don Bosco Institute Of Technology.

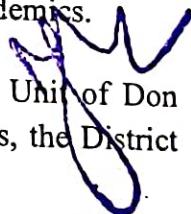
The major topic on Career options in Technical skills was covered by one of our distinguish speaker Mr Amarr Prabhu, the Principal of Don Bosco Industrial Training Institute, Kurla, Mumbai. He also answered the participants' queries on how can women entrepreneurs manage work from home and other home chores and career change after the age of 35, he guided the viewers on how to approach such changes and provided few suggestions for the same.

Second important speaker was Mr Vivek Sinare, a Dynamic leader with 18 years of extensive experiences in Socio-Economic development, skill development, Entrepreneurship training project training across the country. He spoke at length on Government schemes for Skill and Entrepreneurship training for youth as well as women of our country.

Third notable speaker was Mr Sudhir Puranik, the Director of NSS Mumbai University and also the Vice Principal of Paliwala college, Raigad. He addressed the viewers on the role of NSS in implementing skill and livelihood programs under NSS in rural and urban areas. He also expressed on the matter of how will the entrepreneur scene change in India with the ongoing Aatma Nirbhar campaign and boycotting china goods following which he spoke on sending students to Japan even after Made In India is becoming significant. At the end of his bits of advice, Mr Sudhir Puranik added in tips for students on part-time job tasks they can do besides handling their academics.

The webinar was concluded by Mr Royal Dsouza, the programme officer of NSS Unit of Don Bosco Institute of Technology followed by a vote of thanks by Mr Nikhil Karkhanis, the District




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Co-ordinator of Mumbai Central Suburb Zone of NSS, Mumbai University. They summed up the webinar by sharing the ideas on connecting the rural to the urban by increasing the facilities of Entrepreneurship.

A feedback form was circulated among the participants after the webinar in which participants were asked for their opinion on future webinars, out of which 332 participants showed interest in Skill development and 189 participants were interested in a webinar on Entrepreneurship. Participants were questioned if they want an entrepreneurship program on which 466 of them agreed and the rest of them weren't interested for more webinars.

WEBINAR 3 – CAREER GUIDANCE AND ADMISSION PROCESS

Report - NSS Webinar 3: Career Guidance and Admission process

Date: 19 July, 2020

Time: 11:00 am-1:00pm

Resource Person: Mr. Amarr Prabhu, Principal SJITI, DDCL, Kurla

Organizers: NSS Unit of DBIT

Royal Dscuza (NSS PO)

Nitin Kak

Saloni Dhotre



A large, handwritten signature in blue ink, appearing to read "Rajesh".

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Saurabh Yadav

Vaishnav Mulay

Technical Support: Mr Laxmikant Malvatkar and team (SSP Organisation, Latur)

Objectives:

- To educate about how to choose a career
- The process about choosing a career
- Career options available in all fields
- To explain about effect of current pandemic situation on career opportunities
- To provide with information of Government schemes and scholarships available
- To explain about 11th and 13th grade admission process

The event starts with the host welcoming everyone and listing the objectives of the webinar. Then Royal Dsouza, NSS Program Officer of Don Bosco Institute of Technology, was invited to give a brief introduction on the importance of education in which he amuses the audience by sharing a anecdote and proceeds introducing the speaker.

The speaker, Mr. Amarr Prabhu, principal of SJITI, was invited with a warm welcome.

He starts addressing the common question or self doubts every student has after SSC about choosing a career and how are the common decisions taken. Scratching the very foundation, the speaker answered questions as to "WHAT is career planning?", "WHY should we plan a career?" and "HOW should we plan?". The speaker also gave steps to follow for a successful career planning. He stressed upon how knowing your positives is important, and the need of research and exploration on their most preferred career. Not only career options after 10th but also courses available where shared with the viewers. For HSC students what specialized courses different streams offer where listed. UPSC and Defense Services were briefly mentioned. Detailed information about ITI courses in SJITI was given. And questions by the audience were actively answered. Nitin, the head of the education team of NSS gave the vote of thanks.

The student participants were familiarized with the videos on 11th and 13th online admission process as well as the Government schemes and scholarships. Nitin, the head of the education team of NSS then addressed the viewers and delivered a vote of thanks, thus ending the webinar successfully.

A copy of Career guidance program PPT and all videos are also sent to all participants on their Whatsaap groups and registered email id for further references.

Students from Private tuition classes, Institutions, NGO's and Muskan Group of Sanmitra Trust participated in this program from all over Maharashtra.




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Number of actual registered participants: around 283

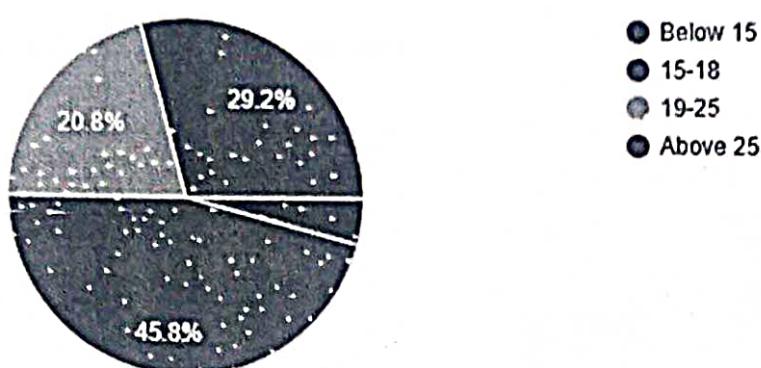
Number of participants who attended: around 130

Number of certificates issued: 48

Feedback and analysis of form 1

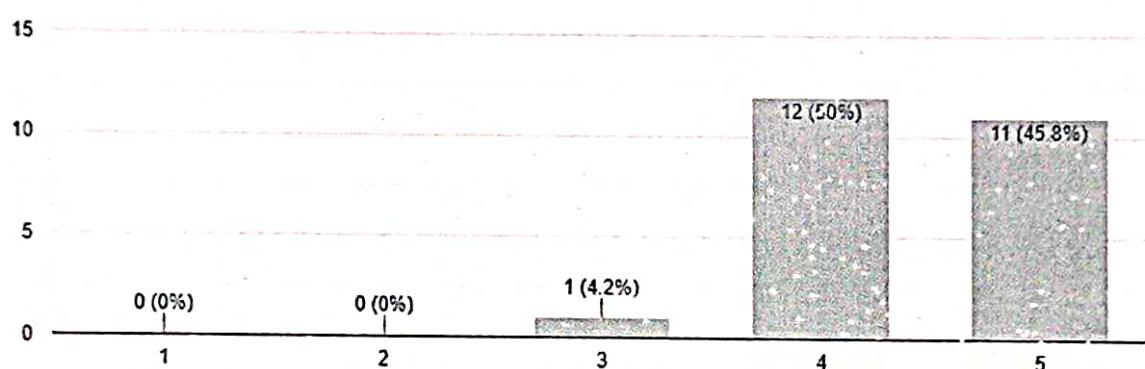
Age:

24 responses



The Program facilities were appropriate and satisfactory

24 responses



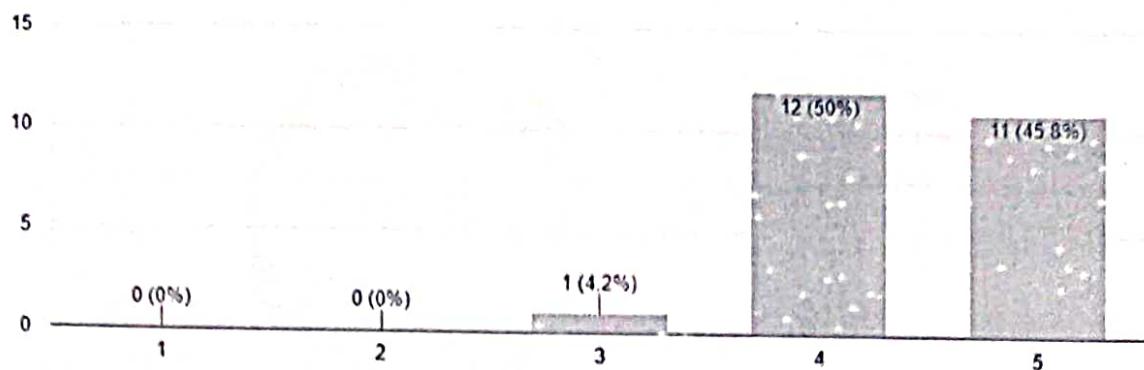

Principal

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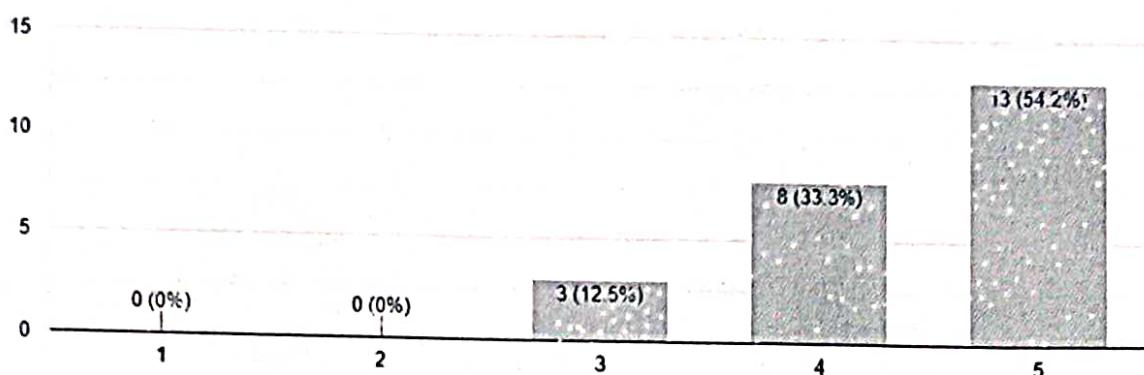
The presenter responded to questions in an informative, appropriate and satisfactory manner

24 responses



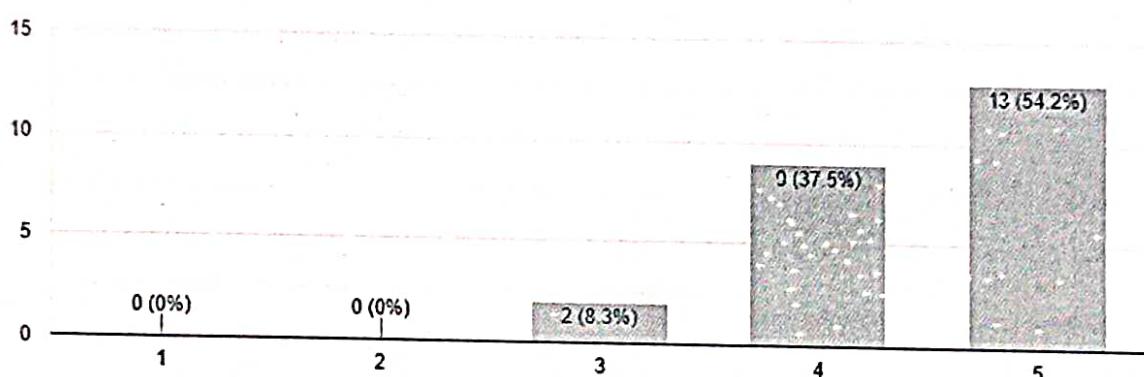
Was this Program helpful in creating the required awareness?

24 responses



Overall, the Program was informative and valuable

24 responses



Feedback and analysis of form 2

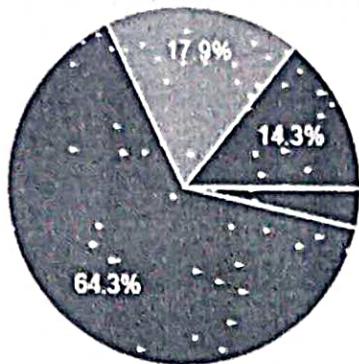



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Age:

28 responses



● Below 15

● 15-18

● 19-25

● Above 25

The Program

28 responses

15

10

5

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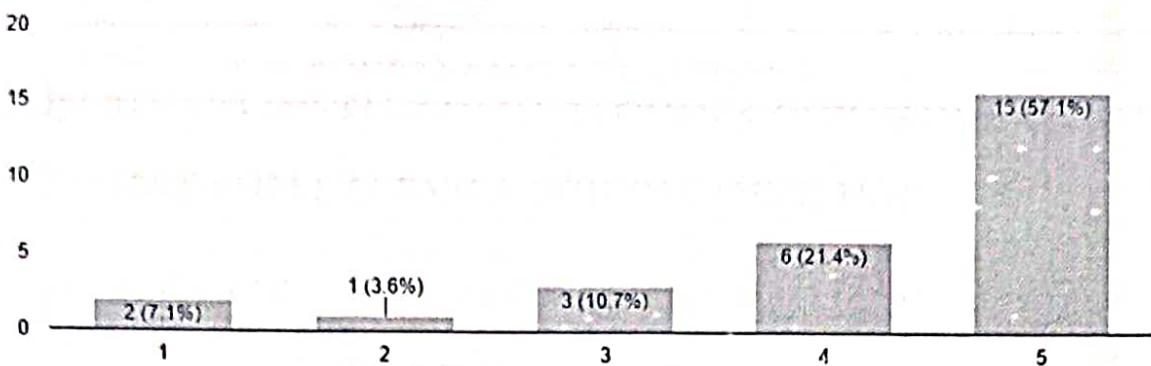
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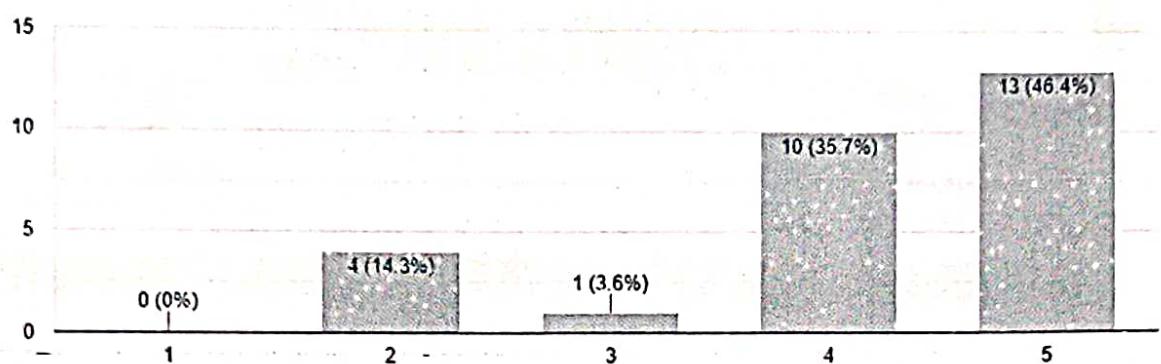
Was this Program helpful in creating the required awareness?

28 responses



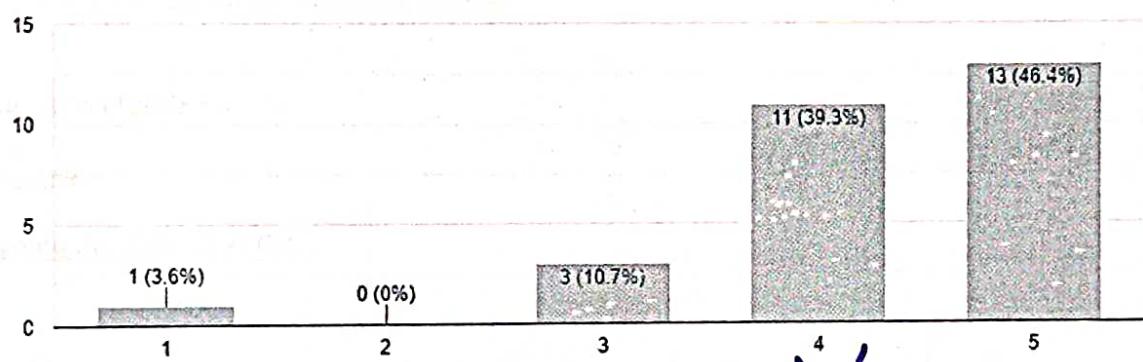
The presenter responded to questions in an informative, appropriate and satisfactory manner

28 responses



Overall, the Program was informative and valuable

28 responses



[Signature]

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Certificate sample copy:



Future plan of action: To analyze the feedback form and consider their inputs or requirements in particular and preparing list of Institutes from Mumbai region of ITI's, Engineering colleges, Arts, commerce, Science colleges and Higher Education self finance courses.

Program is available on

YouTube link

https://youtu.be/_0dtABi9BGA

Royal Dsouza
NSS Program Officer
DBIT




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Sakhya Don Bosco EDP Report

Entrepreneurship Development Programme Report. (August 17th, 18th, 19th, 20th, 21st 2020)

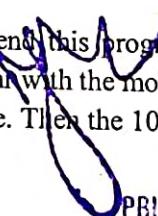
The outreach cell of DBIT in association with Sakhya, women guidance cell organised the online Entrepreneurship Development Programme (EDP) for tribal men and women who were interested in becoming future entrepreneurs in their respective area. It was 5 days programme from 2pm to 4pm. Mr. Royal D'souza, Mr. Amar Prabhu, Mrs. Vandana Joshi, Mr. LaxmikantMalvatkar, Mr. Arvind Navgire, Ms. Reshma Tai, Ms. VedikaPatil were the main resource persons for this programme. The main aim of this programme was to create and provide opportunities to the budding minds and guide them to stand on their feet in the world through entrepreneurial ventures and self- employment to further develop leadership qualities. This program was inougrated in the presence of Fr Mario (Executive Director, DBIT) and Sr. Natty Lopes (Assit Director, Sakhya NGO).

Mr. Royal on Day 1 gave insights on Team building, how to enhance leadership skill, do self SWOT (strengths, weaknesses, opportunities, threats) analysis. These concepts were also explained through activities. Day 2 was conducted by Mr. Amar who explained how businesses are formed and how entrepreneurs can upgrade and enhance their skills while conducting business. On Day 3, Mrs. Vandana explained various financial concepts, types of banks, ownerships, fixed and recurring deposits, overdraft account, passbook and calculation of interest. Mr. Laxmikant explained several marketing concepts, types, how to build a marketing plan, various marketing strategies and implementation of business ideas and plans on Day 4. On day 5, there was a session wherein 3 successful entrepreneurs shared their experiences for the benefit of the audience. A total of 50+ participants registered for this EDP event. The feedback forms were sent in the chat box towards the end of the sessions. Certificates to all the participants will be sent. The future action plan is to have a follow up session and to arrange webinars based on specific topics as suggested by the participants.

"It was wonderful session for me. Initially I though it will be a lecture for me in which I'll not be very interested to attend. But on the first day Royal sir told us about how I am important to start any activities or programs. That time onwards to decide that will attend this program for all five days. Now I am in confident that I can start my business" Ms. Bhagyashree Mthare said.

Ms Aruna Mane from Nalasopara east said that "I was not very keen to attend this program, when our animator told me to attend this program that time I told her I am not very familiar with the mobile and online training. But my all group members said that we all will attend from one mobile. Then the 100 Rs. Business




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activities was the key activity for me. We started sailing idly and Wada as breakfast item and now that business is continue from day one onwards. Thanks to Don Bosco and Skhya for giving us opportunity”

At the End of the program Sr Natty (Assistant Director, Skhya Organization) proposed vote of thanks to all participants, technical team, Don Bosco Kurla and all the resceres' persons for the organizing this workshop

Day Wise report

Day- One

Name of Event: Entrepreneurship Development Program

Date of Event: August 17, 2020

Location of the event: Google meet; Streamed Live on YouTube
(<https://www.youtube.com/watch?v=do5WNLByEsc>)

Sponsoring Organization(s) :DBIT Outreach cell

Speaker Host: Saloni Dhotre (DBIT student)

Entrepreneurship Development: Team Building and personality Development

On August 17th, the outreach cell of DBIT conducted first session in the Entrepreneurship Development Program, which aimed for bringing up job opportunity from small to big house hold with the qualities and desire of Entrepreneurship. The prime audience of the conference were villagers and women in which about 52 people attended. During the session, attendees shared opinions, thoughts, and suggestions on how they could improve or develop and sustain their business even in times like pandemic. The session was conducted online via Google meet which was also being streamed on You Tube for others.

The DBIT Executive Director, Fr. Mario Vaz ; Assistant Director of Sakhya (Women organization) Sister Natty Lopes were on hand to open the session. Fr. Mario Vaz officially proclaimed the 5 Day Program from 17th August to 22nd August, and also honored the women organization.

The key note speaker was Sr. Royal D'Souza, Program Officer of Don Bosco Institute of Technology. Sr. Royal D'Souza spoke about the qualities of leadership namely Leader for self, Punctuality and MAD (Make-A-Difference) and how these qualities can be important in once life at the same time how it can be inculcated in the daily lives. The story of a two wood cutters and difference in their practice of sharpening their blades leading one to earn more than the other indicated to being a forever learner and not to put one's own self on pedestrian was planted beautifully in the minds of the audience. "Knowledge are your legs and above it lies the Skills and the head is the Attitude for a person "also "Stay hungry, stay foolish "were the quotation shared by the speaker. During the session some Q&A sessions were conducted where the audience showed participation and shared their views. The session ended with some questions and instruction for the audience to plan out a business model, the questions were 1. Name of the business. 2. Details of the business 3. Type of business 4. Expense of Rs. 100/- 5. Detail description of business done6. Total business in rupees 7. Net profit.

Day Two

Name of Event: Entrepreneurship Development Program

Date of Event: August 18, 2020

Location of the event: Google meet; Streamed Live on YouTube
(<https://www.youtube.com/watch?v=do5WNLByEsc>)



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Sponsoring Organization(s) : DBIT Outreach cell

Speaker Host: Mr. Amar Prabhu (Principal SJTI, Kurla)

Entrepreneurship Development: Business Skills

On August 18th, the DBIT outreach cell conducted the Day-2 of the Entrepreneurship Development Program. Sr. Royal D'Souza and Sister Natty Lopes opened the session on time. This session aimed on analyzing and counseling new startups made by the audience by comparing the data provided by them. The session started with the task review based on the previous day 17th August. [Preview: A common task had been allotted to the participants of 17th August session. The task was to open a business with by adding Rs. 100 only to the owner's equity. The participants then had to make a brief record in simple words about the business they had conducted. The key points to record were 1. Type of Business 2. Net profit 3. Brief the Business.]

With these points in mind the participants presented their business presentation which they had conducted after attending the previous session. The results of were average and some were exceptionally positive, about more the 60% participants produced 100% and more profit from their business and decided to retain some of their earnings in their business and continue while the other 40% participants made about 30% to 60% profit in their business and decided to continue their startup; participants had opened business like making carry bags, flowers using crafting skills, selling garlic for retail, sweets and candle lamps, idle & dosa stall and parlor.

Mr. Amar Prabhu, interviewed the presentation and gave reviews that would help to boost the startups while taking care that a strong foundation was built in the minds of these new entrepreneurs. Mr. Amar Prabhu was kind to hear the difficulties shared by the women he showed acceptance to these problems and new ways to face them and make profits. Some key take away were self-discipline, team work, market opportunities, planning and executing and to a forever learner were brought up. During the session it was realized that many women's were presenting and doing business for the first time, the happiness of their achievement was in terms of their money but the real happiness was in the hearts and a big commitment made to themselves to sustain and grow their business. The session was kept more interactive and a joyful and team spirit atmosphere was seen during the whole session. Bringing up women and women entrepreneurs is not only beneficial for the family members but also gift to the society.

Day Three

Name of Event: Entrepreneurship Development Program

Date of Event: August 19, 2020

Location of the event: Google meet; Streamed Live on YouTube
(<https://www.youtube.com/watch?v=pqrCWs6298o>)

Sponsoring Organization(s) : Outreach Cell of DBIT

Speaker: Ms. Vandana Joshi (Banking expert)

Entrepreneurship Development: Banking and Accounting

On August 19th, the DBIT outreach cell conducted the Day-3 of the Entrepreneurship Development Program. Sister Natty Lopes opened the session with the brief introduction of Sakhya organization. She explained the organization took birth in 1987 in Mumbai, it started as just a college assignment in the beginning against dowry system which later, in 2007 was made public and it was recognized as an organization under Nirmala Institute, Vasai. This session aimed on educating women about basic things

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related to banking like loan, how to apply for loan, opening of saving account, etc. which would help them in raising their business.

Key speaker Mrs. Vandana Joshi (Retired Branch Manager of Canara Bank) explained the need to distribution of business earnings from household money, also the necessity of every individual to choose bank for extra benefits and security of money. She introduced the types of bank accounts namely savings account, fixed deposit account, recurring deposit account and overdraft account also about its ownership and ownership rights.

Loan can be a burden when not taken seriously but the same can be a benefit when used wisely; what are loans and the basic things that the loan application includes were shown by Mrs. Vandana Joshi. Later a budget from one of the group projects was made to demonstrate, how a budget can be made and financial variables such as expense, net profit, revenue, retained earnings, owners' equity, debt or loan, notes payable, etc. can be identified and made use according to their required purpose.

The session was kept more interactive for audience to ask questions. During the session the audience showed attentiveness and asked many queries, the session overall turned out to achieve its goal of educating woman in their financial hustle and acquire new tools such as investing and debt with proper measures. With these new skill sets and a little more literacy about the finance would definitely tip success a little more in favor of these passionate hardworking women.

Day Four

Name of Event: Entrepreneurship Development Program

Date of Event: August 20, 2020

Location of the event: Google meet; Streamed Live on YouTube

(<https://www.youtube.com/watch?v=i0ke4VZAtUQ&t=4s>)

Sponsoring Organization(s) : DBIT Outreach cell

Speaker: Mr Laxmikant Malvatkar (Managing Director, SSEN NGO, Latur)

Entrepreneurship Development: Marketing & Networking

On August 20th, the National Service Scheme of Don Bosco (DBIT & DBCL) conducted the Day-4 of the Entrepreneurship Development Program. Mr. Laxmikant Malvatkar was the keynote speaker for the day, as he is well experienced in this field; the session aimed on educating the audience about wealth creation using marketing and how networking is important for expansion of any business.

Mr. Laxmikant spoke about concepts related to marketing and types of marketing classifying it as cause marketing, relationship marketing, scarcity marketing and undercover marketing. Planning is the first step to successfully starting any business, a step by step of how to build a marketing plan was presented as follows: - 1. Narrow your market focus 2. Position your business 3. Create education-based marketing materials 5. Never cold call 6. Earn media attention 7. Except referrals 8. Live by a calendar. Some untold lessons such as 'publicity via oral/mouth is known to the best in the world' and 'trending products is important for wealth creation' were shared by the speaker. New form of marketing strategies using social



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media, creating video, blogging, understanding search engine organization, leverage influencers, building a great lead magnet, using media ads with re-targeting, using google maps/my business, using LinkedIn the right way, creating an affiliate program were explained with examples. Some trending products like 20-20 biscuits and Kurkure have educated their customers and made them their referrals dominating other products of their market. In times like Covid-19 products which were dormant and not much used are coming up in market as immunity boosters are all the misuse of marketing knowledge. People often fall for such traps as they are the pain points of the market. Recognizing pain points of the market is another important aspect of marketing and networking. To map minds; find the gaps; identify the real need and think for futures-trend and tricks are the aspects to finding pain points of the market.

The session was mostly very informative a real value addition to their knowledge and the audience showed great enthusiasm and patience during the whole session. Mr, Laxmikant lastly spoke about importance of Promotion of business, products, and services to build an ultimate brand for wealth creation. Day-4 of entrepreneurship turned out to be successful in achieving their goal raising the women committee with wonderful skill of marketing and networking to not only survive the market but thrive in their mission as entrepreneurs.



Bimdongri, Gass, Vasai




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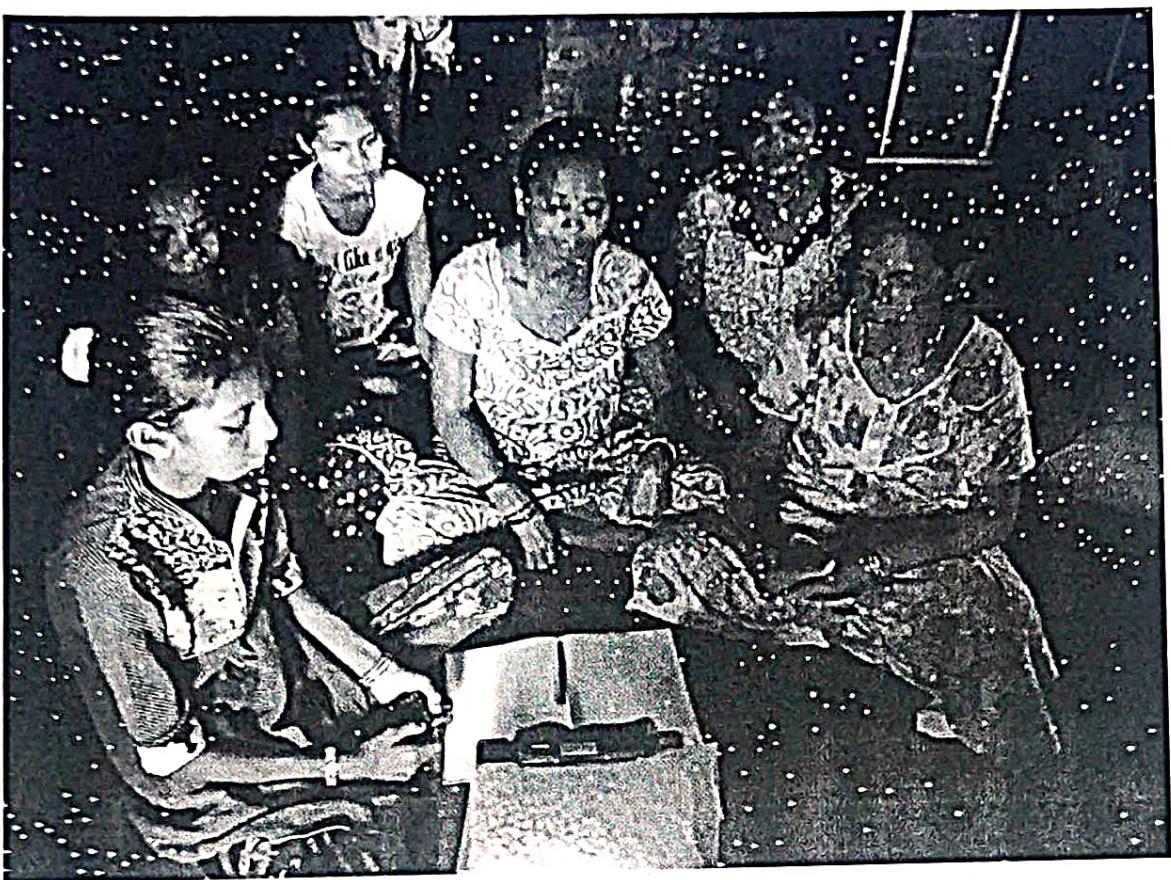


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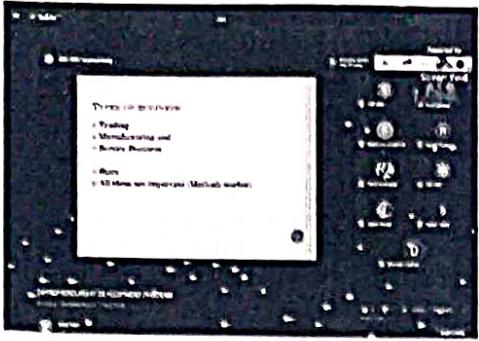
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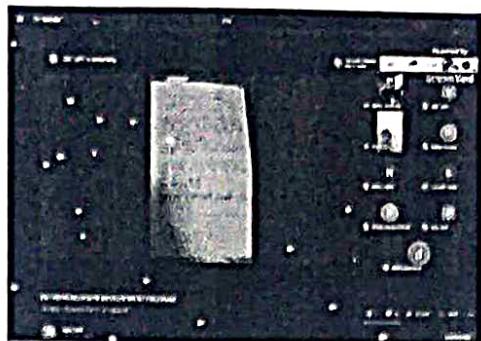


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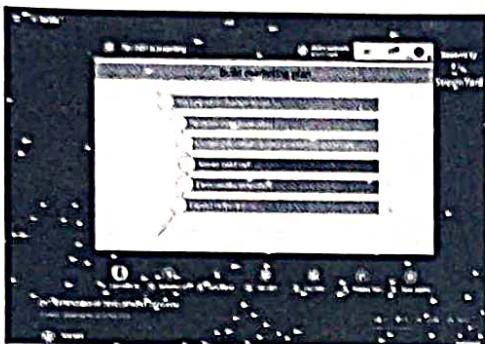
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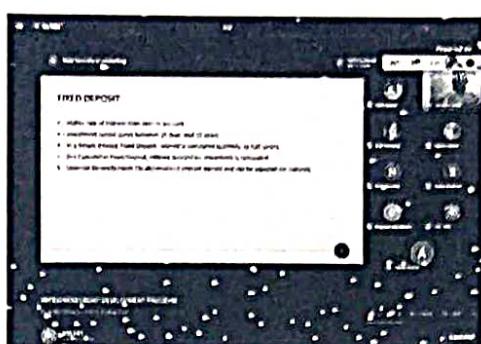
Day 1



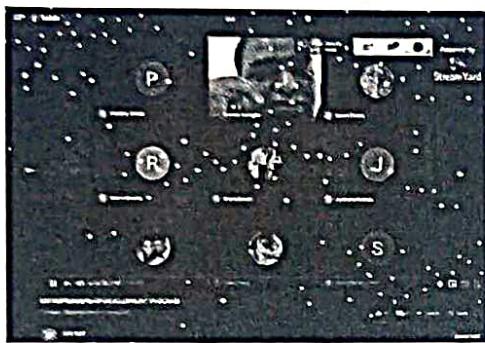
Day 2



Day 3



Day 4



Day 5

List for the five days online training on entrepreneurship

Organized by Sakhya & Don Bosco Kurla



| Sr. | Name | Age | M/F | Educ | Village | Contact | Business |
|-----|------|-----|-----|------|---------|---------|----------|
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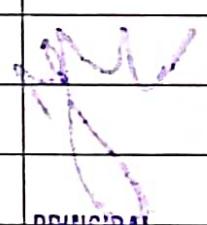
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| No | | | | | | No | |
|----|--------------------------|----|---|----------------------|------------|------------|-----------|
| 1 | SonaliPralhad Thule | 25 | | BA | Mandvi | 9209014423 | |
| 2 | Komal Ashok Varal | 21 | F | SYBA | Mandvi | 7709610256 | Tailoring |
| 3 | Karishma Ashok varal | 19 | F | 10 th | Mandvi | 8180053332 | Tailorng |
| 4 | Anita Ram Vadkar | 26 | F | 10 th | Mandvi | | Parlor |
| 5 | Rupali Ramesh Sadavarte | 18 | F | 12 th | Bhimdongri | 7420851196 | |
| 6 | AshvaryaDilipDoulat | 18 | F | 10th | Bhimdongri | 8104964313 | |
| 7 | Rohini Kailas Aakhade | 25 | F | 10 th | Bhimdongri | 7499407601 | |
| 8 | Sushmita Suresh More | 18 | F | 12 th | Bhimdongri | 9307869358 | |
| 9 | Deepali Ramesh Sadavarte | 19 | F | 12 th | Bhimdongri | 9892086713 | |
| 10 | Vishal DilipDoulat | 23 | M | 12 th | Bhimdongri | 8485099832 | |
| 11 | Diksha Ramesh Sadavarte | 22 | F | 12 th ,Dd | Bhimdongri | 8669406879 | |
| 12 | PoojaHariShejule | 19 | F | 12 th | Bhimdongri | 9326977300 | |
| 13 | MadhuriMilindTidke | 23 | F | 12 th | Bhimdongri | 9881403036 | |
| 14 | DikshaHariShejule | 18 | F | 10 th | Bhimdongri | 9156133509 | |
| 15 | ShubhamSantoshJadhav | 22 | M | 10 th | Bhimdongri | | |
| 16 | Maya Suresh More | 33 | F | 10 th | Bhimdongri | 8983304484 | |
| 17 | ShirishLonare | 18 | M | 12 th | Bhimdongri | 9172910792 | |
| 18 | JyotshnaLahanyaDadod | 22 | F | 12 th | Waghli | 9284356175 | |
| 19 | MadhuriArunLilke | 23 | F | 12 th | Waghli | 8390029066 | |
| 20 | NavneetThapad | 18 | M | | GassDongri | | |
| 21 | AbhishekGhosh | 17 | M | 12 th | GassDongri | | |
| 22 | Hareshburkut | 18 | M | 12 th | GassDongri | | |
| 23 | MansiBaraf | 18 | F | 10 th | GassDongri | | |
| 24 | Mahesh Karmoda | 18 | M | | GassDongri | | |
| 25 | AaratiRaut | 15 | F | 9 th | GassDongri | | |

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|----|-----------------|----|---|------------------|---------------|------------|----------------------------|
| 26 | DivyamDesak | 15 | M | 9 th | GassDongri | | |
| 27 | RekhaRajuGhosha | 40 | F | 9 th | GassDongri | 7387270756 | |
| 28 | ShrutikaRaut | 42 | F | 9 th | GassDongri | 8557839745 | |
| 29 | SurekhaBaraf | 45 | F | 10 th | GassDongri | | |
| 30 | VanitaDumade | 42 | F | | GassDongri | | |
| 31 | RakhiDumade | 38 | F | | GassDongri | | |
| 32 | RenukaThapad | 45 | F | | GassDongri | | |
| 33 | LalitaDumade | 39 | F | 10 th | GassDongri | | |
| 34 | TanviDumade | 19 | F | 10 th | GassDongri | | |
| 35 | ShrutiGolim | 17 | F | 9 th | GassDongri | 9096948293 | |
| 36 | Namita | 18 | F | 10 th | GassDongri | | |
| 37 | GayatriRaut | 14 | F | | Navapada,Gass | 7066940381 | |
| 38 | JanhaviRaut | 12 | F | | Navapada,Gass | 7066940381 | |
| 39 | Meena Thakur | 24 | F | 9 th | Navapada,Gass | 9325810136 | |
| 40 | LataJagdhne | 37 | F | 9 th | Thane | 8691841916 | Vadapav&Cloths bag selling |
| 41 | PratibhaShinde | 32 | F | 7 th | Thane | 8451994824 | |
| 42 | Anjali Bochare | 29 | F | 12 th | Thane | | |
| 43 | SumitraKharat | 30 | F | 10 th | Thane | 9702947212 | |
| 44 | VidyaLahane | 20 | F | 12 th | Thane | | |
| 45 | AlkaSatpute | 32 | F | 12 th | Thane | 9076450255 | |
| 46 | SukanyaSonavane | 22 | F | 13 th | Thane | 9372491338 | |
| 47 | Sanjay Pawar | 40 | M | 10 th | Thane | 932646433 | |
| 48 | Prasad Pawar | 30 | M | 13 th | Thane | 7738888780 | |
| 49 | ArchanaSonavane | 35 | F | B A | Nerul | 9619668147 | |
| 50 | KavitaPoudval | 46 | F | Bcom | Virar | 7768049396 | |




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|----|------------------|----|---|------------------|-------------|------------|--|
| 51 | BhagyashreeMatre | 32 | F | 10 th | Mulgoan | 7387422229 | |
| 52 | SnehalFadkale | 50 | F | 10 th | Virar | 9967179805 | |
| 53 | RumikaBaraf | 26 | F | 10 th | Nirmal | 7499567554 | |
| 54 | Aruna Name | 50 | F | 10 th | Nallasopara | | |
| 55 | SuvarnaBaviskar | 25 | F | 10 th | Manikpur | 9011724454 | |

NSS Plan for Website 2020-21

Themes for the year 2020-21 (Semester one- June to Oct)

- 3 **Education for all-** Distance and online education for slum and rural children
- **Healthy people; healthy campus-** Health for better future
 - **Employment for better livelihood-** Finding job opportunities for needy youth

EDUCATIONAL-

NSS Volunteers shall create mass awareness among the parents and children to facilitate enrolment of children at elementary education level and to prevent school drops out in rural and urban areas. They shall also design online application, software or open source learning material for the school children from urban and rural areas.

NSS volunteers will also motivate youth especially those are school dropouts to undergo vocational courses under various schemes available.

HEALTH-

NSS volunteers will create awareness of Virus Diseases(like Covid-19 and Pandemic situation), Action on human behavioural Changes(Protocol of Health agencies for prevention of a Diseases & no Spitting), etc. After Lockdown Volunteers participate in Disinfection and cleaning of Institution and Public Places. They will also spread awareness through social media and give health tips to increase the immunity level of individuals. The NSS Volunteers shall spread awareness of sound health practices and nutritional aspects.



Yoga and other traditional health care system will be made popularize & Yoga will be made a mandatory components to Youth. NSS volunteers will organise online Yoga practice session for other students for the fitness of physical and mental health.

EMPLOYMENT FOR BETTER LIVELIHOOD

During the lockdown period many of the workers lost their jobs. Also at the same time in many companies jobs are available for skilled and unskilled workers. The team of NSS volunteers will find out what kind of jobs are available for the youth from the company's website or from the IIR department.

Task for the volunteers

- 8 Visit to company's website
- 9 Finding the available position according to the job profile
- 10 Location wise
- 11 Identify the needy youth from the various institute/NGO/communities
- 12 Publish the information and linkages between companies and needy youth.

Technical work

- 4 Connecting NSS Mumbai University NSS cell online- Designing and maintaining registration and enrollment forms, E Diary for NSS MU
- 5 New design of NSS MU website
- 6 Designing E journal for the St. Xavier's college SIP department
- 7 Designing business Application for the new entrepreneurs

YaR MUSKAN Ration Distribution Report

Young as Risk (YaR) ministry of

Don Bosco Centre for Learning, Kurla

Report: Food Distribution

Date: 29th and 30th August and 2nd September 2020

The Young at Risk

The Young at Risk (YaR) Ministry and outreach cell of Don Bosco Centre for learning had organised Ration distribution program on the 29th and 30th of August and 2nd September at DBCL Kurla campus, Malvani area and in Vasai areas. The event was in association with Sanmitra Trust. The 300 Ration packets were sponsored by Mr. Nikunj from Rotary club of Marine lines, Mumbai.

The main aim was to distribute ration packets to the Muskan families from Mumbai City and suburban areas. The food packets were unloaded and kept inside the college premises by the DBIT and DBC NSS volunteers. These food packets consisted of dal, rice, wheat, sugar, etc. These food packets as well as a 1 litre oil packet



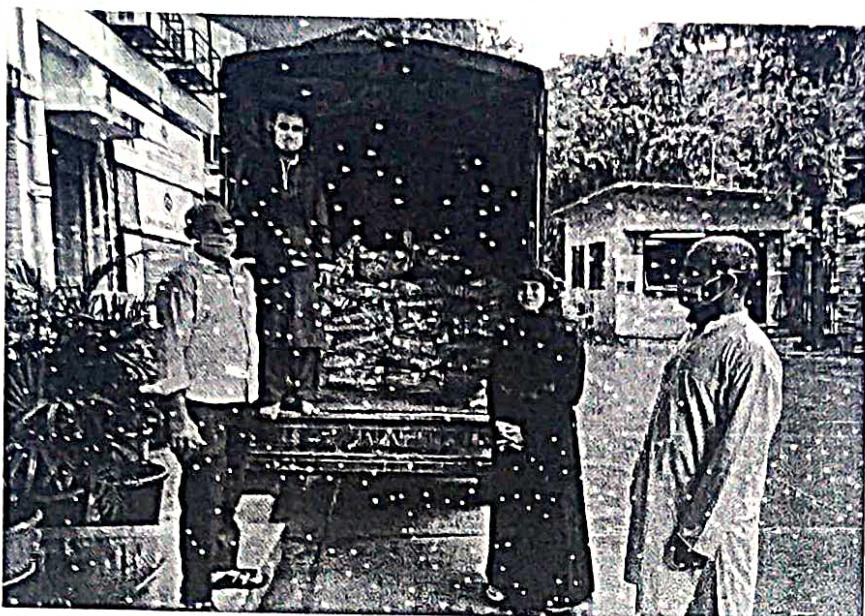
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was distributed by the DBCL volunteers on the 29th and 30th August respectively in Kurla and Malvani area and on 2nd September at Vasai area.

The event was a success as a total of 60 Muskan family members from various areas came to the Don Bosco campus to carry their food packets and 40 packets were distributed in nearby slum areas. 100 packets were distributed by the Sannmitra volunteers and staff in Malwani area of Malad, Mumbai.

The DBCL outreach officer Mr. Royal distributed 100 ration packets to the Muskan and poor families in Vasai area on 2nd September with the help of local volunteers.

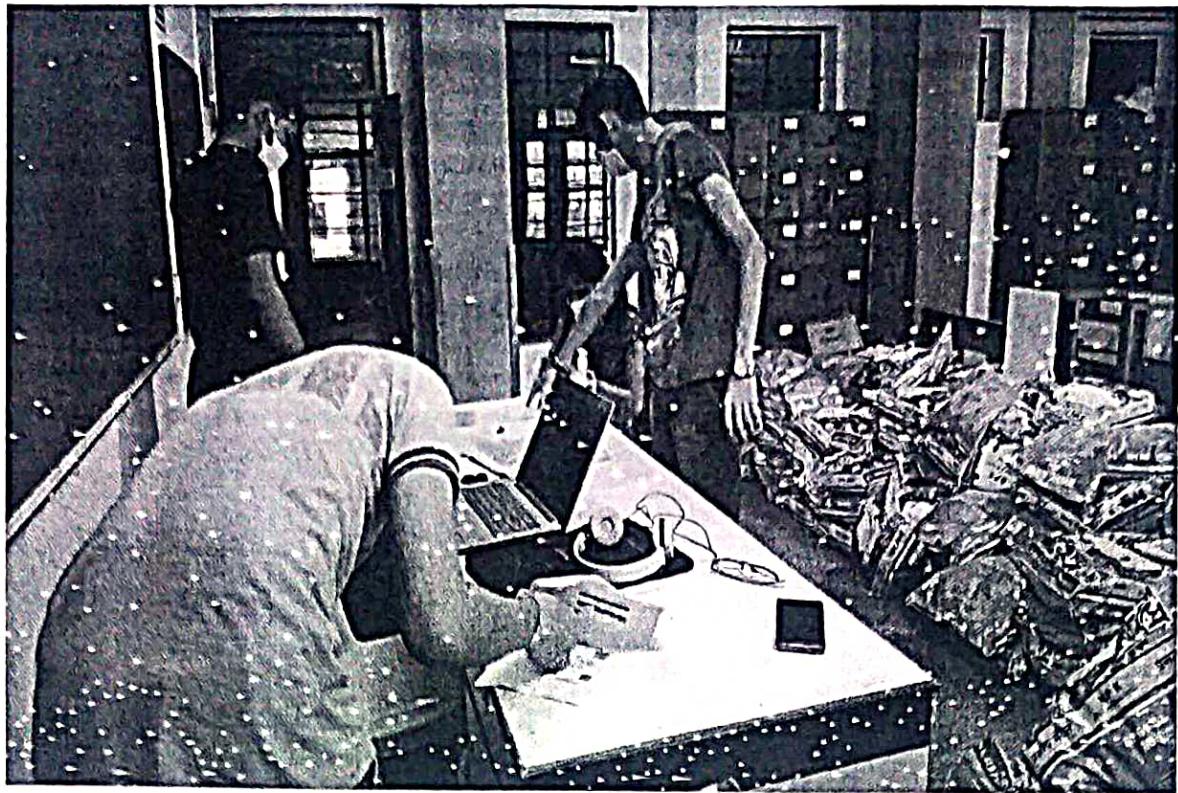
We thank all the volunteers for helping us throughout this event, while at the same time being busy with college and personal life, genuinely shimmering the maxim of "NOT ME BUT YOU".



A handwritten signature in blue ink, which appears to be "Principal".

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YWCA Don Bosco EDP Copy

Date: 28 August 2020

To,
The Assistant Coordinator
Women Development Unit
YWCA, Mumbai

Ref: Proposal for Conducting Entrepreneurship Development Program for slum youth from Mumbai District.

Dear Ms. Necta Dabre
Greetings!

It gives me immense pleasure to present this proposal to you as per your request letter that could result in changing several lives of youth and adolescents from the economically weaker sections of the society and jobless people due to this pandemic. We have designed a unique five day (daily two hours) program that takes the youth from the basics of small enterprise starting to growth to sustenance. The program also simultaneously works on their personality and provides them with all the appropriate and needed skills for entrepreneurship. This Program will conduct by using Zoom and Youtube platform by the technical team of our college students from Kurla Mumbai.

Would kindly request you to go through the proposal and revert with feedback and appropriate action with target numbers and areas.

Looking forward to hearing from you,




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Best Regards

Royal D'souza
Program Coordinator



A handwritten signature in blue ink, appearing to read "Royal D'souza".

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