

Brijlal Biyani Science College, Amravati.
B.Voc. (Medical Equipment Techniques & Management)
Workshop Report
on

CAREER DEVELOPMENT & PLANNING

Career planning and development encourages individual to explore various fields and gather related information to gain relevant competencies, take ultimate decision and flourish in that field. One such Multi-faceted field is hospital management.

A 3 days workshop was arranged on Career planning and development in collaboration with Healthsmith which sponsored by UGC and NSQF and conducted by Brijlal Biyani Science College for B Voc. Medical Equipment Techniques and management and P.G.D.B.M.E. students during 22nd Aug to 24th Aug 2019. The program commenced on 22nd Aug 2019 with the grand inaugural function hosted by the Co-convenor of the workshop Asst. Prof. J.P. Kundwani. The Dean of Dr. Punjabrao Deshmukh Medical College Dr. Padmakar Somwanshi was invited as chief guest for the program Adv. Ashokaji Rathi, the president of Brijlal Biyani Shiksha samitee was invited as president of the inaugural function of the workshop.

Dr. Kazi Khusro Salim the director of Health Smith the eminent speaker was present as a guest of honour along with Imatiyaz Khan the coach in HealthSmith and Chandrashekhar Rao .The vice President of Brijlal Biyani Shiksha samitee shri. Om prakoshji Laddha was also present as a guest of honour. The Principal of the Brijlal Biyani Science college, Amravati, Prof and Head of the Electronics Department and the Nodal Officer of B.Voc (Medical Equipment Techniques and Management) Dr. D. S. Dhote sir was also present. As in India we start any program with the Saraswati poojan the inaugural function also started with kindling the light through the hands of Chief guests Dr. Padmakar Somwanshi and all the dignitaries who were present on the dias.



After the holy worship guests were welcomed. Dr. G.D. Agrahari sir welcomed the president of Brijlal BiyaniS samiti Adv. Ashokji Rathi.



Principal Dr. D. S. Dhote welcomed the chief guest Dr. Padmakar Somwanshi with the momento and sapling. He also welcomed Dr. Kazi Khusro Salim with the momento and sapling as a sweet memory and token of love. The vice president of Brijlal Biyani Shiksha Samiti Om Prakashji Laddha was welcomed by Prof. A. M Tembhare madam with sapling and momento. After a floral welcome guest were also welcomed by a welcome song sung by B. voc. Students.



In the introductory speech of the Principal of college Dr. D. S. Dhote sir he mentioned that B Voc. is a skill based multi entry and multi exit course introduced and funded by UGC and NSQF. Other funds utilized are provided by Brijlal Shiksha Samiti. He mentioned that it is important for students to get exposed to the current scenario of the hospitals and hence the college will be entering a MoU with Dr. Punjabrao Deshmukh Medical College to conduct visits on weekly or monthly basis based on the requirements.



Dr. Kazi Khusro was happy to know that a healthcare related course has been initiated by Brijlal Biyani Science College. He mentioned that there is lack of skilled labour in the allied health care sector. It is important for the hospitals to have skilled personnel to operate the sophisticated machinery.



After that hon'ble chief guest was invited on the dias for the declaration of formal inauguration and gave his blessings through his inaugural speech. Dr. Somwanshi said that hospital's functioning is based on teamwork. He said for greater understanding of the functioning hospital, practical knowledge is more important than theory.



On that precious occasion the vice president of the Brijlal Biyani Shiksha samiti Om Prakashji Laddha showered his blessings for the success of the workshop. The beacon light of Brijlal Biyani Shiksha samiti Adv. Ashokji Rathi sir delivered the presidential speech. In his speech he stated that take advantage of this course and become a skilled person. The inaugural function ended with a vote of thanks delivered by the convener of the workshop Prof. A.M Tembhare and immediately after that Dr. Kazi Khusro Salim Sir started for workshop.



Day 1

Dr. Kazi Khusro introduced himself to the students. He is a multi-faceted all-rounder personality who believes in empowering students with knowledge, skills and provides realistic insight required to survive in healthcare sector. On Day one Dr. Kazi firstly made technical batch to sit on one side and patient relation associate batch on the other. He later spoke about Hospitals and Healthcare in 21st century and opportunities in the same field if students choose

it as career. He asked students to visit government health facility to understand the plight of its functioning. He also suggested students to make list of the nationwide leading groups of Hospitals with their head office addresses and mention their specialty. He talked about various health reforms that have taken place with respect to health education. He also discussed the need to reduce the skill gap and create skilled healthcare personnel to improve healthcare delivery. He explained hierarchy and the work culture of the Hospital. He stated the career growth in health industry is great as cost of surgery is low in India where in facilities and standards are equivalent to that of western country hospitals. On one hand he talked about the expected growth in health industry on the other he mentioned the career opportunities in it. He also made students aware about the process of interview and the efforts that they must take to get at the top. He stated that not just employer, but the employee also has the choice to make while selecting the desired workplace. He encouraged students to groom themselves and motivated them to learn English. Invest in yourself was his punchline. He asked students to start career in a small organization or a startup as it has huge opportunity to learn. He also asked them to check a few points before joining any firm like vision, financial stability, annual growth pattern, benefits and perks, culture of the organization, knowing your reporting officer and job role. At the end Mr. Imtiyaz Khan explained the importance of the digital presence for career opportunities. He explained how to make a highlighted profile on quora, LinkedIn and other social media and how to use these sites effectively to boost career. At the end of the day 1 Dr. Kazi spoke about the importance of the teamwork and asked students to make 5 groups of mix students 3 groups from technical batch and 2 groups from the patient relation associate batch. He selected 5 girls as the Administrative heads as his

assistants and his colleagues were board of directors. He assigned another task to the students to mention all 24x7 facilities in Amravati city with their contact details and head office in an excel sheet.



5 groups were asked to prepare project presentation that included setting up of the unit, its budgeting, purchase of the equipment, manpower required and inauguration of the unit. Topics assigned were as follows:

- Carers- Radiation therapy unit
- Be happy and make others happy – Cath Lab
- The Strikers – Digital X-ray
- Helping hands – MRI
- Positive vibes- CT scan

All groups were asked to present their project on day 3 of the workshop in PowerPoint presentation format.

Day2

Day 2 was full of activities and interactive sessions. Session started with a brief discussion on time management and importance of punctuality. The session was based on the following topics:

- Main functional head- here work culture was discussed in detail. No job is small. No one should be looked down upon. Everyone should be respected at workplace were few take away points. Various functional head like Information and technology, therapeutic, diagnostic and support function were discussed.
- Technical skills: computer skills, basic digital expertise, web browsing, emailing etiquettes and video conferencing techniques were discussed. Hospital Information System(HIS) was also explained to students.
- Effective communication skill: tools for effective communication like Reading, writing, Speaking and Listening were described to the students.
- Communication at work: students were enlightened about the formal and informal communication at workplace. Importance of listening and speaking, barriers for effective listening and speaking and how we can make it better were explained to the students.
- Grooming standards and hygiene: How grooming and hygiene is important to put first impression on the interviewer was discussed.
- Resume writing and self-presentation: what companies look for in an eligible candidate like projects and internship worked for, communication skills (oral/written), strong work ethics, teamwork and

interpersonal communication skill, computer skill and technical skill, motivational and initiative taking, problem solving and analytical skills, adaptability, accomplishment/achievement, confidence were made clear to the audience.

Day3

On day 3 all the groups as decided on day 1 presented their projects in front of the other students and teaching staff. Students were given a platform to present in the language they were comfortable in. Some important points that were defined on the basis of the presentation were as follows:

- Students had to prepare project which included setting up of the unit from the commencement to inauguration of the unit.
- Students were asked to present in any language that they were comfortable in.
- Some points that were missed – license that are required to set up the unit, budget required, medico legal aspects that should be taken care of, deadlines for completing the work.
- Students were made aware of the reality of corporate work culture. Discipline, work ethics, responsible behavior, teamwork are key points discussed.



After the presentation debate was held between different groups. Topics that were allotted for were:

- Girls should work in sales or not?
- Love marriages are good or not?
- Inter-caste marriages are good or not?

Later feedback session was conducted where students and teaching staffs presented their respective feedback.

As students had been attending the workshop in the last 3 days with the keen interest Dr. Kazi Khusro and his entire team wanted to know that exactly what students learnt. So, they announced for the students as well as staff feedback. Initially B. Voc first year students came one by one and expressed their views about the way Dr. Kazi as well as both the coaches of Healthsmith inspired them in those three days. After that B. Voc second year students thanked Dr. Kazi Khusro sir and his team for sparing their valuable time for students which was followed by staff feedback in which Prof. A.M. Tembhare madam expressed her gratitude towards Healthsmith and forecasted about future strategy for the betterment of B. Voc. Students. Similarly Prof. J.P. Kundwani praised the entire team of Healthsmith for being in the Brijlal Biyani Science College for 3 days and their efforts taken for the career development of B. Voc and PGDBME students. She also declared the session was very zealous as it created interest in Bio-medical field of everybody sitting in the auditorium. She stated that this workshop made students vision clear about their strength, weakness, opportunities, ambition and challenges to achieve the goal. Not only this but also all the B. Voc staff faculties Mankar madam, Dayma Sir and Kasat

Sir appreciated the activities and kept their fingers crossed for such significant and luminous activities in future too.

After the feedback sessions quick interviews were conducted by Dr. Khusro, Mr. Imtiaz Khan and Mr. Chandrashekhar Rao sir in 3 batches. Dr. Kazi Khusro sir gave feedback regarding the interviews to all the students.

Some take away points regarding the interviews were:

- Don't become emotional during interviews
- Sport shoes and jeans are not allowed for interview
- Resume should be in prescribed format and for a fresher it should not be more than 1 page.
- When asked about post applied relevant answers not given.
- Students should be clear about what they want to take up as their career.
- Students should improve listening skills, body language and avoid over talks.

After the interviews, Dr. Kazi gave some suggestions related interview etiquettes and techniques. There was prize distribution ceremony where prizes were declared for best project presentation and the winners were the Striker's group and the other prize was given for best group participated in debate and the winner was the positive vibes group. Later Principal of the college Dr. D. S. Dhote sir addressed students and asked them to imbibe the qualities they learnt during the workshop. After the hearty gratitude and vote of thanks the workshop was declared over by Prof. J.P. Kundwani with the permission of the Principal Dr. D. S. Dhote sir which was followed by photo session.



Thank You!

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**Reported By:- Prof A. M. Tembhare
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