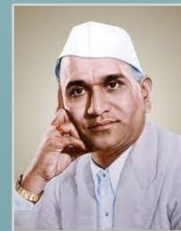




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Panchavati Nashik, 422003



SELF STUDY REPORT CYCLE - 1



Criterion 1 – Curricular Aspects

Key Indicator – 1.3 Curriculum Enrichment

- 1.3.2. Number of value-added courses offered during the last five years that impart transferable and life skills
- Q_nM



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2022 - 2023

VAC- 1.1

ENGLISH – LANGUAGE FOR COMMUNICATION



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IQAC CONDUCTING

"VALUE ADDED COURSE" ENGLISH LANGUAGE FOR COMMUNICATION

For All First BDS Students

SPEAKERS-

- Dr. Meenakshi Sreeram
- Dr. Nilima Prakash
- Dr. Aarti Mahajan

Session Dates : 23/4/2022 , 24/4/22 & 30/4/22 , 1/5/22
Venue : Lecture Hall 101
Time : 3 – 7PM (Saturday) & 10-2PM (Sunday)



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ENGLISH – LANGUAGE FOR COMMUNICATION

1: Introduction to Communication

- Course Overview and Expectations
- Basics of Communication: Verbal and Non-Verbal
- Active Listening Techniques

2: Grammar Review

- Parts of Speech
- Subject-Verb Agreement
- Sentence Structure

3: Vocabulary Building

- Common Phrases and Idiomatic Expressions
- Synonyms and Antonyms
- Contextual Vocabulary

4: Pronunciation and Accent Reduction

- Vowel and Consonant Sounds
- Stress and Rhythm
- Intonation Patterns

5: Conversational Skills

- Starting and Maintaining Conversations
- Small Talk: Topics and Techniques
- Handling Interruptions

6: Nonverbal Communication

- Body Language
- Facial Expressions and Eye Contact
- Gestures and Their Meanings

7: Writing Skills

- Paragraph Structure
- Writing Formal and Informal Emails
- Essay Writing: Structure and Style

8: Reading Comprehension

- Strategies for Effective Reading
- Understanding Different Text Types
- Summarizing and Paraphrasing

9: Listening Skills

- Active Listening Practices
- Listening for Specific Information
- Note-Taking Techniques

10: Speaking Skills

- Public Speaking: Preparation and Delivery
- Role Plays and Simulations
- Presentation Skills

11: Business Communication

- Professional Emails
- Meeting Etiquette
- Presentation Skills

12: Intercultural Communication

- Understanding Cultural Differences
- Politeness Strategies
- Gender-Neutral Language

13: Interview Skills

- Preparing for Interviews
- Common Interview Questions
- Role-Playing Interviews

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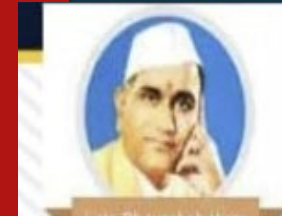
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VAC-1.2

BASIC KNOWLEDGE ABOUT COMPUTERS AND SOFTWARES



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IQAC CONDUCTING

"VALUE ADDED COURSE"

BASIC KNOWLEDGE ABOUT COMPUTERS AND SOFTWARES

For All Second BDS Students

SPEAKERS-

- Mr. Vishal Chaudhary
- Mr. Manish Bhawsar
- Dr. Pawan Pawar

Session Dates : 11/2/2023 , 12/2/23 & 18/2/23 , 19/2/23

Venue : Lecture Hall 101

Time : 3- 7PM (Saturday) 10-2PM (Sunday)



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BASIC KNOWLEDGE ABOUT COMPUTERS AND SOFTWARES

1: Introduction to Computers

- History and Evolution of Computers
- Types of Computers (Desktop, Laptop, Tablet, etc.)
- Basic Computer Terminology

2: Computer Hardware

- Central Processing Unit (CPU)
- Memory (RAM and Storage)
- Input Devices (Keyboard, Mouse, etc.)
- Output Devices (Monitor, Printer, etc.)
- Other Peripherals (USB, External Drives, etc.)

3: Understanding Operating Systems

- What is an Operating System?
- Types of Operating Systems (Windows, macOS, Linux)
- Basic Functions of an Operating System
- User Interface Basics (Desktop, Icons, Menus, etc.)

4: File Management

- Understanding Files and Folders
- Creating, Renaming, and Deleting Files/Folders
- Using File Explorer (Windows) / Finder (macOS)
- File Extensions and Types

5: Basic Software Applications

- Introduction to Software and Types of Software
- Word Processing (Microsoft Word, Google Docs)
- Spreadsheets (Microsoft Excel, Google Sheets)
- Presentation Software (Microsoft PowerPoint, Google Slides)

6: Internet Basics

- What is the Internet?
- Browsers and Search Engines (Google Chrome, Firefox, etc.)

- Email Basics (Creating, Sending, Receiving)
- Online Safety and Security

7: Multimedia and Graphics

- Basic Image Editing (MS Paint, Photoshop Basics)
- Video and Audio Playback (VLC, Windows Media Player)
- Introduction to Multimedia Software

8: Introduction to Networks

- What is a Network?
- Types of Networks (LAN, WAN, etc.)
- Basic Networking Concepts (Routers, Switches, IP Addresses)

9: Basic Troubleshooting and Maintenance

- Common Computer Problems and Solutions
- Basic Maintenance Tasks (Disk Cleanup, Defragmentation)
- Installing and Uninstalling Software
- Updating Software and System

10: Cloud Computing and Storage

- What is Cloud Computing?
- Introduction to Cloud Services (Google Drive, Dropbox)
- Advantages and Disadvantages of Cloud Storage

11: Introduction to Programming


- What is Programming?
- Basic Programming Concepts (Variables, Loops, Conditions)
- Introduction to a Simple Programming Language (e.g., Python)

12: Data Management

- Introduction to Databases
- Basic Database Concepts
- Using Spreadsheet Software for Data Management

13: Cybersecurity Basics

- Understanding Cyber Threats (Viruses, Malware, Phishing)
- Basic Security Practices (Passwords, Antivirus Software)
- Safe Internet Practices


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VAC-1.3

SOFT SKILLS AND COMMUNICATION SKILLS



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IQAC CONDUCTING

"VALUE ADDED COURSE"

SOFT SKILLS AND COMMUNICATION SKILLS

For All Third BDS Students

SPEAKERS-

- Dr. Mugdha Gokarn
- Dr. Aarti Mahajan

Session Dates : 21/1/2023 , 22/1/23 & 28/1/23 , 29/1/23

Venue : Lecture Hall 101

Time : 3 – 7PM (Saturday) 10-2PM (Sunday)



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SOFT SKILLS AND COMMUNICATION SKILLS

1: Introduction to Soft Skills and Communication

- Understanding Soft Skills and Their Importance
- Overview of Communication Skills
- Course Expectations and Goals

2: Self-Awareness and Emotional Intelligence

- Understanding Self-Awareness
- Emotional Intelligence: Concepts and Application
- Self-Assessment Activities

3: Verbal and Non-Verbal Communication

- Components of Effective Communication
- Body Language and Facial Expressions
- Active Listening Skills

4: Interpersonal Skills

- Building Rapport and Trust
- Empathy and Understanding Others
- Effective Conversation Techniques

5: Teamwork and Collaboration

- Roles and Responsibilities in a Team
- Effective Team Communication
- Conflict Resolution in Teams

6: Leadership Skills

- Traits of Effective Leaders
- Leadership Styles and Approaches
- Motivating and Inspiring Others

7: Time Management and Organizational Skills

- Prioritizing Tasks and Setting Goals
- Techniques for Effective Time Management
- Overcoming Procrastination

8: Stress Management

- Identifying Sources of Stress
- Stress Reduction Techniques
- Maintaining Work-Life Balance

9: Presentation Skills

- Planning and Structuring a Presentation
- Visual Aids and Public Speaking Techniques
- Handling Q&A Sessions

10: Written Communication Skills

- Writing Clear and Concise Emails
- Crafting Professional Reports and Memos
- Effective Use of Grammar and Style

11: Persuasion and Negotiation Skills

- Principles of Persuasion
- Techniques for Effective Negotiation
- Case Studies and Role-Playing Activities

12: Cultural Awareness and Diversity

- Understanding Cultural Differences
- Communicating Across Cultures
- Promoting Inclusivity and Diversity

13: Problem-Solving and Decision-Making

- Critical Thinking and Analytical Skills
- Steps in Problem-Solving
- Making Informed Decisions

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VAC-1.4

LAW AND ITS APPLICATION IN DENTISTRY



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IQAC CONDUCTING

VALUE ADDED COURSE

LAW AND ITS APPLICATION IN DENTISTRY

For All Final Bds Students

SPEAKERS-

- Dr. Rikin Merchant
- Dr. Kunal Sethi
- Poonam Sonawane(adv.)

Session Dates : 8/10/2022 , 9/10/22 & 15/10/22, 16/10/22

Venue : Lecture Hall 101

Time : 3-7 PM (Saturday) 10-2 PM (Sunday)



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LAW AND ITS APPLICATION IN DENTISTRY

1: Introduction to Legal Concepts in Dentistry

- Overview of Legal Systems
- Sources of Dental Law (Statutory, Regulatory, Case Law)
- Importance of Legal Knowledge in Dental Practice

2: Dental Practice Act

- State Dental Boards and Their Functions
- Licensure Requirements
- Scope of Practice

3: Professional Liability and Malpractice

- Understanding Malpractice and Negligence
- Elements of a Malpractice Claim
- Defenses to Malpractice Claims
- Case Studies

4: Patient Rights and Confidentiality

- Informed Consent
- Patient Autonomy
- Confidentiality and Privacy (HIPAA)
- Handling Patient Records

5: Ethics in Dentistry

- Principles of Dental Ethics
- Professional Conduct and Responsibilities
- Ethical Decision-Making Models
- Common Ethical Dilemmas

6: Regulatory Compliance

- Occupational Safety and Health Administration (OSHA) Regulations

- Infection Control Standards
- Radiation Safety Regulations
- Environmental Regulations

7: Risk Management

- Identifying and Mitigating Risks
- Documentation and Record-Keeping
- Patient Communication Strategies
- Handling Complaints and Disputes

8: Employment Law in Dentistry

- Employment Contracts
- Workplace Discrimination and Harassment
- Employee Rights and Responsibilities
- Termination and Dispute Resolution

9: Business and Financial Aspects

- Legal Aspects of Dental Practice Management
- Contract Law Basics
- Insurance and Liability Coverage
- Financial Reporting and Compliance

10: Advertising and Marketing Ethics

- Regulations on Advertising in Dentistry
- Ethical Marketing Practices
- Social Media Guidelines

11: Specialty Practice Regulations

- Legal Requirements for Specialists
- Accreditation and Certification
- Scope of Specialty Practices
- Legal Issues in Digital Dentistry



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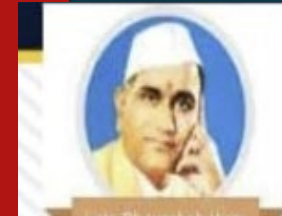
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VAC-1.5

PRACTICE/BUSINESS MANAGEMENT



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IQAC CONDUCTING

VALUE ADDED COURSE

PRACTICE /BUSINESS MANAGEMENT

For All Interns

SPEAKERS-

- Dr. Swapnil Kohle

Session Dates :

10/12/2022 , 11/12/22 & 17/12/22 , 18/12/22

Venue : Lecture Hall 101

Time : 3-7PM (Saturday) 10-2PM (Sunday)



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PRACTICE/BUSINESS MANAGEMENT

1: Introduction to Practice Management

- Overview of Dental Practice Management
- Roles and Responsibilities of a Practice Manager
- Key Components of a Successful Dental Practice

2: Strategic Planning and Goal Setting

- Developing a Business Plan
- Setting Short-term and Long-term Goals
- SWOT Analysis (Strengths, Weaknesses, Opportunities, Threats)

3: Financial Management

- Basics of Financial Statements (Income Statement, Balance Sheet, Cash Flow Statement)
- Budgeting and Forecasting

4: Marketing and Patient Acquisition

- Understanding the Dental Market
- Branding and Positioning
- Digital Marketing Strategies (SEO, Social Media, Online Reviews)
- Patient Referral Programs

5: Patient Relations and Communication

- Effective Communication Skills
- Handling Patient Complaints and Feedback
- Enhancing Patient Experience
- Staff Training and Development

7: Legal and Ethical Issues in Practice Management

- Understanding Dental Laws and Regulations
- Employment Law Basics
- Ethical Issues in Dental Practice
- Risk Management and Liability

8: Practice Operations and Workflow Management

- Designing Efficient Workflow Systems
- Scheduling and Appointment Management
- Use of Dental Practice Management Software

9: Financial Performance Analysis

- Key Performance Indicators (KPIs) for Dental Practices
- Financial Risk Management

10: Insurance and Billing

- Understanding Dental Insurance Plans
- Insurance Claims Processing
- Managing Denials and Appeals
- Patient Billing and Collection

11: Technology in Dental Practice

- Integrating Technology into Practice Management
- Electronic Health Records (EHR)
- Tele-dentistry and its Implications
- Data Security and Privacy


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VAC-1.6

RESEARCH METHODOLOGY



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IQAC CONDUCTING

VALUE ADDED COURSE

RESEARCH METHODOLOGY

For All PG Students

SPEAKERS-

- Dr. Dr. Amit Nehete
- Dr. Nilima Prakash

**Session Dates : 11/3/2023 , 12/3/23 & 18/3/23 ,
19/3/23**

Venue : Lecture Hall 101

Time : 3 – 7PM (Saturday) 10-2PM (Sunday)



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RESEARCH METHODOLOGY

1: Introduction to Research Methodology

- Definition and Objectives of Research
- Types of Research (Basic, Applied, Exploratory, Descriptive, etc.)
- Importance of Research in Various Fields

2: Research Problem and Hypothesis

- Identifying Research Problems
- Formulating Research Questions
- Developing Hypotheses
- Literature Review and Its Importance

3: Research Design

- Types of Research Design (Experimental, Correlational, Descriptive)
- Selecting an Appropriate Research Design
- Validity and Reliability in Research
- Sampling Techniques

4: Quantitative Research Methods

- Survey Research
- Experimental Research
- Cross-Sectional and Longitudinal Studies
- Data Collection Techniques (Questionnaires, Interviews, Observations)

5: Qualitative Research Methods

- Case Study Research
- Ethnographic Research
- Phenomenological Research
- Data Collection Techniques (Interviews, Focus Groups, Observations)

6: Mixed Methods Research

- Combining Quantitative and Qualitative Approaches
- Designing Mixed Methods Studies
- Data Collection and Integration
- Strengths and Limitations of Mixed Methods

7: Data Collection Tools and Techniques

- Designing Questionnaires and Surveys
- Conducting Interviews and Focus Groups
- Ensuring Data Quality

8: Data Analysis in Quantitative Research

- Descriptive Statistics (Mean, Median, Mode, Standard Deviation)
- Inferential Statistics (T-tests, ANOVA, Regression Analysis)
- Using Statistical Software (e.g., SPSS, R)

9: Data Analysis in Qualitative Research

- Coding and Thematic Analysis
- Content Analysis
- Narrative Analysis
- Using Qualitative Data Analysis Software (e.g., NVivo)

10: Ethical Considerations in Research

- Ethical Principles and Guidelines
- Informed Consent
- Confidentiality and Anonymity
- Ethical Issues in Data Collection and Reporting

11: Writing a Research Proposal

- Structure of a Research Proposal
- Writing the Introduction and Literature Review
- Methodology Section
- Budget and Timeline

12: Reporting Research Findings

- Writing Research Reports and Papers
- Structuring the Report (Abstract, Introduction, Methodology, Results, Discussion, Conclusion) ,Manuscript Submission
- Referencing and Citation Styles (APA, MLA, Chicago)
- Selecting Appropriate Journals

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2021 - 2022

VAC-2.1

ARTIFICIAL INTELLIGENCE FOR DENTISTRY



MAHATMA GANDHI VIDYAMANDIR'S KARMAVEER BHAUSAHEB HIRAY DENTAL COLLEGE AND HOSPITAL, NASHIK

IQAC CONDUCTING

VALUE ADDED COURSE

ARTIFICIAL INTELLIGENCE FOR DENTISTRY

For All Bds First Year Students

FACULTY :

DR. CHETAN BHADAGE

DR. PAWAN PAWAR

Session Dates : 4/6/2022 , 5/6/22 & 18/6/22 , 19/6/22

Venue : lecture Hall 201

TIME : 3 – 7PM (Saturday) 10-2PM



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ARTIFICIAL INTELLIGENCE FOR DENTISTRY

1: Introduction to Artificial Intelligence

- Definition and History of AI
- Basic Concepts of AI and Machine Learning
- Overview of AI in Healthcare and Dentistry

2: Fundamentals of Machine Learning

- Types of Machine Learning (Supervised, Unsupervised, Reinforcement Learning)
- Key Algorithms and Techniques
- Training and Testing Machine Learning Models

3: Data Science and Dental Informatics

- Importance of Data in AI
- Data Collection and Management
- Dental Informatics: Electronic Health Records and Data Standards

4: AI in Dental Diagnostics

- AI-Powered Imaging and Radiology
- Automated Detection of Dental Diseases (Caries, Periodontal Disease, etc.)
- Case Studies: AI Applications in Dental Diagnostics

5: AI in Treatment Planning

- AI-Assisted Orthodontics
- Predictive Analytics for Treatment Outcomes
- AI in Prosthodontics and Implantology

6: AI in Patient Management

- Personalized Treatment Plans
- AI-Driven Patient Communication and Follow-Up
- Enhancing Patient Experience with AI

7: AI Tools and Software in Dentistry

- Overview of Popular AI Tools and Software
- Hands-On Sessions with AI Dental Software
- Integration of AI Tools in Dental Practice

8: Advanced AI Techniques

- Natural Language Processing in Dentistry
- AI for Big Data Analysis in Dental Research
- Ensuring Ethical AI Practice in Dentistry

11: AI Research in Dentistry

- Current Trends and Future Directions
- Conducting AI Research in Dentistry
- Publishing and Sharing Research Findings

12: Challenges and Limitations of AI in Dentistry

- Technical and Practical Challenges
- Overcoming Barriers to AI Adoption
- Future Prospects and Innovations



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VAC-2.2

ACTING SKILLS



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IQAC CONDUCTING **VALUE ADDED COURSE** **ACTING SKILLS** *For All Bds Second Year Students*

FACULTY:
DR. VISHAL CHAUDHARY
DR. SURBHI PATEL

Session Dates : 16/7/2022 , 17/7/22 & 30/7/22 , 31/7/22
Venue : lecture Hall 201
Time : 3 – 7PM (Saturday) 10-2PM (Sunday)



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ACTING SKILLS

1: Introduction to Acting

- Course Overview
- Introduction to Acting: Definitions and Scope
- Warm-up Exercises and Icebreakers
- Basic Acting Terminology
- Introduction to Improvisation
- Group Improvisation Exercises

3: Body Language and Movement

- Physical Warm-ups
- Understanding Body Language
- Basic Movement Exercises
- Incorporating Movement in Performance
- Mime and Physical Theatre Techniques
- Movement-based Improvisation

4: Emotional Expression

- Exploring Emotions in Acting
- Emotion Exercises and Techniques
- Scene Work with Emotional Focus
- Connecting Personal Emotions to Characters

5: Character Development

- Building a Character: Steps and Methods
- Character Analysis and Research
- Developing a Character Backstory
- Practicing Scenes with Developed Characters

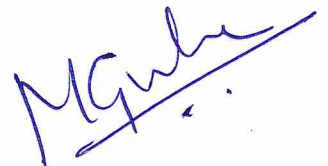
6: Improvisation

- Advanced Improvisation Techniques
- Short-form Improvisation Games

- Creating Scenes on the Spot
- Long-form Improvisation

7: Scene Study

- Introduction to Scene Study
- Choosing and Analyzing Scenes



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VAC-2.3

ART OF PUBLIC SPEAKING



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IQAC CONDUCTING

VALUE ADDED COURSE

ART OF PUBLIC SPEAKING

For All Bds Third Year Students

**FACULTY:
DR. MEENAL GULVE**

Session Dates : 1/10/2022 , 2/10/22 & 8/10/22 , 9/10/22

Venue : lecture Hall 201

Time : 3 – 7PM (Saturday) 10-2PM (Sunday)



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ART OF PUBLIC SPEAKING

1: Introduction to Public Speaking

- Course Overview
- Importance and Benefits of Public Speaking
- Overcoming Fear and Anxiety
- Basic Elements of a Good Speech

2: Understanding Your Audience

- Analyzing and Understanding Your Audience
- Tailoring Your Message to Different Audiences
- Engaging and Connecting with the Audience
- Audience Analysis Exercises

3: Speech Structure and Organization

- Basic Structure of a Speech: Introduction, Body, Conclusion
- Organizing Main Points and Supporting Details
- Developing a Clear and Coherent Outline
- Practice Creating Speech Outlines

4: Developing Content and Message

- **Class:**
 - Researching and Gathering Information
 - Crafting a Compelling Message
 - Using Stories and Examples Effectively
 - Content Development Exercises

5: Voice and Delivery Techniques

- **Class:**
 - Vocal Variety: Pitch, Tone, Volume, and Rate
 - Techniques for Clear Articulation and Pronunciation
 - Using Pauses and Silence Effectively
 - Voice Modulation Exercises

6: Body Language and Non-Verbal Communication

- **Class:**
 - Importance of Body Language in Public Speaking
 - Using Gestures, Facial Expressions, and Eye Contact
 - Movement and Posture on Stage

7: Visual Aids and Supporting Materials

- Using Visual Aids to Enhance Your Speech
- Types of Visual Aids: Slides, Props, Charts
- Designing Effective Visual Aids
- Integrating Visual Aids into Your Presentation

8: Persuasive Speaking Techniques

- Principles of Persuasion and Influence
- Crafting Persuasive Arguments
- Techniques for Convincing and Motivating Your Audience
- Persuasive Speech Practice

9: Impromptu Speaking and Handling Q&A

- Techniques for Impromptu Speaking
- Staying Calm and Collected Under Pressure
- Handling Questions and Answers Effectively
- Impromptu Speaking Exercises



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VAC-2.4

DIAGNOSTIC AIDS



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IQAC CONDUCTING VALUE ADDED COURSE DIAGNOSTIC AIDS

For All Bds Final Year Students

FACULTY:

DR. MONA MUNDADA

DR. SUJIT PHADKE

Session Dates : 12/11/2022 , 13/11/22 & 19/11/22 , 20/11/22

Venue : lecture Hall 201

Time : 3 – 7PM (Saturday) 10-2PM (Sunday)



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DIAGNOSTIC AIDS

1: Introduction to Diagnostic Aids

- Course Overview and Objectives
- History and Evolution of Diagnostic Aids
- Importance of Diagnostic Aids in Healthcare

2: Laboratory Diagnostics I

- Introduction to Clinical Laboratory Tests
- Blood Tests: CBC, Blood Chemistry, Lipid Profile
- Specimen Collection and Handling
- Urinalysis and Stool Tests

3: Laboratory Diagnostics II

- Microbiological Tests: Cultures, Sensitivity Tests
- Serological Tests: ELISA, Rapid Tests
- Molecular Diagnostics: PCR, DNA Sequencing
- Hormonal Assays and Endocrine Tests

4: Imaging Diagnostics I

- Principles of Medical Imaging
- X-Ray and Fluoroscopy: Techniques and Applications
- Safety and Radiation Protection
- Interpretation of X-Ray and Ultrasound Images

5: Imaging Diagnostics II

- Computed Tomography (CT): Principles and Applications
- Safety Considerations in CT Imaging
- Magnetic Resonance Imaging (MRI): Principles and Applications
- Interpretation of CT and MRI Images

7: Cardiac Diagnostics

- Electrocardiography (ECG/EKG): Principles and Techniques
- Stress Testing and Holter Monitoring
- Echocardiography: Principles and Applications
- Advanced Cardiac Imaging Techniques
- Interpretation of Cardiac Diagnostic Tests

8: Pulmonary Diagnostics

- Pulmonary Function Tests (PFTs): Spirometry, Lung Volumes
- Diffusion Capacity and Body Plethysmography
- Arterial Blood Gases (ABG) Analysis
- Interpretation of Pulmonary Diagnostic Tests

9: Gastrointestinal Diagnostics

- Endoscopy: Upper GI, Colonoscopy
- Liver Function Tests and Hepatobiliary Imaging
- Stool Tests and Breath Tests
- Interpretation of GI Diagnostic Tests

10: Diagnostic Pathology

- Principles of Pathology and Histopathology
- Biopsy Techniques and Specimen Handling
- Immunohistochemistry and Molecular Pathology
- Cytology: Pap Smears, FNAC
- Interpretation of Pathology Reports
- Emerging Techniques in Diagnostic Pathology

12: Point-of-Care Testing (POCT) and Rapid Diagnostics

- Overview of POCT: Benefits and Challenges
- Common POCT: Glucose Monitoring, Rapid Infectious Disease Tests


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VAC-2.5

DIGITAL MARKETING



MAHATMA GANDHI VIDYAMANDIR'S KARMAVEER BHUSAHEB HIRALAL DENTAL COLLEGE AND HOSPITAL, NASHIK

IQAC CONDUCTING **VALUE ADDED COURSE** **DIGITAL MARKETING** *for all interns*

FACULTY:
DR. AMIT AGGARWAL

Session Dates : 8/1/2022 , 9/1/22 & 15/1/22 , 16/1/22
Venue : lecture Hall 201
Time : 3 – 7PM (Saturday) 10-2PM (Sunday)



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DIGITAL MARKETING

1: Introduction to Digital Marketing

- Course Overview and Objectives
- Evolution and Importance of Digital Marketing
- Key Concepts and Terminology
- Digital Marketing vs. Traditional Marketing
- Overview of Digital Marketing Channels
- Digital Marketing Strategy and Planning

3: Content Marketing

- Understanding Content Marketing
- Creating a Content Marketing Strategy
- Types of Content: Blogs, Videos, Infographics, eBooks
- Content Creation Process
- Content Distribution Channels

4: Social Media Marketing

- Overview of Social Media Platforms
- Creating a Social Media Strategy
- Content Creation for Social Media
- Social Media Advertising: Facebook Ads, Instagram Ads, LinkedIn Ads
- Social Media Analytics and Tools

5: Email Marketing

- Basics of Email Marketing
- Building an Email List
- Segmentation and Personalization

7: Affiliate and Influencer Marketing

- Understanding Affiliate Marketing
- Setting Up an Affiliate Program
- Finding and Working with Affiliates
- Introduction to Influencer Marketing

9: Mobile Marketing

- Introduction to Mobile Marketing
- Mobile-Friendly Websites and Apps
- SMS and Push Notification Campaigns
- Trends in Mobile Marketing

10: Video Marketing

- Importance of Video in Digital Marketing
- Creating Engaging Video Content
- Platforms for Video Marketing: YouTube, Vimeo, TikTok

11: Integrated Digital Marketing Strategies

- Integrating Various Digital Marketing Channels
- Creating Cohesive Campaigns
- Case Studies of Integrated Digital Marketing


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VAC-2.6

DATA SCIENCE - AS RELATED TO DENTISTRY



MAHATMA GANDHI VIDYAMANDIR'S KARMAVEER BHAUSAHEB HIRALAL DENTAL COLLEGE AND HOSPITAL, NASHIK

IQAC CONDUCTING

VALUE ADDED COURSE

“DATA SCIENCE AS RELATED TO DENTISTRY”

for all PG students

**FACULTY:
DR. SWAPNA MAHALE**

**Session Dates : 12/2/2022 , 13/2/22 & 19/2/22 , 20/2/22
Venue : lecture Hall 201
Time : 3 – 7PM (Saturday) 10-2PM (Sunday)**



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DATA SCIENCE - AS RELATED TO DENTISTRY

1: Introduction to Data Science in Dentistry

- What is Data Science?
- Importance and Applications in Healthcare
- Specific Applications in Dentistry
- Types of Dental Data (clinical, imaging, patient records)
- Methods of Data Collection
- Ethical Considerations and Data Privacy

2: Data Management and Preprocessing

- **Data Cleaning and Preprocessing**
 - Handling Missing Data
 - Data Normalization and Standardization
 - Data Integration from Multiple Sources

3: Exploratory Data Analysis (EDA)

- **Descriptive Statistics and Visualization**
 - Measures of Central Tendency and Dispersion
 - Visualization Techniques (Histograms, Scatter Plots, Box Plots)
 - Tools for Data Visualization (Python, R)
- **Identifying Trends and Patterns**
 - Correlation Analysis
 - Time Series Analysis

4: Machine Learning in Dentistry

- **Predictive Modeling for Dental Health**
 - Predicting Dental Issues (cavities, gum disease)
 - Case Study: Predicting Tooth Decay using Patient Data
- **Image Analysis in Dentistry**
 - Basics of Image Processing
 - Computer Vision Techniques for Dental X-rays

- Case Study: Identifying Cavities from Dental Radiographs

5: Advanced Topics in Data Science for Dentistry

- Applications in Image Recognition and Diagnosis
- Case Study: Deep Learning for Oral Cancer Detection

6: Practical Applications and Future Trends

- Customizing Treatment Plans using Data
- Predictive Models for Treatment Outcomes

Operational Efficiency in Dental Practices

- Optimizing Appointment Scheduling
- Inventory Management with Data Analytics
- Emerging Trends and Technologies


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2020 - 2021

VAC-3.1

LEARNING MUSIC SKILLS



MAHATMA GANDHI VIDYAMANDIR'S KARMAVEER BHAUSAHEB HIRAY DENTAL COLLEGE AND HOSPITAL, NASHIK



IQAC CONDUCTING

VALUE ADDED COURSE

"LEARNING MUSIC SKILLS"

For All Bds First Year Students

SPEAKERS :

Dr. Satish Bedekar
Dr. Bhushan Pustake
Dr. Meenakshi Sreeram

Session Dates : 12/6/2021 , 13/6/21 & 26/6/21 , 27/6/21
Venue : Online
Time : 3 - 7PM (Saturday) 10-2PM (Sunday)



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Karmaveer Bhausaheb Hiray Dental College & Hospital
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LEARNING MUSIC SKILLS

Module 1: Introduction to Music Theory

Fundamentals of Music Theory

- Introduction to Notes and Rhythms
- Understanding Musical Notation
- The Musical Alphabet
- Major and Minor Scales
- Understanding Key Signatures
- Basic Chord Structures (Major, Minor, Diminished, Augmented)
- Inversions and Chord Voicings

Module 2: Rhythm and Timing

- **Basic Rhythms and Time Signatures**
 - Understanding Beat, Tempo, and Meter
 - Reading Rhythmic Notation
- **Advanced Rhythms and Complex Time Signatures**
 - Syncopation and Poly rhythms

Module 3: Ear Training and Sight Reading

- **Introduction to Ear Training**
 - Interval Recognition
 - Melodic Dictation
 - Harmonic Dictation

Module 4: Instrument Proficiency

- **Choosing an Instrument**
 - Overview of Different Instruments (Piano, Guitar, Violin, etc.)
 - Basics of Instrument Care and Maintenance
 - Introduction to Instrument-Specific Techniques
- **Basic Instrument Techniques**
 - Playing Simple Melodies
 - Basic Chords and Finger Positions

- Developing Practice Routines
- **Advanced Instrument Techniques**

Module 5: Composition and Improvisation

- **Week 11: Basics of Music Composition**
 - Writing Simple Melodies
 - Basic Harmonic Progressions
 - Song Structure (Verse, Chorus, Bridge)

Module 6: Music Technology and Production

- **Introduction to Music Production**
 - Basics of Digital Audio Workstations (DAWs)
 - Recording Techniques
 - Mastering Basics
 - Producing a Finished Track

Module 7: Performance and Musicianship

- **Preparing for Performance**
 - Overcoming Performance Anxiety
 - Developing Stage Presence
 - Rehearsal Techniques


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VAC-3.2

DENTAL PHOTOGRAPHY



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VALUE ADDED COURSE
DENTAL PHOTOGRAPHY
For All Bds Second Year Students

SPEAKERS :

Dr. Seema Patil

Session Dates : 18/9/2020 , 19/9/20 & 25/9/20 , 26/9/20
Venue : Online
Time : 3 - 7PM (Saturday) 10-2PM (Sunday)



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DENTAL PHOTOGRAPHY

Module 1: Introduction to Dental Photography

- **Fundamentals of Photography**
 - Basics of Photography (Exposure, Aperture, Shutter Speed, ISO)
 - Understanding Cameras and Lenses
 - Photography Terminology
- **Importance of Dental Photography**
 - Applications in Dentistry (Documentation, Diagnosis, Treatment Planning, Patient Education)
 - Ethical Considerations and Patient Consent
 - Legal Aspects of Dental Photography

Module 2: Equipment and Setup

- **Camera Equipment**
 - Choosing the Right Camera (DSLR, Mirrorless, Point-and-Shoot)
 - Understanding Lens Types and Their Uses in Dental Photography (Macro Lenses)
 - Camera Accessories (Flashes, Tripods, Reflectors)

Module 3: Basic Dental Photography Techniques

- **Intraoral Photography**
 - Techniques for Capturing High-Quality Intraoral Images
 - Using Mirrors and Retractors
 - Tips for Avoiding Common Mistakes (Fogging, Reflections, Shadows)
- **Extraoral Photography**
 - Capturing Full-Face and Profile Images
 - Techniques for Consistency in Patient Photos
 - Importance of Standardization in Photography Angles

Module 4: Advanced Dental Photography Techniques

- **Specialized Photography Techniques**
 - Photomicrography (Using Microscopes)
 - Close-up and Macro Photography


- Techniques for Capturing Dental Prosthetics and Models
- **Cosmetic and Aesthetic Photography**
 - Capturing Before and After Images for Aesthetic Treatments
 - Techniques for Enhancing Smile Design
 - Lighting and Composition for Aesthetic Photography

Module 5: Digital Imaging and Photo Editing

- **Introduction to Digital Imaging**
 - File Formats and Their Uses (JPEG, RAW)
 - Understanding Resolution and Image Quality
 - Basic Digital Workflow
- **Photo Editing Software**
 - Introduction to Editing Software (Adobe Photoshop, Lightroom)
 - Basic Editing Techniques (Cropping, Color Correction, Sharpening)
 - Advanced Editing Techniques (Retouching, Adjusting Exposure and Contrast)

Module 6: Practical Applications and Case Studies

- **Documentation and Case Presentations**
 - Using Photography for Patient Records
 - Creating Effective Case Presentations
 - Best Practices for Storing and Organizing Images
- **Marketing and Patient Communication**
 - Using Photography for Marketing and Social Media
 - Ethical Considerations in Sharing Patient Photos
 - Enhancing Patient Communication Through Visual Aids


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VAC-3.2

ETHICS



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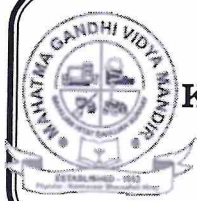
VALUE ADDED COURSE **ETHICS**

For All Bds Third Year Students

SPEAKERS :

Dr. Amit Agarwal
Dr. Vrushali Chawan
Dr. Pallavi Tripathi

Session Dates : 10/10/2020 , 11/10/20 & 24/10/20 , 25/10/20
Venue : Online
Time : 3 - 7PM (Saturday) 10-2PM (Sunday)



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"ETHICS"

1: Introduction to Ethics

- **Fundamentals of Ethics**
 - Definition and Importance of Ethics
 - Key Concepts: Morality, Values, and Principles
 - Historical Overview of Ethical Thought

2: Meta-Ethics and Normative Ethics

- Moral Realism vs. Moral Anti-Realism
- Ethical Subjectivism and Relativism
- Moral Objectivism
- The Role of Normative Ethical Theories
- Moral Rules and Duty

3: Applied Ethics

- Principles of Biomedical Ethics (Autonomy, Beneficence, Non-maleficence, Justice)
- End-of-Life Issues (Euthanasia, Assisted Suicide)
- Bioethics and Emerging Technologies (Genetic Engineering, CRISPR)
- Ethical Leadership and Corporate Governance
- **Environmental Ethics**
 - The Ethical Dimensions of Environmental Issues
 - Sustainability and Conservation
 - Climate Change and Ethical Responsibilities

4: Social and Political Ethics

- **Social Justice**
 - Theories of Justice (Rawls, Nozick)
 - Equality, Equity, and Fairness
 - Addressing Social Inequality
- **Political Ethics**
 - The Ethics of Governance

- Human Rights and Civil Liberties
- Global Justice and International Ethics

5: Personal and Professional Ethics

- **Personal Ethics**
 - Developing Personal Ethical Standards
 - Integrity and Moral Courage
 - Ethics in Personal Relationships
- **Professional Ethics**
 - Professional Codes of Conduct
 - Ethical Issues in Various Professions (Law, Medicine, Engineering)
 - Balancing Professional and Personal Ethics

6: Contemporary Ethical Issues

- **Technology and Ethics**
 - Ethical Implications of Artificial Intelligence and Machine Learning
 - Privacy and Data Security
 - Ethical Issues in Social Media and Digital Communication
- **Global Ethical Challenges**
 - Ethics of Globalization
 - Humanitarian Interventions
 - Ethics in International Business

7: Case Studies and Ethical Decision-Making

- How to Analyze Ethical Case Studies
- Frameworks for Ethical Decision-Making
- Case Studies in Various Contexts

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VAC-3.3

**DEVELOPING LEADERSHIP
QUALITIES**



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VALUE ADDED COURSE
DEVELOPING LEADERSHIP QUALITIES
For All Bds Final Year Students

SPEAKERS :

Dr. Nilima Prakash
Dr. Sachin Dahivalkar

Session Dates : 12/12/2020 , 13/12/20 & 26/12/20 , 27/12/20
Venue : Online
Time : 3 - 7PM (Saturday) 10-2PM (Sunday)



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DEVELOPING LEADERSHIP QUALITIES

1: Introduction to Leadership

- Definition of leadership
- Historical perspectives on leadership
- Trait theory vs. behavioral theory

2: Self-Awareness and Emotional Intelligence

- Importance of self-awareness in leadership
- Emotional intelligence framework
- Assessing and developing emotional intelligence

3: Leadership Styles

- Authoritarian, democratic, laissez-faire leadership styles
- Situational leadership theory
- Transformational vs. transactional leadership

4: Communication and Influence

- Effective communication skills for leaders
- Active listening and empathetic communication
- Strategies for influencing others

5: Motivation and Team Building

- Theories of motivation (e.g., Maslow, Herzberg)
- Techniques for motivating individuals and teams
- Building and leading high-performing teams

7: Resilience and Adaptability

- Importance of resilience in leadership
- Strategies for building resilience
- Leading through change and uncertainty

8: Ethical Leadership

- Ethical frameworks for decision making
- Ethical challenges in leadership
- Building an ethical organizational culture

9: Applying Leadership Principles

- Case studies in leadership
- Role-playing exercises
- Guest speakers from various industries

10: Personal Leadership Development

- Reflection on personal leadership strengths and weaknesses
- Development of a personal leadership development plan



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VAC-3.5

PUBLICATION AND PAPER WRITING



MAHATMA GANDHI VIDYAMANDIR'S KARMAVEER BHAUSAHEB HIRAY DENTAL COLLEGE AND HOSPITAL, NASHIK



IQAC CONDUCTING

VALUE ADDED COURSE **PUBLICATION AND PAPER WRITING** *For all Interns*

SPEAKERS :

Dr. Nilima Prakash
Dr. Amit Nehete
Dr. Swapna Mahale

Session Dates : 13/3/2021 , 14/3/21 & 20/3/21 , 21/3/21
Venue : Online
Time : 3 - 7PM (Saturday) 10-2PM (Sunday)



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PUBLICATION AND PAPER WRITING

1: Introduction to Academic Writing

- Characteristics of academic writing
- Understanding different types of academic papers
- Importance of clarity, coherence, and conciseness

2: Conducting Literature Reviews

- Strategies for identifying relevant literature
- Synthesizing research and identifying gaps
- Avoiding plagiarism and citing sources properly

3: Structuring Academic Papers

- Introduction, methods, results, and discussion (IMRAD) format
- Alternative structures for different types of papers
- Crafting effective titles and abstracts

4: Writing Style and Grammar

- Writing clearly and persuasively
- Common grammatical errors to avoid
- Tips for improving sentence and paragraph structure

5: Peer Review Process

- Understanding the peer-review process
- Responding to reviewer feedback
- Ethical considerations in peer review

6: Manuscript Submission and Revision

- Selecting appropriate journals or conferences
- Formatting and submitting manuscripts

- Strategies for revising and improving papers based on feedback

7: Publication Ethics

- Understanding ethical guidelines for authors
- Avoiding plagiarism, fabrication, and other ethical violations
- Responsible authorship and collaboration

8: Promoting and Disseminating Research

- Strategies for increasing visibility and impact
- Using social media and academic networking sites
- Communicating research to different audiences

9: Writing Grant Proposals

- Overview of grant proposal writing process
- Components of a successful grant proposal
- Tips for effective grant writing

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VAC-3.6

COSMETIC DENTISTRY



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IQAC CONDUCTING

VALUE ADDED COURSE **COSMETIC DENTISTRY** *For All PG Students*

SPEAKERS :

Dr. Nitin Gulve
Dr. Meenal Gulve
Dr. Seema Bhoosreddy

Session Dates : 7/11/2020 , 8/11/20 & 14/11/20 , 15/11/20
Venue : Online
Time : 3 - 7PM (Saturday) 10-2PM (Sunday)



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COSMETIC DENTISTRY

1: Introduction to Cosmetic Dentistry

- Definition and scope of cosmetic dentistry
- Historical perspectives and evolution of cosmetic dental procedures
- Ethical considerations in cosmetic dentistry

2: Smile Design Principles

- Facial aesthetics and its relationship to smile design
- Golden proportion and other aesthetic principles
- Digital smile design software and techniques

3: Tooth Whitening

- Mechanisms of tooth discoloration
- Different tooth whitening techniques (in-office, at-home)
- Patient selection and treatment planning for tooth whitening

4: Dental Veneers

- Types of veneers (porcelain, composite)
- Indications and contraindications for veneers
- Preparation techniques and cementation procedures

5: Direct Aesthetic Restorations

- Composite resin materials and techniques
- Shade selection and layering techniques
- Posterior and anterior direct bonding procedures

6: Indirect Aesthetic Restorations

- Ceramic materials for indirect restorations

- CAD/CAM technology in aesthetic dentistry
- Cementation techniques for ceramic restorations

7: Gingival Aesthetics

- Gingival contouring and recontouring techniques
- Pink esthetics and its impact on overall smile design
- Soft tissue grafting procedures for aesthetic enhancement

8: Patient Communication and Case Presentation

- Communicating with patients about cosmetic treatment options
- Informed consent and managing patient expectations
- Digital smile design presentations for case acceptance

9: Clinical Case Studies

- Review and analysis of cosmetic dental cases
- Treatment planning exercises
- Hands-on exercises on cosmetic procedures (e.g., veneer preparation, composite bonding)

10: Future Trends in Cosmetic Dentistry

- Emerging technologies and materials in cosmetic dentistry
- Predictive smile design and virtual treatment planning
- Lifelong learning and professional development in cosmetic dentistry



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2019 - 2020

VAC-4.1

PERSONALITY DEVELOPMENT COURSE



MAHATMA GANDHI VIDYAMANDIR'S KARMAVEER BHAUSAHEB HIRALAL DENTAL COLLEGE AND HOSPITAL, NASHIK

IQAC CONDUCTING

VALUE ADDED COURSE PERSONALITY DEVELOPMENT *For All Bds First Year Students*

FACULTY:

DR. SWAPNA MAHALE
DR. CHETAN BHADAGE

Session Dates : 4/1/2020 ,5/1/20 & 11/1/20 , 12/1/20

Venue : Lecture Hall 301

Time : 3 – 7PM (Saturday) 10-2PM (Sunday)



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PERSONALITY DEVELOPMENT

1: Introduction to Personality Development

- Definition of personality
- Theories of personality development (e.g., psychoanalytic, humanistic, social-cognitive)
- Factors influencing personality development

2: Self-Awareness and Self-Esteem

- Importance of self-awareness in personal development
- Assessing personal strengths and weaknesses
- Strategies for building self-esteem

3: Effective Communication Skills

- Verbal and nonverbal communication
- Active listening and empathetic communication
- Assertiveness training

4: Interpersonal Skills and Relationships

- Building and maintaining healthy relationships
- Conflict resolution and negotiation skills
- Empathy and perspective-taking exercises

5: Emotional Intelligence

- Understanding emotions and their impact
- Developing emotional self-regulation
- Empathy and social awareness

6: Resilience and Coping Strategies

- Understanding resilience and coping mechanisms
- Stress management techniques (e.g., mindfulness, relaxation)
- Building resilience through adversity

7: Goal Setting and Time Management

- Setting SMART goals
- Prioritization and time management techniques
- Overcoming procrastination

8: Leadership and Teamwork



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VAC-4.2

SCIENTIFIC LITERATURE – SEARCH METHODS



MAHATMA GANDHI VIDYAMANDIR'S KARMAVEER BHAUSAHEB HIRALAL DENTAL COLLEGE AND HOSPITAL, NASHIK

IQAC CONDUCTING

VALUE ADDED COURSE SCIENTIFIC LITERATURE –SEARCH METHODS

For All Bds Second Year Students

FACULTY:

DR. SUNITA KHEDEKAR
DR. MEENAKSHI SREERAM

Session Dates : 9/11/2019 , 10/11/19 & 16/11/19 , 17/11/19

Venue : Lecture Hall 301

Time : 3 – 7PM (Saturday) 10-2PM (Sunday)



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SCIENTIFIC LITERATURE – SEARCH METHODS

1: Introduction to Scientific Literature Search

- Importance of literature search in research
- Overview of scientific databases and search engines
- Ethical considerations in literature search and use

2: Basic Search Techniques

- Boolean operators and search syntax
- Truncation and wildcards
- Phrase searching and field searching

3: Advanced Search Strategies

- Building complex search queries
- Using controlled vocabulary
- Filters and limiters for refining search results

4: Database Selection and Evaluation

- Overview of popular scientific databases (e.g., PubMed, Web of Science, Scopus)
- Comparing database features and coverage
- Evaluating database search results

5: Citation Management Tools

- Introduction to citation management software (e.g., EndNote, Zotero, Mendeley)
- Importing and organizing references
- Citing sources and generating bibliographies

6: Evaluating Scientific Literature

- Criteria for evaluating research articles (e.g., relevance, reliability, validity)
- Peer review process and its significance
- Bias and conflicts of interest in scientific literature

7: Literature Review Techniques

- Conducting systematic literature reviews
- Synthesizing research findings
- Writing literature review sections for research papers

8: Copyright and Intellectual Property Rights

- Understanding copyright laws and fair use
- Creative Commons licenses and open access publishing
- Avoiding plagiarism and citing sources properly

9: Ethics in Scientific Research and Publication

- Research integrity and misconduct
- Data sharing and reproducibility

10: Future Trends in Scientific Literature Search

- Emerging technologies and tools for literature search
- Lifelong learning and staying updated in the field

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VAC-4.3

HOSPITAL ADMINISTRATION



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IQAC CONDUCTING

VALUE ADDED COURSE HOSPITAL ADMINISTRATION *For All Bds Third Year Students*

FACULTY:

DR. SUJIT PHADKE
DR. MANISHA MAHAJAN

Session Dates : 14/9/2019 ,15/9/19 & 21/9/19 , 22/9/19

Venue : Lecture Hall 301

Time : 3 – 7PM (Saturday) 10-2PM (Sunday)



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HOSPITAL ADMINISTRATION

1: Introduction to Hospital Administration

- Definition and scope of hospital administration
- Current trends and challenges in healthcare delivery

2: Hospital Organizational Structure

- Types of hospitals (e.g., academic medical centers, community hospitals)
- Organizational hierarchy and departments
- Governance structures and leadership roles

3: Strategic Planning in Healthcare

- Importance of strategic planning for hospitals
- Strategic management frameworks and models

4: Healthcare Financing and Reimbursement

- Overview of healthcare financing systems (e.g., fee-for-service, value-based care)
- Health insurance and reimbursement mechanisms
- Healthcare economics and cost containment strategies

5: Human Resource Management in Healthcare

- Recruitment, selection, and retention of healthcare professionals
- Training and development programs
- Performance management and employee relations

6: Quality Improvement and Patient Safety

- Principles of quality improvement in healthcare
- Patient safety culture and initiatives
- Accreditation and regulatory requirements

7: Healthcare Information Systems

- Electronic health records (EHR)
- Telemedicine and remote monitoring technologies
- Data analytics and decision support systems

8: Operations Management in Hospitals

- Facility design and resource allocation
- Supply chain management and inventory control

9: Ethical and Legal Issues in Healthcare Management

- Patient rights and confidentiality
- Healthcare fraud and abuse
- Liability and risk management

10: Future Trends in Hospital Administration

- Innovations in healthcare delivery (e.g., precision medicine, population health management)
- Healthcare policy and reform
- Leadership development and career pathways in hospital administration


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VAC-4.4

ENTREPRENEURSHIP



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VALUE ADDED COURSE

ENTREPRENEURSHIP

For All Bds Final Year Students

FACULTY:

DR. RIKIN MERCHANT
DR. SANKET CHAVAN

Session Dates : 14/12/2019 ,15/12/19 & 28/12/19 , 29/12/19

Venue : Lecture Hall 301

Time : 3 – 7PM (Saturday) 10-2PM (Sunday)



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ENTREPRENEURSHIP

1: Introduction to Entrepreneurship

- Definition of entrepreneurship
- Importance of entrepreneurship in the economy

2: Entrepreneurial Mindset and Characteristics

- Traits and characteristics of successful entrepreneurs
- Growth mindset vs. fixed mindset
- Overcoming fear of failure and embracing risk

3: Opportunity Recognition and Idea Generation

- Techniques for identifying entrepreneurial opportunities
- Market research and trend analysis
- Ideation exercises and creativity techniques

4: Feasibility Analysis and Business Model Canvas

- Assessing market demand and competitive landscape
- Financial feasibility analysis
- Developing a business model canvas

5: Startup Financing

- Sources of startup capital (e.g., bootstrapping, angel investors, venture capital)
- Financial planning and budgeting
- Pitching to investors and fundraising strategies

6: Marketing and Sales Strategies

- Developing a marketing plan
- Branding and positioning strategies
- Sales techniques and customer acquisition

7: Operations and Resource Management


- Setting up operations and supply chain management
- Human resource management in startups
- Leveraging technology for efficiency

8: Legal and Ethical Considerations

- Legal structures for startups (e.g., sole proprietorship, partnership, corporation)
- Intellectual property protection
- Ethical dilemmas in entrepreneurship

9: Scaling and Growth Strategies

- Strategies for scaling a startup
- Managing growth and expansion
- Internationalization and global expansion


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VAC-4.5

EMPLOYABILITY SKILLS



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HOSPITAL, NASHIK**

IQAC CONDUCTING

**VALUE ADDED COURSE
EMPLOYABILITY SKILLS
For ALL INTERNS**

FACULTY:

**DR. MEENAL GULVE
DR. NITIN GULVE
DR. BHUSHAN PUSTAKE**

Session Dates : 7/3/2020 ,8/3/20 & 21/3/20 , 22/3/20

Venue : Lecture Hall 301

Time : 3 – 7PM (Saturday) 10-2PM (Sunday)



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Karmaveer Bhausaheb Hiray Dental College & Hospital
Panchavati, Nashik-422003

EMPLOYABILITY SKILLS

1: Introduction to Employability Skills

- Definition and significance of employability skills
- Key skills and competencies required by employers
- Self-assessment of current skill levels

2: Communication Skills

- Verbal communication techniques
- Nonverbal communication and body language
- Active listening and empathy

3: Problem-Solving and Critical Thinking

- Problem-solving methodologies (e.g., brainstorming, root cause analysis)
- Critical thinking skills and logical reasoning
- Decision-making under uncertainty

4: Time Management and Organization

- Setting goals and priorities
- Planning and scheduling tasks effectively
- Managing distractions and staying focused

5: Career Planning and Professional Development

- Assessing career interests, values, and goals
- Creating a career development plan
- Networking and building professional relationships

6: Interview Skills

- Types of interviews (e.g., behavioral, case interviews)
- Interview etiquette and best practices

- Practicing interview questions and scenarios

7: Job Search Strategies

- Researching job opportunities
- Crafting resumes and cover letters



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VAC-4.6

TEACHING SKILLS



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HOSPITAL, NASHIK**

IQAC CONDUCTING

VALUE ADDED COURSE

TEACHING SKILLS

For All PG Students

FACULTY:

**DR. MARTI MAHAJAN
DR. AMIT AGGARWAL
DR. SWATI PUSTAKE**

**Session Dates : 12/10/2019 , 13/10/19 & 19/10/19 ,
20/10/19**

Venue : Lecture Hall 301

Time : 3 – 7PM (Saturday) 10-2PM (Sunday)



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TEACHING SKILLS

1: Introduction to Teaching and Learning

- Definition of teaching and learning
- Theories of learning (e.g., behaviorism, constructivism)

2: Instructional Design and Lesson Planning

- Understanding learning objectives and outcomes
- Designing engaging and interactive lessons
- Incorporating technology into lesson plans

3: Classroom Management

- Establishing rules and routines
- Managing student behavior and engagement
- Creating an inclusive and supportive learning environment

4: Differentiated Instruction

- Understanding diverse learning needs and styles
- Adapting instruction to meet individual student needs
- Providing scaffolding and support for struggling learners

5: Assessment and Feedback

- Types of assessment (e.g., formative, summative)
- Constructing effective assessment tools

6: Active Learning Strategies

- Incorporating active learning techniques into lessons
- Facilitating group discussions and collaborative learning
- Using case studies and real-world examples

7: Technology in Teaching

- Integrating technology tools and resources
- Flipped classroom and blended learning approaches
- Digital literacy and responsible use of technology

8: Professional Development in Teaching

- Lifelong learning and continuing education
- Networking and collaboration with colleagues



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2018 - 2019

VAC-5.1

BASICS OF HUMAN PSYCHOLOGY



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KARMAVEER BHAUSAHEB HIRAY DENTAL COLLEGE AND
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IQAC CONDUCTING

**VALUE ADDED COURSE
BASICS OF HUMAN PSYCHOLOGY**

FOR ALL BDS FIRST YEAR STUDENTS

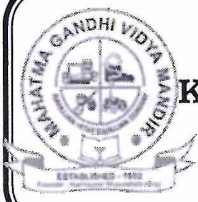
SPEAKERS

**DR. MRUNAL BHARDWAJ
DR. ASHWINI DESHPANDE**

**Session Dates : 22/12/2018 , 23/12/18 & 29/12/18 ,
30/12/18**

Venue : Lecture Hall 101

Time : 3 – 7PM (Saturday) 10-2PM (Sunday)



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Karmaveer Bhausaheb Hiray Dental College & Hospital
Panchavati, Nashik-422003

BASICS OF HUMAN PSYCHOLOGY

1: Introduction to Psychology

- Definition and scope of psychology
- Historical perspectives in psychology

2: Sensation and Perception

- Sensory processes (e.g., vision, hearing, touch)
- Perception and perceptual illusions
- Factors influencing perception

3: Learning and Behaviorism

- Classical conditioning
- Operant conditioning
- Observational learning

4: Memory and Cognition

- Types of memory (e.g., sensory memory, short-term memory, long-term memory)
- Memory processes (e.g., encoding, storage, retrieval)
- Problem-solving and decision-making

5: Developmental Psychology

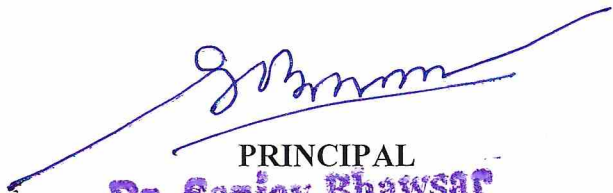
- Theories of development (e.g., Piaget's stages, Erikson's psychosocial stages)
- Prenatal development and infancy
- Childhood, adolescence, and adulthood

6: Personality Theories

- Psychodynamic perspective (e.g., Freud's psychoanalytic theory)
- Trait perspective (e.g., Big Five personality traits)
- Social-cognitive perspective

7: Psychological Disorders

- Overview of major psychological disorders (e.g., anxiety disorders, mood disorders, schizophrenia)
- Causes and treatments of psychological disorders
- Stigma and misconceptions surrounding mental illness
- **8: Applied Psychology**



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VAC-5.2

HEALTH EDUCATION AND SOCIOLOGY



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KARMAVEER BHAUSAHEB HIRAY DENTAL COLLEGE AND
HOSPITAL, NASHIK**



IQAC CONDUCTING

**VALUE ADDED COURSE
'HEALTH EDUCATION AND
SOCIOLOGY'**

FOR ALL BDS SECOND YEAR STUDENTS

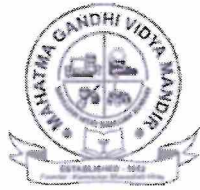
SPEAKERS

**DR. SONAL NAHAR
DR. PRADEEP NAHAR**

**Session Dates : 15/9/2018 , 16/9/18 & 29/12/18 ,
30/9/18**

Venue : Lecture Hall 101

Time : 3 – 7PM (Saturday) 10-2PM (Sunday)



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Karmaveer Bhausaheb Hiray Dental College & Hospital
Panchavati, Nashik-422003

HEALTH EDUCATION AND SOCIOLOGY

1: Introduction to Health Education and Sociology

- Definition and scope of health education and sociology
- Overview of key concepts and theories
- The social ecological model of health

2: Social Determinants of Health

- Social determinants framework (e.g., socioeconomic status, education, race/ethnicity)
- Health disparities and inequities

3: Health Education and Promotion Strategies

- Health communication campaigns
- Community-based interventions
- School health education programs

4: Education for Health Equity

- Advocacy for health equity policies
- Empowering communities through education

5: Sociology of Health and Illness

- Social construction of health and illness
- Medicalization and social control
- Stigma and its impact on health outcomes
- Understanding cultural beliefs and practices related to health

6: Global Health Perspectives

- Social determinants of global health disparities
- Role of education in global health initiatives
- Cross-cultural approaches to health education

- Building partnerships with communities
- Empowering communities for health promotion

7: Applied Sociology in Health Education

- Reflection on personal and professional development in health education



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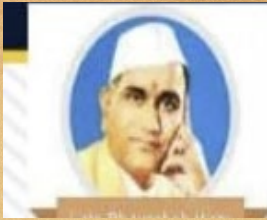
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VAC-5.3

LIFE SKILLS



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KARMAVEER BHAUSAHEB HIRAY DENTAL COLLEGE AND
HOSPITAL, NASHIK**



**IQAC CONDUCTING
VALUE ADDED COURSE
LIFE SKILLS
FOR ALL BDS THIRD YEAR STUDENTS**

SPEAKERS

DR.

Session Dates : 20/10/2018 , 27/10/18 & 27/10/18 ,
28/10/18

Venue : Lecture Hall 101

Time : 3 – 7PM (Saturday) 10-2PM (Sunday)



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LIFE SKILLS

1: Introduction to Life Skills

- Definition and significance of life skills
- Overview of key life skills domains
- Self-assessment of current life skills

2: Communication Skills

- Verbal and nonverbal communication techniques
- Active listening and empathy
- Assertiveness and conflict resolution

3: Interpersonal Skills

- Building and maintaining relationships
- Empathy and perspective-taking
- Setting boundaries and managing expectations

4: Decision-Making Skills

- Types of decisions and decision-making models
- Factors influencing decision-making
- Evaluating alternatives and making informed choices

5: Problem-Solving Skills

- Problem-solving methodologies (e.g., brainstorming, root cause analysis)
- Critical thinking and creative problem-solving
- Overcoming obstacles and setbacks

6: Time Management and Organization

- Setting goals and priorities
- Planning and scheduling tasks effectively

- Managing distractions and procrastination

7: Emotional Intelligence

- Understanding emotions and their impact
- Emotion regulation and self-awareness
- Building resilience and coping with stress

8: Stress Management and Self-Care

- Recognizing signs of stress and burnout
- Stress management techniques (e.g., mindfulness, relaxation)
- Self-care practices for physical and mental well-being

10: Applying Life Skills to Personal Goals

- Creating action plans and tracking progress
- Reflection on personal growth and future aspirations



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VAC-5.4

YOGA AND NUTRITION



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HOSPITAL ,NASHIK**



IQAC CONDUCTING

**VALUE ADDED COURSE
YOGA AND NUTRITION**

FOR ALL BDS FINAL YEAR STUDENTS

SPEAKERS:

**DR. BHUSAN PUSTAKE
DR. SWATI PUSTAKE**

**Session Dates : 25/8/2018 , 26/8/18 & 1/9/18 ,
2/9/18**

Venue : Lecture Hall 101

Time : 3 – 7PM (Saturday) 10-2PM (Sunday)



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YOGA AND NUTRITION

1: Introduction to Yoga and Nutrition

- Overview of course objectives and expectations.
- Introduction to yoga philosophy and its relevance to holistic health.
- Basic principles of nutrition science and dietary guidelines
- Understanding yoga asanas (postures) and their benefits.
- Practice sessions focusing on foundational yoga poses, alignment, and breath awareness.
- Introduction to pranayama (breathing techniques) for stress relief and relaxation.

2: Nutrition Essentials

- Macronutrients: Carbohydrates, proteins, and fats – functions, sources, and recommended intake.
- Micronutrients: Vitamins and minerals – importance for overall health and food sources.
- Dietary guidelines and recommendations for healthy eating patterns.
- Introduction to mindful eating practices and their impact on digestion and satisfaction.

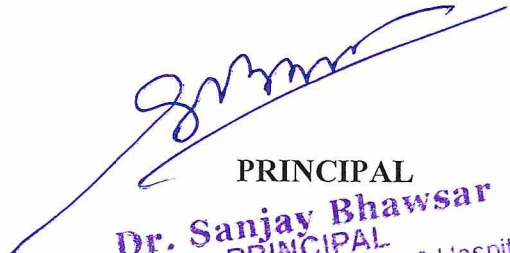
3: Yoga and Nutrition Integration

- Exploring the connection between yoga philosophy and mindful eating.
- Understanding the role of nutrition in supporting physical activity and yoga practice.
- Practical sessions combining yoga and nutrition principles for holistic wellness.
- Guest lectures or workshops on topics such as Ayurveda and food energetics.

4: Applications and Reflection

- Applying yoga and nutrition principles in daily life: meal planning, mindful eating, and self-care practices.
- Group discussions and reflections on personal experiences and challenges.

- Final project presentations or creative assignments demonstrating understanding and integration of course concepts.
- Course review and evaluation.



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VAC-5.5

MICROSOFT ADVANCED EXCEL



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HOSPITAL ,NASHIK**



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**VALUE ADDED COURSE
MICROSOFT ADVANCED EXCEL**

FOR ALL INTERNS

SPEAKERS

**DR. AMIT AGGARWAL
DR. AMIT NEHETE**

**Session Dates : 16/2/2019 , 17/2/19 & 23/2/19 ,
24/2/19**

Venue : Lecture Hall 101

Time : 3 – 7PM (Saturday) 10-2PM (Sunday)



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MICROSOFT ADVANCED EXCEL

1: Advanced Formulas and Functions

- Array formulas
- Logical functions (IF, AND, OR, etc.)
- Lookup and reference functions (VLOOKUP, HLOOKUP, INDEX, MATCH, etc.)
- Date and time functions
- Text functions

2: Data Analysis Tools

- PivotTables: Creating, formatting, and manipulating PivotTables
- Data validation: Setting up drop-down lists and custom validation rules
- Data consolidation: Consolidating data from multiple worksheets or workbooks

3: Advanced Data Visualization

- Advanced chart types (combo charts, waterfall charts, radar charts, etc.)
- Sparklines: Creating tiny charts within cells
- Conditional formatting: Applying complex formatting rules based on cell values
- Data bars, color scales, and icon sets

4: Data Modeling and Analysis

- Power Query: Importing, transforming, and combining data from multiple sources
- Power Pivot: Creating data models and relationships between tables

6: Collaboration and Sharing

- Sharing workbooks and protecting sensitive information
- Tracking changes and reviewing comments
- Co-authoring and real-time collaboration
- Exporting and importing data from/to other applications (Word, PowerPoint, Access, etc.)

7: Advanced Data Analysis Techniques

- What-if analysis with Data Tables
- Scenario Manager: Managing multiple scenarios efficiently
- Forecasting techniques: Trend analysis, moving averages, exponential smoothing, etc.



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STRESS MANAGEMENT



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IQAC CONDUCTING

**VALUE ADDED COURSE
STRESS MANAGEMENT**

FOR ALL PG STUDENTS

SPEAKERS:

**DR. SACHIN DAHIVALKAR
DR. NITIN GULVE**

**Session Dates : 10/11/2018, 11/11/18 & 17/11/18 ,
18/11/18**

Venue : Lecture Hall 101

Time : 3 – 7PM (Saturday) 10-2PM (Sunday)



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STRESS MANAGEMENT

1: Understanding Stress

- Definition of stress
- Types of stress: acute stress, chronic stress, episodic acute stress
- The stress response: physiological, psychological, and behavioral aspects
- Recognizing signs and symptoms of stress
- The role of stress in daily life and its impact on health and well-being

2: Sources of Stress

- Identifying sources of stress: work, relationships, finances, health, etc.
- Internal vs. external stressors
- Common stressors in modern society
- Individual differences in stress perception and tolerance
- Stressful life events and their impact on mental and physical health

3: Effects of Stress on Health

- The mind-body connection: understanding how stress affects physical health
- Stress-related health conditions: cardiovascular diseases, gastrointestinal disorders, immune system dysfunction, etc.
- Mental health consequences of stress: anxiety, depression, burnout, etc.
- Long-term effects of chronic stress on overall well-being
- Stress and sleep disturbances

4: Resilience and Positive Psychology

- Understanding resilience: the ability to bounce back from adversity
- Protective factors against stress and adversity
- Building self-esteem and self-efficacy

5: Stress Management in the Workplace

- Stress in the workplace: causes and consequences

- Strategies for managing workplace stress: setting boundaries, time management, assertiveness training, etc.
- Creating a supportive work environment: promoting work-life balance, employee wellness programs, stress management workshops, etc.

6: Mindfulness and Stress Reduction

- Introduction to mindfulness-based stress reduction (MBSR)
- Mindfulness meditation practices: body scan, mindful breathing, loving-kindness meditation, etc.
- Benefits of mindfulness for stress reduction and overall well-being
- Mindfulness-based interventions for stress-related disorders

7: Holistic Approaches to Stress Management

- Integrative approaches to stress management: yoga, tai chi, qigong, acupuncture, etc.
- Holistic health practices: aromatherapy, massage therapy, herbal medicine, etc.
- Complementary and alternative medicine (CAM) for stress relief
- Creating a personalized stress management plan



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