

# DELVE'21

DELVE'21- The Annual Management Fest organized by Sankalp - The Department of Management Studies, was held on 9th and 10th October 2021.

## Day 1

Day 1 started with Prof. J.K. Singh sir, the faculty coordinator, addressed the audience with a few words, and further invited Prof. Manoj Sinha sir, our principal, who gave a few words of wisdom to the listeners and started off the event.



Delve'21 Day 1

323 views • Streamed live on Oct 9, 2021



The event was taken further by inviting the first speaker Mr. Preetosh Srivastava.

# 1. Mr. Preetosh Srivastava, Consultant at BCG India

## TOPIC- Pros and Cons of 'Consulting' as a Career

Preetosh Sir started his session with a brief overview of his journey from IIM Indore to joining BCG India. He then gave a description of a standard consulting job and also explained how it has changed over the years. He then explained what are the pros and cons of consulting as a career to give a clearer picture to the listeners. In the end, he commented on what consultancy recruiters look for in an interviewee and equipped the listeners with some profile building and interview preparation tips.

The screenshot shows a Zoom meeting interface. On the left, a presentation slide titled "What you should do in order to prepare for consulting job?" is displayed. The slide is divided into two columns: "Build profile / resume" and "Prepare & Ace the interview".

**Build profile / resume**

- Focus on your unique experience / achievements
- Internship in consulting, corp strategy or entrepreneurial companies
- Get involved in 1-2 org which you are passionate about
- Quantify everything & highlight consulting related skills
- Keep the resume 1 pager !

**Prepare & Ace the interview**

- Read business publications
- Develop answers for fit questions / PEI questions
- Practice for case interviews with a group of interested and committed people

On the right side of the Zoom window, a grid of participants is visible, including Preetosh Srivastava, Sanyam Goswami, Sanket Shekhar, Yannish Bhandari, Radhika Sharma, Ritika Mahawer, Sankalp The Man..., Aarjav Jain, Kartikay Saraf, Rajvansh Lakhan, and Devesh Gupta.

The screenshot shows a Zoom meeting for the "DELVE'21 THE ANNUAL MANAGEMENT EVENT" held on 9th-10th October. The main video feed shows a man in a striped shirt speaking. The Zoom interface includes logos for sponsors like "Sankalp" and "Career Launcher", and partners like "STUBBORN Factory". The meeting title and dates are prominently displayed at the top. A grid of participants is visible on the right side of the screen.

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## 2. Nitin Mahawar, VP- Sales and Marketing at First Home

### TOPIC- The need for that 'Kick' in your Career

Nitin Sir started with describing the need for that 'kick' in your career without which you can't survive for long in any field. He further magnified what is the need of selecting a career that you love in the long run and what are the factors involved in it. He then moved on to talking about his journey and what are the major life lessons that his successes and failures taught him in his illustrious career spanning over 27 years and 3 countries and ranging from selling holiday packages to being a marketing executive to being an advertising agent to being an event manager and what all the ups and downs taught him. He ended with an inspirational story about Walt Disney and wished all the students the best of luck for their journey ahead.

A screenshot of a Zoom meeting. The main window displays a presentation slide titled "The Need". The slide content includes:

- Start Thinking About your upcoming Career
- Find your Area of Interest
- Choose your Career Honestly
- Study till the required level

Below the list, it says "But the most important factor is..." followed by a graphic of a hand holding a gear. The slide also features logos for "ANKHATTA COLLEGE UNIVERSITY OF DELHI" and "DELVE'21".

On the right side of the Zoom window, there is a grid of video feeds for participants: Kartikay Saraf, ritika mahawar, radhika sharma, Nutty Crackers With Nitin, and sanyam goswami. A summary card shows "7 others" and "You".

A screenshot of a Zoom meeting. The main window displays a presentation slide titled "Key Factors to Choose your Career". The slide content includes:

- INTEREST
- PASSION
- ABILITY
- SKILLS
- VALUES
- EDUCATION
- ATTITUDE
- PERSONALIT

The slide also features logos for "sankalp", "DELVE'21", and "ANKHATTA COLLEGE UNIVERSITY OF DELHI".

Event branding for "DELVE'21 THE ANNUAL MANAGEMENT EVENT 9th-10th October" is visible at the top. Sponsors include "Career Launcher".

At the bottom, it identifies "Mr. Nitin Mahawar" as "VP-Sales & Marketing at The First Home". Other partners listed are "Merchandising Partner STUBBORN Factory", "Student Partner", and "Travel Partner".

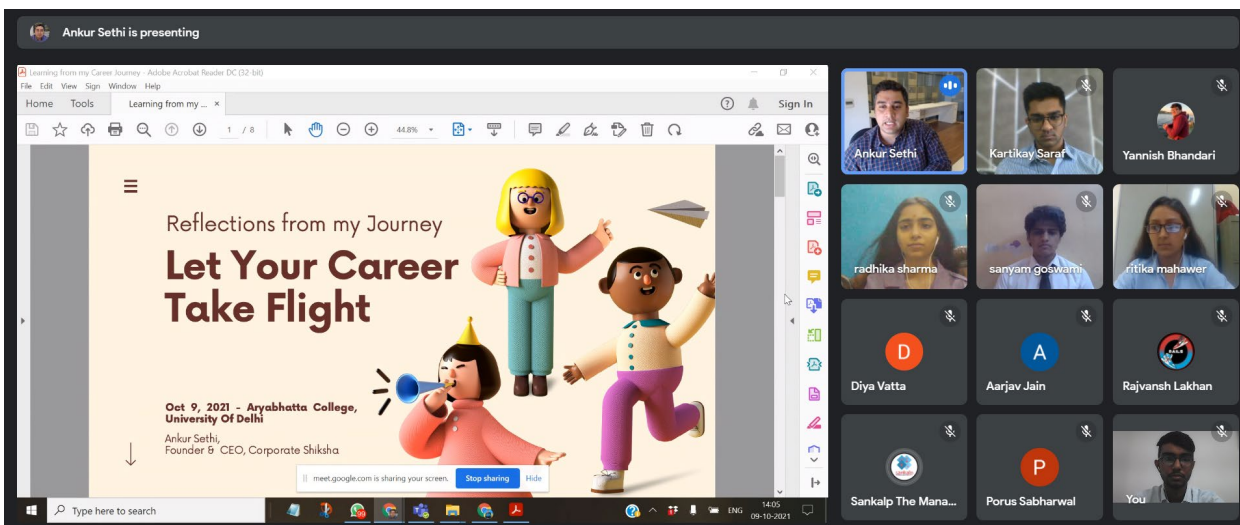
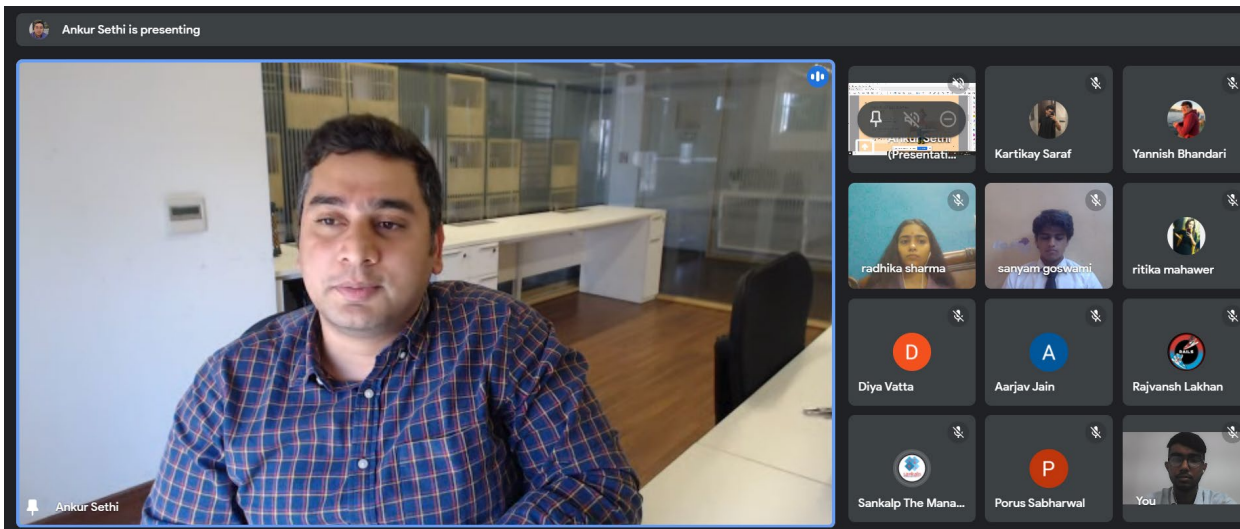
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### 3. Ankur Sethi, Founder and CEO at Corporate Shiksha

#### TOPIC- How to make 'The Best Start' for your Career

Ankur Sir started by sharing the story of his initial struggling days and the lessons he derived from them, for instance how leaving the comfort zone can help you grow in your career and how overcoming the struggles always pays off. He mentioned a shift in focus from the problem statement to what could be an innovative solution and focusing on building foundational relationships. He advised the younger minds to be conscious about spending their time wisely on social media. In the end, concluded by saying don't focus on outcomes, focus on consistency and incremental change.



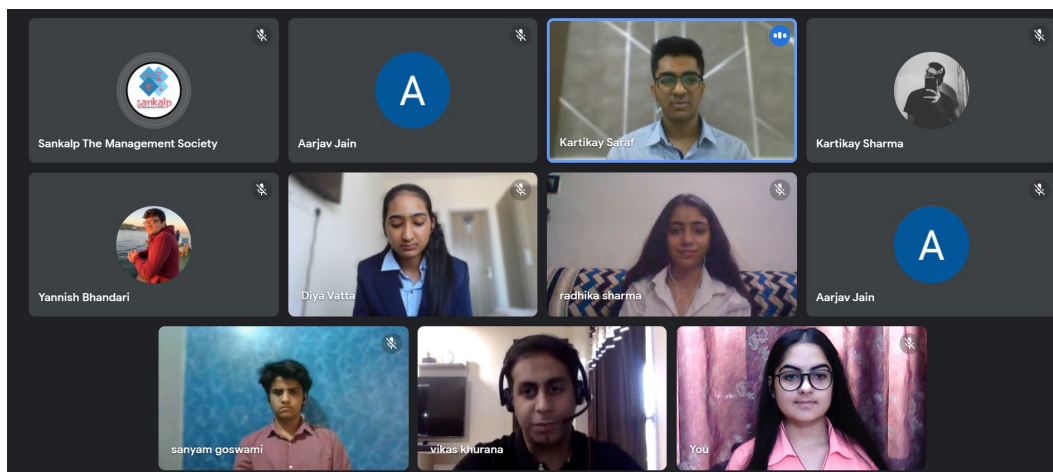
# Day 2

Day 2 started with welcoming the first speaker of the day Mr. Vikas Khurana.

## 4. Mr. Vikas Khurana, AVP at Mercer

### TOPIC- All about Career in 'Actuarial Science'

Mr. Vikas started by explaining in layman terms what an actuary does and what skillset one must possess to become an actuary. He then described his inspirations and how curiosity in math and statistics led him to opt for this career. He guided and made the student audience aware about this career path. After that, he told about how he has seen exponential growth and exponential rise in competition in this field over the past 10 years. He said that persistence is the most important thing that will get you going while pursuing a career path like this. He concluded the session by answering some queries about actuary as a career, from the listeners.



A blue banner for the event 'DELVE'21 THE ANNUAL MANAGEMENT EVENT 9th-10th October'. The banner features a large video thumbnail of Mr. Vikas Khurana, AVP Mercer, wearing a headset. The text 'Mr. Vikas Khurana AVP Mercer' is displayed below the video. The banner also includes logos for sponsors: Sankalp, Career Launcher, Merchandising Partner STUBORN Factory, Student Partner GREEN, and Travel Partner. Logos for the organizing institutions, Anna University and Anna Engineering College, are also present.

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## 5. Mr. Nevin Lewis, CEO & Principal Consultant at Black & Grey HR

### TOPIC- How to make your CV stand out

Nevin Sir started by giving a few cv optimization tips in context to the rapid shift observed by the HR industry, and how to make your CV stand out with more and more AI being infused in the recruitment process. He then moved on to “How to look for and land a job” in which he started with talking about creating a strategic career plan, researching companies, and making a cover letter. He then further stressed how to take advantage of your unique personality to stand apart from the competition. In the end, he mentioned that never forget the H (Human) in HR (Human Resource) and advised the listeners to be people-oriented while working in HR.



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## 6. Rajiv Kapahi, Founder Director at XCalibrate Global Pvt. Ltd.

### TOPIC- Path to a Successful Startup and Raising Capital

Rajiv Sir started his session on “Key guidelines for raising capital by every startup” with how the statement of purpose serves as a guideline to your startups identity and existence. He then explained how a good founding team affects the performance of the startup and why ascertaining and solving a relevant problem is necessary. He then explained the need for a good presentation where one can define the problem and present the solution effectively. In the latter part of his session, he emphasized on the need to foresee the prospects of the startup and how to make the investor interested in it.



A promotional banner for the DELVE'21 event. The banner has a dark blue background with white and yellow text. At the top, it says "DELVE'21 THE ANNUAL MANAGEMENT EVENT 9th-10th October". Below this, it says "Sponsored by Career Launcher". The central part of the banner features a white box with the text "Key Guidelines for raising capital by Every startup" and "Rajiv Kapahi" below it. To the right of this box is a small video thumbnail showing Rajiv Kapahi. At the bottom, it says "Mr. Rajiv Kapahi" and "Founder Director, XCalibrate Global Pvt Ltd.". There are also logos for "Merchandising Partner STUBBORN Factory", "Student Partner", and "Travel Partner". Logos for "SANKALP DELVE'21" and "KAMARAJA UNIVERSITY" are also present.

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# Closing ceremony



Delve'21 Day 2

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After thanking the last speaker, Day 2 of Delve'21 came to an end. A heartfelt gratitude was expressed towards our most helpful and encouraging faculty members, Prof. JK Singh Sir (our Teacher-in-Charge), Ms. Cherry Uppal Ma'am (our Teacher-Coordinator), and our Chief Patron, Our Principal, Prof. Manoj Sinha Sir. The Vice-President of Sankalp- the Management Society, Mr. Aarjav Jain came to thank all the audience as well as sponsors who contributed to the event being a colossal success. In the end, the President of Sankalp- the Management Society, Mr. Yaanish Bhandari expressed gratitude towards the amazing speakers, and congratulated all the team members for successfully conducting the event.