



OUR CHAIRMAN T. KISHAN BABU & OUR DIRECTOR M. KRISHNA PRABHU receiving the award of "BEST EMERGING MANAGEMENT SCHOOL" in ANDHRA PRADESH & TELANGANA

We are proud to share that we have proven our credentials standing on par with the Industrial requirements. We compete with many other reputed Institutions and have been identified as first of its kind B-School offering Management courses with all relevant real time experiences under the program of Internships.

GATES: The Entryway to An Exemplary Management Career for Business Leaders

In order to survive and thrive, leaders, today need to have a global mindset, be entrepreneurially oriented, and be digitally competent. Students aspiring to do something different and interesting that also gives them an opportunity to explore the entire spectrum of their capabilities can now look forward to a career in various branches of Management and Free enterprise, as a way to contribute to the economy and create a fine future for themselves while at it. Enter the Gates of Opportunity

GATES Institute of Management & Sciences is a world-class business school and resided in the heart of Vijayawada. Established in the academic year of 2019 and the institute also marked with ISO 9001:2015. The GATES Management Programmes (BBA & MBA) are geared towards dynamic professionals who want to make a difference.

The integration of classes, live business cases, personal coaching, and company projects across India allows their students to develop the skills to run any business responsibly. Participants learn to work with people of different cultural backgrounds and personalities, from different industries and functions, learn to bear the pressure of catching deadlines whilst achieving tangible results..

Credentials Galore!

GATES is in collaboration with ISBM University, which is awarded as the Best Emerging University by the Government of India in the year of 2016.

GATES has already signed the MoU with 25+ MNCs for placements and internships in the inception itself. GATES always emphasizes the online teaching

Covid-19 pandemic has thrown education around the world in a loop. Almost all the sectors have faced a tough period, like any other sector even academics have fallen prey to the global pandemic. It will result in huge competition created both in academic and employment sector in near future. Gates is the right platform to take off as it has quickly responded to the need. It digitally equipped and offering various courses as per the market requirement.

The visionary insight has helped GATES Institute of Management & Sciences to land smoothly even during the turmoil situation. Digital library is one such activity that ensures availability of academic related resources within the click of mouse. All the students have now accustomed to online mode of learning. Therefore, it is the collective work that would help us to fight against this pandemic situation.

Let's start together taking initial steps towards new normal!





At one point in time, the idea of an airplane was just that, an idea. But with an immense amount of drive and passion, that idea is now a reality. You have that same drive and passion. What you've been able to achieve shows that. We are so excited to continue to watch you make your ideas soar! **Congratulations!**

We are very excited to share the news that the project of our students of MBA P. Anudeep & P. Tejaswini has been selected and the project is in INCUBATION phase. They are working on providing logistic support services through specific in-house drones also, for making hassle free transport of emergency service.

The Journey of **SUCCESS** just started by the **GATIANS**

TECH EAGLE team is working on making customized designs.

AIC-EMPI INCUBATION FOUNDATION

This unique incubation facility is built around the uniqueness that incubation and acceleration does not happen in isolation of individual entrepreneurial ideas, but an active incubation system that works simultaneously with multiple stakeholders in an ecosystem format to create High Impact Scalable Projects with strong marketable traction.

<https://aic-empi.org/start-ups/>

INDUSTRIAL VISIT

Exploring the leather manufacturing industry 1947 INC

INC 1947 Established in the year 2010 in Chennai later on it moved to Andhra Pradesh. They manufacture leather goods primarily for the brand Timberland a U.S based manufacturer with retail outlets and Wal-Mart.

The INC 1947 collects raw materials from Chennai, Kolkata, Jalandar and Kanpur.

Quality is the prime concern at 1947INC. There exists a quality check at various levels starting from collecting raw material till dispatch of the product.

European light and American lights are most preferred by the manufacturer for inspection to have a clear vision of the colour. Other equipment's like digital caliper, light box, crocking machine are also used basing on the need for quality check like wet rub and dry rub.

Once the raw material meets the parameters they will store it under high safety norms taking into consideration that it is stored in complete dry area not to give any scope for the growth of fungus. The scrap management is up to the mark for their scrap inspection and dumping in vizag and Chennai with a licensed process.

Employee welfare activities are also on par with the standards, like chemical eye wash, Rest rooms, cafeteria, P.P.E etc. The employees are also trained for first aid to act immediately as of the requirement in medical emergencies. The environment around the plant is most appreciable as they are concerned about the environment by planting trees in and around to maintain greenery in their premises of the industry.

We thank Management of 1947 INC and Mr. Pratap for extending their support in this regard.



INTERNSHIPS

We at Gates strongly believe that during college, immense internships in the field of study are essential to successful outcomes after graduation. Every semester the students have to undergo the Internship program so that learning happens in different segments of the organization with regard to the market analysis. Internships are foundational in preparing students for the workforce and providing opportunities after graduation. Most employers seek career-ready college graduates who have been equipped with prior experiences and skills in a given field to join in their team.

The uniqueness of Internship Programme at GATES is that it is faculty supervised and the students would be taking part in on-the-job training by delivering business results on prescribed targets. An Executive from the organization would ensure training and achieving of business results. GATES would also monitor the performance of the student on continuous basis. The performance of the student will be evaluated according to well designed comprehensive evaluation system.

Here are what several GATIANS have said about the internship experiences they've been a part of and how those work opportunities validated what they've learned in the classroom.

Hi-Tech Pharmaceuticals, Hyderabad.

We at Hi Tech Pharmaceuticals were assigned different tasks each day so as to understand the working culture and the module that is exceptionally followed in Pharmacy sector. Utmost care was taken about the employees during production and handling the chemicals. We were associated with Supply chain and Logistics department. We got an opportunity to learn about handling the drugs and their storage to avoid risks and to maintain required temperature. We personally thank Director Kumar sir for being so co operative and encouraging us to learn the other segments as well apart from the assigned department.



Learning experience @ Happi mobiles

In this organization there several departments like Finance, sales, marketing, supply chain department and HR departments, these are the major departments at "Happi Mobiles.pvt.ltd".

During this internship program we gained knowledge about the organizational structure and its process. As we belong to Finance specialization we were assigned work in finance department, and it is related to supply reconciliation transactions.



Happi mobiles organisation structure is centralised, it has several departments like Sales,

We were as well given an interaction with all other departments in order to gain the basic practical knowledge and the work culture at Happi Mobiles. The staff was very friendly and supportive due to which we could approach them without any hesitation. This sought of real time exposure will serve students like us in gaining practical knowledge and makes us industry ready.

We extend our heartfelt gratitude to Mr. Pavan, Mr. Santosh and his team for their excellent guidance.

VARUN MOTORS PVT LTD (ALL INDIA NO 1 DEALER)



Every Organization aims to become successful or to be in top position in business, but very few succeed in achieving that status. Being an intern it was a great pleasure and privilege to be a part of this great organization called Varun Motors Pvt Ltd. Varun's has its network in the three states of Telangana, Andhra Pradesh, and Karnataka. Varun Motors is enlisted in All India No 1 dealer which has its widest sales and services network across TS and AP.

The main Success for Varun Motors is Discipline. It is like Oxygen for the Organization. Varun Motors Private Ltd builds their relationship with the customers by keeping the motto "We don't sell, We advise". The Organization gives their best to satisfy the customer by furnishing required information related to the product, and being customer driven.

The Organizational Culture of Varun Motors is to be greatly appreciated and admired as it is an Organization which follows discipline to its core. A great amount of friendly atmosphere is maintained in the Organization as well as among the employees. From the Superior level to subordinates everyone has a similar type of Uniform that encourages them to feel important and equal.

We are glad to be associated and work with such an esteemed organization. The learning experience will surely fetch us the industrial experience that would help us to have a better career. We are thankful to the Management and Mr. Uday Bhaskar for helping us in all aspects.

HINDUSTAN AERONAUTICALS LTD



We thank Mr. Hafiz Ahmed, HEAD HR IJT & ASC, HAL for the exciting opportunity provided for Industrial Training at Hindustan Aeronautical Limited, Bangalore. It was an excellent learning experience and it has given a scope for better understanding to our students through hands on experience.



Over the course of Industrial training, our students were able to spend many hours with top professionals in various departments which have given a platform to develop various skills through practical exposure. It was incredibly rewarding to be able to help them carry out the work schedule according to the vision and objectives of the organization. The opportunities you have given them to develop and grow have truly benefited them grow both personally and professionally.

Your advice and experience have been truly invaluable and helpful throughout their tenure of one month. By accepting our students for this internship, you showed confidence in their abilities, and we sincerely thank you for the initiative.

Please extend our gratitude and appreciation to the team of MRO division helicopter MRO Division. It would be delightful to stay in touch with you through a work-related social media for betterment of our budding managers.



MORRIS GARAGES



As part of the curriculum in Gates Institute of Management & Sciences we have to undergo internships every semester. This time we got an opportunity to work as interns in **MORRIS GARAGES** for a month. We had a great experience over there. We felt very comfortable to work there as an interns in such a reputed organization. They received us in a very pleasant manner. They treated us like a family in the same way how they were treating other staff. With this all our myths about working sector have vanished. It was fruitful learning experience for all us.

We have gained an insight about different sectors like sales, accounting, human resources, service customer relation management. I am glad that I worked as an intern in "**MORRIS GARAGES**". We thank the management and Mr. Victor for their ongoing support through the period of our Internship.

We thank the management for providing such opportunities which would pave way for our bright future.

XI. Internship experience in Small Incubation Pvt Ltd

"I hear and I forget; I see and I remember; I do and I understand"

I thank to **GATES Institute of Management & Sciences** as internship is a part of our MBA Curriculum, We are placed at **SMALL INCUBATION Pvt Ltd** for 2 month internship, I feel it's our pleasure working with small incubation pvt ltd. The learning here at company brought us into reality and real market which taught how to prepare b-plans , parameters of b-plan ,how to analyzing the market, how to launch the new product/service into market with unique marketing strategies and how to build networks. We were involved in all the aspects of the project management: the development of an idea, the production of the first draft of the project, the creation of a transnational partnership, the effective application. The experience as intern at Small Incubation Pvt Ltd was an important step from a personal and professional point of view. We improved my interpersonal and communication skills. The internship was a valuable resource and a great learning experience: it has broadened my understanding has given us a strong foundation and valuable experience for my future career

VOLUNTEERING



Our Students also are trained for community services. We in collaboration with Rotary club Midtown Vijayawada, have adopted several schools during the pandemic and provided benches, masks to the students and food was served to the needy. We have conducted vaccination drive where 100 + were benefited.

Our students have readily volunteered the mega Job Mela conducted by HCL Technologies under the guidance of Mr. Prem Kumar Samson Human Resource, HCL Technologies Limited, Gannavaram. This experience has helped the students to understand the real time situations and to work at help desk clarifying the doubts and guiding the candidates who approached them.



EMPLOYEE VS LOCKDOWN



The covid-19 pandemic has affected the employees working patterns unanticipated as both the organizations and employees have to deal with significant issues relating to business continuity & compliance. The employees are most exposed sector of the world.

The first and foremost aspect that hit employees mind are job security pay cuts and delay in appraisal this is because of present situations and survey outcomes are bitter that nearly 2/3rd of the companies are planning for pay cuts and layoffs.



In the eve of pandemic, the cost of necessities rose up but the pays are slashed to half which is making the life of employees more apathetic. In countries like India when employment is a major challenge, this situation created a loop which is hard to break unless pro-employee policies which are in line with current scenarios to be made in accelerated mode.

It is suggestible that companies have to look of Non-employee cost cuts rather than employee cost cuts. So that the savings made in Non-employee costs can be used for employee related operational expenses. It's time for companies to think of "Re-engineering/Revenue engineering" techniques to identify the value added & non-value-added grey areas to eliminate and use the savings for "employee cost".

This pandemic has changed the mindset of employees both in life & work, they have to grab this time to improve their potential by free online courses to sharpen skills to make advantage of post lockdown era.

Organizations are facing a unique challenge they need to look for employee safety and wellbeing. However, Organizations has to come out of conventional thinking that employees are cost rather than asset.

Part Of Income Tax Department In The Growth Of Economy In The Past And As On Today.

It is noteworthy to mention here that, for the past so many years, income-tax department, working under the control of Central Board of Direct Taxes, Ministry of Finance, has played a vital role towards the growth of economy of India. It is also to be mentioned here that, the Income-tax Act has enacted in the year 1961 and proceeded with so many amendments, in all aspects such as, making aware of the people about the provisions of Income-tax; importance of paying taxes voluntarily, consequences of not declaring their true income thereon.

Despite making all the efforts by the department, there existed some instances, where some of the people/concerns/organisations, chose to evade taxes, and invest such surplus income in the black market in various forms, which enforces the Department to invoke some severe proceedings, like prosecuting such persons, who indulge in the act of evasion of taxes, thereby collecting some substantial taxes, which will be used for the welfare of public.

In the aforesaid factual back ground, the Central Board of Direct taxes, which is the parent organization of the Department, has undertook so many changes, in the Department, in the form of

- i) inventing faceless assessment
- ii) faceless appellate proceedings
- iii) faceless penalty proceedings.

The intention of the department in this context is to the effect that utmost transparency in all the sorts of proceedings, being undertaken by the department and making people in such a way that the Department is people's department and there will not be any ambiguity.

In a nut shell, the basic structure of the department is i) Investigation wing- which use to find out the persons who unearth their income ii) TDS – prominently looking about tax to be deducted from the salaried employees and contractors iii) International Taxation- looking about the taxation of non-resident Indians, who earn income chargeable to tax in India iv) jurisdictional assess- ing officers- looking about the collection of arrear demand .

Finally, from 13th August, 2020, the Finance Ministry has taken a drastic move, by introducing faceless scheme of assessment, as per which there is no need to any people/person/organization to visit the Department, which is a bold move.

To sum up, this article is made to enlighten about the brief provision of income-tax and role of each and every individual as a part of growth of economy of India and pay their taxes truly for the development/ upliftment of our country. As a citizen of India, I

FAILURE IS A STEPPING STONE TO SUCCESS PROVED AGAIN



Godrej was started by Ardeshti Godrej. Initially he started his career as a lawyer and ended up as an unsuccessful lawyer, later he started manufacturing of surgical instruments as his next attempt after giving up the practice of law but could not succeed. One day Ardeshti godrej happened to see a paper advertisement by the commissioner of Police Mumbai which read about a call for better security systems of houses and offices due to rise of burglar incidents locally. After reading the article he decided to manufacture the best locks. In 1987, at the age of 29 Ardeshti godrej started making locks at a small shed of central Mumbai to which he guaranteed "UNPICKABILITY". This shows the confidence that he has developed on the quality of the product he manufactured.

Now 123 years after that beginning Godrej turned into a multibillion dollar company. Across the world more than 600 million people daily use Godrej products across the world. It is second largest soap company having soaps like Cinthol, Godrej no1. Even godrej is into manufacturing of bank vaults. Godrej products are available in over 80 countries.

He was the person who laid foundation of a billion dollar Made In India Business Empire in colonial times during the regime of British when things seemed mere impossible. The take away from Ardeshti godrej is he grabbed opportunity at right time. Success is no accident it is hard work, perseverance, learning, studying, sacrificing and most of all, passion towards what you are doing or learning to do is the only key to success.

"No great Success was ever achieved without Failures".



Chat Q is a unique concept introduced at GATES, where the students will interview the Guest who is from the Industry. With the current trends running in the market the students shall get their doubts clarified by posing several relevant questions.



The session will later be open forum where in apart from the interviewers other students also can pose questions. The Industry related doubts and current market trends will be addressed by the guests. The students thus have a live interview which makes them to understand better and the way they have to interact with the guests.



Activities are a part and parcel of GATES. We design the activities with the suggestions derived from each club that is hosting the activity. These activities are quite interesting and learner centric. The students actively participate. These are helpful to hone the skills of the students and are fulfilled unlike the regular classroom teaching. Each club hosts on a rotation basis. Here are a few that we are sharing where learning becomes enjoyable. The activities are meant to fine tune different skills like, Communication, Leadership etc.





Not only outdoor, fun filled activities can be organised indoor as well. Our team of Sports & Recreation club are outstanding in coordinating the students and conducting innovative activities that are very interesting with unpredictable outcomes.



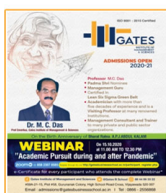
Webinar an online learning platform

Learning has no barriers and is unstoppable at GATES. During the pandemic we had a quick shift to the online platform. We could successfully bring Industry Stalwarts to the sessions to share their expertise and as well interact with the students.

Webinars are truly unlike anything else as we could keep our audience engaged the Q & A sessions were quite encouraging. It also helped us to get real-time feedback on the session.

We hosted all the webinars free of cost with a motto to create platform not only to our students but the sessions were open to aspirants who were willing to learn. To attend a webinar, one has to register, and get the access credentials to join the session. We ensure that the session goes on an interactive method to avoid passive listening by the participants.

The positive feedback itself is a reflection for us to keep going. We as well cast it live on Facebook. We strongly believe that knowledge has to be shared without any barriers.



"Academic Pursuit during and after pandemic"

Speaker: Professor Dr. M.C. Das

Speaker explained about the following points:-

Dr. M.C. Das Professor emeritus of Gates is an eminent personality and is profoundly known as Management Guru



He started off by sharing the leadership qualities of Abdul Kalam. He told that along with MBA a student should also have high skills of inter personal relations which are very important because Management is basically a man management. He explained about 5M'S in an Organization (Men, Machine, Material, Money, Management). Behind every M there is a human being. He also pointed the importance about personal excellence and professional excellence. He explained that Academic Pursuit means learning, listening attentively to everything like. only we can improve ourselves. He told that Emotional Intelligence should be there both in personal life and professional life.



The panel discussion majorly focused on the changes that we have to incorporate and it is a beginning of new era. We being management students need to adapt to the changes quickly and make ourselves flexible; this was the core concern for us that was addressed taking our spirits high. The guests have suggested major challenges that we may face and the practices needed to overcome. They told that best practices means customer needs and company values. He also said that people are assets, not liabilities. They also suggested that after building an enterprise we have to conduct not only yearly meetings and monthly meetings but also team meetings, daily meetings, weekly meetings. This would help us stay on par with the Industry requirements.

Below are the few activities conducted by various clubs of Gates Institute of Management & Sciences.

