Department of Business Administration and Research,

Shri Sant Gajanan Maharaj College of Engineering, Shegaon

Final Report on Business Analytics Workshop:

Prepared by Prof. Bilal T. Husain

The Department of Business Administration and Research at Shri Sant Gajanan Maharaj College of Engineering, in collaboration with Lyceum of the Philippines University- Laguna, organized a workshop on Business Analytics. The workshop was aimed at fostering the already signed Memorandum of Agreement between the two institutions. The expert from LPU Laguna, Ephraim Joshua K. Coronel, Standardization and Process Improvement Officer, conducted the workshop via online platform Teams, on March 23, 24, 28, 30, and 31. The workshop was coordinated by Prof. Bilal T. Husain from the Department of Business Administration and Research at Shri Sant Gajanan Maharaj College of Engineering. The workshop was an opportunity for students from Shri Sant Gajanan Maharaj College of Engineering and Saraswati College, Shegaon, to enhance their knowledge and skills in the field of Business Analytics. This report aims to provide an overview of the workshop and its outcomes.

Link for workshop: https://teams.microsoft.com/l/meetup-join/19%3ameeting_MzM0OGVmZTMtYjQ2NS00YjcyLThhZWYtMTFjODBIOTk0NTM3 %40thread.v2/0?context=%7b%22Tid%22%3a%22173859cd-235f-4bb4-bb4d-7faa54164776%22%2c%22Oid%22%3a%22b12ce8e3-f3bd-4200-a5d4-a27791b347ac%22%7d

https://www.microsoft.com/microsoft-teams/join-a-meeting

Meeting ID: 452 138 455 45, Passcode: oiz4QL



Business Analytics Workshop Flyer -Mar 2023

Report for Day 1 of Business Analytics Workshop

Date: 23rd March 2023

Time: 8.30 am – 10.30 am IST

The first day of the Business Analytics Workshop started with a brief introduction of the speaker and an overview of Business Analytics. The session aimed to provide participants with an understanding of Business Analytics, its role in business decision-making, the process of Business Analytics, and its applications.

The session started with a discussion on what is Business Analytics and its importance in the business world. The participants were introduced to the process of Business Analytics, which includes data collection, data cleaning, data analysis, and decision-making. The participants learned about the different types of analytics, including descriptive analytics, diagnostic analytics, predictive analytics, and prescriptive analytics.

After the break, the session focused on the application of Business Analytics for Customer Analytics. The participants were introduced to Customer Analytics, its stages, and the concept of Customer Lifetime Value (CLV). The session covered the importance of CLV in marketing and customer acquisition.

The session included a case study on Starbucks, where the participants learned how to analyze CLV using Excel. The case study demonstrated how CLV can be used to develop effective marketing strategies and increase customer acquisition.

The session was interactive, with participants actively engaged in discussions and hands-on exercises. The participants were encouraged to ask questions and share their experiences, which enhanced the learning experience.

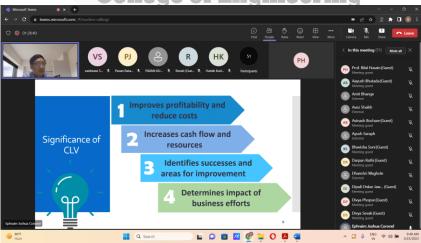
In conclusion, Day 1 of the Business Analytics Workshop provided participants with an overview of Business Analytics, its role in business decision-making, and its applications. The session helped participants understand the importance of Customer Analytics and the concept of CLV in marketing and customer acquisition. The hands-on exercises and interactive discussions provided participants with practical experience in applying analytics to real-world scenarios. Overall, the workshop provided participants with valuable knowledge and skills that will be beneficial in their careers in business analytics.

Day1 Session Pics:

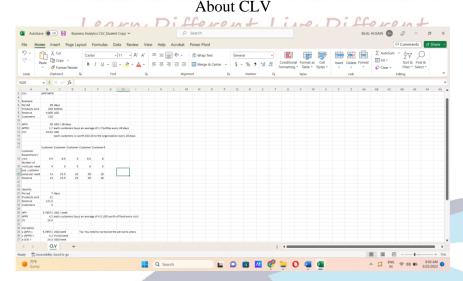


Introduction to Business Analytics

Shri Sant Gajanan Maharaj College of Engineering



LYCEUM OF THE PHILIPPINES UNIVERSITY



CLV using Excel

Report for Day 2 of Business Analytics Workshop

Date: 24th March 2023

Time: 8.30 am – 10.30 am IST

The second day of the Business Analytics Workshop focused on the application of Business Analytics in Forecasting. The session aimed to provide participants with an understanding of the role of forecasting, statistical methods for forecasting, the forecasting process and methods, expert methods in forecasting, and measures for forecast quality assessments.

The session started with an introduction to the role of forecasting in business decision-making. The participants learned about the different types of forecasting methods, including qualitative and quantitative methods. The session covered statistical methods for forecasting, including time series analysis, moving averages, exponential smoothing, and regression analysis.

The session included an application part where participants learned how to perform forecasting with regression using Excel. The participants were taught how to apply regression analysis to forecast future outcomes based on past data. The participants learned how to use Excel to create a regression model, analyze the data, and interpret the results.

The session also covered the measures for forecast quality assessments, including Mean Absolute Deviation (MAD), Mean Squared Error (MSE), and Mean Absolute Percentage Error (MAPE). The participants learned how to compare two forecasts to decide which one is better using these measures.

The session was interactive, with participants actively engaged in discussions and hands-on exercises. The participants were encouraged to ask questions and share their experiences, which enhanced the learning experience.

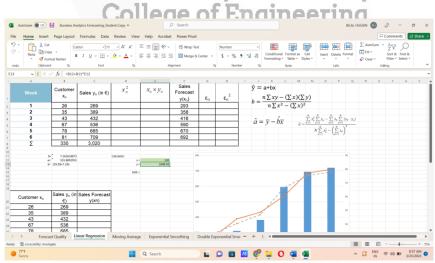
In conclusion, Day 2 of the Business Analytics Workshop provided participants with an understanding of the role of forecasting, statistical methods for forecasting, and measures for forecast quality assessments. The hands-on exercises and interactive discussions provided participants with practical experience in applying forecasting techniques to real-world scenarios

Session pics for Day2:

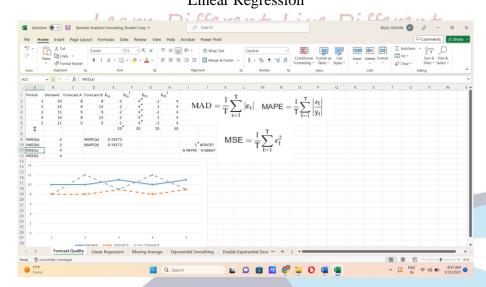


Role of forecasting

Shri Sant Gajanan Maharaj



LYCEUM OF THE PHILIPPINES UNIVERSITY Linear Regression



Forecasting quality

Report for Day 3 of Business Analytics Workshop

Date: 28 March 2023

Time: 8.30am – 10.30 am IST

The third day of the Business Analytics Workshop focused on different types of forecasting methods such as moving average, exponential smoothing, double exponential smoothing, and triple exponential smoothing. The primary objective was to compare the forecasting quality of each method using the mean squared error (MSE) in Excel.

The workshop started with a brief introduction to moving average forecasting, which is a simple forecasting technique that involves calculating the average of a set of values for a particular period. The MSE of the moving average method was calculated using Excel, and its quality was compared with other forecasting methods.

Next, the workshop focused on exponential smoothing, which is a time-series forecasting method that uses a weighted average of past values to forecast future values. The MSE of the exponential smoothing method was calculated, and the results were compared with the moving average method.

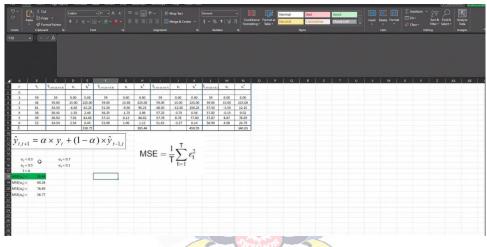
During the session, polls were taken at different intervals to evaluate the participants' understanding of the different forecasting methods. The participants were given an additional 5 minutes to answer the poll questions. The results of the polls were shared in the chat, and the participants' responses were used to enhance their learning experience.

After the participants gained a good understanding of exponential smoothing, the workshop proceeded to double and triple exponential smoothing. The double and triple exponential smoothing methods are extensions of the exponential smoothing method that include the trend and seasonal components in the time series data. Polls were taken after each method was discussed to evaluate the participants' understanding.

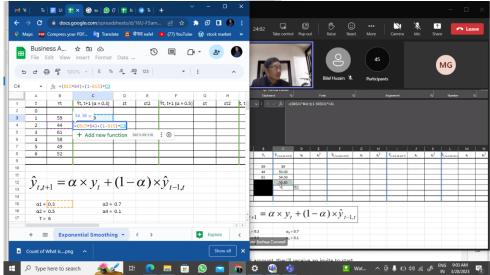
The workshop ended with a session feedback survey, which was taken to evaluate the participants' overall learning experience. The feedback was positive, and the participants appreciated the practical approach used to teach the forecasting methods.

In conclusion, Day 3 of the Business Analytics Workshop was informative and insightful, providing participants with a better understanding of different forecasting methods, particularly moving average and exponential smoothing. The interactive polls and feedback survey helped to enhance the learning experience, and participants gained valuable knowledge that will be beneficial in their business analytics careers.

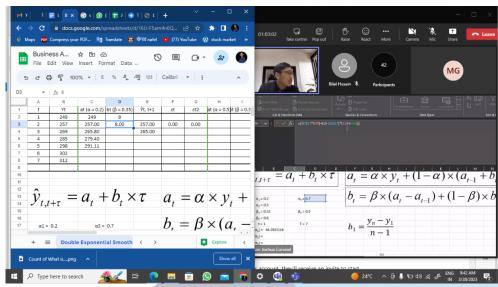
Session pics for Day3:







LYCEUM Exponential Smoothing ES UNIVERSITY



Double Exponential Smoothing

Report for Day 4 of Business Analytics Workshop

Date: 30th March 2023

Time: 8.30am – 10.30 am IST

The fourth day of the Business Analytics Workshop focused on S-Curve and the application of Business Analytics to Human Resources (HR). The session was designed to help participants understand the importance of HR Analytics in business decision-making and how to apply analytics strategies to HR data.

The session began with a discussion on S-Curve, which is a graphical representation of the growth of a company or product over time. The participants learned how to interpret the S-Curve and how it can be used to identify the maturity stage of a company or product.

The focus then shifted to the application of Business Analytics to HR. The participants learned about the importance of HR Analytics in business decision-making and the different strategies used in Big Data Analysis, including Descriptive Analytics, Diagnostic Analytics, Predictive Analytics, and Prescriptive Analytics.

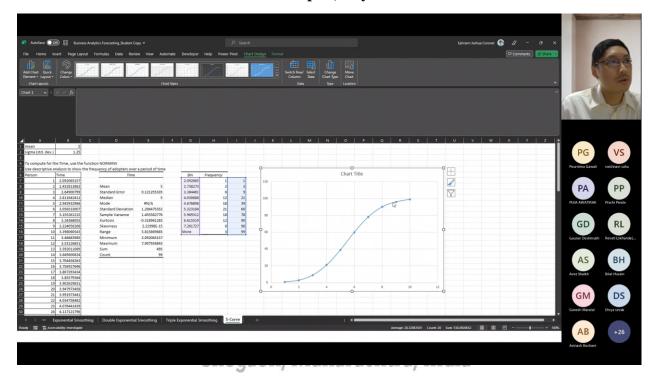
The session also covered Factor Analysis, which is a statistical method used to identify the underlying factors that influence a set of observed variables. The participants learned how Factor Analysis can be applied to HR data to identify the key factors that influence employee performance.

The session then focused on Supply and Demand Forecasting in HR. The participants learned about Succession Analysis and Markov Analysis, which are two popular HR forecasting techniques used to forecast the supply and demand of human resources in an organization.

The session ended with a case study on how a business used data to identify internal mobility as a key to retention. The participants learned how the business used data to analyze employee performance and identify the factors that influenced employee retention. The case study provided valuable insights into how analytics can be used to improve HR decision-making and ultimately drive business success.

In conclusion, Day 4 of the Business Analytics Workshop was informative and provided participants with valuable insights into S-Curve and the application of Business Analytics to HR. The session helped participants understand the importance of HR Analytics in business decision-making and provided them with practical strategies and techniques to apply analytics to HR data. The case study highlighted the real-world applications of analytics in HR and provided valuable insights into how analytics can be used to drive business success.

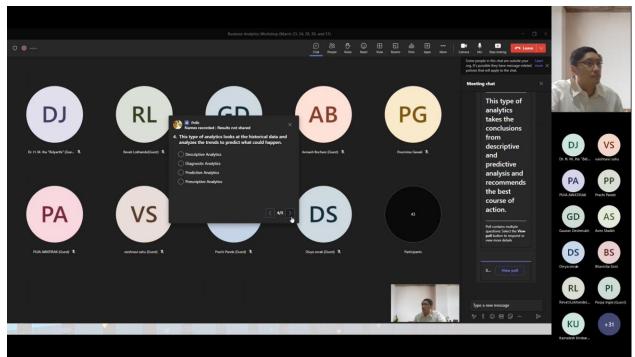
Session pics, Day4:



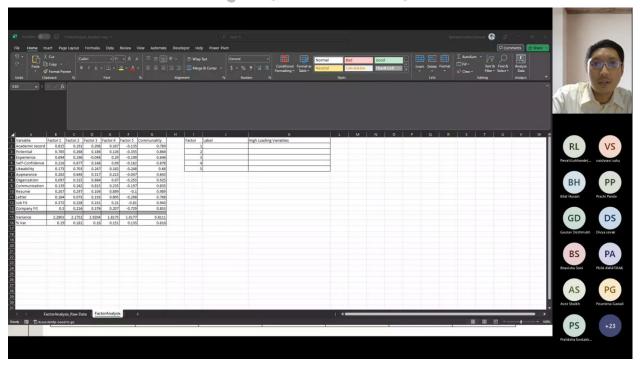
S-curve



Table of contents for the remaining session of Day4



Shegaon Pollstaken ashtra, India



Factor Analysis

Report for Day 5 of Business Analytics Workshop

Date: 31 March 2023

Time: 8.30am – 10.30 am IST

The fifth and final day of the Business Analytics Workshop focused on Factor Analysis and the application of Business Analytics in Finance. The session aimed to provide participants with an in-depth understanding of Factor Analysis and how to apply analytics strategies to financial data.

The session started with a discussion on Factor Analysis and how it can be used to identify the underlying factors that influence a set of observed variables. The participants learned how to perform Factor Analysis in Excel and interpret the results.

The session then moved on to the application of Business Analytics in Finance. The participants learned about the different types of financial risks and the risk categories that businesses face. The session covered the importance of risk strategy, including risk identification, risk assessment, risk mitigation strategy, and risk monitoring.

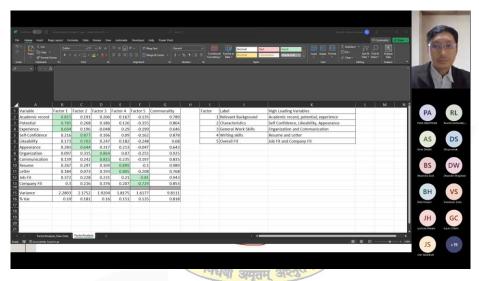
The participants also learned about portfolio optimization and the risk measures used in portfolio optimization. The session provided insights into how analytics can be applied to financial data to optimize investment portfolios and manage financial risks.

The session was interactive, with participants actively engaged in discussions and hands-on exercises. The participants were encouraged to ask questions and share their experiences, which enhanced the learning experience.

In conclusion, Day 5 of the Business Analytics Workshop was informative and provided participants with valuable insights into Factor Analysis and the application of Business Analytics in Finance. The session helped participants understand the importance of analytics in managing financial risks and optimizing investment portfolios. The hands-on exercises and interactive discussions provided participants with practical experience in applying analytics to financial data. Overall, the workshop provided participants with valuable knowledge and skills that will be beneficial in their careers in business analytics.

Learn Different. Live Different

Session pics, Day5:



Factor analysis continued



LYCEUM OHR Case on Retention ES UNIVERSITY

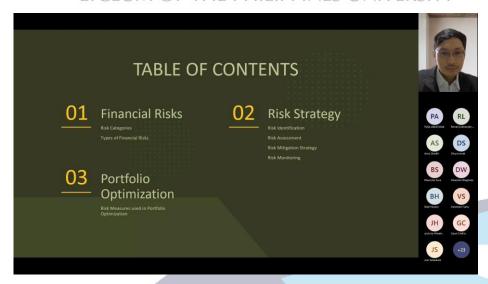


Table of contents for financial analytics

Business Analytics Workshop

March 2023



Student Feedback

Prepared by: Ephraim Joshua K. Coronel



Emails





Kartik Rahane <rahanekartik28@gmail.com> in To: Sphraim Joshua Coronel



Thu 23/03/2023 22:20

Dear sir.

I attend your work shop session today regarding Business Analytics .Really enjoyed it. Get to know about the scope of business analytics. You have explain us everything in simple manner.collectively we all are satisfied about todays session.

Thanks and Regards.

Pournima Gawali <pournimagawa.li.9@gmail.com>









To: S Ephraim Joshua Coronel

Cc: Opmkuchar@ssgmce.ac.in

Hello sir,

Hope you are good.

I am a student of SSGMCE Shegaon. I attended today's 1 st day of Business analysts workshop.

It was a great pleasure to listen to your talk. The session was very knowledgeable about many things like introduction of business analytics, their importance and steps of business analytical and many more. Thank you so very much for the session. Hope there will be many more like this.

POURNIMA GAWALI

B.COM | MBA(Marketing | MBA (Finance)

Phone No: 9325051952 Email: pournimagawali9

Mahesh Patil <maheshgawande2000@gmail.com> in









Thu 23/03/2023 14:29

Hello Sir,

Hope you are doing well.

To: **(S)** Ephraim Joshua Coronel

Cc: Opmkuchar27.ssgmce@gmail.com

I am the student of SSGMCE college shegaon.

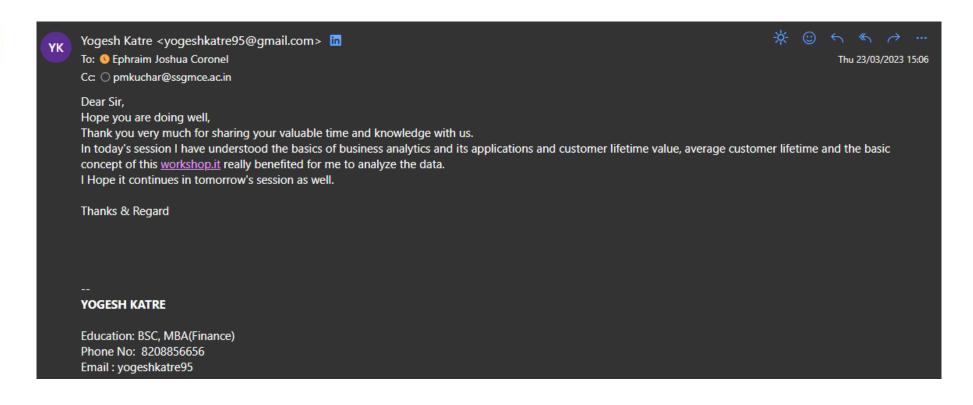
Today's lecture was very good. It will be very useful for me in the future. I understood all the concepts you mentioned and gained some knowledge about Business Analytics. Thank You so much for today's sessions. I hope tomorrow it will be as enjoyable as it was today.

MAHESH GAWANDE

BSC | MBA (Marketing) | MBA (Finance)

Phone No: 7887572265 Email Id: maheshgawande2000







Renuka Wankhade < renukawankhade 9@gmail.com > in



To: O Ephraim Joshua Coronel

Sat 25/03/2023 13:37

Dear sir,

I attend yesterday's lecture regarding bussiness analytics it was very stimulating lectures and brilliantly taught. Very interesting case studies as well which made for interesting class discussions. The lecturer's teaching is well organized and presented, which helped me to accept the new knowledge quickly. I am happy with the content of the course, like the case-based approach.



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|---|---|--|
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Mahesh Patil <maheshgawande2000@gmail.com> in



Cc: Opmkuchar27.ssgmce@gmail.com; Osatyamohan84@gmail.com; Omayurd8@gmail.com; Ohmjhabidyarthi@rediffmail.com

Thu 30/03/2023 13:30

Respected Sir,

Hope you are doing well.

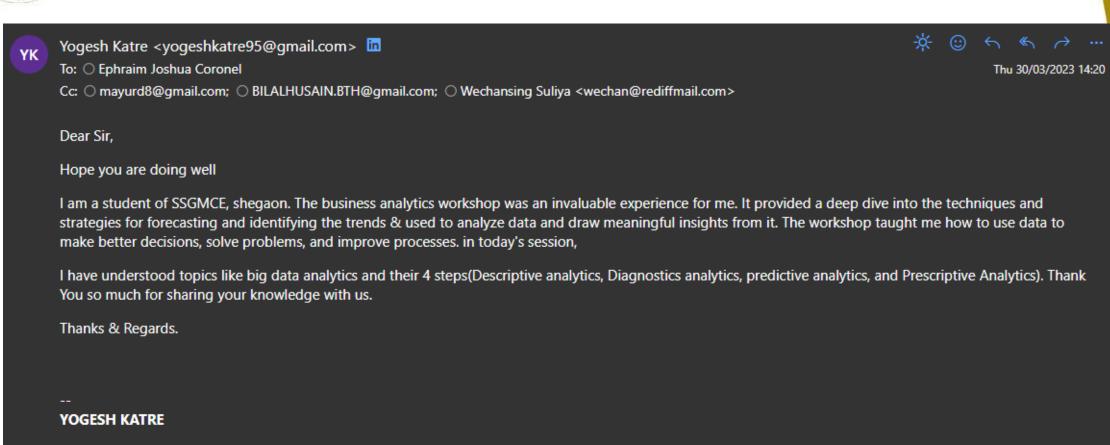
To: O Ephraim Joshua Coronel

I am a student of SSGMCE college shegaon.

Today's business analytics workshop was an insightful and informative session that provided valuable insights into the use of analytics in the modern business world. It was interesting to learn about the various tools and techniques used by businesses to analyze data, as well as how these insights can be used to make better decisions. The hands-on activities were also a great way to get a better understanding of how analytics can be applied in real-world situations. Big data analytics model and its types, descriptive analysis, diagnostics analysis, productive analysis, and prescriptive analysis, this topic was understood by me very well.. Overall, it was a great learning experience that I'm sure will benefit me in my future endeavors.



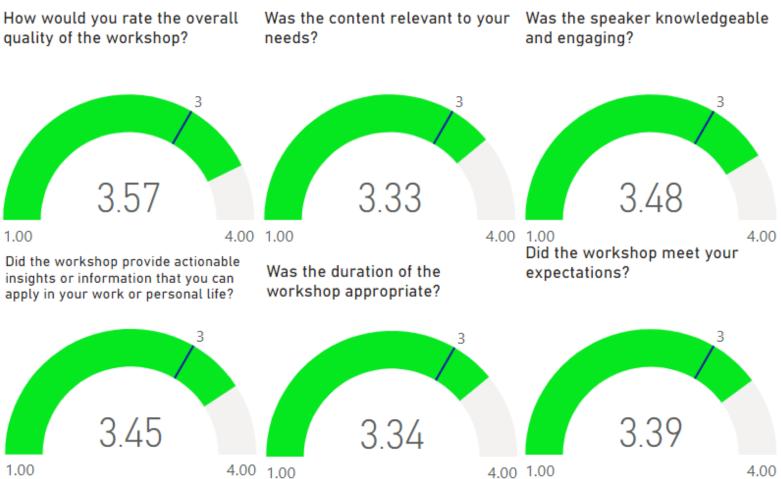
Education: BSC, MBA(Finance) Phone No: 8208856656 Email: yogeshkatre95



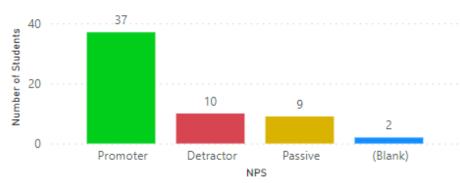


Survey





Count of Net Promoters



Net Promoter Score



Good to Excellent Net Promoter Score

48.21%

NPS Reference A: 0-30 - Good NPS 31-70 - Excellent NPS 71-100 - World-class NPS Ref: From QMS LAC Training by SGS / Survicate

NPS Reference B: 0-30 - Good NPS 31-60 - Excellent NPS Ref: Trustmary

NPS Reference C: 0-50 - Good NPS 50-70 - Exceeds Expectation NPS 60-100 - World-class NPS 70-100 - Outstanding NPS

Ref: SalesForce

NPS formula = ([Promoter Count] - [Detractor Count]) / [Total NPS]



What aspects of the workshop could be improved?

clear and deliberate opening and closing activities, carefully selected exercises, discussions, and activities to elicit and model requirements.

light up your workshop,use the right tools...interaction.

All n all it was good. But should have been divided into more hours of learning.

analysis thinking

Can time of workshop extend for practice the excel

Formula shortcut

formulas anr new for ours so they not learning we in fast so sir please repeat do the formula uses Improvement in business analytics knowledge

Knowlege for financial management

The answer Poll.

The knowledge of all about business analytics that's are improved in these workshop

The poll is not working properly during the workshop.

The time of workshop must be increased and the topics which are related but not in syllabus needs to be added

The workshop have no need to be get improved all the things regarding to workshop was nice and knowledgeable.

Understanding of knowledge



What did you like most about the workshop?

Presentation

Risk analysis and statistical measures can be applicable in daily life

Teaching and Excel

Teaching from basic points

The core, that is the use of the excel for data validation and analysisi

The expert was able to provide simple explanation to complex topics

The presentation which they provide to us.

The speaker is knowledgeable and engaging with student

The teaching is most like to me because they are easily understand to me

The way of explaining everything

The way of teaching

Topics that Cover by sir.

What did you like most about the workshop?

It is a great way to teach hands-on skills as it gives learners an opportunity to try out new methods and fail in a safe environment.

A good presentation and communication to every point and reposne our asking questions is very weel

All contents is good

All the sessions are good

case study analysis

Case study, coustomer lifetime value, forecasting, time series analysis

Case that we studied in workshop that help us to applicable in future carrier and business analytics.

checking understanding of the topics through polls

Communication Skills

Correlation and varance

Explaining formula

Explaining part and excel part is very useful and understanding

Financial Analysis

Forecasting

Get knowledge about how to handle the data of the business for proper organization and management of organization

Good

Good presatation

Good presentation

Got to learn about forecasting was most important and liked part.

How to career in business analytics this thing most likely in the workshop

HR forecasting, succession analysis

I learned something new from this workshop which will be useful in future.

Important of business analytics, 7 step of business analytics process,

Improve knowledge

It is Very useful to discuss practical problems. ,Interactive, realistic examples,good structure. ,Very useful practical approaches. Role play.

Knowledgeable

Overall

Overall session was good

Picture quality is the good

practical knowledge about forcasting

