



DR. D. Y. PATIL DENTAL COLLEGE & HOSPITAL

R. D. Y. PATIL VIDYAPEETH, PUNE

(Deemed to be University)

(Accredited (3rd cycle) by NAAC with a CGPA of 3.64 on a four point scale at 'A++' Grade)

(An ISO 9001: 2015 and ISO 14001:2015 Certified University and Green Education Campus)

Ref no: DYPDCH/ 436 / 2023

Date: 11/8/23

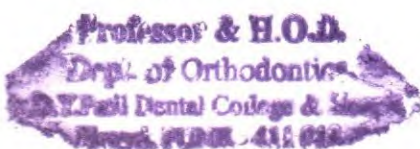
CIRCULAR

To,
The Interns
Dr. D. Y. Patil Dental College and
Hospital
Pimpri, Pune.

Subject: Commencement of value-added course "BUSINESS IN DENTISTRY- Creating a clinical entrepreneur"

This is to bring to your notice that Department of Orthodontics is conducting a value-added course (code DS 401.1) "BUSINESS IN DENTISTRY"- Creating a clinical entrepreneur. This course will commence from 17th August 2023, Herby request all the Intern students to enroll for course.

Course co-coordinator
Dr. Sonali Deshmukh



IQAC coordinator
Dr. Ladusingh Rajpurohit

Dean
Dr. D. Gopalakrishnan
(Dr.D.Gopalakrishnan)
Dean
Dr.D.Y.Patil Dental College & Hospital
Dr.D.Y.Patil Vidyapeeth
(Deemed to be University)
Pimpri, Pune- 411018.
Maharashtra, India



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Ref no: DYPDCH/ 502 / 2023

Date: 4/9/23

Covering Letter

To,
The Dean
Dr. D. Y. Patil Dental College & Hospital Pimpri Pune - 18

Subject: Value Added Course "Business of Dentistry- Creating the Clinical Entrepreneur"

Respected sir

Department of orthodontics successfully conducted value added course "Business of Dentistry – Creating the Clinical Entrepreneur" which started on 17th August 2023 – 31th August 2023, in which the resource person was Dr. Sonali Deshmukh, the course duration was for 30hrs, with 10 different modules and number of students attended were 28 students with males-13, females-15.

I am forwarding you a brief report of the entire course for your perusal. I sincerely thank you and the management for all the support which was extended to us in planning and executing the course.

Thanking you

Dr. Sonali Deshmukh
HOD & Professor
Department of Orthodontics & Dentofacial Orthodontics
Dr. D. Y. Patil Dental College & Hospital

Course co-coordinator
Dr. Sonali Deshmukh

IQAC coordinator
Dr. Ladusingh Rajpurohit

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Dr. D. Gopalakrishnan
(Dr.D.Gopalakrishnan)
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Date: 4/9/23

Structure of the course

Title: - Business of Dentistry – Creating the Clinical Entrepreneur

Course Code: DS401.1

Learners: Interns

Time allotted: 30 hours

Course Outcome: To sensitize the learners to practice management

Learning objectives:

- Acquire basic knowledge about clinic design and inventory
- To learn Communication and Interpersonal skills
- To learn basic skills of Clinical Photography

Duration of the course: 10 days (3 hours each day)

Day 1	17-08-2023	Introduction and clinic design	Dr. Jayesh	03 hrs
Day 2	28-08-2023	Inventory Management in Dental Office	Dr. Dnyanesh Shul	03 hrs
Day 3	22-08-2023	Time Management & Appointment Schedule	Dr. Sonali Deshmukh	03 hrs
Day 4	23-08-2023	HR Management	Dr. Sonali Deshmukh	03 hrs
Day 5	24-08-2023	Consultations and soft skills	Dr. Sonali Deshmukh	03 hrs
Day 6	25-08-2023	Clinical photography with demonstration and participation	Dr. Jayesh	03 hrs
Day 7	26-08-2023	Economic of practice in dentistry	Dr. Chaitra	03 hrs
Day 8	28-08-2023	Use of computers and softwares	Dr. Pranshu Mathur	03 hrs
Day 9	25-08-2023	Ergonomics in Dentistry	Dr. Asmita	03 hrs
Day 10	31-08-2023	Marketing in Dentistry	Dr. Sonali Deshmukh	03 hrs

Course co-coordinator
Dr. Sonali Deshmukh

IQAC coordinator
Dr. Ladusingh Rajpurohit

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(Dr.D.Gopalakrishnan)
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Date: 4/9/23

Schedule of Course and Time

DAYS	DATE	TITLE OF LECTURE	STAFF NAME	DURATION
Day 1	17-08-2023	Introduction and clinic design	Dr. Jayesh	03 hrs
Day 2	28-08-2023	Inventory Management in Dental Office	Dr. Dnyanesh Shul	03 hrs
Day 3	22-08-2023	Time Management & Appointment Schedule	Dr. Sonali Deshmukh	03 hrs
Day 4	23-08-2023	HR Management	Dr. Sonali Deshmukh	03 hrs
Day 5	24-08-2023	Consultations and soft skills	Dr. Sonali Deshmukh	03 hrs
Day 6	25-08-2023	Clinical photography with demonstration and participation	Dr. Jayesh	03 hrs
Day 7	26-08-2023	Economic of practice in dentistry	Dr. Chaitra	03 hrs
Day 8	28-08-2023	Use of computers and softwares	Dr. Pranshu Mathur	03 hrs
Day 9	25-08-2023	Ergonomics in Dentistry	Dr. Asmita	03 hrs
Day 10	31-08-2023	Marketing in Dentistry	Dr. Sonali Deshmukh	03 hrs
		Conclusion & valedictory function		


Course co-coordinator
Dr. Sonali Deshmukh


IQAC coordinator
Dr. Ladusingh Rajpurohit


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Dr. D. Gopalakrishnan
(Dr. D. Gopalakrishnan)
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BROCHURE

FACULTY MEMBERS


Dr. Sonali Deshmukh,
Head of Department


Dr. Jayesh S. Rahalkar,
Head of Department


Dr. Chaitra Masud
M.D.S. (Ortho)


Dr. Ananta Kharche
M.D.S. (Ortho)


Dr. Prashant Mathur
M.D.S. (Ortho)


Dr. Dhyanesh Shul
M.D.S. (Ortho)



DPU
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Pimpri, Pune - 18

Department of
Orthodontics & Dentofacial Orthodontics

VALUE ADDED COURSE

Title :
**"Business of Dentistry-
 Creating the Clinical Entrepreneur"**

DATE: 17th August - 31st August, 2023



Business of Dentistry
- Creating the Clinical Entrepreneur

Specially designed value added course for Interns and fresh graduates with aim of sensitizing participants to intricacies of practice management. This course aims to enable the participant to confidently undertake the journey from fresh dental graduate to a successful dental practitioner.

Course Code: DS401.I
Learnings: Interns
Time allotted: 50 hours
Course Outcome: To sensitize the learners to practice management
Learning objectives:

- Acquire basic knowledge about clinic design and inventory
- To learn Communication and Interpersonal skills
- To learn basic skills of Clinical Photography



Structure of the course
Duration of the course: 8i annually, 10 days 13 hours each day

DAYS	TITLE OF LECTURE	CONDUCTED BY	DURATION
Day 1	Introduction and Clinic Design	Dr. Jayesh Rahalkar	3 hrs
Day 2	Inventory Management in Dental Office	Dr. Dhyanesh Shul	3 hrs
Day 3	Time Management & Appointment Schedule	Dr. Sonali Deshmukh	3 hrs
Day 4	HR Management	Dr. Sonali Deshmukh	3 hrs
Day 5	Consultation and Soft Skills	Dr. Sonali Deshmukh	3 hrs
Day 6	Clinical Photography with demonstration and participation	Dr. Jayesh Rahalkar	3 hrs
Day 7	Economics of Practice in dentistry	Dr. Chaitra Masud	3 hrs
Day 8	Use of Computers and Softwares	Dr. Prashant Mathur	3 hrs
Day 9	Ergonomics in Dentistry	Dr. Ananta Kharche	3 hrs
Day 10	Marketing in Dentistry	Dr. Sonali Deshmukh	3 hrs
	Conclusion and Validation-Function		

Course co-coordinator
Dr. Sonali Deshmukh

IQAC coordinator
Dr. Ladusingh Rajpurohit

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Dr. D. Gopalakrishnan
(Dr.D.Gopalakrishnan)
 Dean
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Question Paper of the examination conducted at the end of the VAC (Hard Copy of exam question paper or screenshot of examination paper if taken online)

Questions:

1. Is it important to see nearby vicinity before setting up dental practice?

Answer: Yes/ No

2. Do you need to plan blueprint before establishing the dental setup?

Answer: Yes/ No

3. Do I need to bring any papers, documents, materials, equipment, or other items with me for this appointment?

Answer: Yes/ No

4. Is it possible to reschedule or cancel this appointment in future, if need be?

Answer: Yes/ No

5. Do you feel the clinical applications of a computerized practice management needed?

Answer: Yes/ No

6. Is there a need for the ethical considerations involved in computer use?

Answer: Yes/ No

7. Do you feel learning ergonomics is essential before starting clinical practice?

Answer: Yes/ No

8. If you are planning to set up a clinic, is it important to plan financial investments which are required in acquiring the premise.

Answer: Yes/ No

9. Do you feel it is important to provide sufficient time for specialised treatment at the clinic

Answer: Yes/ No

10. Is keeping complete case records of each patient important?

Answer: Yes/ No

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Examination result

SR NO	STUDENT NAME	RESULT
1.	Prashit Upadhyay	Pass
2.	Pinak	Pass
3.	Dron Sethi	Pass
4.	Sourav Sundaria	Pass
5.	Shubham Dore	Pass
6.	Tejas Pol	Pass
7.	Siddhi Patil	Pass
8.	Swaranjali Ramkar	Pass
9.	Vedanti Kulkarni	Pass
10.	Prerna Ubale	Pass
11.	Sujeet Patil	Pass
12.	Swaman kharat	Pass
13.	Soumodeep Karmarkar	Pass
14.	Saumya Shrivastav	Pass
15.	Shivanand Unde	Pass
16.	Prashant Varma	Pass
17.	priya singh	Pass
18.	Siddharth Pawar	Pass
19.	Ankit Punamiya	Pass
20.	Rishabh Sen	Pass
21.	Vani Singhal	Pass
22.	Vidushi Chandra	Pass
23.	Avantika Pawar	Pass
24.	Rikshika Gupta	Pass
25.	Sakshi Agarwal	Pass
26.	Uzma Qureshi	Pass
27.	Vedika Lahoti	Pass
28.	Shweta Valunj	Pass


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IQAC coordinator
Dr. Ladusingh Rajpurohit


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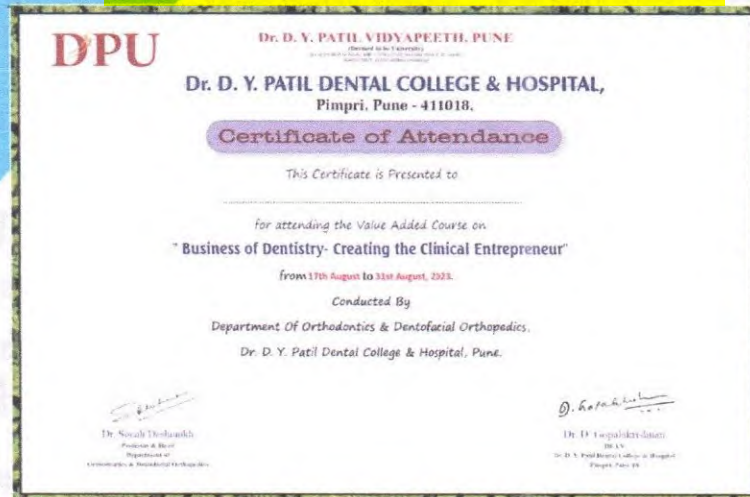
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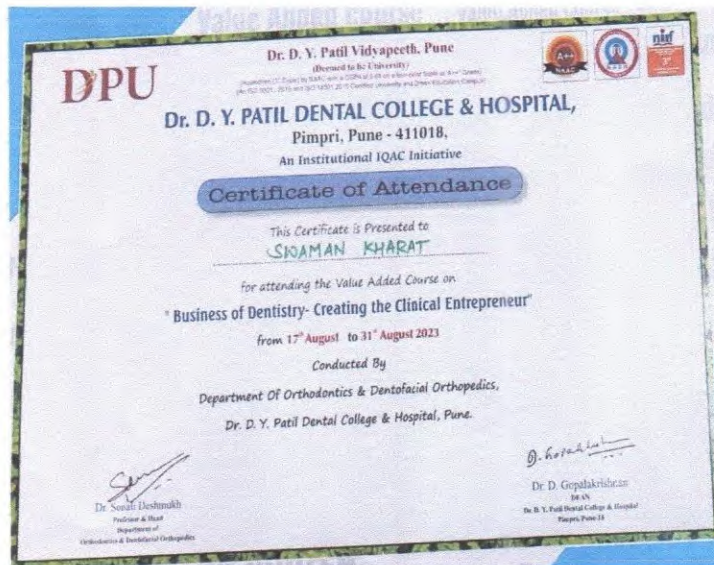
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Certificate of Value Added Course



Student Certificate of Value Added Course



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Dr. Sonali Deshmukh

IQAC coordinator
Dr. Ladusingh Rajpurohit

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Students Attendance Participating in Value Added Course

Sr.No	Student Name	07-07-2022	14-07-2022	21-07-2022	28-07-2022	04-08-2022	11-08-2022	18-08-2022	24-08-2022	25-08-2022	29-08-2022
1.	Prashit Upadhyay	P	P	P	P	P	P	P	P	P	P
2.	Pinak	P	P	P	P	P	P	P	P	P	P
3.	Dron Sethi	P	P	P	P	P	P	P	P	P	P
4.	Sourav Sundaria	P	P	P	P	P	P	P	P	P	P
5.	Shubham Dore	P	P	P	P	P	P	P	P	P	P
6.	Tejas Pol	P	P	P	P	P	P	P	P	P	P
7.	Siddhi Patil	P	P	P	P	P	P	P	P	P	P
8.	Swaranjali Ramkar	P	P	P	P	P	P	P	P	P	P
9.	Vedanti Kulkarni	P	P	P	P	P	P	P	P	P	P
10.	Prerna Ubale	P	P	P	P	P	P	P	P	P	P
11.	Sujeet Patil	P	P	P	P	P	P	P	P	P	P
12.	Swaman kharat	P	P	P	P	P	P	P	P	P	P
13.	Soumodeep Karmarkar	P	P	P	P	P	P	P	P	P	P
14.	Saumya Shrivastav	P	P	P	P	P	P	P	P	P	P
15.	Shivanand Unde	P	P	P	P	P	P	P	P	P	P
16.	Prashant Varma	P	P	P	P	P	P	P	P	P	P
17.	priya singh	P	P	P	P	P	P	P	P	P	P
18.	Siddharth Pawar	P	P	P	P	P	P	P	P	P	P
19.	Ankit Punamiya	P	P	P	P	P	P	P	P	P	P
20.	Rishabh Sen	P	P	P	P	P	P	P	P	P	P
21.	Vani Singhal	P	P	P	P	P	P	P	P	P	P
22.	Vidushi Chandra	P	P	P	P	P	P	P	P	P	P
23.	Avantika Pawar	P	P	P	P	P	P	P	P	P	P
24.	Rikshika Gupta	P	P	P	P	P	P	P	P	P	P
25.	Sakshi Agarwal	P	P	P	P	P	P	P	P	P	P
26.	Uzma Qureshi	P	P	P	P	P	P	P	P	P	P
27.	Vedika Lahoti	P	P	P	P	P	P	P	P	P	P
28.	Shweta Valunj	P	P	P	P	P	P	P	P	P	P
	Faculty Name and signature	Dr. Jayesh	Dr. Dnyanesh	Dr. Sonali	Dr. Sonali	Dr. Sonali	Dr. Jayesh	Dr. Chaitra	Dr. Pranshu	Dr. Asmita	Dr. Sonali

Course co-coordinator
Dr. Sonali Deshmukh

IQAC coordinator
Dr. Ladusingh Rajpurohit

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2.	Pinak	P	P	P	P	P	P	P	P	P	P
3.	Dron Sethi	P	P	P	P	P	P	P	P	P	P
4.	Sourav Sundaria	P	P	P	P	P	P	P	P	P	P
5.	Shubham Dore	P	P	P	P	P	P	P	P	P	P
6.	Tejas Pol	P	P	P	P	P	P	P	P	P	P
7.	Siddhi Patil	P	P	P	P	P	P	P	P	P	P
8.	Swaranjali Ramkar	P	P	P	P	P	P	P	P	P	P
9.	Vedanti Kulkarni	P	P	P	P	P	P	P	P	P	P
10	Prerna Ubale	P	P	P	P	P	P	P	P	P	P
11	Sujeet Patil	P	P	P	P	P	P	P	P	P	P
12	Swaman kharat	P	P	P	P	P	P	P	P	P	P
13	Soumodeep Karmarkar	P	P	P	P	P	P	P	P	P	P
14	Saumya Shrivastav	P	P	P	P	P	P	P	P	P	P
15	Shivanand Unde	P	P	P	P	P	P	P	P	P	P
16	Prashant Varma	P	P	P	P	P	P	P	P	P	P
17	priya singh	P	P	P	P	P	P	P	P	P	P
18	Siddharth Pawar	P	P	P	P	P	P	P	P	P	P
19	Ankit Punamiya	P	P	P	P	P	P	P	P	P	P
20	Rishabh Sen	P	P	P	P	P	P	P	P	P	P
21	Vani Singhal	P	P	P	P	P	P	P	P	P	P
22	Vidushi Chandra	P	P	P	P	P	P	P	P	P	P
23	Avantika Pawar	P	P	P	P	P	P	P	P	P	P
24	Rikshika gupta	P	P	P	P	P	P	P	P	P	P
25	Sakshi agarwal	P	P	P	P	P	P	P	P	P	P
26	Uzma qureshi	P	P	P	P	P	P	P	P	P	P
27	vedika lahoti	P	P	P	P	P	P	P	P	P	P
28	shweta valunj	P	P	P	P	P	P	P	P	P	P
	Faculty Name and signature	Dr. Jayesh	Dr. Dnyanesh	Dr. Sonali	Dr. Sonali	Dr. Sonali	Dr. Jayesh	Dr. Chaitra	Dr. Pranshu	Dr. Asmita	Dr. Sonali

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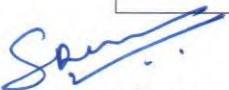
Date: 4/9/23

Course Co-Ordinator of Value Added Course

Sr No	Academic Year	Course Incharge	Duration
1.	2023-2024	Dr Sonali Deshmukh	30hrs

Students Enrolled and Passed the Value Added Course

Academic Year	Students Enrolled & Passed
2022-2023	1. Prashit Upadhyay
	2. Pinak
	3. Dron Sethi
	4. Sourav Sundaria
	5. Shubham Dore
	6. Tejas Pol
	7. Siddhi Patil
	8. Swaranjali Ramkar
	9. Vedanti Kulkarni
	10. Prerna Ubale
	11. Sujeet Patil
	12. Swaman kharat
	13. Soumodeep Karmarkar
	14. Saumya Shrivastav
	15. Shivanand Unde
	16. Prashant Varma
	17. priya singh
	18. Siddharth Pawar
	19. Ankit Punamiya
	20. Rishabh Sen
	21. Vani Singhal
	22. Vidushi Chandra
	23. Avantika Pawar
	24. Rikshika gupta
	25. Sakshi agarwal
	26. Uzma qureshi
	27. vedika lahoti
	28. shweta valunj


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Dr. Sonali Deshmukh


IQAC coordinator
Dr. Ladusingh Rajpurohit


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Photos of Value Added Course



Course co-coordinator
Dr. Sonali Deshmukh

Professor & H.O.D.
Dep. of Orthodontics
Dr. D. Y. Patil Dental College & Hospital
Pune, Maharashtra - 411018

IQAC coordinator
Dr. Ladusingh Rajpurohit

Dean

Dr. D. Gopalakrishnan

(Dr.D.Gopalakrishnan)

Dean

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DR. D. Y. PATIL DENTAL COLLEGE & HOSPITAL

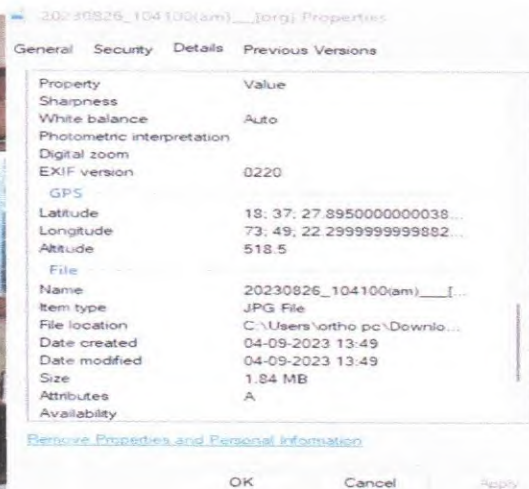
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Date: 4/9/23



Course co-coordinator
Dr. Sonali Deshmukh

IQAC coordinator
Dr. Ladusingh Rajpurohit

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Dr. D. Gopalakrishnan

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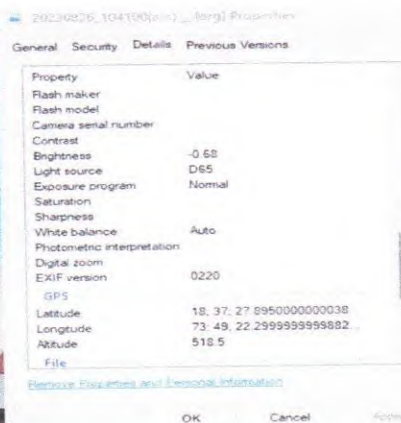
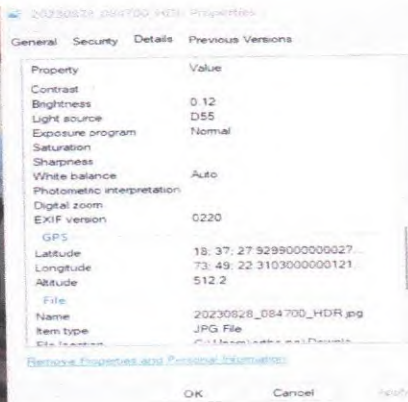
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Ladusingh

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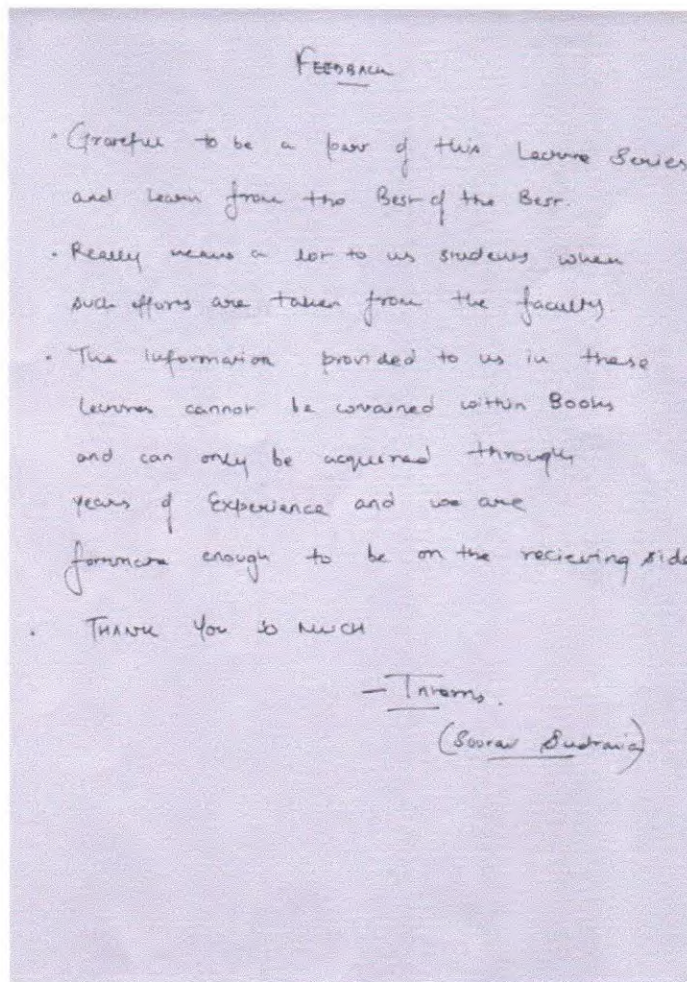
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Testimonials Given by Students Regarding Value Added Course



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Dr. Sonali Deshmukh

IQAC coordinator
Dr. Ladusingh Rajpurohit

Dean

Dr. D. Gopalakrishnan

(Dr.D.Gopalakrishnan)

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Feedback of the value added lecture modules -

Very well put and organised lecture format right from basis of clinical practice to clinical designing. Every module was helpful & thoroughly guided us in all the aspects regarding the future after BDS. Such modules if possible should be accessible to every undergraduate/postgraduate who are nearing their graduations to aid them in having some clarity about life & practice after getting out of the institute.

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FEEDBACK FORM

VALUE ADDED COURSE

Business Of Dentistry - Creating A Clinical Entrepreneur

1. How relevant is the topic of value added course?

a. Not relevant b. Relevant ☒ c. Very relevant

2. How was the course content?

a. Average b. Good ☒ c. Very good

3. Was the course interactive?

a. Not interactive b. Interactive ☒ c. Very interactive

4. How confident you feel to start up a dental clinic, post completion of this course?

a. Not confident ☒ b. confident c. Highly confident

5. Do you have any suggestion or comments to help us to improve future programs?

I suggest to start such clinical Value Added programs from the very start of Internship as a curriculum to instill within us the very roots of being a successful practitioner.

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