



MIT College of Management
MIT-ADT University, Loni Kalbhor,
Pune



International Industrial Visit (UAE)

April 2023



Introduction

Industrial visit has its own place of importance in a career of a student who is pursuing a professional degree course like BBA and MBA. In fact, it constitutes a part of core course curriculum taught at the college. The objective of an international industrial visit is to provide the students an insight regarding the internal working of foreign companies. Today, we all perfectly understand that theoretical knowledge is just not enough for a successful professional career. It is here that by going beyond academics, industrial visit provides students a much relevant practical perspective of the actual work place and the larger world of business. All this makes the importance of Industrial visits all too evident, especially for students pursuing a professional management course like BBA and MBA. Industrial visits grant the students a great opportunity to interact with industries and know more about industrial environment and in this context the international environment.

Industrial visits are usually the first point of interaction between a student and a live working industry. The students learn about the latest technology trend and make up their minds about their future job or area of interest. However, students and teachers both should take this seriously and utilize this industrial visit for learning and enhancing their skills. This trip should not be wasted in idle fun and jokes and should be used for team bonding and learning along with a bit of fun.

The UAE is one of the fastest-growing countries in the world, and Dubai, in particular, has become a global centre of tourism and commerce. As part of an educational tour organized by Edu tour from 4th April to 11th April 2023, a group of students and faculty from MIT College of Management, Pune visited several famous structures and institutions in Dubai. During our visit, we were able to explore various leading organizations such as Nakheel Properties, Jotun Powder Coating, Sobha Developers, Dubai Chambers of Commerce, and Alain Durand Henriot LLC. Each of these organizations provided our students with valuable insights into their operations, challenges, and opportunities. Students were able to observe first-hand the various processes and techniques used by these companies in their day-to-day functioning. The Vice President of Jotun Powder Coating, Mr. Abhijeet, personally explained the process of requirement gathering, designing, installing, and maintenance of their facades, providing our students with a unique international experience. Furthermore, students visited Sobha Developers, where they were able to witness the challenges and opportunities in affordable residential and commercial spaces. The tour was guided by Prof. Asha Oak, Dr. Prabhat Kumar and Prof. Akshay Bahirwade.

The Visiting Team started their journey on 4th April 2023 evening and the Hon'ble Dean and Director of MITCOM Dr. Sunita Karad Mam visited the airport to see the team off for a safe journey. The group travelled by a Spicejet direct flight from Pune to Dubai.



Visit to Nakheel

On the 5th of April 2023, a group of students embarked on an industry visit to Dubai. Despite a delayed start due to fatigue from a late-night arrival, the students demonstrated discipline and high team spirit throughout the day.

The visit began with a tour of Nakheel Properties' Palm Jumeirah, an artificial archipelago and one of the most iconic tourist destinations in Dubai. The students were amazed by the breath-taking views of the city skyline and the sheer magnitude of the project.

The group then proceeded to visit the Burj Al Arab, one of the most luxurious hotels in the world.

Despite the exhaustion from the previous night, the students maintained their enthusiasm throughout the visit and actively engaged with the tour guides, asking insightful questions and showing a keen interest in the industry.

Overall, the industry visit proved to be an enriching experience for the students, who gained valuable insights into the real estate and hospitality industries in Dubai. The group's high level of discipline and team spirit made the visit a success, and the students returned At the Hotel in the evening with deeper understanding of the business world.



Visit to United Paper Meal (UPM)

On April 6, 2023, a group of students from our institution visited the Union Paper Mill in Dubai, which is responsible for recycling the city's waste and producing 500 metric tons of recycled paper daily. The purpose of the visit was to provide the students with practical exposure to the operations of a recycling industry and to understand the importance of recycling in keeping the environment clean and sustainable. During the visit, the students were oriented to the production and logistics-related aspects of the manufacturing entity. The representatives from the Union Paper Mill provided a comprehensive overview of the recycling process, from the collection of waste to the production of recycled paper. The students were also given a tour of the facility, which included a visit to the production floor, where they saw the recycling process in action.

Later in the day, a group of finance students were taken to Emirates National Bank of Dubai



(NBD) to interact with the NBD officials. This visit was aimed at providing the students with a better understanding of the banking industry and its role in the economy. The officials from NBD shared their insights on the banking industry and its various functions, including lending, investment, and risk management. The students also got an opportunity to ask questions and clarify their doubts about the banking industry.

Meanwhile, the remaining students were taken to another Industry Visit to Union Paper Mills, where they were further exposed to the production and logistics-related aspects of a manufacturing entity in Dubai.

Overall, the Industry Visit was an enriching experience for the students, as it provided them with practical exposure to the operations of a recycling industry and the banking industry. The students gained valuable insights into the functioning of these industries and the role they play in the economy. Such industry visits play a crucial role in providing students with practical exposure to the real-world scenarios and help them develop a deeper understanding of the industries they are studying.





Visit to Jotun Powder Coating

On 7th April 2023, a group of students had the opportunity to visit Jotun Powder Coating, one of the leading organizations in producing facades for buildings. The visit was a unique and international experience for the students, as they were able to witness the entire process of facade production, from requirement gathering to maintenance.

The Vice President of Jotun Powder Coating, Mr. Abhijeet, kindly allowed the group to tour the facility and personally explained the various stages of the facade production process. The students were able to see first-hand the use of advanced technology and machinery, as well as the skill and expertise of the workers involved in the process.



During the tour, Mr. Abhijeet also explained the importance of quality control and sustainability in their production process. The students were able to see the various measures taken by Jotun Powder Coating to ensure that their products are environmentally friendly and comply with global standards.

Overall, the visit to Jotun Powder Coating was an enriching and educational experience for the students. They were able to gain valuable insights into the world of facade production and witness the application of theoretical concepts in a real-world setting. The students expressed their gratitude to Mr. Abhijeet and Jotun Powder Coating for providing them with this unique opportunity.



Visit to Sobha Developers

On April 8th, 2023, our group of students had the opportunity to visit Sobha Developers, a prominent real estate developer in Dubai. During the visit, we learned about the company's various projects and got a firsthand experience of their ongoing affordable residential and commercial project.

Sobha Developers: Sobha Developers is a well-known real estate developer in Dubai with a significant presence in the economy to ultra-luxury segments. The company has commissioned multiple projects in Dubai, including Sobha Hartland, Sobha Creek Vistas, Sobha Daffodil, and Sobha Ivory. Sobha Developers has a reputation for high-quality construction and innovative designs.

Visit Experience: During our visit, we were given a presentation on the company's history, its various projects, and its future plans. We learned that Sobha Developers focuses on creating sustainable, environmentally-friendly properties that cater to the needs of different segments of society. We also got a chance to see their affordable residential and commercial project, which was still under construction. This visit provided us with an insight into the challenges and opportunities in the affordable segment of the real estate market.

Affordable Segment: We were shown the affordable segment of the project, which was designed to provide high-quality housing and commercial space to those who cannot afford the high-end luxury properties in Dubai. We saw that even in the affordable segment, Sobha Developers maintained their high standards of construction quality and attention to detail. We also learned about the unique challenges faced in this segment, such as the need to keep costs low while maintaining quality, and the importance of designing spaces that are functional and attractive to potential buyers.



Visit to Dubai Chambers of Commerce

On 9th April 2023, a group of finance students from a local university visited the Dubai Chambers of Commerce. The purpose of the visit was to gain insights into the role, responsibility, and processes of this financial organization. The students were briefed on various aspects of the Chamber, including its history, structure, and operations.

During the visit, the students were impressed by the size and scope of the organization. They were amazed to learn about the Chamber's involvement in various economic activities in the region, including trade, commerce, and industry. The Chamber has a vital role to play in promoting economic growth and development in Dubai and the UAE.

The students were also briefed on the different departments of the Chamber, such as the membership department, legal department, and international relations department. They learned about the services and support provided by each department to the business community, which includes assistance with business registration, trade missions, legal and arbitration services, and networking opportunities.

While the students were keen to take pictures of the impressive facilities and structures within the Chamber, they were not allowed to do so due to security reasons. The Chamber's management informed them that this was a precautionary measure to protect the privacy and security of their operations and members. Nevertheless, the students were impressed by the state-of-the-art facilities and infrastructure available at the Chamber.



Discussion and talk with Alain Durand Henriot LLC

On 10th April 2023, our group had the privilege of meeting Mr. Das, the General Manager and Consultant from Alain Durand Henriot LLC. Mr. Das conducted an in-depth interaction with our students on various topics such as the functioning of government machineries, the support available for entrepreneurs and the overall quality of life in Dubai. This report aims to provide a summary of the discussion, along with data and insights shared by Mr. Das.

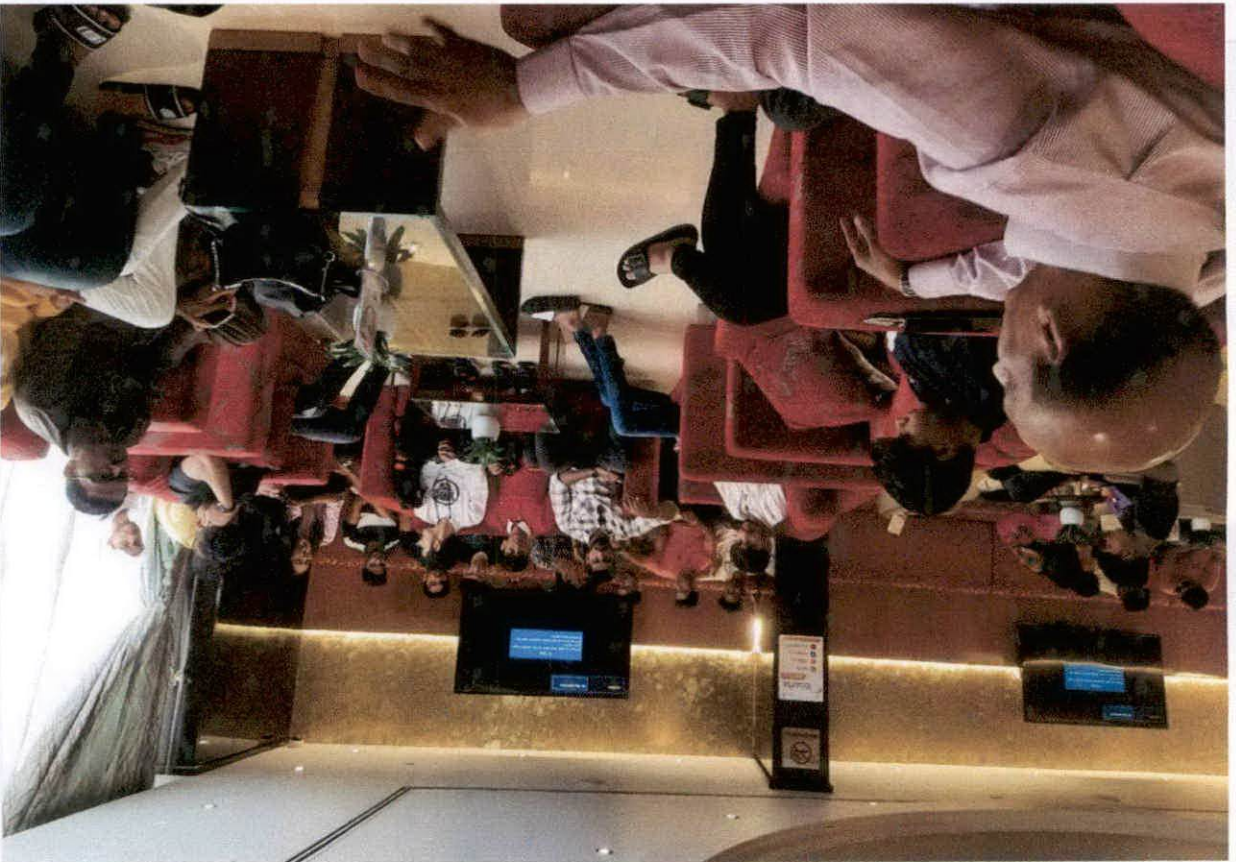
Functioning of Government Machineries: Mr. Das provided valuable insights into the functioning of government machineries in Dubai. He explained how the government is focused on creating an environment that is conducive to businesses and entrepreneurs. He highlighted how the government is constantly improving the infrastructure, laws and regulations to facilitate business growth in the region. Mr. Das shared statistics that showcased the ease of doing business in Dubai. According to the World Bank's Ease of Doing Business rankings for 2020, Dubai ranks 16th globally and 1st in the Middle East and North Africa (MENA) region. This is a testament to the government's focus on creating a business-friendly environment.

Support Available for Entrepreneurs: Mr. Das also provided insights into the support available for entrepreneurs in Dubai. He explained how the government has set up various initiatives and programs to support entrepreneurs at various stages of their journey. He mentioned that there are many accelerators, incubators and funding programs available to help startups grow. Mr. Das also mentioned the various networking opportunities available for entrepreneurs in Dubai, such as the Dubai Startup Hub, which is an initiative by the Dubai Chamber of Commerce and Industry.

Quality of Life in Dubai: Finally, Mr. Das provided insights into the overall quality of life in Dubai. He highlighted the city's world-class infrastructure, healthcare system and educational institutions.

He also mentioned the various leisure and entertainment options available in the city, such as the Dubai Mall and the Dubai Miracle Garden. Mr. Das shared statistics that showcased Dubai's quality of life. According to the Number Quality of Life Index for 2021, Dubai ranks 97th globally and 1st in the MENA region.





Return Journey

On 9th of April 2023, the group arrived at Abu Dhabi airport at 7 pm for flight to India, Mumbai. The flight was delayed by 3 hours. After a few hours of waiting, the group finally arrived at Mumbai International Airport, where two buses were arranged to take them to Pune. The journey was long and exhausting and the students were dropped off at a specific location in Pune and the remaining ones were dropped off at the University Tuck-shop at 6.30 PM.

Sightseeing:

During their visit, the group visited a number of famous attractions in UAE:

- **Burj Al Arab:** The distinctive sail-shaped silhouette of Burj Al Arab Jumeirah is more than just a stunning hotel, it is a symbol of modern Dubai. Rising on a man-made island, 280 metres from the shores of the renowned Jumeirah beach and designed to resemble the graceful sail of an Arabian dhow, it soars to a height of 321 metres, dominating Dubai's coastline.
- **Dubai Desert Safari:** Dubai's landscape is mostly formed of sandy deserts along with gravel-filled deserts found the southern region of the UAE. Its sand is clean, white, and fine, consisting of crushed shells and corals. Dubai desert safari in the surrounding sandy desert is a thrilling and electrifying experience. It is very difficult to choose amongst a variety of adventurous desert trips. The journey starts from pick up point boarding into 4x4 wheel drive and ends in the camp site filled with adventures and entertainment shows.
- **Burj Khalifa:** Burj Khalifa is the world's tallest building, according to all three of the main criteria by which such buildings are judged. The group scaled up to the 125th floor observatory and savoured the mesmerising view of Dubai from the 'Top of the World'.
- **Fantasy World:** It's a must to see this garden at the border of the city, the world's largest and most stunning floral garden, spectacular structures of over 150 million flowers and plants.
- **Sheikh Zayed Grand Mosque:** A great way to see and experience the culture of Abu Dhabi.
- **Ferrari World:** The first Ferrari-branded theme park in the world, Ferrari World Abu Dhabi celebrates the passionate spirit of the legendary racing marque. Its iconic structure houses numerous high-adrenaline rides featuring the world's fastest rollercoaster, family-friendly attractions, state-of-the-art simulators, live shows and an inspiring treasure of racing memorabilia.

Conclusion

The Industrial Visit to UAE was an enriching experience for the group as they learned about the development and progress of UAE in various fields such as construction, renewable energy, and marketing. The tour provided the group with an opportunity to gain practical knowledge and insights into how these industries work. The group expresses its gratitude to MIT College of Management, Pune, and the faculty members accompanying them. Overall, the industry visit to Dubai was very productive, and our students gained valuable insights and experiences. Nonetheless, the industry visit was a unique and valuable experience for our students, which they will cherish for a lifetime.



APPENDIX-I



MIT College of Management MIT ADT University, Loni Kalbhor, Pune



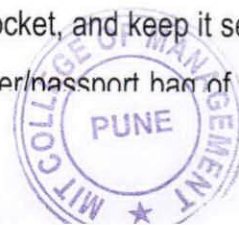
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Guideline to Students for the
Industrial Visit to Dubai

CIRCULAR

With regards to the International Industrial Visit to Dubai, the participating students are hereby instructed to adhere to the following guidelines:

1. Students must not do anything that spoils or adversely affects brand image of MIT that includes, but not limited to, possession and consumption tobacco products, alcohol, and other substances.
2. Students will exercise prudence in their personal actions that can have adverse consequences, and work to maintain positive 'group dynamics'. Everyone will contribute to the group's care and maintain a creative and positive attitude all through the visit. All the students must stay with the group for the entire visit.
3. Students will not take unnecessary risks during the visit that could jeopardize the success of the program. Individuals should avoid situations that could risk their personal security and safety. They must adhere to time schedule strictly for all scheduled activities. They should get ready and assemble for departure at least 15 minutes before the scheduled time at all the occasions.
4. Students must carry their college Identity Cards along with the identity proofs issued by government bodies (Passport, PAN Card, and Aadhar Card). They must have their identity documents with them all the time. They are also instructed to carry two photocopies of their identity proof and other travel related documents; one in the check-in bag and the another in their cabin/hand bag.
5. To help prevent theft, do not carry your passport in your back pocket, and keep it separate from your money. Students are advised to buy/carry a passport holder/passport bag of good quality



6. All the students must be in business formals throughout the industrial visit. They are expected to be neat in appearance and decent in dressing. Boys should clean shave or trim their facial hair. They must dress and act conservatively when out in public. Dresses like crop top, shorts and torned/ripped jeans are not allowed during the visit.
7. The crime rate is low in Dubai. Though it's rare, petty crimes, such as pickpocketing and bag snatching, do occur there. They should avoid bringing too much cash (detailed guideline already announced in previous meetings), expensive gadget or other costly possessions.
8. Students should carry decent dresses suitable for hot and humid weather of the destination. Additionally, they should carry warm clothes to be worn in air-conditioned environments like flight journey.
9. Students should avoid carrying the items listed under "banned items". They should check the website of the Airport Authority of India for a complete list of such item.
10. Students should carry the medicines they take or may require during the visit. Should they take prescription medicine, they must carry the prescription note or a doctor's note.
11. Students should not eat or drink in open spaces or in public; we are travelling during Holy month of Ramadan.
12. Don't take photographs of locals, women, children, military posts, or local authorities without permission.
13. Three groups will be formed consisting of 25 students each. All the groups will be led by a faculty member, and will have a group leader and a coordinator as per the attached sheet. Students will be taking instructions from their respective group leader and are not supposed to go anywhere without faculty members' permission.
14. Disobedience will attract strict action from the University, including suspension from the programme and rustication from the university.



(Prof. Dr. Sunita Karad)

Dean, Engineering & Technology

Dean, Faculty of Management

Director-ICT & MITCOM

MIT ADT University, Pune



APPENDIX-II**Group Formation for the Visit**

(Group A)

Sr. No.	Student Name	Contact No.	Student Coordinators	Student Leader	Faculty Incharge
1	Riya Markad	9022865259	Shruti Rajprohit 976751563 5 shruti2104raj prohit@gmail .com	Sakshi Shirore 7410714444 shiroresakshi@gmail.com	Prof. Asha Oak Mam 9850967051 asha_oak@mituniversity.edu.in
2	Anshika Singh	9372281178			
3	Anushka Rahul Dham	7020909165			
4	Dynaneshwari Kalbhor	9158765000			
5	Sakshi Kawade	7709360101			
6	Shraddha Vasant Jadhav	7875690088			
7	Diya Bhootra	9784671101			
8	Khushi iyer	9826538388			
9	Madhura Hoval	9970853053			
10	Priyanshi Chaturvedi	9826336665	Mansi Gavali 8007723977 manasigavali 1999@gmail. com		
11	Aira Hussain Pirmohamed	9767966066			
12	Ahanah Hussain Pirmohamed	8007444786			
13	Sanjana Jaganath Rathod	9764830044			
14	Gautami deokar	7887757624			
15	Areebah Vaseem Arkati	7720862101			
16	Sakshi Sonawane	7057108921			
17	Vaishnavi Ishwarkar	7709873401			
18	Chitra Balaji kendre	8691887536			
19	Dhvani Vaghasiya	9727717416			



(Group B)

Sr. No.	Student Name	Contact No.	Student Coordinators	Student Leader	Faculty In-charge
1	Parth Gada	9923099239	Vitrag Shah 7219655500 vitragshah201 12002@gmail .com	Yashraj Hargude 8484920323 Yashraj.hargude@ gmail.com	Dr. Prabhat Kumar Sir 9371922841 prabhat.kumar@mituniversity.edu.in
2	Dev Beniwal	9923205231			
3	Yash Kapadia	9152192679			
4	Mohamad Saem Sayyed	7020964650			
5	Gazi khani	8237973544			
6	Abhi Joy	8793576428			
7	Sahil Salunkhe	7875511957			
8	Kunal Sahu	9179266358			
9	Aditya saraf	9697898989			
10	Moksh Bafna	9726753623			
11	Kavya Desai	9427475580			
12	Mohammad Arsh Siddique	9904012345			
13	Daksh Chandani	8769635581			
14	Parth Doshi	8824826884			
15	Madhur Motwani	9860996888			
16	Aman chhaged	9359485994			
17	Sahil Mahtre	9819370237			
18	Rishabh Yadav	9527659445			
19	Raunak Gehlot	9571624718			
20	Lakshay Sain	7073867350			
21	Adwait sheth	9137086456			
22	Sujal Mekhe	9834888681			
23	Kalash Suchak	8857053794			
24	Manav Sanghi	8619613284			
25	Shrinath Mohan	9372916554			
26	Nirmal Kumawat	7875956133			
27	Kunal Sahu	9179266358			



(Group C)

Sr. No.	Student Name	Contact No.	Student Coordinators	Student Leader	Faculty In-charge
1	Viraj Pathare	9822077373	Omkar Pathare 9657000080 Omkarpathare.official@gmail.com	Rohit Bhoste 9696709494 bhosterohit19@gmail.com CS Akshay Bhairwade Sir 9970770767 akshay.bhairwade@mituniversity.edu.in	
2	Shivraj Tupe	7066252252			
3	Shivtej Undre	7887578383			
4	Harshad Choundkar	7276602323			
5	Yash Malvia	7059825226			
6	Kshitij Pawar	8888517455			
7	Akshay Kadam	9859608989			
8	Pratik Ware				
9	Riddesh Sonawane	9370318169			
10	Lakshit Patel	9518304730			
11	Jayesh Kashikar	7276083609			
12	Amay Nichat	7028820444			
13	Tejas Choudhari	7028119999	Rutwik Kalbhor 7888028008 rutwikkalbhor38@gmail.com		
14	Ajinkya Kakade	9075775959			
15	Pruthaviraj Gaikwad	8181821919			
16	Atharv Dasgude	9922148372			
17	Kshitij Tupe	9960919195			
18	Ravi Patel	9284423396			
19	Ajinkya Ghagare	7770053333			
20	Sumedh Chougule	8378966770			
21	Prasad Zagade	8605900777			
22	Lokesh Patil	8788642311			
23	Harshad Gogavale	9130077757			
24	Dhruv Shah	9712567747			
25	Madhur Motwani	9860996888			

