



Learn Beyond

KPR Institute of Engineering and Technology

(Autonomous, NAAC "A")

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CB001**NBA Accredited**
(CSE, ECE, EEE,
MECH, CIVIL)**TRANSFORMING BUSINESS CAPABILITIES WITH INFORMATION SYSTEMS**

Event No	CB001
Organizing Department	Computer Science and Business Systems
Date	27/11/2023
Time	07:00 PM to 08:30 PM
Event Type	Guest Lecture
Event Level	Dept. Level
Meeting Medium	
Meeting Link	https://us06web.zoom.us/j/83233621448?pwd=E8BmpfO4HNeaBA4j5DbGaCMg3tzMgA.1
Total Participants	111
Faculty - Internal	3
Students - Internal	108

Related SDG**Involved Staffs**

Sl	Name	Role
1	Siva Sangari M	Coordinator
2	Shanmugapriya T	Coordinator
3	Devi Priya R	Convenor

Outcome

The Department of Computer Science and Business Systems (CSBS) organized a Guest Lecture on "Transforming Business Capabilities with Information Systems" through Online Mode. The guest lecture was conducted through online mode for the CSBS I & II yr Students. We were honored to have Dr.Anand Jeyaraj, PhD, Professor, Information Systems, Raj Soin College of Business, Dayton, USA, as the esteemed chief guest for the occasion. Professor discussed about the various opportunities in business environments for the business systems. He addressed the various tools and techniques to be practiced by the students to develop their technical skills in building their resume. He addressed the various ventures on the Customer Relationship Process and Enterprise Route map generation and its importance. He addressed the questions raised by the students on the startup ideas and preparation for the startups.

Event Summary

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Department of Computer Science & Business Systems



Great Place to Work Certified

Guest Lecture
on
"Transforming Business Capabilities with Information Systems"



Guest Speaker
Dr. Anand Jeyaraj, Ph.D.
Professor, Information Systems
Raj Soin College of Business, Dayton, USA

7:00 PM TO 8:30 PM

27-11-2023

<https://us06web.zoom.us/j/83233621448?pwd=E8BmpfO4tNea9A4j5DhGaCM93tzMgA.1>

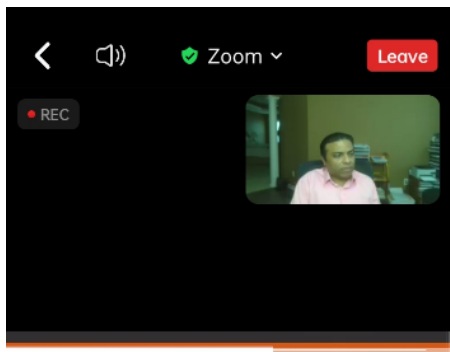
CONVENOR
Dr. R. Devi Priya - HoD / CSBS

COORDINATORS
Dr. M. Siva Sangari - ASP / CSBS
Dr. T. Shanmugapriya - AP (SR.G) / CSBS

STUDENT COORDINATORS
Ms. Tharunika - II Year / CSBS
Mr. Abhishek - II Year / CSBS

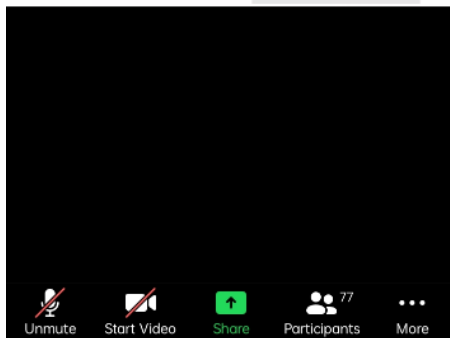
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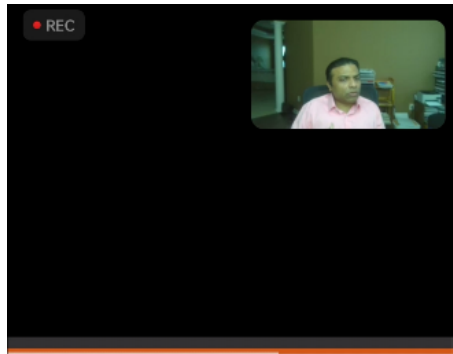
Customer Relationship Process

- Activities related to acquiring and maintaining customers
 - Generate brand awareness and recognition
 - Convert potential leads into customers (i.e., buyers)
 - Provide and enhance customer service
 - Promote loyalty (i.e., repeat customers)




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REC



Enterprise Process Map

- Enterprise manages collection of business processes
 - Production scheduling
 - Product manufacturing
 - Strategic sourcing
 - Supplier relationship
 - Accounts payables/ receivables
 - Marketing campaigns
 - Customer loyalty



Anand's screen

Navigation icons: menu, home, back

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*** END ***