

SUMMER INTERNSHIP PROGRAM

at
Sun Pharmaceuticals Industries Limited
Vadodara

1st of May to 30th June 2024

A REPORT BY

Jai Singh Chauhan

Master of Business

Administration

Development Management

2023-2025

Under the mentorship of

Dr. Himadri Sinha

Dean (SDS)



Sun Pharmaceutical Industries Limited

Sun House, Plot No. 201 B/1,
Western Express Highway, Goregaon (E)
Mumbai - 400 063, Maharashtra, India.
Tel.: (91-022) 4324 4324
Fax : (91-022) 4324 4343
Website : www.sunpharma.com
CIN : L24230GJ1993PLC019050



Certificate of Internship

July 23, 2024

Sub: Certificate of Internship Completion

This is to certify that **Mr Jai Singh Chauhan** has successfully completed internship project at Sun Pharmaceutical Industries Ltd. in India Regulatory Affairs Department. The project was for a duration for 2 Months from 1st May 2024 to 30th June 2024. The preliminary objectives of the internship project were successfully met by the intern, as acknowledged by his mentor.

During the tenure with us we found Mr Jai Singh Chauhan, sincere, hardworking & result oriented.

We wish him all the best for his future endeavors.

Yours Sincerely,

For Sun Pharmaceutical Industries Ltd.

Authorized Signatory

Completion Certification from the Organization

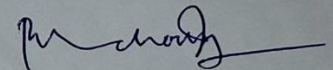
Annexure A

Completion Certification from the Organization
CERTIFICATE

This is to certify that Mr. Jai Singh Chauhan of 2023-25 (DM03) Batch of School of Development Studies, IIHMR University Jaipur has worked with our organization for his summer internship from 1st May 2024 to 30th June 2024.

The overall performance shown by him during the period was excellent. This certificate is being issued to meet the requirements of the IIHMR University.

Date:

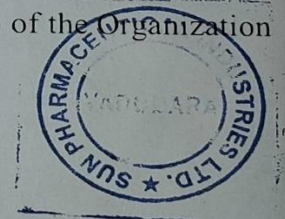


(Signature of organization Mentor)

Name: Brajesh K. Choudhary

Designation: Sr. G.M. (CSR)

Seal/Stamp of the Organization

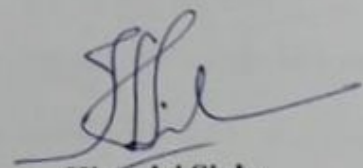


IIHMR University Faculty Mentor Approval

This is to certify that **Mr. Jai Singh Chauhan** of academic year 2023-25 of **School of Development Studies, IIHMR UNIVERSITY, JAIPUR** has prepared poster with respect to his summer internship (SIP) held during May-June 2024.

He has carried out his work as per the guidelines. His poster is approved for presentation.

Date-22 July 2024



Himadri Sinha

Professor & Dean

IIHMR University, Jaipur

IIHMR University Faculty Mentor Approval

This is to certify that **Mr. JAI SINGH CHAUHAN** of the academic year 2023-25 of **SCHOOL OF DEVELOPMENT STUDIES** has prepared a poster with respect to his summer internship held during May-June 2024.

He has carried out work as per the guidelines. His poster is approved for presentation.

Date: _____

(Signature of Faculty Mentor)

Name: Dr. Himadri Sinha

Designation: Dean SDS &
Professor at IIHMR University

POSTER A4 SIZE



SIP ORGANISATION: SUN PHARMACEUTICALS INDUSTRIES LTD.
ORG. MENTOR: Sr. Gen. Manager (CSR) MR. BRAJESH CHOUHARY
UNIV. MENTOR: Dean (SDS) Prof. Dr. HIMADRI SINHA

SUMMER INTERNSHIP PROGRAM IIHMR UNIVERSITY JAIPUR

SUBMITTED BY: JAI SINGH CHAUHAN



NEED ASSESSMENT OF NGO PARTNERS AT SUN-PHARMA

1. BRIEF HISTORY:

Sun Pharmaceutical Industries Limited was founded in 1983 by Mr. Dilip Shanghvi. It started as a small pharmaceutical company and has grown to become one of the largest pharmaceutical companies in India and globally with global revenues of US\$ 5.4 billion.

2. MISSION & VISION:

The **Mission** of Sun Pharma is to provide high-quality, affordable medicines trusted by healthcare professionals and patients worldwide. The **Vision** is to be a global leader in the pharmaceutical industry.

3. ORGANIZATION STRUCTURE:

Corporate Hierarchy:

The company is led by a Board of Directors, with Mr. Dilip Shanghvi as the Managing Director. The executive team includes various VPs and General Managers overseeing different divisions like R&D, Marketing, Manufacturing, and CSR.

CSR Division:

The CSR division is managed by the Sr. CSR Manager, Mr. Brajesh Choudhary, and includes partnerships with various NGOs and foundations like Anwesha Foundation and Baroda Education Trust for development projects.

4. LEARNING AND VALUE ADDITION:

Theoretical Understanding:

Academic concepts learned in courses such as Research Methods & Data Analytics.

Practical Exposure:

Hands-on experience in CSR projects, data collection, and analysis. Interaction with NGO partners and understanding ground-level challenges.

5. CHALLENGES FACED DURING INTERNSHIP

- Difficulty in gathering consistent and reliable data from NGO partners.
- Coordinating with multiple stakeholders and managing communication gaps.
- Limited resources and time to conduct extensive field visits and assessments.

6. USEFULNESS OF INTERNSHIP

- Real-world Application:** Application of theoretical knowledge to real world problems.
- Career Insight:** Insight into the workings of the pharmaceutical industry and its CSR initiatives.
- Professional growth:** Development of professional skills such as teamwork, communication, and problem-solving.

7. SWOT ANALYSIS:

STRENGTHS

- Strong Brand and Market Presence:** Sun Pharma is one of the largest pharmaceutical companies in India with a significant global presence, enhancing its brand recognition and market reach.
- Diverse Product Portfolio:** The company offers a wide range of products across various therapeutic segments, including specialty and generic medications.

OPPORTUNITIES

- Collaborations and Partnerships:** Forming strategic alliances with other pharmaceutical companies and research institutions can enhance innovation and market reach.
- Digital Health and Telemedicine:** Leveraging digital health technologies and telemedicine can improve patient engagement and expand the company's service offerings.



WEAKNESSES

- Regulatory Challenges:** Navigating the complex regulatory environments in various countries can lead to delays in product launches and increased compliance costs.
- Quality Control Issues:** Instances of quality control problems can damage the company's reputation and result in costly recalls and legal issues.

THREATS

- Intense Competition:** The pharmaceutical industry is highly competitive, with numerous companies vying for market share, which can pressure pricing and margins.
- Generic Drug Pricing Pressure:** Governments and insurance companies are continuously pushing for lower drug prices, which can impact revenue from generic drugs.

8. FINDINGS OF STUDY:

Fig.1: FUTURE RESEARCH REQUIREMENTS OF NGO PARTNERS FROM THE ACADEMIC POINT OF VIEW FOR THE ANGANWADI DEVELOPMENT IN MAHARASHTRA FOR THE NEXT 3 YEARS.

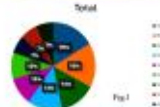


Fig.1

Fig.2: PRESENT RESEARCH REQUIREMENTS OF SUN PHARMA FROM THE ACADEMIC POINT OF VIEW FOR THE RURAL DEVELOPMENT FOR THE NEXT 3 YEARS.

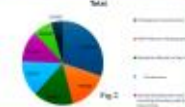


Fig.2

Fig.3: PRESENT RESEARCH REQUIREMENTS OF SUN PHARMA FROM THE ACADEMIC POINT OF VIEW FOR THE SCHOOL DEVELOPMENT FOR THE NEXT 3 YEARS.

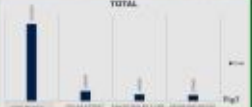


Fig.3

9. SUGGESTIONS

Anganwadi Development

Implement regular training programs for Anganwadi workers and ensure the provision of nutritional supplements. Develop infrastructure for better childcare and learning environments.

Rural Development

Expand mobile health units and telemedicine services. Ensure the availability of essential medicines and healthcare services in remote areas.

School Development

Introduce digital learning tools and enhance library facilities. Conduct regular health check-ups and provide scholarships for underprivileged students.

10. GLIMPSES



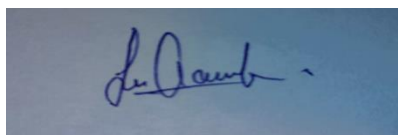
Weekly Reporting Format

Name of the Organization: Sun Pharmaceutical Industries Ltd Vadodara**Area/Department/Project of Summer Internship Program:** CSR Department - Need Assessment of NGO Partners at Sun Pharma**Name of the Student:** Jai Singh Chauhan**Roll no:** 0044**Stream:** MBA- Development Management**Week no:** 1**From:** 01/05/2024-04/05/2024

Activity Done	The first week was focused on familiarizing myself with the project requirements and beginning the data collection and processing phase. The tasks completed so far have laid foundation for the upcoming weeks, which will delve deeper into data analysis and report preparation.
Linking theory (Classroom learning) with practice at your organization	• Community engagement and Social Responsibility. • Research Methodology • Data Analytics
Gaps identified in the working area.	NA
Suggestions for improvement	NA

Plan for the next week- • Work on data normalization and processing.

• Begin analysis of captured data if any.



Signature of the Student

Approved by the IIHMR University's Mentor

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Name of the Student: Jai Singh Chauhan

Roll no: 0044

Stream: MBA- Development Management

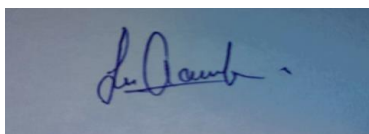
Week no: 2

From: 06/05/2024-10/05/2024

Activity Done	The Second week was productive, focusing on data collection and preparation for stakeholders' engagement. The questionnaires and excel sheet sent to stakeholders mark a significant step in gathering primary data for the assessment.
Linking theory (Classroom learning) with practice at your organization	• Research Methodology • Data Analytics • Statistics for Social Sciences research
Gaps identified in the working area.	NA
Suggestions for improvement	NA

Plan for the next week-

- Await feedback from the stakeholders on the questionnaires.
- Begin data analysis of secondary and primary data.
- Develop a micro planning framework for the way forward.



Signature of the Student

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Name of the Student: Jai Singh Chauhan

Roll no: 0044

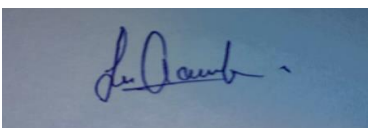
Stream: MBA- Development Management

Week no: 3

From: 13/05/2024-17/05/2024

Activity Done	This week was marked by significant progress in data preparation, stakeholder engagement, and planning for the next steps in the project. Completing the excel sheet corrections and prepared questionnaire.
Linking theory (Classroom learning) with practice at your organization	• Demography and development • Organizational development • Research methods.
Gaps identified in the working area.	NA
Suggestions for improvement	NA

Plan for the next week- Collecting primary data, analyzing responses, and further developing the final report and presentations and ensure all data is accurately reflected.



Signature of the Student

Approved by the IIHMR University's Mentor

Weekly Reporting Format

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Name of the Student: Jai Singh Chauhan

Roll no: 0044

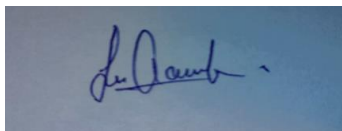
Stream: MBA- Development Management

Week no: 4

From: 20/05/2024-24/05/2024

Activity Done	Created and formatted excel sheets for data collection from NGO partners. Initiated the data collection process for the need assessment. Significant process was made in understanding and documenting the needs of organization.
Linking theory (Classroom learning) with practice at your organization	• Module of Principles of Management. • Development Administration. • Organization Behavior • Statistics for Social science and research.
Gaps identified in the working area.	Coordinating with NGO partners for data collection took longer than expected.
Suggestions for improvement	NA

Plan for the next week- • Continue collecting the data from NGO partners and begin the analysis phase.
• Utilize the information gathered to prepare a detailed report and presentations.



Signature of the Student

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Name of the Student: Jai Singh Chauhan

Roll no: 0044

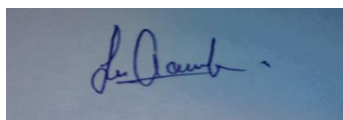
Stream: MBA- Development Management

Week no: 5

From: 27/05/2024-30/05/2024

Activity Done	This week involved significant data management tasks, including the entry and organization of past CSR reports and the preparation of an excel sheet for NGO partners.
Linking theory (Classroom learning) with practice at your organization	• Module of Organizational Behavior. • Management Information System. • Research Methods.
Gaps identified in the working area. .	NA
Suggestions for improvement	NA

Plan for the next week- The upcoming week will focus on analyzing the collected data and preparing the final report.



Signature of the Student

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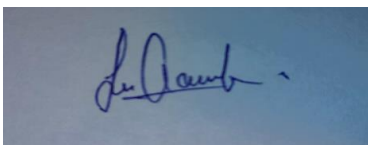
Stream: MBA- Development Management

Week no: 6

From: 03/06/2024-07/06/2024

Activity Done	• Continued collecting data on the excel sheet. • Attended meeting with the manager. • Participated in a field visit to civil training center Abhetva and conducted a plantation drive there. • Began working on final report.
Linking theory (Classroom learning) with practice at your organization	• Module of Research Methods • Statistics • Data Analytics and management. • Environment management and Sustainability.
Gaps identified in the working area.	Delays in receiving responses which are crucial for my assessment.
Suggestions for improvement	NA

Plan for the next week- Continue working on the final report, focusing on methodology, data analysis and findings.



Signature of the Student

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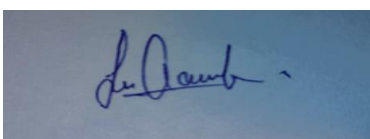
Stream: MBA- Development Management

Week no: 7

From: 10/06/2024-14/06/2024

Activity Done	This week my focus was primarily on finalizing my internship report. The main activities revolved around the analysis of gathered data, documentation of findings, and preparation of key sections.
Linking theory (Classroom learning) with practice at your organization	• Module of Research Methods • Statistics • Data Analytics and management.
Gaps identified in the working area.	NA
Suggestions for improvement	NA

Plan for the next week- Complete the concluding section of final report, review and refine entire report and submit the final report to my manager.



Signature of the Student

Approved by the IIHMR University's Mentor

Weekly Reporting Format

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Name of the Student: Jai Singh Chauhan

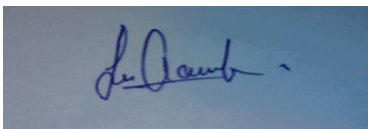
Roll no: 0044

Stream: MBA- Development Management

Week no: 8

From: 17/06/2024-21/06/2024

Activity Done	this week marked the completion of my summer internship report, ensuring all documentation was in order, and completing any remaining tasks. The week concluded with a final meeting with my manager and submission of necessary documents for the stipend process.
Linking theory (Classroom learning) with practice at your organization	• Module of Research Methods • Statistics • Data Analytics and management. • Organizational development.
Gaps identified in the working area.	NA
Suggestions for improvement	NA



Signature of the Student

Approved by the IIHMR University's Mentor

Compiled Reporting Format

Name of the Organization: Sun Pharmaceutical Industries Ltd Vadodara

Area/Department/Project of Summer Internship Program: CSR Department - Need Assessment of NGO Partners at Sun Pharma

Name of the Student: Jai Singh Chauhan

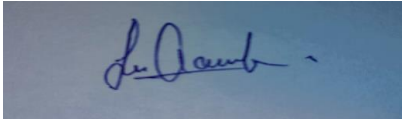
Roll no: 0044

Stream: MBA- Development Management

Activity Done	Week 1: - Day 1-5: Initial introduction and familiarization with the organization's CSR activities, background, and role expectations. Met with CSR Manager Mr. Brajesh Choudhary and received an overview of the rural development programs. Week 2: - Day 1-5: Worked at Anwasha Foundation, sorting and normalizing annual CSR report data. Created a set of questions for stakeholders and prepared Google Forms for data collection. Week 3: - Day 1-5: Continued data sorting and normalization. Developed a comprehensive questionnaire for rural need assessment. Held meetings with the NGO partners to discuss survey corrections and additional items. Submitted follow-up emails to ensure data collection. Week 4: - Day 1-5: Created Excel sheets to collect data and prepared roadmaps from NGO partners. Worked on Sun Pharma's vision, mission, and SWOT analysis. Received a new internship topic: Need Assessment of NGO Partners. Compiled data on schoolwork, rural development, and Anganwadi work into a single Excel sheet. Week 5: - Day 1-5: Encountered challenges with data collection as NGO partners delayed responses. Submitted a weekly report to the university. Analyzed past annual CSR reports and made necessary entries. Organized reports for easier access. Week 6: - Day 1-5: Collected data and made corrections to the Excel sheet. Participated in field visits to observe CSR initiatives firsthand. Began drafting the final report, including sections on objectives and the importance of need assessment. Week 7: - Day 1-5: Analyzed gathered data and documented interpretations and summaries in the final report. Continued formatting and finalizing the report. Week 8: - Day 1-5: Completed the final report and presented it to the manager. Made minor formatting changes as suggested. Concluded the internship with documentation and administrative tasks.
Linking theory(Classroom learning) with practice at your organization	During my internship, I applied several theoretical concepts learned in my MBA program: - Data Analytics: Used R software for data analysis and interpretation, applying statistical methods learned in class. - Research Methodology: Developed and distributed questionnaires, and conducted need assessments, leveraging my understanding of research design. - CSR and Development Management: Applied classroom knowledge of CSR initiatives and their impact on community development in a real-world setting. - Project Management: Managed the timeline of tasks and coordinated with various stakeholders to ensure data collection and reporting
Gaps identified in the working area.	- Delayed Responses: NGO partners often delayed filling out required data forms, impacting the timely completion of the project. - Data Management: Inconsistencies in data formatting and record-keeping posed challenges for data analysis. - Resource Allocation: Limited resources and support for interns working remotely affected productivity and morale.

Compiled Reporting Format

Suggestions for improvement	- Enhanced Communication: Establishing regular check-ins and clear deadlines with NGO partners can improve data collection efficiency. - Training and Support: Providing comprehensive training sessions for interns on data management and organizational processes. - Resource Provision: Allocating additional resources, including personnel and technological support, to assist interns working remotely. - Streamlined Processes: Implementing standardized data entry and management processes to ensure consistency and ease of analysis
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Signature of the Student