

# STRATEGY FOR ACQUIRING NEW STUDENTS

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**Abstract:** In today’s time, inspite of technology advancement still all the admission procedures be it the university, college or school admissions it is being carried out manually using paper and pen which utilizes much efforts and time. There is no proper way of tracking the task or follow up with the parents or students who comes for enquiry in college. In this present century of technology where computer machines are being used everywhere, they are being used as an alternative to pen and paper. The database can be digitally store more information about students in less space and in very less time the very basic principle behind the necessity of system stated as Strategy for Acquiring New Students. This system will store the details of HOD, and faculties one who works for HOD. This system will help HOD to assign the task like follow up with interested students and allow faculties to mark appropriate comments or status for each students. Wherein HOD will get the status of each and every students at single dashboard. And will help in making the proper strategy for admission. System will have 2 main module as Admin and Staff members.

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## I INTRODUCTION

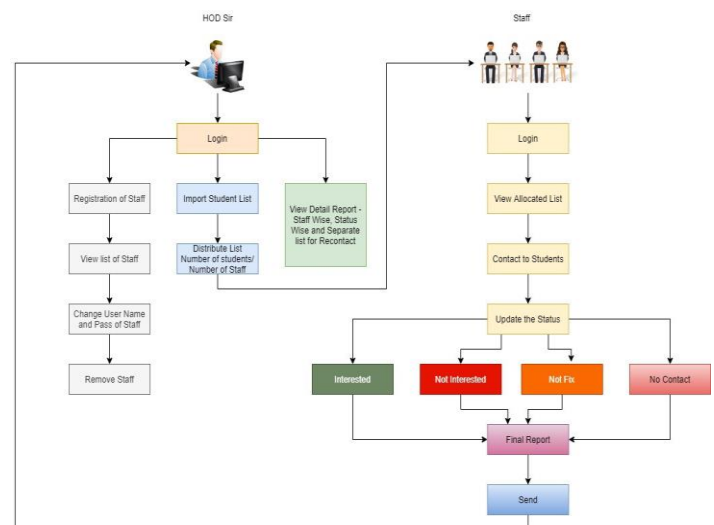
After the introduction of economic policies in India in the beginning of the 1990s that included globalization, there has been a significant change in public policy towards higher education. The immediate changes with long-term implications include reduction in public expenditure on higher education, increased cost recovery through students fees, student loans and other measures, non-recruitment of teaching faculty and other staff (of overall policy of downsizing of the public sector), To effectively attract new students, it’s important to first identify prospective students. Prospective students are students who are interested in your university’s program and are at some level of the student journey funnel. To interact with the students for admission process in college, right from beginning till on-boarding is very crucial. There is no system seen in market that allows HOD or admin to distribute and assign task among the staff. So these lead us to propose our system.

In today’s world the counselling of student Admission process is done manually through hands by ink and paper, which require large amount of time and causes strain and struggle for the administration. Even sometime staff members are unable to track and coordinate among them. The higher education system in India has grown in a remarkable way, in the post-independence period, to become one of the largest system of its type in the world. However, the system has many issues of concern at present, like no centralize place where proper tracking of admission process, there is no way wherein assigned work or task can be tracked. Educate together with the assessment of institutions and their accreditation. These issues are important for the college, as it is now engaged in the use of higher education as a powerful tool to build a knowledge-based information society of the 21st Century.

Proper distribution of work among team members leads to increased productivity in the workplace. Productivity in the workplace is probably the most important in managing your employees. A very important aspect in maximizing productivity is proper division of work among all of the members of your team.

## II PROPOSED SYSTEM

Above architecture diagram shows the complete process of the system. wherein HOD registers the staff member in system. It uploads the list of students where followup is needed for admission process. HOD can view the details of all the student which are distributed among multiple staff. Once the staff gets registered, he/she can login into system. And allocated list of student will be available for followups. Staff goes through all the students in list and update the status for each record based on followup. And this same info get available with HOD, once the staff click send button.



**III Algorithm**

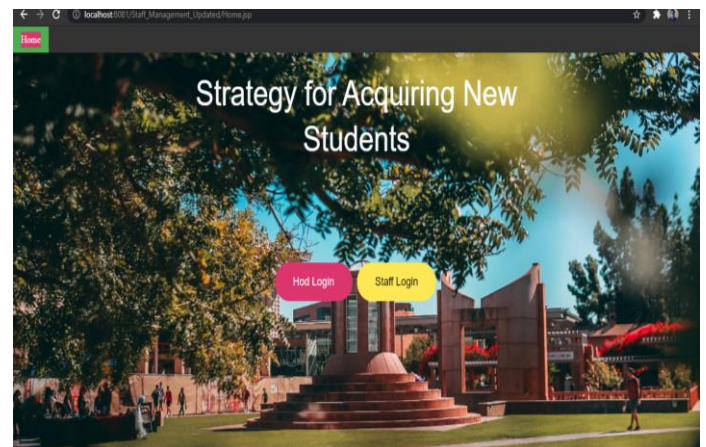
- Step 1 : HOD will login by using credentials.
- Step 2 : Register Staff and provide their credentials to staff, View Reports, View registered staff, upload CSV file of students data.
- Step 3 : Staff can login using their credentials, view list of students allocated to them, view history.
- Step 4 : List will appear in the allocated list option, list will have students name, email id, contact number, status and action.
- Step 5 : In action tab, contact will be mentioned, on clicking on contact the form will open and show options such as Interested, Not Interested, Not Fix and No Contact.
- Step 6 : After calling the student based on his/her answer update Interested, Not interested , Not fix and if the student does not answer the call update as No contact.
- Step 7 : Repeat steps 5 and 6 for all the students.
- Step 8 : In view history tab you can see the status of students, those students who did not answer the call, the staff can contact them again and update their status.
- Step 9 : HOD can see the students status in his login, can upload new list of students data, can update staff details, remove and register new staff.

**IV MATHEMATICAL MODEL**

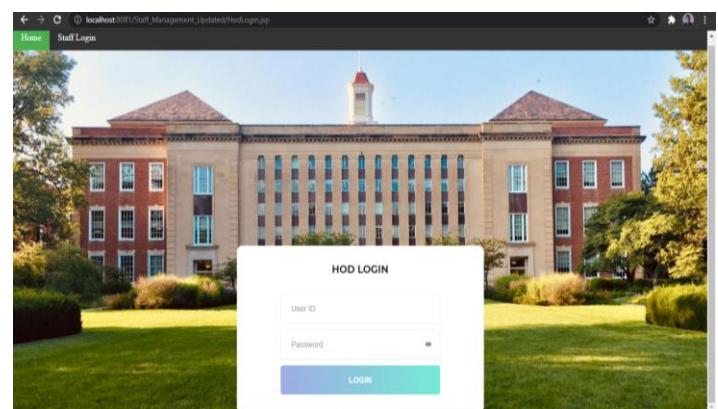
Sr. No.	Description	Observation
	Problem Description and System	
1	Let S be Closed system defined as, $S = \{ \text{Input, Process, Output} \}$ where : Input – it is the list of students in CSV file. Process – it processes the list of students and apply the techniques in the system. Output – it gives the status of students contacted.	System
2	Inputs = { A, U, SL, IP } Where : <ul style="list-style-type: none"> <li>- A be the HOD</li> <li>- U be the Staff</li> <li>- SL be the list of students</li> <li>- IP be the input of processing of each record by staff</li> </ul>	Input to System

3	Set of Actions = $A = \{ \text{RS, USL, URS, VR, ANS} \}$ Where : <ul style="list-style-type: none"> <li>- RS be registration of staff</li> <li>- USL be uploading of student list</li> <li>- URS be updating or removing of staff</li> <li>- VR be viewing of report status</li> <li>- ANS be adding of new staff</li> </ul>	Actions of HOD
4	Set of Actions = $U = \{ \text{VSL, USS} \}$ Where : <ul style="list-style-type: none"> <li>- VSL be the viewing of allocated list of students</li> <li>- USS be the updating of student status according to interested, not interested, not fix, no contact</li> </ul>	Actions of User

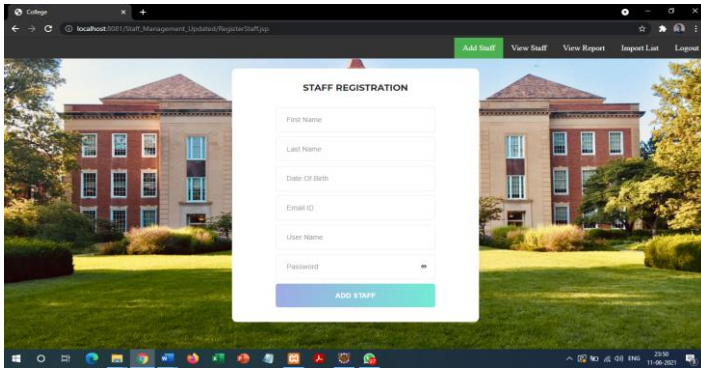
**V RESULT AND DISCUSSION**



1.1 Webpage



1.2 HOD Login



1.3 Staff registration Page



First Name	Last Name	Date of Birth	Email	User Name	Password	Action
Mayur	Chabukswar	1991-04-30	mayur@gmail.com	mayur	mayur	<a href="#">Edit</a> <a href="#">Delete</a>
shekhar	gosavi	1993-05-14	shekhar13gosavi@gmail.com	captain	amrus	<a href="#">Edit</a> <a href="#">Delete</a>
Sanjay	Lohar	2021-04-09	sanjay@gmail.com	sanjay	sanjay	<a href="#">Edit</a> <a href="#">Delete</a>
Shreyas	Soudagar	1996-03-23	shreyas@gmail.com	Shreyas	1234	<a href="#">Edit</a> <a href="#">Delete</a>
Rutuja	Dhokade	1997-02-15	rutuja@gmail.com	Rutuja	12345	<a href="#">Edit</a> <a href="#">Delete</a>
Devnath	Tandi	1995-05-16	devnath@gmail.com	Devnath	123	<a href="#">Edit</a> <a href="#">Delete</a>
Gauri	Kamthe	1998-08-08	gauri@gmail.com	Gauri	123456	<a href="#">Edit</a> <a href="#">Delete</a>

1.4 View Staff List



Student Name	Email ID	Contact Number	Status	Allocated Staff
inshu rani	inshu@gmail.com	8899774455	null	shekhar gosavi
Santosh Karik	annakarik@gmail.com	9655231456	null	shekhar gosavi
amey suryawanshi	ameysury@gmail.com	8636657419	null	shekhar gosavi
ravi kumar	ravik@gmail.com	9988774455	No Contact	Mayur Chabukswar
kishor ghadge	kishor1646@gmail.com	9921708079	Not Interested	Mayur Chabukswar
baldev yansal	baldevy@gmail.com	9765894512	Not Fix	Mayur Chabukswar
akash kerkatta	akashk@gmail.com	9636521463	null	Sanjay Lohar
swati verma	swatv@gmail.com	9977885544	null	Sanjay Lohar
prasad lad	prasad@gmail.com	9658897541	null	Sanjay Lohar

1.5 View Report / Status in HOD Login



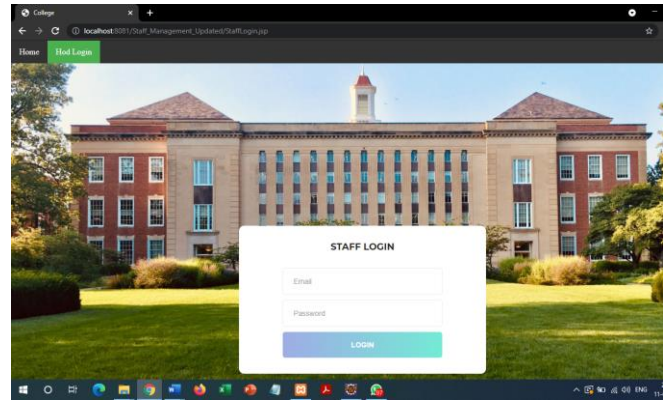
**Import Student File**

Upload the file in .csv format only

student.csv

Student Data will be allocate to all staff after successful import

1.6 Import student data

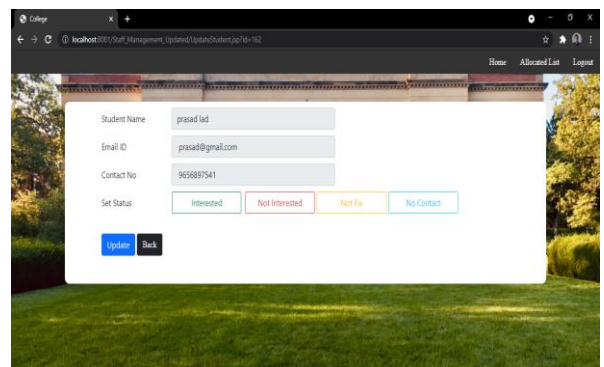


1.7 Staff Login

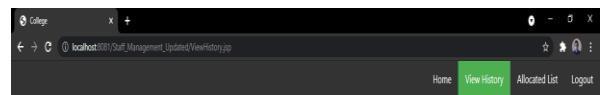


Student Name	Email ID	Contact Number	Status	Action
prasad lad	prasad@gmail.com	9658897541	null	<a href="#">Contact</a>
akash kerkatta	akashk@gmail.com	9636521463	null	<a href="#">Contact</a>
swati verma	swatv@gmail.com	9977885544	null	<a href="#">Contact</a>

1.8 View allocated list of students



1.9 Update Student Decision



Student Name	Email ID	Contact Number	Status
prasad lad	prasad@gmail.com	9658897541	Interested
akash kerkatta	akashk@gmail.com	9636521463	Not Fix
swati verma	swatv@gmail.com	9977885544	No Contact

2.0 View Status of Data in Staff Login

## VI PROJECT SCOPE

- HOD will have the access to register the new staff member in system
  - HOD will be able to update the credentials of staff, if required.
  - Our proposed system will distribute the students list among the number of staffs member registered. Once the staff member login to the system they will see task assigned to them.
  - Staff members have to process each record from list and update the status according to it.
- a) Assumptions - Admin will have to import the student list in system. System will have more number of users registered.
- b) Dependencies - Need to have 24/7 internet. HOD has to allocate task and review the detailed report and take necessary action.
- c) Admin User :
- Admin will register the staff members.
  - Can view list of staff
  - Can update the username and password
  - Remove staff
  - Import the student list that can be distributed among the staff member.
  - Can view the detail report- based on staff wise or on other factors
- d) Staff :
- Will Login to system using the credential provided by HOD.
  - View allocated list of students for follow up
  - Follow up with students and update the status like Interested, Not Interested, Not Fix, No Contact.

## VII CONCLUSION

By this proposed system, we are making to heighten and implement the improvements in college admission system which is good and an easy way of reducing handwork and making less handwork necessary. Students can be retrieved within quick interval of time, proper maintaining of records can be achieved. Our system presently aims on creation of a good student followup management system for the college universities. System will solve the problem of seat status showing dynamic display of the seat status after every session of counselling.

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Based on Workflow - Shen zihao ; Wang hui ; Jun Xia
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