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STRATEGY FOR ACQUIRING NEW STUDENTS

Prof. Meera Ranadive[1] Devnath Tandi[2], Rutuja Dhokade[3], Gauri Kamthe[4], Shreyas Soudagar[5]

Dept. of Computer Engineering, DYPIET,Ambi, Savitribai Phule Pune University, Pune, India [1 2 3 4 5]

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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 pol- icy 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 LITERATURE REVIEW

[1]. New Educational Strategy in Engineering Education

Author: M. Drozdov´a ; ˇ L. Mikuˇs ; P. Segeˇc

Year of Publication: 2015

Description: The paper gives solutions of two ESF projects carried out at the University of ˇ Zilina and the implementation of their conclusions addressed to new approaches in engineering education. The goal of the project was the innovation of education through (ICT) in the development of multimedia educational resources. The project result is a study that recommends changes in the education at the organizational, technological and implementation level. The second project goal was the assessment of universities curricula's effectiveness. Article's authors had been involved in the project and they have evaluated the effectiveness of study program by Applied Networking Engineering (ANE).

[2].Automated Online College Admission Management System

Author: Mehul Gupta; K.Kartik Iyer; Mani Ratnam Singh ;

Year of Publication: 2017

Description: This paper presents a web tool which is implemented using web-services that would connect with the database established on a server. The Unique PRN would provide identification to all the students who would be using this system. PRN Number wont just help the admin to keep the

track of students, but would make it simple for the students as the student don't have to go through the pain of submitting multiple hard copies of the documents & proofs each time the institution requires it. College Admission Management System is a simple yet effortful tool that will result in reducing the paperwork easy for the colleges as well as the students who would use it.

[3]. Prediction of the Admission Lines of College Entrance Examination based on machine learning

Author: Zhenru Wang ; Yijie Shi ;

Year of Publication: 2016

Description: They propose accurate prediction to college entrance examination (CEE) results is very important for the candidates to fill in the application and the relevant analysis of the CEE. The prediction of CEE scores is based on data statistics, probability model and some weighted combination models. Since generating the model for predicting college admission lines uses too little reference factor, and the error is large, so the reference value is very small. In this paper, machine learning methods are used to carry out the college admission process lines of research and prediction. Specially, in this paper Adaboost algorithm is used to study and forecast, which BE - Dept. of Computer Science DYPIET,Ambi longs to ensemble learning . Finally, the result of this model is given, which is good than the current prediction method.

[4]. Research on College Party's Admission Management System Based on Workflow

Author: : Shen zihao ;Wang hui ;

Year of Publication: 2010

Description: This paper describes the workflow of college management system & its functional characteristics, gives the formal definition of workflow model. Combined with the present situation of college admission, it discusses the business process of college admission, builds a Petri net-based workflow model. Based on Web applications as background, it presents solutions for college admission management system, which satisfies the needs of college admission. The schema with good usability and versatility has a certain application value.

III 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.

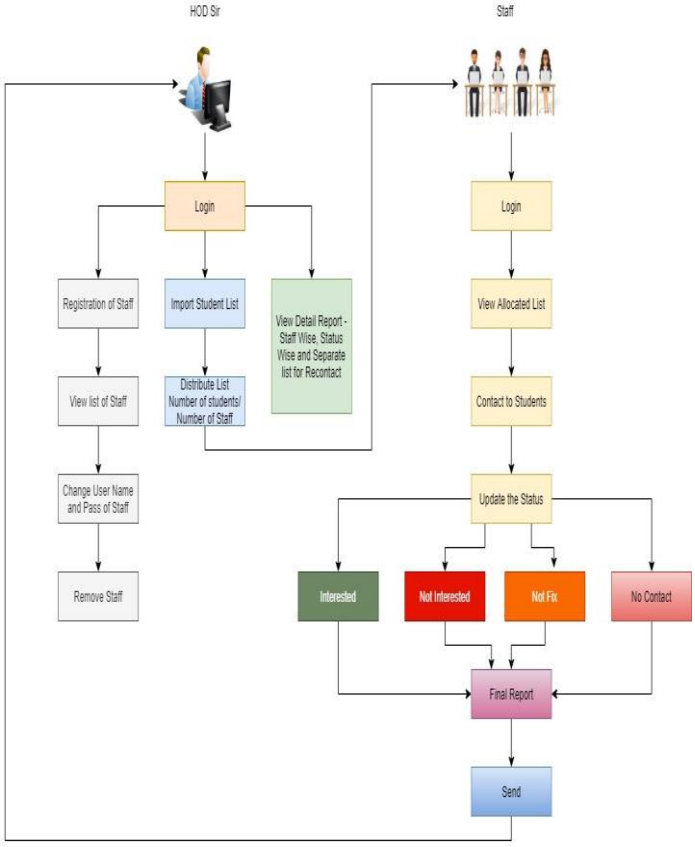
c) Admin User :

- 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.

IV SYSTEM DESIGN



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 fol- lowup 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.

V MATHEMATICAL MODEL

Let S be the set of whole system i.e. S= input, process, output

. Where,

- Input is the set of student list.

- Student list process is step or techniques applied to the system.

- Output Details of student, it can be according to staff wise.

Inputs:

Input = = A,U, CT, IP,ID,S

. Where,

- A be HOD - U be the user(staff).

- SL = Set of Students (list).

- Ip = Processing of each record by U.

Procedure:

Step1:

Admin(HOD) will Upload the student list.

Step2:

Admin(HOD) will assign the list among the staffs

Step3:

Staff will login and process all the student allocated to them, by followup with them.

Output:

System will provide output as details of all the student, can be filter by staff etc.Details will include like interested student for admission, Not Interested, Not fix etc.

VI CONCLUSION

Thus we are going to implement a prototype model for phishing website detection using Ml. We are going to develop a system which will efficiently identify the phishing sites. The programming language used will be python.

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[6] Statistical Analysis of Lung CT Images for Ground Glass Diagnosis -Dr Punal.M.Arabi ; Nanditha Krishna ; Vamsha Deepa.N3

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