

Maharashtra Cosmopolitan Education Society's

### M. A. Rangoonwala Institute of Hotel Management & Research, Pune.

Affiliated To Savitribai Phule Pune University / Institute code No.: 1042

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Dr. P. A. Inamdar President, M.C.E. Society Prof. Dr. Anita Frantz
Principal

CRITERION – 1 CURRICULAR ASPECTS				
Key Indicator				
Metric No.	1.3.2			

➤ Percentage of students undertaking project work/field work/ internships (Data for the latest completed academic year)

# Industrial Training/Internship Handbook

### INDUSTRIAL TRAINING/INTERNSHIP

As per the course structure of Bachelor of Science in Hospitality Studies under the Savitribai Phule Pune University, the students have to complete a mandatory 16 weeks Industrial Training/ Internship in all operational departments in India or Abroad in the Second Term of the Second Year. The students are guided with CV writing and grooming before they appear for the Industrial Training/ Internship Interview. Students are briefed about the work policies of the industry by the Principal before they step into the industry.

### **Procedure for Industrial Training/ Internship**

- 1. Information is collected from the students with regards to their preference of country, cityand hotel where they want to commence their Industrial Training/ Internship.
- 2. The students are given a choice to do their industrial training/internship in India or abroad.
- 3. The details of the respective 2<sup>nd</sup> year students will be sent to the hotel/organization concerned, as per their requirement, along with a tentative, mutually convenient date for the interviews.
- 4. The hotel/organization may confirm the date or discuss a mutually convenient date, with the Placement Coordinator.
- 5. The hotel/organization invites students on their premise for the interview or the recruitingteam visits the college campus.
- 6. On selection of the students, the hotel/organization sends an email to the training & placement cell of the college with details of the industrial training/internship.
- 7. With regards to the students opting for abroad training, they approach the external agencies and receive an offer letter on the basis of a Skype interview and are further directed for the visa process.
- 8. Before joining the hotel/organization an undertaking is taken from the students.
- 9. Students maintain a log book during their industrial training/ internship describing their daily work routine in the hotel.

- 10. A detailed report is prepared by the students on completion of their industrial training/internship.
- 11. Students need to take an industry feedback after completing their industrial training/ internship as a part of the continuous internal evaluation to be presented at the college.
- 12. The hotel/organization provides a certificate to the students on completion of the training period, to be presented to the college for final evaluation.

### **OUR RECRUITERS**

- 1. The Oberoi Mumbai
- 2. JW Marriott, Pune
- 3. Hyatt Regency
- 4. Hyatt Pune
- 5. Novotel Pune
- 6. Ibis Viman Nagar
- 7. Westin Pune
- 8. The Fern Amanora
- 9. Radisson Blu, Kharadi
- 10. Four Points by Sheraton, Pune
- 11. Marriott Suites, Pune
- 12. Conrad Pune
- 13. Sheraton Grand Pune
- 14. Leela's Jaipur
- 15. Burger King
- 16. Mc Donalds
- 17. Chili's Restaurant & Bar
- 18. Chinese Wok
- 19. Courtyard by Marriott
- 20. Taj Blue Diamond
- 21. Renaissance, Lucknow
- 22. Novotel Goa
- 23. Ibis Styles Goa
- 24. Lemon Tree Pune
- 25. Oyo Rooms
- 26. Innvenue Hospitality
- 27. Starbucks
- 28. Café Coffee Day
- 29. Faasos
- 30. Trident Mumbai
- 31. The O Hotel
- 32. Double Tree by Hilton
- 33. Cocoon Hotel Pune
- 34. The Royal Orchid, Kalyani Nagar,
- 35. Holiday Inn Pune
- 36. Royal Tulip, Mumbai

- 37. Le Meridien, Mahableshwar
- 38. The MPG Club & Spa
- 39. Ramee Grand Pune
- 40. Oxford Golf Resort, Pune
- 41. Sheraton Grand, Bangalore
- 42. Sayaji Pune
- 43. Mercure Lavasa
- 44. Dominos Pizza
- 45. KFC
- 46. Grand Hyatt Mumbai
- 47. Hyatt Hyderabad
- 48. Ibis Hinjewadi
- 49. Keys Mahableshwar
- 50. Ibis Mumbai
- 51. Park Hyatt Goa
- 52. Courtyard by Marriott, Mumbai
- 53. Della Resorts Lonavala
- 54. Sayaji Kolhapur
- 55. ZK's Hospitality
- 56. Casino Air Caterers & Flight Services
- 57. Novotel Khopoli
- 58. Cinepolis Pune
- 59. Cheesiano Pizza

Yours, Truly.



# Training & Placement tie-ups with Hotels





(G)























HOTELS & RESORTS

Radisson





CONRAD

MUMBAI, INDIA

GATEWAY





trus





OTT.

JW MARRI

PUNE

FAASOS

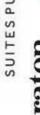
**HEWESTIN** 

EXPRESS

KOREGAON PARK



ROYAL TULIP





HOTELS

HOTELS & RESORTS





























### FUNCTIONAL MOU'S WITH INDUSTRY FOR PLACEMENT

- 1. Sheraton Grand Pune
- 2. Novotel Pune
- 3. Ibis Pune
- 4. Cocoon Hotel



### INDUSTRIAL TRAINING/INTERNSHIP

Second Year Students Internship Record – 2021-2022		
S.No.	Name of the Student	Selected
1	Dudhanikar Aishwarya Suryakant	Hilton, Jaipur
2	Joad Aman Ayyub	Conrad Pune
3	Ansari Mohd Aamir Mohd Shahid	Desk Training
4	Attar Naaz Javed	Royal Orchid, Pune
5	Bagwan Saad Firoz	Conrad Pune
6	Burman Kalpana Mohan	Conrad Pune
7	Darwatkar Prathamesh Narendra	Royal Orchid, Pune
8	Erandakar Shravani Dnyaneshwar	Desk Training
9	Ankit Gawai Lonawala	Fariyaz, Lonanvla
10	Hamood Faisal Shabbir Ah	Royal Orchid, Pune
11	Handal Prajwal Dattatray	Desk Training
12	Jaliyawala Md. Makki Md. Altaf	Marriott Hotel, Surat
13	Jondhale Mayur Govind	Fariyaz, Lonanvla
14	K J Thousif	ITC Bangalore
15	Kamble Vedant Shashikant	Royal Orchid, Pune
16	Khan Kamran Musa	Royal Orchid, Pune
17	Khan Mariam Mohmed Sadiqur	Sapphire, Lonanvla
18	Saniya Khan	Conrad Pune
19	Kolate Mayur Bhimrao	Conrad Pune
20	Kuvvarapu Sunny Venkatesh	Royal Orchid, Pune
21	Anushka More	Corinthians Club

22	Mulla Jaid Asif	Conrad Pune
23	Anas Patel	Royal Orchid, Pune
24	Patel Dawood Mohammad Hanif	Desk Training
25	Korba Salim Mahebali	Radisson Blu, Mumbai
26	Jadhav Sanjay Kisan	Desk Training
27	Patole Sanket Pravin	Royal Orchid, Pune
28	Sapkal Ganesh Satyawan RFT	Mirage Hotel
29	Sayyad Ayan Gulab	Royal Orchid, Pune
30	Shaikh Faizan Sagirahmed	Desk Training
31	Shaikh Farhan Samir	Mirage Hotel
32	Shaikh Fauzhan Navid	Desk Training
33	Shaikh Hamdan Aslam	Corinthians Club
34	Shaikh Kauser Mohsin	Desk Training
35	Shaikh Mohammad Aatif Ridwanuddin	Radisson Blu, Mumbai
36	Shaikh Uzair Mohammad Saleem	ITC Bangalore
37	Shariff Adil Akbar	Royal Orchid, Pune
38	Siddique Maaz Ayaz	Corinthians Club
39	Shaikh Sidra Imtiyaz	Conrad Pune
40	Waghmare Devdatta Janardhan	Conrad Pune
41	Zakde Udit Mahadev	Royal Orchid, Pune
42	Abdulbasit	Corinthians Club

### Second Year Students Internship Record – 2020-2021 Virtual Desk Training with Novotel Pune Nagar Road & Sheraton Grand Pune Bund Graden Hotel from 1<sup>st</sup> March 2021 to 31<sup>st</sup> May 2021

Sr.No.	Name of the Student	
1	Abdul Ameen	
2	Hanmant Teli	
3	Om Belure	
4	Sajjad Sayyed	
5	Razeen Shaikh	
6	Sagar Borade	
7	Uzma Mulla	
8	Saud Chowdhary	
9	Shimoni Chavan	
10	Milberd D'souza	
11	Khursheed	
12	Ayan Sayyed	
13	Ismail Palekar	
14	Huzair Ansari	
15	Harshada Dherange	
16	Kuldeep Singh	
17	Heramb Deshpande	
18	Bala Sharbidre	
19	Burhan Chadderwala	
20	Ziya Khan	
21	Abhishek Galvankar	

22	Umaid Hotgikar	
23	Talha Khan	
24	Hamood Faisal	
25	Ishan Gilbi	
26	Prem Katkar	
27	Harshad Nikam	
28	Irfan Nadaf	
29	Prasad Chavan	
30	Harsh More	
31	Atharva Vhaval	
32	Rutik Waghode	
33	Dhiraj Khalokar	
34	Zoheb Mir	
35	Rushikesh Toge	
36	Shantanu Kophale	
37	Atish Parmar	
38	Abhishek Potnis	
39	Nitin Chawaria	
40	Talha Ayyub	
41	Tareque Ahmed	
42	Rohit Gujar	
43	Abdul Arab	
44	Adil Eroth	

Monika Jagtap	
Rohan Kurri	
Adnan Mirza	
Ashrafullah	
KJ Tousif	
Aman Shaikh	
Vaibhav Rane	
Harshvardhan Thombre	
Mahesh Shinde	
Babsaheb	
Chirag Shiledar	
Ansari Murtuza	
Pradnya	
Shoeb Shaikh	
Avej Shaikh	
Sami Mulla	
Onkar Shinde	
Faijal Nadaf	
Akil Shaikh	
Atif Patil	
Salman Patel	

# SAVITRIBAI PHULE PUNE UNIVERSITY Academic Year - 2019-2022

## BSc (Hospitality Studies) 2019 Pattern (4th Semester)

### **Guidelines for Industrial Training**

### Preamble:

As all of us are aware of the unprecedented crisis that entire mankind and especially our nation is going through due to the outbreak of COVID-19 pandemic. The country is currently observing a lockdown and the situation in this context is continuously evolving.

The Governments at the national, state and local level and policy makers, regulators and othergoverning bodies are monitoring the situation closely and issuing appropriate guidelines in this context.

It is a fundamental responsibility of all citizens of India to ensure the safety of all citizens of Indiaduring this hour of crisis.

Academic institutes also share the responsibility of safeguarding the health of all stakeholders. Inlight of this scenario, certain aspects of our key academic activities need a revisit. ÚGC are issuing directives in this regard on an ongoing basis.

Against this backdrop, there is a need to address the issue of Industrial Training of BSc (Hospitality Studies) II year (4<sup>th</sup> Semester) students (i.e. batch 2019-22). The following guidelines are issued in this context for the perusal of the key stakeholders.

### 1.0 Applicability:

For BSc (Hospitality Studies) II year (4th Semester) students.

### 2.0 Learning Outcomes:

At the end of the Industrial Training it is expected that the learner develops and provides evidence of Capabilities in understanding Hotel Operations and allied sectors.

- An understanding of varied aspects of an operational area (Hotel Department), in which the student would also like to pursue his specialization, thereby preparing for a role in this department after completion of his degree.
- 2) An understanding of the change that the pandemic will have on the operations in the Hotel Industry and learn new skill sets in order to be trained in these new normal operational procedures.
- 3) An enhancement of employability skills through various virtual and online skills.
- 4) Further development of on campus learning skills.

### 3.0 Virtual/ Online learning:

As the students will not be able to pursue their training with the industry, as per the traditional method, due to the ongoing lockdown / Hospitality Industry being badly hit by the pandemic, they are advised to pursue virtual / online training, in the department of their choice.

### 4.0 The nature of the Industrial Training could be along the following lines -

### FOOD PRODUCTION

- Seminars on HACCP, FSSAI
- Menu Planning, Menu engineering and Kitchen Administration.
- Study the Food safety standards followed in hotels and restaurants
- Change in operations in the wake of the pandemic

### FOOD AND BEVERAGE SERVICE

- Restaurant planning and table management systems for effective sales. (Case study to be done by the students)
- Video lectures on F&B operations (latest trends, bar tending, events, banquet operations etc.)
- The new formalities to be followed during the guest cycle in the wake of the pandemic.

### HOUSE KEEPING

- Comparatives of SOPs for Housekeeping and Front Office department Pre and Post Covid 19 pandemic.
- Hygiene and safety standards followed for staff and guest.

Study on advanced cleaning agents and equipment's used in hotels.

### FRONT OFFICE

- Study the Technological advancements in Hotels, Use of soft-wares in various areas.
- Understand the functions and importance of various reports generated during the guest cycle
- Changing role of Front Office personnel

### ANCILLARY DEPARTMENTS

- Online Certification course in soft skills/ Communication skills. (Swayam/ MOOC)
- Panel Discussion on Marketing strategies adopted by hotels
- · Study on Sales promotion techniques adopted by hotels
- To study the various licenses and legal concerns for a hotel (webinar for the same could be organised)
- Talk by Industry expert (operations department) Highlighting the key aspects of budgeting and budgetary control.
- Talk by HR Manager on Placement norms Post Covid -19.

### ADDITIONAL

- Interaction with Industry Resource persons through webinars/ online sessions, addressing the operations and functions carried out in the departments
- Carry out a Feasibility study on any one organization allotted by the TPO/ Principal of the Institute
- Make a Power point presentation on norms followed by hotels post Covid 19 pandemic

The student has to keep a record of all the activities completed during the Industrial Training programmes and regular correspondence/ update to be done with the Training and Placement Officer of the Institute.

The Training and Placement Cell of every Institute shall make arrangements of all the webinars, online line learning, expert talks, panels discussions etc... make a schedule and inform the students well in advance.

### 5.0 Submission Guidelines:

- The student shall submit a detailed report on the work done during the Industrial Training period.
- Students should compile the events to make a final report. Each event report to be checked and signed by departmental HODs

### 6.0 Assessment and Evaluation:

- · A total of 300 marks will be allotted for Assessment
- The institute shall conduct an Internal viva-voce for evaluation (100 marks) of Industrial Training. The panel shall comprise of Training and Placement Officer and one additional faculty nominated by the Principal.
- The evaluation parameters
  - ➤ Report -30 marks
  - ➤ Online course certificate- 20
  - ▶ PPT- 20 marks
  - ➤ Viva Voce- 30 marks
- The University shall conduct an external viva -voce for evaluation (200 marks) of Industrial Training. The Panel shall comprise of Internal Faculty and one External examiner (Industry)
- The evaluation parameters -
  - > PPT- 80 marks (it should include the ppt on new norms, and learning outcome from operational and ancillary departments during the industrial training)
  - ➤ Viva Voce- 120 marks

	Second Year Students Industrial	Training Record - 2019
S.No.	Name of the Student	Selected
1	Abrar Rafik Tamboli	Sheraton Grand Pune
2	Aftab Ajim Mulani	Sheraton Grand Pune
3	Amaan Atique Ahmed Shaikh	Hyatt Hyderabad
4	Anand Pradip Waghchoure	Novotel Goa
5	Aniket Santosh Kothawale	Taj Hinjewadi
6	Aniket Vilas Kshirsagar	Novotel Pune
7	Ankita Rajendra Deogharkar	Grand Hyatt Mumbai
8	Ashish Kanhaiya Wani	Novotel Pune
9	Aslam Ezazul Mondal	Conrad Pune
10	Bhushan Panjabrao Kumbhar	Renaissance Lucknow
11	Chaitanya Saran Pradhan	Sheraton Grand Pune
12	Devika Ramadhar Sharma	Renaissance Lucknow
13	Gaurav Sunil Raut	Sheraton Grand Pune
14	Gufran Akil Attar	Hyatt Hyderabad
15	Hakim Hatim Limdiwala	Dubai
16	Hrishikesh Vikram Bedre	Amanora The Fern Hotels & Club, Pune
17	Jaypal Shivajirao Barche	Sheraton Grand Pune
18	Justin Venket Aiyer	Sheraton Grand Pune
19	Kalpesh Tanaji More	Novotel Pune
20	Karan Dattatray Bhosale	Renaissance Lucknow
21	Komal Santosh Pote	Four Points by Sheraton Mumbai
22	Kshitij Vishvas Pagar	Sheraton Grand Pune
23	Maaz Mehboob Ulde	Sheraton Grand Pune
24	Mafaaz Liyakatali Shaikh	Conrad Pune
25	Moheen Abdul Mojeed Sheikh	Sheraton Grand Pune
26	Mohsin Iqbal Shaikh	AHS Hospitality, New Zealand
27	Mushra Nematulla Shaikh	Ibis Styles Goa
28	Nehaal Sameer Bagwan	Grand Millennium, Dubai
29	Prajakta Avinash Shirke	Ibis Pune Viman Nagar
30	Rahul Salve	Casuarina Resort & Spa, Mauritius
31	Rakshanda Shekhar Shinde	Hotel Skyline, New Zealand
32	Rishikesh Rajendra Jadhav	Novotel Goa
33	Ritik Shivaji Shelar	Ibis Styles Goa
34	Rodricks Joseph Anthony	Conrad Pune
35	Rohit Ajit Gaikwad	Amanora The Fern Hotels & Club, Pune
36	Samiksha Subhash Kale	Novotel Goa

37	Samiyan Farid Shaikh	Conrad Pune
38	Sarbaz Shaikh	AHS Hospitality, New Zealand
39	Shaikh Altaf Mehaboob RFT	Hotel Chateau de Saulon, France
40	Shantanu Samir Wadnekar	Conrad Pune
41	Shayoni Ashish Sinharoy	Conrad Pune
42	Shivani Rajesh Pillay	Sheraton Grand Pune
43	Shubham Ashok Dere	Novotel Pune
44	Shubham Vishnu Pawar	Grand Hyatt Mumbai
45	Tanveer Yusuf Khan	Hyatt Hyderabad
46	Umair Asim Sayed	Conrad Pune
47	Viraj Jaysing Gund	Conrad Pune
48	Yash Kumar Rohitbahi Bhoi	Sheraton Grand Pune
49	Sakshi Pataskar	Novotel Goa

	Second Year Students Industrial Tr	raining Record - 2018
S.No.	Name of the Student	Selected
1	Phalguni Verma	Millenium Hotels & Resorts, New Zealand
2	Uzma Memon	Ibis Styles Goa
3	Abdulbasit Mankar	Keys Mahableshwar
4	Hemant Patel	Westin Pune
5	Ubedulla Mankar	Keys Mahableshwar
6	Jaysurya Bhagat	Sheraton Grand Pune
7	Arshadkhan Pathan	Sheraton Grand Pune
8	Suhaibakhtar Manihar	Radisson Hyderabad
9	Sara Mulla	Hyatt Regency Pune
10	Rutwij Jadhav	Taj Mumbai
11	Muskan Mehra	Novotel Goa Shrem Resort, Goa
12	Radha Gavasane	Westin Pune
13	Md. Shahid Shaikh	Ibis Goa
14	Prakash Singh	Conrad Pune
15	Aditya Bhujbal	Westin Pune
16	Pranav Patil	AHS Hospitality, New Zealand
17	Najla Nawab	Hotel Mercure Annemasse Porte De Geneve, France
18	Zahid Dafedar	Sheraton Grand Pune
19	Wynnona Lazarus	Auberge De l'Orangerie, France
20	Rashmi Jadhav	Ramee Grand Pune
21	Tanmay Parkhe	Sheraton Grand Bangalore
22	Maseel Naseer Khan	Ibis Goa
23	Sagar Pawar	Hyatt Pune
24	Abu Zain Shaikh	Ibis Pune
25	Shubham Kalamkar	Hyatt Regency Pune
26	Malaika Joseph	Conrad Pune
27	Arbaz Shaikh	Sheraton Grand Bangalore
28	Shubham Mule	Novotel Pune
29	Habib Fakir	Conrad Pune
30	Nikhil Walimbe	Millenium Hotels & Resorts, New Zealand
31	Domnic Shrisunder	Hilton Hotel & Resorts, New Zealand
32	Gitesh Ghotawadekar	Hyatt Pune
33	Mihir Surve	Ibis Goa
34	Mohit More	Westin Pune

35	Nasirali Pathan	Sheraton Grand Pune
36	Ankit Nanavare	Ibis Pune
37	Tejas Pote	Westin Pune
38	Vicky Gaikwad	Sheraton Grand Bangalore
39	Mohammed Rampurwala	Hotel Chamonix, France
40	Anugraha Deshpande	Hilton Hotel & Resorts, New Zealand
41	Sufiyan Sayyed	Le Meridien Mahableshwar
42	Shubham Sasane	Conrad Pune
43	Ruturaj Solanke	Ramee Grand Pune
44	Hatim Basrai	Shraton Grand Pune
45	Kanak Mhaske	Ibis Pune
46	Arsheen Shaikh	Conrad Pune
47	Gulshan Mohanlal	Westin Pune
48	Farhaan Choudhary	Sheraton Grand Bangalore
49	Daryll Barretto	Conrad Pune
50	Shahebaaz Manyar	Sheraton Grand Pune
51	Saad Shaikh	Tim Luck Luck Restaurant
52	Vivek Govind	The Hilton Salalah, Oman
53	Akil Ahmed	Conrad Pune
54	Chaitanya Habde	Ibis Pune

Second Year Students Industrial Tra		raining Record - 2017
S.No.	Name of the Student	Selected
1	Ansari Aleem Mazhar	Hyatt Pune
2	Mullani Abdul Rehman Imran	The Queens Hotel Singapore
3	Kadam Rutuja Rajram	Hyatt Regency Pune
4	Sangrule Yash Sandeep.	Sayaji Kolhapur
5	Pandey Prince S	JW Marriott Kolkata
6	Shaikh Suhail Mazher	Hyatt Pune
7	Sutar Shahbaz Zameer	Club Mahindra, Mahableshwar
8	Upadhyay Karan Vikas	Taj Vivanta, Pune
9	Virani Mussarath Azim.	Taj Vivanta Pune
10	Jadhav Anand Dilip.	Hilton Auckland, Newzealand
11	Ansari Salman Sirajuddin	Ibis Pune
12	Ansari Urba	JW Marriott Pune
13	Ansari Kafa	Sheraton Grand Pune
14	Shaikh Umer Mainuddin	Ibis Pune
15	Shaikh Sajid Javed	JW Marriott Pune
16	Choutmal Soniya Rajendra	Sheraton Grand Pune
17	Shaikh Abdul Rahim Hamid	Club Mahindra, Mahableshwar
18	Gangawane Akanksh Arun	Sheraton Grand Pune
19	Inamdar Altamash Harun	Marriott Suites, Pune
20	Sansare Ankita Sunil	JW Marriott Pune
21	Bhapkar Ruthvik Dnyaneshwar	Ibis Pune
22	Hande Ashwini Uttam	Westin Pune
23	D'Souza Ivan Ignatius	Le Meridien Mahableshwar
24	Manikwar Saurabh Jagannath	Ibis Pune
25	Salve Shubham Sunil	Hyatt Pune
26	Shaikh Rubina Ismail	Taj Vivanta
27	Shinde Mahesh	Hilton Auckland, Newzealand
28	Pote Rohit Rajendre	Marriott Suites Pune
29	Patil Aseem	Marriott Suites Pune
30	Tandale Chaitanya Manohar	Pak Hyatt Goa
31	Baig Ajmal Adil	Westin Pune
32	Khot Sayali Sanjay	JW Marriott Pune
33	Gaikwad Komal Deepak	JW Marriott Pune
34	Sayyed Rushna Junaid	Westin Pune
35	Khan Junaid Saeed	Hyatt Pune
36	Gaikwad Ashish Ganesh	Marriott Suites Pune
37	Shaikh Saqib Salim	Ibis Pune

38	Attupuram Gems Thomas	Marriott Suites Pune
39	Fahim Advani	Hyatt Pune
40	Gajarmal Kundan Devendra	Park Hyatt Goa
41	Padaniya Amit Anilbhai	Ibis Pune
42	Kulkarni Ankur Sudhakar	Westin Pune
43	Shivarkar Akash	Four Points by Sheraton, Pune
44	Mali Balasheb Dagdu	JW Marriott Pune
45	Goud Sanket Kishor	Marriott Suites Pune
46	Parkale Aniket Sanjay	Ibis Novotel Bengaluru Techpark
47	Kumbhar Pratik Uttaam	Sheraton Grand Pune
48	Shaikh Musharaf Hasan	Ibis Pune
49	Kadam Vinay Vishnu	Marriott Suites Pune
50	Akshay Sarode	Oberoi Mumbai