

Date: February 01 -03, 2021

Session on Selling Skills for MBA Quad 3 Students

e-SPRINT Agenda - 194, MBA 1 (Quad 3) - Theme : Selling Skills -- No of Students 135						
Date & Time	09:30 -10:45	11:00 - 12:00	12:00 - 13:00	13:00 - 14:00	14:00 - 16:00	16:00 - 17:00
1/2/2021	<ul style="list-style-type: none"> Attendance Welcome - Ms. Poonam Nanda, Setting the Context & Introduction- Dr. Kuldeep Rojhe Team Formation - Mr. Ajay Khanna 	Session - Mr. Ajay Khanna	Session on Presentations on Pre-Work - Mr. Ajay Khanna	Lunch	Session on Getting the Right Perspective on Sales - Dr. Kamal Kant	Time for Q&A & Closure - Mr. Ajay Khanna
2/2/2021	Attendance, Summarizing Day 1 - Mr. Ajay Khanna	Session on Career Choices - Mr. Ashish Khosla	Guest Faculty - Mr. Sominder Singh	Lunch	Alumni Interaction, Session on Transform your Skill For the Future (MBA 1 & 2) - Coursera Team	Closure - Mr. Ajay Khanna
3/2/2021	Attendance, Summarizing Day 2 - Mr. Ajay Khanna	Explaining the Activity - Mr. Ajay Khanna and Ms. Poonam Nanda	Session on Deliberation Time - Team Wise	Lunch	Presentations of Final Ideas + Guidelines - Mr. Ajay Khanna and Ms. Poonam Nanda	Cultural Show + Closure

A SPRINT Program on selling skills for MBA 1st year quad 3 students was organized from February 01st to 03rd, 2021. The SPRINT started with a welcome address by Mrs. Poonam Nanda. Mr. Ajay Khanna

who led this SPRINT explained the importance of sales and he gave a glimpse of careers in sales. The students were divided into teams to participate in various activities. A session on Presentations also taken by Mr. Ajay Khanna. He spoke about selling skills required in different situations. The afternoon session started with getting the right Perspective on sales which was taken by Dr. Kamal kant. After that question and answers were taken by Mr. Ajay Khanna, in which the students overcame their doubts by asking questions. Next day session started with career choices conducted by Mr. Ashish Khosla. Guest faculty Mr. Sominder Singh shared his own sales career. In the afternoon the Alumni shared their experiences. The Coursera team took a session about online courses session. On 3rd Feb, 2021 there was a summarization of day 2 by Mr. Ajay Khanna and explanation of the selling skills activity by Mrs. Nanda and in the afternoon there were presentations of final ideas and guidelines were given by Mrs. Nanda and Mr. Khanna. At the end of the day there was a cultural show presented by students. The total numbers of 191 students were present and this program was highly appreciated by the students.

Student Participation-:135

Organized -: SPRINT Team

Guest Speaker-:


- Mr. Sominder Singh (Suryoday Small Finance bank)
- Coursera Team (Coursera)

Impact-:

- Realize the lucrative careers available in sales
- Customer interaction- in person and on the phone
- Tips to carve a successful career



Session on Sale Career – Mr. Sominder Singh


Registrar
Shoolini University of Biotechnology
& Management Sciences
Solan (H.P.)

e-SPRINT -194 Attendance Sheet MBA 1 (Quad 3) T

Sr.No	Registration #
1	PGD/2020/1088
2	IN/2020/027
3	PGD/2020/1181
4	PGD/2020/1228
5	PGD/2020/719
6	PGD/2020/1760
7	PGD/2020/1338
8	PGD/2020/1025
9	PGD/2020/413
10	PGD/2020/261
11	PGD/2020/2015
12	PGD/2020/1129
13	PGD/2020/375
14	PGD/2020/237
15	PGD/2020/1566
16	PGD/2020/464
17	PGD/2020/508
18	PGD/2020/1174
19	PGD/2020/1068
20	PGD/2020/647
21	PGD/2020/463
22	PGD/2020/220
23	PGD/2020/692
24	PGD/2020/1532
25	PGD/2020/1884
26	PGD/2020/265
27	PGD/2020/1431
28	PGD/2020/138
29	PGD/2020/353
30	PGD/2020/1163
31	PGD/2020/568
32	PGD/2020/242

33	PGD/2020/438
34	PGD/2020/032
35	PGD/2020/1222
36	PGD/2020/349
37	PGD/2020/1273
38	PGD/2020/410
39	PGD/2020/777
40	PGD/2020/398
41	PGD/2020/1371
42	PGD/2020/073
43	PGD/2020/092
44	PGD/2020/1952
45	PGD/2020/1161
46	PGD/2020/1197
47	PGD/2020/1770
48	PGD/2020/646
49	PGD/2020/1510
50	PGD/2020/829
51	PGD/2020/1194
52	PGD/2020/1480
53	PGD/2020/113
54	PGD/2020/1522
55	PGD/2020/1170
56	PGD/2020/659
57	PGD/2020/2084
58	PGD/2020/490
59	PGD/2020/369
60	PGD/2020/1484
61	PGD/2020/585
62	PGD/2020/1261
63	PGD/2020/1158
64	PGD/2020/1059
65	PGD/2020/684
66	PGD/2020/289
67	PGD/2020/1721
68	PGD/2020/1258
69	PGD/2020/1395

70	PGD/2020/1234
71	PGD/2020/960
72	PGD/2020/1113
73	PGD/2020/079
74	PGD/2020/1369
75	PGD/2020/987
76	PGD/2020/944
77	PGD/2020/827
78	PGD/2020/050
79	PGD/2020/1247
80	PGD/2020/492
81	PGD/2020/416
82	PGD/2020/1189
83	PGD/2020/1709
84	PGD/2020/814
85	PGD/2020/072
86	PGD/2020/923
87	PGD/2020/110
88	PGD/2020/1490
89	PGD/2020/1239
90	PGD/2020/1734
91	PGD/2020/512
92	PGD/2020/822
93	PGD/2020/1339
94	PGD/2020/2087
95	PGD/2020/2088
96	PGD/2020/1653
97	PGD/2020/1594
98	PGD/2020/1685
99	PGD/2020/1583
100	PGD/2020/2203
101	PGD/2020/1853
102	PGD/2020/1934
103	PGD/2020/2377
104	PGD/2020/181
105	PGD/2020/2337
106	PGD/2020/1990

107	PGD/2020/2344
108	PGD/2020/2323
109	PGD/2020/1996
110	PGD/2020/1425
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112	PGD/2020/2291
113	PGD/2020/2309
114	PGD/2020/2227
115	PGD/2020/2396
116	PGD/2020/2198
117	PGD/2020/2340
118	PGD/2020/485
119	PGD/2020/2392
120	PGD/2020/2469
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123	PGD/2020/2495
124	PGD/2020/2504
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128	PGD/2020/2678
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131	PGD/2020/2715
132	PGD/2020/2734
133	PGD/2020/167
134	PGD/2020/2777