

Date: January 20 -22, 2020

### SPRINT on Selling Skills for MBA Quad 3 Student

Agenda (SPRINT - 171) MBA Quad 3 --- Selling Skills --- Venue RTH ( No of Students 191)						
Date / Time	09:00 - 09:30	09:30-11:00	11:30 - 13:00	13:00-14:00	14:00 - 15:30	15:40 - 17:15
20-01-2020	Attendance & Welcome - Ms. Poonam Nanda	<ul style="list-style-type: none"> <li>• Session on Why Sales? - Dr. Kuldeep Chand Rojhe</li> <li>• Context Setting - Dr. Kamal Kant</li> </ul>	Session on Introduction to Sales - Guest Faculty Mr. Puneet Jaggi (ICICI Bank)	Lunch	Session on Telephone Etiquette - Ms. Poonam Nanda	Guidelines for activity + Planning
21-01-2020	Workshop on Sales - Dr. Kamal Kant		Workshop Continue	Lunch	Session on Success in Sales - Guest Faculty - Mr. Ashish Nanda (Future Generali)	Alumni Interaction - The Story of my sales career - Mr. Dheeraj Mahajan
22-01-2020	Outdoor Activity			Lunch	Outdoor Activity Continue	Feedback - Prize Distribution - Closure

A SPRINT Program (Skill Progression through Rapid Intensive and Innovative Training) on Selling Skills was organized for MBA quad 3 students from 20 to 22, 2020. The session started with Dr. Rojhe explaining why this selling SPRINT has been organized for them and he also gave the introduction of this particular topic. Our guest faculty Mr. Puneet Jaggi had a session with the title introduction to sales. He also spoke about selling skills in various situations. In the afternoon session on Telephone etiquettes for selling was taken - Mrs. Poonam Nanda. She shared how telephone etiquettes play an important role and how one should act and react during the calls. Next day session started with a sales workshop conducted - Dr. Kamal Kant. After that our guest faculty Mr. Ashish Nanda took a session for success in sales. He shared his experience and gave tips on how to get success in sales. After that the SPRINT students interacted with an alumni Mr. Dheeraj Mahajan who shared his experience of sales. On the last

day the outdoor activities and prize distribution ceremony was conducted - SPRINT Team. The total numbers of students who attended this Sprint was 191. This program was highly appreciated - the students.

**Student Participation-:** 191

**Organized -:** SPRINT Team

**Guest Speaker-:** Mr. Ashish Nanda (Future Generali)

**Impact-:**

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

### Some Glimpses of the SPRINT Program



**Session on success in sales - Mr. Ashish Nanda**

<b>Attendance of MBA Quad 3</b>		
<b>Sr. No</b>	<b>Name of Student</b>	<b>Registration Number</b>
1	Rajat Negi	1871401009
2	Divya Sharma	1871401010
3	Dikshita Sharma	1871401011
4	Naseeb singh	1871401012
5	RIshabh Chauhan	1871401006
6	Anshul	1871401139
7	Jatun Thakur	1871401140
8	Jashandeep Singh	1871401141
9	Urwashi Tyagi	1871401142
10	yuvraj Sharma	1871401144
11	sagar Goyal	1871401145
12	Vijul	1871401146
13	Sarthak aggarwal	1871401147
14	Aman Bhasin	1871401148
15	Ankit Bhardwaj	1871401149
16	Abhinav Sharma	1871401150
17	Sunidhi	1871401151
18	Vineet kumar	1871401152
19	Neha Thakur	1871401153
20	Hukam Chand	1871401154
21	Deepika	1871401155
22	PRITIKA CHOUHAN	1871401156
23	BHUPINDER KUMAR	1871401157
24	Shashank pandey	1871401158
25	Manjeet singh	1871401159
26	ashish	1871401160
27	Kalpana Parihar	1871401163
28	Rahul Pondyar	1871401164
29	Kirti Sharma	1871401166
30	Mohammad Siddiq Sadeq	1871401168
31	Paramanand	1871401169
32	Aman Sharma	1871401170
33	Bindakshi	1871401172
34	Kapil Sharma	1871401173
35	Mahima Sharma	1871401174
36	Kubra Sadat	1871401175

37	Kartik Saini	1871401177
38	Aman Parihar	1871401178
39	Harsh Chauhan	1871401179
40	Akshay Rathor	1871401180
41	Shubham Grover	1871401181
42	Sakuntala Rana	1871401183
43	Seema Thakur	1871401184
44	Kriti Sharma	1871401185
45	Karan Sharma	1871401186
46	Aditi Dhiman	1871401203
47	Yatin Kumar	1871401202
48	Abhinay Kumar	1871401051
49	surya bhardwaj	1871401052
50	Sakshi Singh	1871401126
51	Shivangi Singh	1871401127
52	Deepak Balokhra	1871401128
53	Aakriti Sharma	1871401129
54	Shubham Anil Barase	1871401130
55	Shiphali	1871401131
56	Himanshu Tatarwal	1871401132
57	Gurpreet Singh	1871401133
58	Saurav Bhogal	1871401135
59	Manoj Singh	1871401136
60	Chirag Sharma	1871401137
61	Sapna Sharma	1871401138
62	Paras Verma	1871401139
63	Vanshika	1871401140
64	Chander Prakash	1871401141
65	Sushma	1871401142
66	Atin Sood	1871401143
67	Vishal Thakur	1871401144
68	Mrinal Thakur	1871401145
69	Himanshu Thakur	1871401146
70	Ahmad Hosaini	1871401001
71	Damini Sharma	1871401002
72	Vijay Kumar	1871401003
73	Akash Bhardwaj	1871401004
74	Vividha Gurung	1871401005
75	Aman Thakur	1871401007
76	Vijay kumar	1871401008
77	Ashutosh Kaushal	1871401013

78	Rohit	1871401014
79	Ayush Pal	1871401015
80	Shivam Kohli	1871401016
81	Sachin Verma	1871401017
82	Priya Aggarwal	1871401018
83	Anshul thakur	1871401019
84	dixit garg	1871401020
85	Apoorva Awasthi	1871401021
86	Megha Thakur	1871401022
87	shivam	1871401023
88	Ashutosh Chauhan	1871401025
89	Diksha Chopra	1871401026
90	raman chandel	1871401027
91	Kriti Kailashi	1871401028
92	suraj bhusal	1871401029
93	Deepanshu Sharma	1871401030
94	Shubham kumar	1871401031
95	Shubham Premi	1871401032
96	Gaurav Sharma	1871401033
97	neeraj kumar	1871401034
98	Manisha Kumari	1871401035
99	pranati dhyani	1871401036
100	Shruti Rana	1871401037
101	Paras mehta	1871401039
102	Rajnish Modgil	1871401040
103	sarthak shandil	1871401041
104	Divya chandel	1871401042
105	Chaman Lal	1871401043
106	Divesh Thakur	1871401044
107	shalini	1871401045
108	Akshay Spehia	1871401046
109	manish sahni	1871401047
110	pankaj thakur	1871401048
111	preeti	1871401049
112	Chaitanya Moudgil	1871401050
113	sahil saini	1871401053
114	Pratham Gupta	1871401054
115	Arpit Bhatia	1871401055
116	Robin	1871401057
117	Ashish	1871401058
118	Oma Thakur	1871401059

119	shreya dogra	1871401060
120	divya Sharma	1871401061
121	Vishal Kainthla	1871401062
122	aayush mehta	1871401063
123	Anil Banyal	1871401064
124	Pankaj Thandaik	1871401065
125	rohit kumar	1871401066
126	Manraj Singh	1871401067
127	Pratibha	1871401068
128	Parul Shyam	1871401069
129	tarun thakur	1871401070
130	Bhumika Behl	1871401072
131	Vishal Kumar	1871401073
132	Shivam Chaurasiya	1871401074
133	Shubham guleria	1871401075
134	Priyanka sharma	1871401076
135	Abhyuday chandel	1871401077
136	jasdeep saini	1871401078
137	shubham suri	1871401079
138	Vikas	1871401080
139	Amit kumar	1871401081
140	Sumit Sharma	1871401082
141	Kavita Thakur	1871401083
142	Akshit Rana	1871401084
143	Shalini devi	1871401085
144	MOHIT Joneja	1871401086
145	alexia fendall	1871401089
146	Anju singh	1871401090
147	Suraj Kumar	1871401091
148	Karan Saini	1871401092
149	Yogesh panwar	1871401093
150	Vivek Kumar	1871401095
151	Neha	1871401096
152	Pratiksha Kandari	1871401097
153	tarunpreet kaur	1871401098
154	Prachi Gupta	1871401099
155	Ayushi Saklecha	1871401100
156	Ram Karan	1871401101
157	Abhijeet Panwar	1871401103
158	Pallvi	1871401104
159	Tanik Sharama	1871401105

160	Himesh Sharma	1871401106
161	jawala sharma	1871401107
162	Rohit soni	1871401108
163	hari krishan	1871401109
164	bhupender singh	1871401110
165	Ajay Sharma	1871401111
166	Pravesh Thakur	1871401112
167	Shivangi rana	1871401113
168	akanksha	1871401114
169	Dheeraj Sharma	1871401115
170	Riya Verma	1871401116
171	sonali bisht	1871401117
172	rajat srivastava	1871401118
173	Rajkumar	1871401119
174	Anubha kashyap	1871401120
175	Kapil Thakur	1871401121
176	Anil Kumar	1871401122
177	Ashima Darta	1871401123
178	Shubham Sharma	1871401124
179	ambika sharma	1871401125
180	Arpana guleria	1871401126
181	Chikku Jose	1871401127
182	abhishek sharma	1871401128
183	Sumit Kapoor	1871401129
184	Deepak Kumar	1871401130
185	himanshu sharma	1871401132
186	chandni	1871401133
187	Krishan Kainth	1871401134
188	Sreekar B	1871401135
189	Himanshu Sharma	1871401136
190	Adarsh Chaudhary	1871401137
191	Vandana	1871401138