

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



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



Session on Sale Career –Mr. Sominder Singh


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Shoolini University of Biotechnology
& Management Sciences
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