

DAYANANDA SAGAR COLLEGE OF ARTS SCIENCE AND COMMERCE

Shavige Malleshwara Hills, Kumaraswamy Layout, Bangalore-560082
Internal Quality Assurance Cell (IQAC) Cell

Webinar on “Training and Placement”

Department: 2nd & 4th Semester MBA -BU

Date: 08-07-2020

Sl. No	Particulars	Event related Details			
1.	Event*	Webinar			
2.	Title of the Event	Training and Placement			
3.	Date	8 th July 2020			
4.	Time	10:00 am			
5.	Venue	Online Zoom session			
6.	Resource Person 1 Details** (Profile to be enclosed)	Mr. Sonesh Bharadwaj Global Motivational Speaker/ Keynote speaker/virtual facilitator/Certified Sales & leadership Master Trainer/Business & life Coach/Women & youth catalyst (profile enclosed)			
7.	Topics Covered	Effective selling in sales			
8.	Resource Person 2 Details**	NA			
9.	Topics Covered	NA			
10.	No. Faculty Participants (Enclose a copy of names with signatures)	Internal:	0	External:	0
11.	No. Student Participants (Enclose a copy of names with signatures)	Internal:	184	External:	0
12.	Faculty Coordinator/s	Prof. Asra Ahmed Faculty, MBA BU, DSCASC			
13.	Student Coordinator/s	Mr. Sunil 2 nd Semester MBA Section 'A'			
14.	Total Expenditure	NA			
15.	Sponsors and Amount (if any)	NA			

Sl. No	Particulars	Event related Details
16.	Agenda of the Event (Enclose a copy)	NA
17.	Report uploaded on college website?	No
18.	Report sent to media? If yes, give details:	No
19.	Report uploaded in Social Media? If yes, give details:	No
20.	Certificates Printed? (Enclose a copy***)	Yes
21.	Feedback Collected? (Enclose a copy***)	Yes
22.	Summary of the Event (Minimum 100 words)	<p>This webinar program was conducted for 2nd& 4th Semester Students of MBA-BU, which was organized by CHL. The resource person was from an Industry background with 14 years of experience. During the course of the session the students were briefed about the objectives of effective sales, understanding the buying solutions of customers, Influencing people, presenting solutions, eliminating doubts and closing sales. They were explained about the buying cycles, need analysis, exploring options, eliminating doubts and decision making. Speaker briefly explained about Effective selling sales and how a person can become an effective seller.</p> <p>Speaker explained topic with real life examples. There were totally around 184 students who attended the programme.</p>
23.	Photographs of the Event (Attached)	<p>NA</p> <p>It's a Webinar. Hence only attendance photos are attached.</p>

Notes:

* Seminar / Workshop / Symposium / Conference / Cultural Fest / Quiz / Sports / Literature Fest, etc.

** Name / Organization / Designation / Area of Expertise

*** Format Copy need to be attached and hard copy need to be filed

PS: Whichever column is not applicable, write as NA.



Event Coordinator



IQAC Coordinators



Principal

Department  



Director DSCMIT 2:02 pm

To DHYANVAISHNAV, ABHILASHAS...  

Dear Students,

Training and Placement Department is conducting three day webinar for the MBA students of all campus. **Log in details for ZOOM will be shared shortly.**
Details are as follows:

RESUME PREPARATION & GROUP DISCUSSION

Date: 06-07-2020

Timings: 10:00 am -11:00am

Resource Person: Mr. Deepshik

MOCK INTERVIEWS

Date: 07-07-2020

Timings: 10:00 am -11:00am

Resource Person: Mr. Namburi Manikanta

EFFECTIVE SELLING SKILLS

Date: 08-07-2020

Timings: 10:00 am -11:00am

Resource Person: Ms. Sonesh Bharadwaj

NEGOTIATION SKILLS

Date: 08-07-2020

Timings: 11:00 am -12:00am

Resource Person: Dr. Nitin Alok

Other classes / IA tests will be there as scheduled.

NOTE:

1. ONLY SUCH CLASSES CLASHING WITH THIS WEBINAR TIMINGS STAND CANCELLED.
2. STUDENTS ARE ADVISED TO MAKE BEST USE OF THE WEBINAR IN FULL STRENGTH
3. FACULTY TO MAKE NECESSARY RESCHEDULING OF THEIR RESPECTIVE MISSING CLASSES

Thanks,
Regards,

Dr. BR Venkatesh
Director
MBA - Bangalore University Programme
Dayananda Sagar College of Arts, Science & Commerce
Shavige Malleswara Hills, Kumara Swamy Layout
Bengaluru - 560 078

Forwarded

Following is the CIL Training Schedule:

Topic: RESUME PREPARATION & GROUP DISCUSSION (Resume format attached)

Time: Jul 6, 2020 09:55 AM India

Join Zoom Meeting

<https://us02web.zoom.us/j/83137706175>

Meeting ID: 831 3770 6175

Topic: MOCK INTERVIEWS

Time: Jul 7, 2020 09:55AM India

Join Zoom Meeting

<https://us02web.zoom.us/j/88537168329>

Meeting ID: 885 3716 8329

Topic: EFFECTIVE SELLING SKILLS & NEGOTIATION SKILLS

Time: Jul 8, 2020 09:55AM India

Join Zoom Meeting

<https://us02web.zoom.us/j/89628309845>

Meeting ID: 896 2830 9845

Attendance is mandatory for all the 2nd Semester students

9:06 PM

Mr.SoneshBharadwaj

Global Motivational Speaker/ Keynote speaker/virtual facillitator/Certified Sales& leadership Master Trainer/Business & life Coach/Women & youth catalyst

An Electronics & Communication Engineer by education he holds 14 yrs of work exposure with top companies across the Globe. He has handled various top management roles in Sales /Marketing/Operations/Training into industries like Telecom,Advertising,Events, FMCG, Real Estate, Education, Business Consulting.After being trained and closely worked with the global leaders from the industries.He believes that hands on experience with upgraded knowledge are the combination which we need to Master. He has Mentored & Coached people from all the diverse verticals of life like corporate companies, Startup owners, individuals, Educational Universities, Executive profiles in reaching their life & business Breakthrough goals in terms of real transformation.

Experience

Independent Consultant

Professional speaker/Certified Sales & leadership Master Trainer/life & Business coach/ Youth mentor

Company Name: Independent Consultant

Dates Employed: Aug 2019 – Present

Employment Duration: 1 yr 4 months

Location: Bengaluru Area, India

Quantum Leap Learning

Business Coach

Company Name: Quantum Leap Learning Full-time

Dates Employed: Oct 2018 – Jul 2019

* Worked with multiple business owners ,startups and small and medium business , help them to scale their business in terms of sales , marketing, people management, operations,Training's.

*Coach them on real time scenarios

QUICK STEP

Professional Sr.corporatebehavioral/soft skill & leadership trainer

Company Name: QUICK STEP Full-time

Dates Employed: Apr 2015 – Apr 2017

Create specialized modules as per client requirements.

Delivering various modules at all the levels of organization.

Specialized in training modules like Communication skills, motivational skills, soft skills, behavioral transformations and leadership programs.

Virginia Developers

Manager- MARKETING & TRAINING

Company Name: Virginia Developers

Dates Employed: Jun 2014 – Mar 2015

Handling of complete social media marketing, offline marketing .

Designing marketing campaigns as per the requirement.

Training new hires as per the requirement of the project.

Handling various soft skill training modules.

Fixing up of meetings site visits and presentation as per client requirements

Participants (18)

Find a participant

-  Venkatesh VG 19CQCMD166 
-  VLNQ_D 19CQCMD169 
-  VS Vidya Shree M 
-  VV Vinayaka V S 
-  VV Vinayaka V S 
-  VV Vinayaka V S 
-  VV Vinayaka V S 
-  VV Vinayaka V S 
-  VV Vinayaka V S 
-  VV Vinayaka V S 
-  VV Vinayaka V S 
-  VV Vinayaka V S 
-  VV Vinayaka V S 
-  VV Vinayaka V S 
-  VV Vinayaka V S 
-  VV Vinayaka V S 

Invite

Unmute Me

11:29
08-07-2020

Participants (18/5)

Find a participant

-  IDT19MBA34 Sandhya J 
-  IDT19MBA35 Sandhya Hegde 
-  IDT19MBA30 Shruti R 
-  IDT19MBA42 Teja V 
-  IDT19MBA44 Yashaswini N K 
-  Adhishet Barfa 
-  ABHISHEK MJ 
-  Adarsh R 
-  Aditiwarya Lakshmi 
-  ajeey C P 
-  Abi V IDT19MBA07 
-  Amren Afzar 
-  Angel Maria Francis 19CQCIND014 
-  Anrudhan C 
-  Anya Gayathri 
-  Ashika HJ 19CQCIND045 

Invite

Unmute Me

