



**MANIPAL UNIVERSITY
JAIPUR**

MUJ/Q&C/021/F/1.01

Event Report Format



**MANIPAL UNIVERSITY
JAIPUR**

FACULTY OF MANAGEMENT & COMMERCE

SCHOOL OF BUSINESS & COMMERCE

**DEPARTMENT OF BUSINESS ADMINISTRATION
& DEPARTMENT OF COMMERCE**

Expert Lecture

On

Negotiation and Counselling Skills

06th May 2022



1. Introduction of the Event
2. Objective of the Event
3. Beneficiaries of the Event
4. Details of the Guests
5. Brief Description of the event
6. Photographs
7. Brochure or creative of the event
8. Schedule of the Event
9. Attendance of the Event



1. Introduction of the Event

The guest lecture was organized by School of Business and Commerce for BBA students on 06 May 2022 via online mode through Microsoft Teams. The topic Negotiation and Counselling Skills is very important and relevant for future managers. Good negotiations as well as counselling skills of a manager contribute significantly to business success, as they: help you build better relationships. deliver lasting, quality solutions — rather than poor short-term solutions that do not satisfy the needs of either party. help you avoid future problems and frictions.

2. Objective of the Event

The objective of the expert lecture was to make the students aware about the Negotiation and Counselling Skills.

3. Beneficiaries of the Event

The target audience are students and faculty members.

4. Details of the Guest

Mr. Samax Jain is working as HR Manager – Analytics, in Deutsche Bank, Jaipur. He has around 11+ Years of rich experience with different corporates like Infosys, Accenture, Clifford Chance and Deutsche Bank.

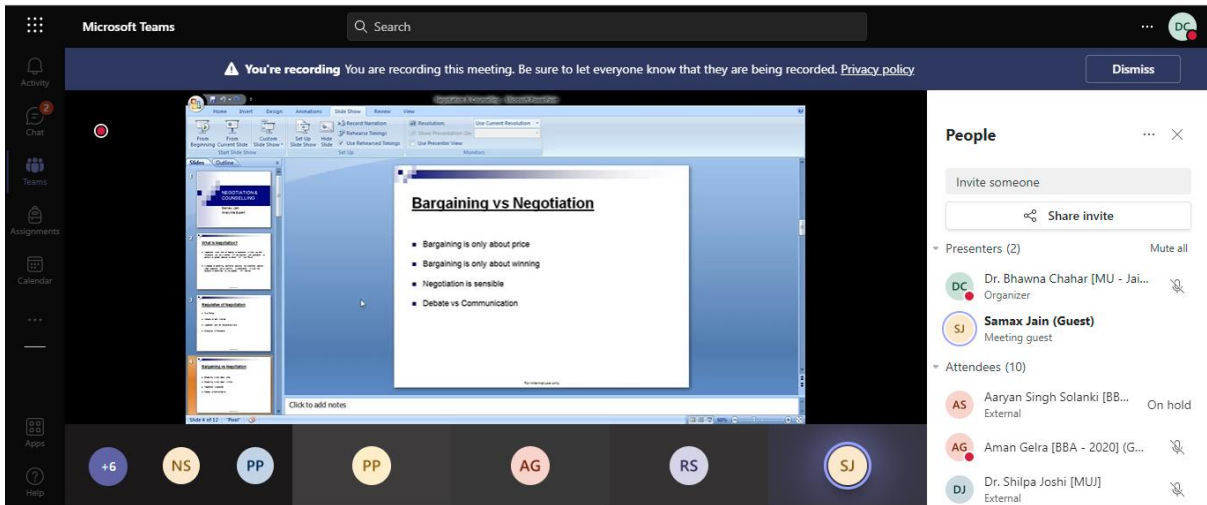
He is expert in corporate trainings in the field of HR related areas and specially Analytics. He is currently associated with Strategic Procurement and Analytics as a Manager in Deutsche Bank delivering cost reduction, cost avoidance and scenario planning to different businesses through various analytical business intelligence tools.

5. Brief Description of the event

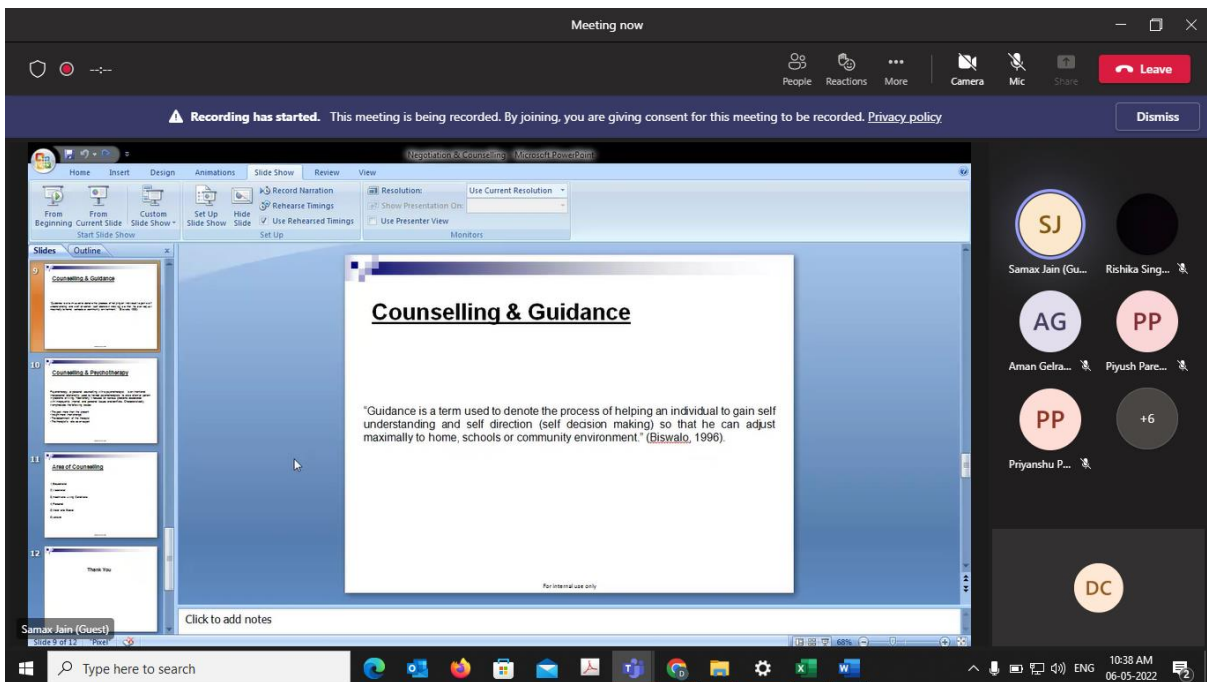
The expert lecture of Mr. Samax Jain was organized to make our student aware about Negotiation and Counselling Skills. The students were introduced to various new methods of Negotiation and Counselling Skills. They were also made aware about the advantages of negotiation skills and how good negotiation and counselling Skills provide business a competitive advantage. The expert lecture was coordinated by Dr Bhawana Chahar.

6. Photographs of the event or screenshots of the event

Mr Samax Jain, Delivering an Expert Lecture



Mr Samax Jain, Delivering an Expert Lecture



7. Brochure or creative of the event



SCHOOL OF BUSINESS & COMMERCE
Department of Business Administration
inviting you to attend an expert session
On
'Negotiation and Counselling Skills'
Speaker:

 **Mr. Samax Jain**
Manager – Analytics
Deutsche Bank

Date: May 06, 2022 (Friday)
Time: 10:00 am - 12.00 pm

Co-ordinator
Dr. Bhawna Chahar
(Dept. of Business Administration)

8. Schedule of the event (insert in the report)

The event was scheduled on 06 May 2022 from 10:00 AM to 12:00 PM on Microsoft Teams.

9. Attendance of the Event (insert in the document only)

Total attendee

Sr. No	Name of Institution	Place of Institution	Registration Number/Employee code	Name of Attendee	Name of Dept
1	Manipal University Jaipur	Jaipur	200901078	Aaryan Singh Solanki [BBA - 2020]	Business Administration
2	Manipal University Jaipur	Jaipur	200901218	Aman Gelra [BBA - 2020]	Business Administration
3	Manipal University Jaipur	Jaipur	200901056	Preet Goyal [BBA - 2020]	Business Administration
4	Manipal University Jaipur	Jaipur	200901059	Vipul Sharma [BBA - 2020]	Business Administration
5	Manipal University Jaipur	Jaipur	200901301	Shrinath [BBA - 2020]	Business Administration
6	Manipal University Jaipur	Jaipur	200901266	Piyush Chouhan [BBA - 2020]	Business Administration
7	Manipal University Jaipur	Jaipur	200901068	Abhinav Goyal [BBA - 2020]	Business Administration
8	Manipal University Jaipur	Jaipur	200901290	Bhrigu Pal Singh [BBA - 2020]	Business Administration
9	Manipal University Jaipur	Jaipur	200901095	Muskan Khetrpal [BBA - 2020]	Business Administration
10	Manipal University Jaipur	Jaipur	200901256	Pappu Choudhary [BBA - 2020]	Business Administration
11	Manipal University Jaipur	Jaipur	200901073	Gauransh Pandey [BBA - 2020]	Business Administration



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12	Manipal University Jaipur	Jaipur	200901266	Piyush Chouhan [BBA - 2020]	Business Administration
13	Manipal University Jaipur	Jaipur	200901122	Saumya Narula [BBA - 2020]	Business Administration
14	Manipal University Jaipur	Jaipur	MUJ0836	Dr. Bhawna Chahar [MUJ]	Business Administration