



**MANIPAL UNIVERSITY
JAIPUR**



**MANIPAL UNIVERSITY
JAIPUR**

FACULTY OF MANAGEMENT & COMMERCE

SCHOOL OF BUSINESS & COMMERCE

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

Expert Lecture

On

Negotiation Skills and Its Advantages

21st October 2021

**Head
Department of Commerce
Manipal University Jaipur**



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1. Introduction of the Event

The guest lecture was organized by School of Business and Commerce for BBA, B .Com and M.com students on 21 Oct 2021 via online mode through Microsoft Teams. The topic Negotiation Skills and Its Advantages is very important and relevant for future managers. Good negotiations 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 conflicts

2. Objective of the Event

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

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.

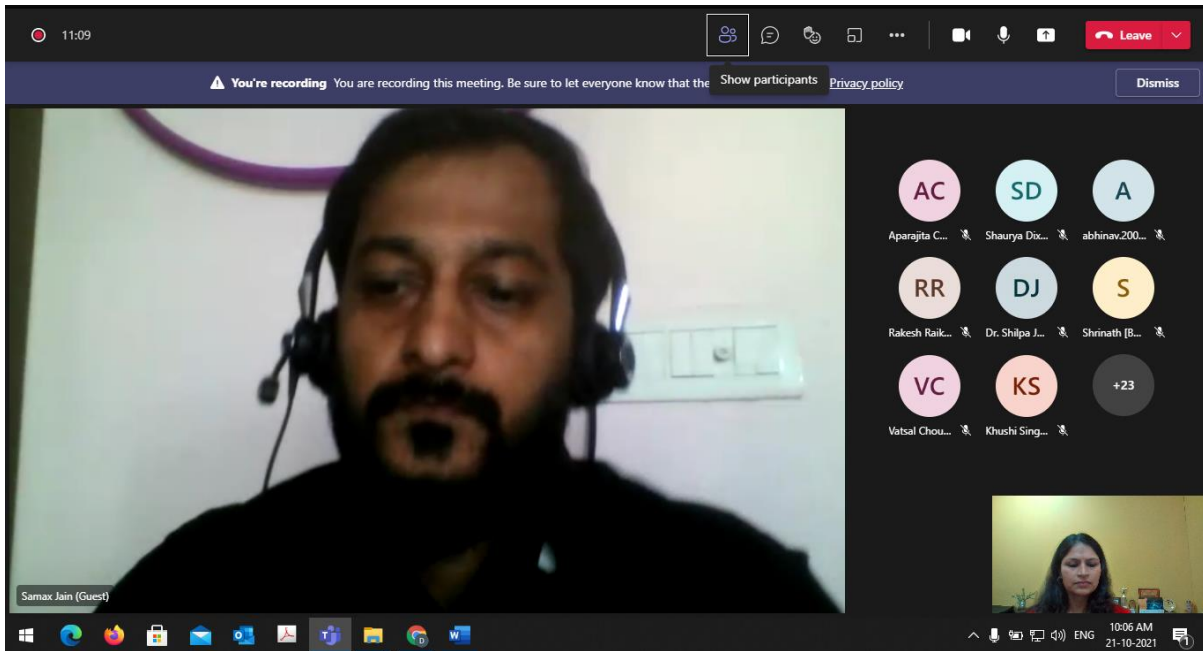
He is expert in corporate trainings in the field of HR related areas and specially Analytics. He is currently associated with Strategic Procurement and Analytics as a Manager in Deutsche Bank delivering cost reduction, cost avoidance and scenario planning to different businesses through various analytical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

5. Brief Description of the event

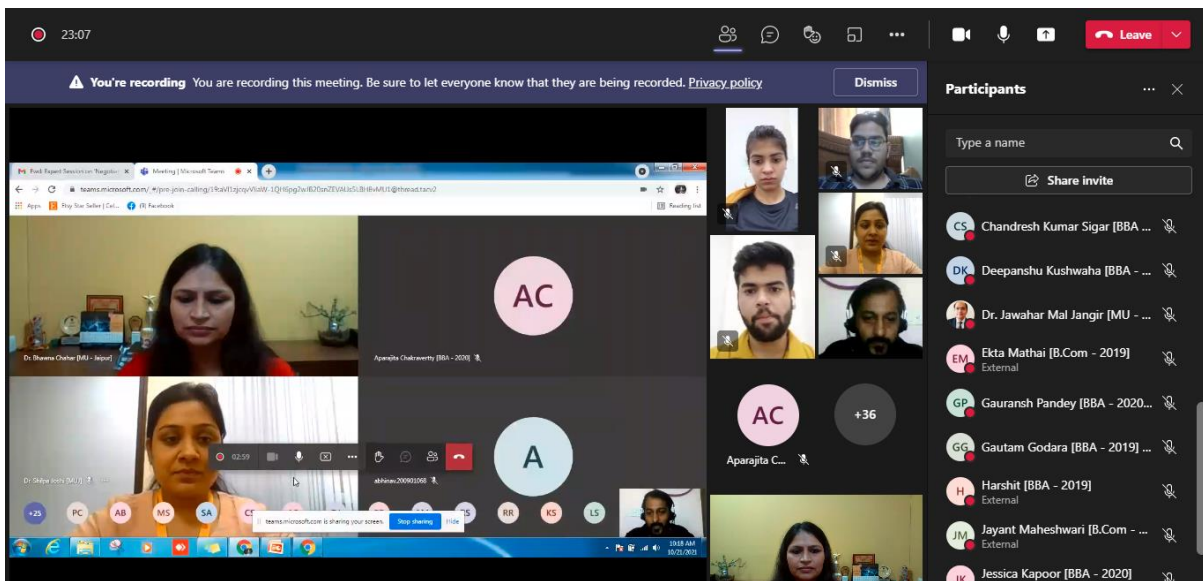
The expert lecture of Mr. Samax Jain was organized to make our student aware about Negotiation Skills. The students were introduced to various new methods of Negotiation Skills. They were also made aware about the advantages of negotiation skills and how good Negotiation Skills provide business a competitive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

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
&
Department of Commerce
inviting you to attend an expert session
On
'Negotiation Skills and Its Advantages'

Speaker:



Mr. Samax Jain
Manager – Analytics
Deutsche Bank

Date: October 21, 2021 (Thursday)
Time: 10:00 am - 12.00 pm

Co-ordinators

Dr. Bhawna Chahar
(Dept. of Business Administration)

Dr. Shilpa Joshi
(Dept. of Commerce)



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

The event was scheduled on 21st October 2021 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	200901261	Rishika Singodia [BBA - 2020]	Business Administration
2	Manipal University Jaipur	Jaipur	200901137	Vatsal Choukhani [BBA - 2020]	Business Administration
3	Manipal University Jaipur	Jaipur	200901123	Sameer Kayamkhani [BBA - 2020]	Business Administration
4	Manipal University Jaipur	Jaipur	200901056	Preet Goyal [BBA - 2020]	Business Administration
5	Manipal University Jaipur	Jaipur	200901059	Vipul Sharma [BBA - 2020]	Business Administration
6	Manipal University Jaipur	Jaipur	200901301	Shrinath [BBA - 2020]	Business Administration
7	Manipal University Jaipur	Jaipur	200901218	Aman Gelra [BBA - 2020]	Business Administration
8	Manipal University Jaipur	Jaipur	200901266	Piyush Chouhan [BBA - 2020]	Business Administration
9	Manipal University Jaipur	Jaipur	200901068	Abhinav Goyal [BBA - 2020]	Business Administration
10	Manipal University Jaipur	Jaipur	200901290	Bhriugu Pal Singh [BBA - 2020]	Business Administration
11	Manipal University Jaipur	Jaipur			Business Administration
12	Manipal University Jaipur	Jaipur	200901256	Pappu Choudhary [BBA - 2020]	Business Administration
13	Manipal University Jaipur	Jaipur	200901073	Gauransh Pandey [BBA - 2020]	Business Administration
14	Manipal University Jaipur	Jaipur	190901059	Rahul Jewaria [BBA - 2019]	Business Administration
15	Manipal University Jaipur	Jaipur	190901020	Lakshay Raj Singh [BBA - 2019]	Business Administration
16	Manipal University Jaipur	Jaipur	190901198	Hemant Kumar Khatik [BBA - 2019]	Business Administration
17	Manipal University Jaipur	Jaipur	190901090	Mattang Sharma [BBA - 2019]	Business Administration
18	Manipal University Jaipur	Jaipur	190901197	Ravi Raman [BBA - 2019]	Business Administration
19	Manipal University Jaipur	Jaipur	190901097	Shaurya Dixit [BBA - 2019]	Business Administration
20	Manipal University Jaipur	Jaipur	190901191	Manan Goyal [BBA - 2019]	Business Administration
21	Manipal University Jaipur	Jaipur	190901190	Lakshyaraj Singh [BBA - 2019]	Business Administration
22	Manipal University Jaipur	Jaipur	190901221	Rakesh Raika [BBA - 2019]	Business Administration
23	Manipal University Jaipur	Jaipur	180902035	BHAVESH MOHNANI [B.Com - 2020]	Commerce
24	Manipal University Jaipur	Jaipur	190902001	ABHAY SINGH RATHORE [B.Com - 2020]	Commerce
25	Manipal University Jaipur	Jaipur	190902002	HEMANG DIALANI [B.Com - 2020]	Commerce



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26	Manipal University Jaipur	Jaipur	190902003	YASH SHARMA [B.Com - 2020]	Commerce
27	Manipal University Jaipur	Jaipur	190902004	SANSKAR SHARMA [B.Com - 2020]	Commerce
28	Manipal University Jaipur	Jaipur	190902005	ARADHY SRIVASTAVA [B.Com - 2020]	Commerce
29	Manipal University Jaipur	Jaipur	190902006	NITESH KUMAR FAGNA [B.Com - 2020]	Commerce
30	Manipal University Jaipur	Jaipur	190902007	AYUSH BULCHANDANI [B.Com - 2020]	Commerce
31	Manipal University Jaipur	Jaipur	190902008	JAIDEEP CHOUDHARY [B.Com - 2020]	Commerce
32	Manipal University Jaipur	Jaipur	190902009	EKTA MATHAI [B.Com - 2020]	Commerce
33	Manipal University Jaipur	Jaipur	190902012	JAYANT MAHESHWARI [B.Com - 2020]	Commerce
34	Manipal University Jaipur	Jaipur	190902014	RAKSHIT [B.Com - 2020]	Commerce
35	Manipal University Jaipur	Jaipur	190902015	NITIN SINGH DHUPAR [B.Com - 2020]	Commerce
36	Manipal University Jaipur	Jaipur	190902016	NIKHIL TEJWANI [B.Com - 2020]	Commerce
37	Manipal University Jaipur	Jaipur	190902017	KRATINEY SINGH [B.Com - 2020]	Commerce
38	Manipal University Jaipur	Jaipur	190902018	AJAY [B.Com - 2020]	Commerce
39	Manipal University Jaipur	Jaipur	190902019	ANKIT SHARMA [B.Com - 2020]	Commerce
40	Manipal University Jaipur	Jaipur	190902020	AMAN JOSHI [B.Com - 2020]	Commerce
41	Manipal University Jaipur	Jaipur	190902021	PURU JHALANI [B.Com - 2020]	Commerce
42	Manipal University Jaipur	Jaipur	190902022	KRISHAN SHARMA [B.Com - 2020]	Commerce
43	Manipal University Jaipur	Jaipur	190902023	ROHIT LOKANDA [B.Com - 2020]	Commerce
44	Manipal University Jaipur	Jaipur	190902025	SOURABH SINGH [B.Com - 2020]	Commerce
45	Manipal University Jaipur	Jaipur	190902026	SATISH LOKANDA [B.Com - 2020]	Commerce
46	Manipal University Jaipur	Jaipur	190902027	SACHIN KARWASARA [B.Com - 2020]	Commerce
47	Manipal University Jaipur	Jaipur	190902028	DHEERAJ PARWANI [B.Com - 2020]	Commerce
48	Manipal University Jaipur	Jaipur	190903036	ATIN GOYAL [B.Com - 2020]	Commerce
49	Manipal University Jaipur	Jaipur	210606030	SANJAY SINGH [B.Com - 2020]	Commerce
50	Manipal University Jaipur	Jaipur	210902001	MAYANK KHANDELWAL [B.Com - 2020]	Commerce
51	Manipal University Jaipur	Jaipur	210902002	POOJA KUMAWAT [B.Com - 2020]	Commerce
52	Manipal University Jaipur	Jaipur	210902003	SAHIL GUPTA [B.Com - 2020]	Commerce
53	Manipal University Jaipur	Jaipur	210902004	SIDDHARTH JALAN [B.Com - 2020]	Commerce
54	Manipal University Jaipur	Jaipur	210902005	ANMOL AGRAWAL [B.Com - 2020]	Commerce
55	Manipal University Jaipur	Jaipur	210902006	BHARTI SINGH [B.Com - 2020]	Commerce
56	Manipal University Jaipur	Jaipur	210902007	BIPASHA KAR [B.Com - 2020]	Commerce
57	Manipal University Jaipur	Jaipur	210902008	NIDIT JAIN [B.Com - 2020]	Commerce



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58	Manipal University Jaipur	Jaipur	210902009	KASHISH KHATANA [B.Com - 2020]	Commerce
59	Manipal University Jaipur	Jaipur	210902010	KAIF ALI FARIDI [B.Com - 2020]	Commerce
60	Manipal University Jaipur	Jaipur	210902011	AKANKSHA YADAV [B.Com - 2020]	Commerce
61	Manipal University Jaipur	Jaipur	210902013	DHWANI JAYESH GANDHI [B.Com - 2020]	Commerce
62	Manipal University Jaipur	Jaipur	210902014	MITANSHI SHARMA [B.Com - 2020]	Commerce
63	Manipal University Jaipur	Jaipur	210902015	PRANAV SHARMA [B.Com - 2020]	Commerce
64	Manipal University Jaipur	Jaipur	210902016	VEDANT RASTOGI [B.Com - 2020]	Commerce
65	Manipal University Jaipur	Jaipur	210902017	TILAK VAISHNAV [B.Com - 2020]	Commerce
66	Manipal University Jaipur	Jaipur	210902019	SAMRIDDHI SANKHLA [B.Com - 2020]	Commerce
67	Manipal University Jaipur	Jaipur	MUJ0836	Dr. Bhawna Chahar [MUJ]	Business Administration
68	Manipal University Jaipur	Jaipur	Muj1053	Dr. Shilpa Joshi [MUJ]	Commerce