

Anekant Education Society's
**ANEKANT INSTITUTE OF MANAGEMENT
STUDIES (AIMS)**

Baramati, Dist. Pune. 413 102.

RELIGIOUS MINORITY INSTITUTION

Ph. No.: 02112 - 227299

Website : www.aimsaramati.org

E-mail : director.aimsaramati@gmail.com

Year : 201 - 201

Sales Workshop Report File

**Name of Workshop: Capsule Training Program on
Sales**

Class: MBA II (Semester III)

Academic Year: 2023-2024

Day & Date of Event: Wednesday 18th Oct. 2023

**Expert: Mr. Ghaiyoor Naqvi
(Regional Head, HDFC, Life
Insurance Co. Ltd. Pune Division)**

Workshop Coordinator: Prof. S. S. Khatri

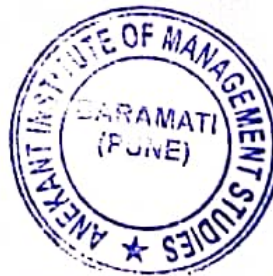
Anekant Education Society's
Anekant Institute of Management Studies (AIMS)

Day & Date: Wednesday, 18/10/2023

Capsule Training Program on Sales

Index

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*Academic Calendar Adherence Report Attached

Anekant Education Society's

Anekant Institute of Management Studies, Baramati

Approved by DTE, Gov. of Maharashtra, AICTE & Affiliated to SPPU

Academic Calendar-SEM-I (A. Y. 2023-24)

August							Activities		Coordinator
Sun	Mon	Tue	Wed	Thur	Fri	Sat	12th	Celebration of Librarian Days	PDH
		1	2	3	4	5	15th	Independence Day Celebration-Sany	SSB
6	7	8	9	10	11	12	17th	Commencement of SEM-I	DPM
13	14	15	16	17	18	19	19th	Library Orientation	PDH
20	21	22	23	24	25	26	23rd	Local Industrial Visit	TVC
27	28	29	30	31			26th	Induction Program	DPM & TVC
							28th-31st	Leamer Level Assessment	Course Teachers
							31st	Academic Review Meeting	DPM
September							7th	Vasundhara Club Activity: World Clea	SSJ
Sun	Mon	Tue	Wed	Thur	Fri	Sat	9th	Intercollegiate Collage Competition	SSB
					1	2	14th-18th	Comprehensive Concurrent Evaluation	Course Teachers
3	4	5	6	7	8	9	15th	Competitive Examination Session	PDH
10	11	12	13	14	15	16	16th	Career Counselling Session, IQAC	SSJ
17	18	19	20	21	22	23	23rd	Extension and outreach programs	SVK
24	25	26	27	28	29	30	25th	Incubation Centre Activity	AYD
							27th to 29th	Sales & Marketing Workshop-Kaushal	SSK
							30th	Academic Review Meeting	DPM
October							3rd	Commencement of Semester-III	DPM
Sun	Mon	Tue	Wed	Thur	Fri	Sat	3rd-7th	Comprehensive Concurrent Evaluation	Course Teachers
1	2	3	4	5	6	7	14st	Local Industrial Visit	SSJ
8	9	10	11	12	13	14	15th	Reading Day	PDH
15	16	17	18	19	20	21	16th	Incubation Centre Activity-Sucess Stor	AYD
22	23	24	25	26	27	28	23rd-28th	Comprehensive Concurrent Evaluation	Course Teachers
29	30	31					28th	Guest Lecture	SSJ
							31st	Academic Review Meeting	DPM
November							4th	Sanskriti Club Activity	PDH
Sun	Mon	Tue	Wed	Thur	Fri	Sat	4th	Conclusion of Semester-I	DPM
			1	2	3	4	13th-23rd	Internal Examinations	CEO
5	6	7	8	9	10	11	24th	Preparatory Leave	NA
12	13	14	15	16	17	18	30th	Academic Review Meeting	DPM
19	20	21	22	23	24	25			
26	27	28	29	30					
December							December	SPPU Examinations	CEO
Sun	Mon	Tue	Wed	Thur	Fri	Sat	Colour	Activities	
					1	2		Academic Activities	
3	4	5	6	7	8	9		Co-Curricular Activities	
10	11	12	13	14	15	16		Clubs Activities	
17	18	19	20	21	22	23		Training, Placement & Student Support	
24	25	26	27	28	29	30			
31									

[Signature]
Dr. P. More
Program Coordinator



[Signature]
Dr. M. A. Lahori
Director

Anekant Institute of Management Studies, Baramati

Approved by DTE, Gov. of Maharashtra, AICTE & Affiliated to SPPU

Academic Calendar Adherence Report

Sr. No.	Activity Particulars	Planned Date	Actual Date	Coordinator	Remarks
1	Celebration of Librarian Days	12/08/2023	12/08/2023	PDH	Completed
2	Independence Day Celebration-Sanyukta Club	15/08/2023	15/08/2023	SSB	Completed
3	Commencement of SEM-I	17/08/2023	17/08/2023	DPM	Completed
4	Library Orientation	19/08/2023	06/09/2023	PDH	Completed
5	Local Industrial Visit	23/08/2023	23/08/2023	TVC	Completed
6	Orientation Session	26/08/2023	26/08/2023	DPM	Completed
7	Learner Level Assessment	28-31	28-31	All Faculty	Completed
8	Academic Review Meeting	31/08/2023	31/08/2023	DPM	Completed
9	Intercollegiate Collage Competition	09/09/2023	06/11/2023	AYD	Completed
10	Vasundhara Club Activity: World Clean Air Day	07/09/2023	07/09/2023	SSJ	Completed
11	Comprehensive Concurrent Evaluation-I Submission	04/09/2023	08/09/2023	All Faculty	completed
12	Competitive Examination Session	15/09/2023	15/09/2023	PDH	completed
13	Career Counselling Session, IQAC Initiative-Guest Lecture	15/09/2023	30/09/2023	TVC	completed
14	Extension and outreach programs-Blood Donation Camp	23/09/2023	09/10/2023	SVK	Completed
15	Incubation Centre Activity	25/09/2023	25/09/2023	AYD	completed
16	Capsule Training Program on Sales- Kaushalya Club	27/09/2023	18-10-2023	SSK	completed
17	Academic Review Meeting	30/09/2023	04/10	DPM	Completed
18	Commencement of Semester-III	03/10/2023	09/10/2023	DPM	Completed
19	Comprehensive Concurrent Evaluation-II Submission	23-28/10/2023	Ongoing	All	Completed
20	Local Industrial Visit	14/10/2023	14/10/2023	SSJ	Completed
21	Reading Day	15/10/2023	15/10/2023	PDH	Completed
22	Incubation Centre Activity	16/10/2023	19/10/2023	AYD/PVY	Completed
23	Comprehensive Concurrent Evaluation-III Submission	23/10/2023	28/10/2023	All	Completed
24	Guest Lecture	28/10/2023			
25	Academic Review Meeting	31/10/2023	01/11/2023	DPM	Completed
26	Sanskriti Club Activity	04/12/2023			
27	Conclusion of Semester-I				
28	Internal Examinations				
29	Preparatory Leave				
30	Academic Review Meeting				





Anekant Education Society's
Anekant Institute of Management Studies (AIMS)

Religious Minority Institution
(Accredited with B++ (CGPA 2.93) by NAAC & Permanently Affiliated to SPPU)

Report Submitted on "Capsule Training Program on Sales"

Date: 19/10/2023

**To
The Director
AIMS, Baramati**

Respected Sir,

This is to submit that 'Capsule Training Program on Sales' was conducted for **MBA II** year students only (all specializations) on **Wednesday 18/10/2023 from 2:00 PM to 5:00 PM**. For the said workshop, **65 students participated**. The anchoring was done by **Prathamesh Pawar**. The training expert was **Mr. Ghaiyoor Naqv, Regional Head, HDFC Life Insurance Co. Ltd. Pune Division**. He shared his sales insights with the students. The entire workshop seemed to be a great learning as it involved activities. It covered 3 aspects Icebreaking, Lead Generation & Demonstrations. Through these activities, students learnt 3 Ps of Sales i.e., Persistence, Perseverance and Persuasion. The practical nature of the workshop made it successful. The vote of thanks was proposed by **Prof. S.S.Khatri, Workshop Coordinator**.

Feedback collected from the students' participants was found to be good. Students expect to have many more sessions of this kind.

This is for your kind perusal.

Regards,

SKhatri
**Prof. S. S. Khatri
Workshop Coordinator**





Anekant Institute of Management Studies (AIMS)

Anekant Education Society's Campus, Baramati, Dist. Pune. (MH) India. 413 102.

Phone No.: 02112-227299 E-mail: director@aimsbaramati.org Website: www.aimsbaramati.org

(Approved by AICTE, DTE, Recognized by Govt. of Maharashtra & Affiliated to University of Pune)

U. Code: 6731
C. Code: INIMP019240

• Religious Minority Institution • NACC Accreditation B++ (CGPA 2.93) • Green Audit Certification • Permanent Affiliation

Ref: AES/ AIMS/MBA/2023-24/150

18th Oct., 2023

To

Mr. Ghaiyoor Naqvi

Regional Head,

HDFC, Life Insurance Co. Ltd.

Pune Division


Dear Sir,

We are grateful to you for accepting our invitation as the *Training Expert* for 'Capsule Training Program on Sales' that was organized on Wednesday 18th Oct., 2023 from 2:00 PM to 4:00 PM. It is an honour for us that despite your busy and hectic schedule, you were kind enough to be here with us. Your rich and resourceful experience made the workshop a learning experience for students.

Your energy and practical insights certainly moved the students' fraternity.

Thank you for volunteering your time to be at AIMS.

Regards,


Dr. M.A. Lahori
Director
drmalahori@yahoo.com



Anekant Education Society's
Anekant Institute of Management Studies (AIMS)
Capsule Training Program on Sales for MBA II Year Only
(Semester III AY 2023- 2024)

Day & Date: Wednesday 18/10/2023



**Felicitation of Mr. Ghaiyoor Naqvi,
Regional Head, HDFC (Pune) by**



**Directorial Address by Dr. M.A.Lahori
Director, AIMS**



**Anchoring by Mr. Prathamesh Pawar,
MBA II Year Student**



**Vote of Thanks by Workshop Coordinator
Prof. S.S.Khatri**



S.S.Khatri



Skhatu



Sachin



SKhatni



Skhatri



Sachin

Feedback Form- Capsule Training Program on Sales 2023

42 responses

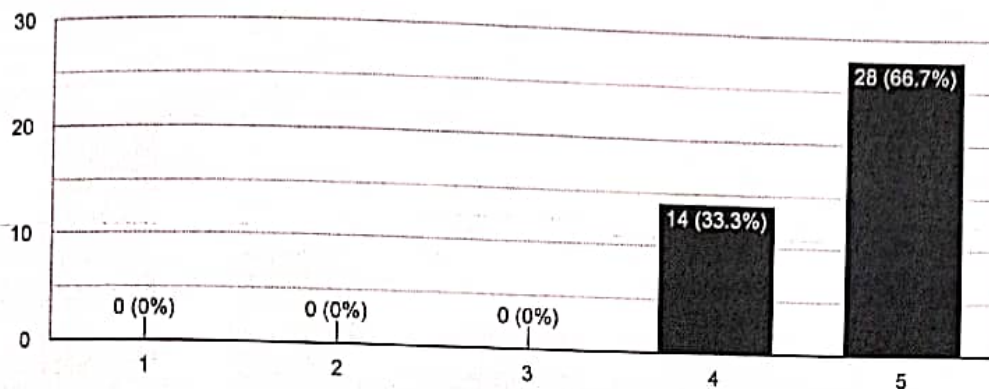
Publish analytics



3. a. Please rate how well did the expert stimulate interest in class in the range of 1 to 5 (5- Excellent; 4- Good; 3-Neutral; 2- Satisfactory; 1-Poor)

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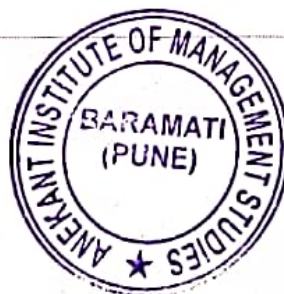
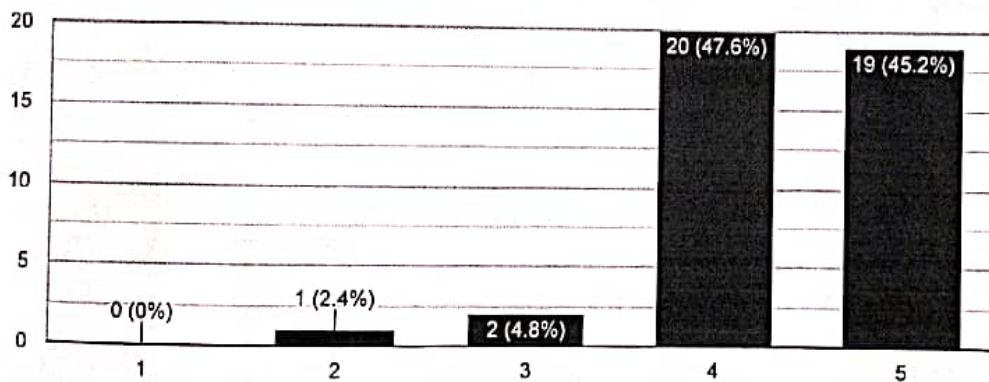
42 responses



3. b. Please rate the expert's ability in aiding your learning in the range of 1 to 5 (5- Excellent; 4- Good; 3-Neutral; 2- Satisfactory; 1-Poor)

☐ Copy

42 responses

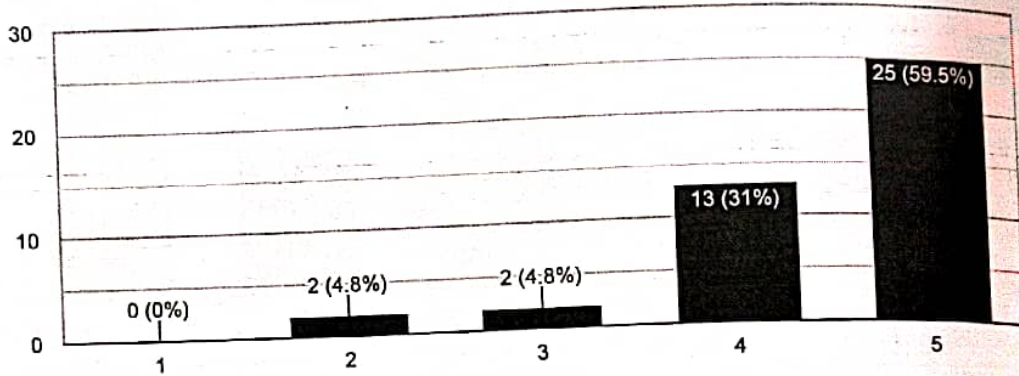


33

4. a. Please rate how well the Session helped you to groom yourself (For example: increased self confidence, changed thought process etc.) in the range of 1 to 5 (5- Excellent; 4- Good; 3-Neutral; 2- Satisfactory; 1-Poor)

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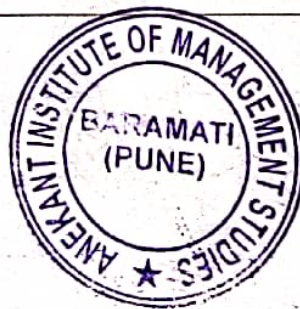
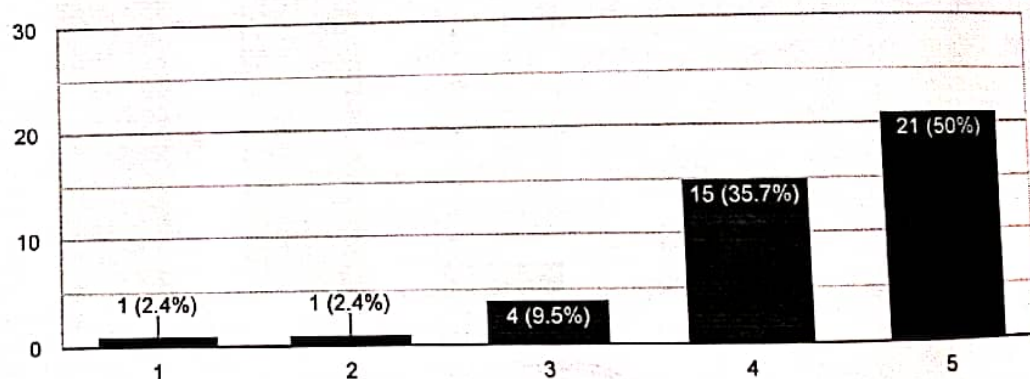
42 responses



4. b. Please rate how was the session in the range of 1 to 5 (5- Excellent; 4- Good; 3-Neutral; 2- Satisfactory; 1-Poor)

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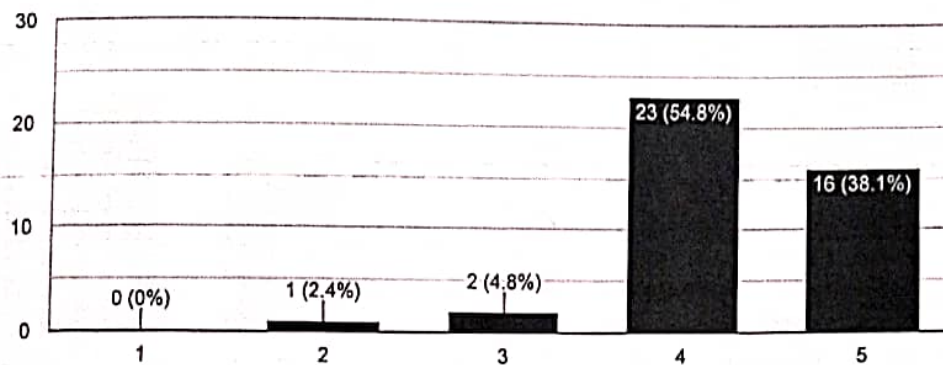
42 responses



4. c. Please rate how well was the session time utilized by the expert in the range of 1 to 5 (5- Excellent; 4- Good; 3-Neutral; 2- Satisfactory; 1- Poor)

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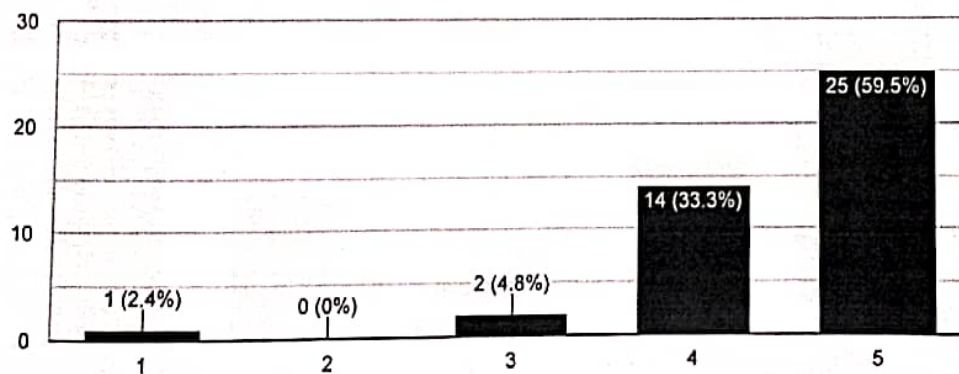
42 responses



5. a. Please rate how well was the workshop informed to you in the range of 1 to 5 (5- Excellent; 4- Good; 3-Neutral; 2- Satisfactory; 1-Poor)

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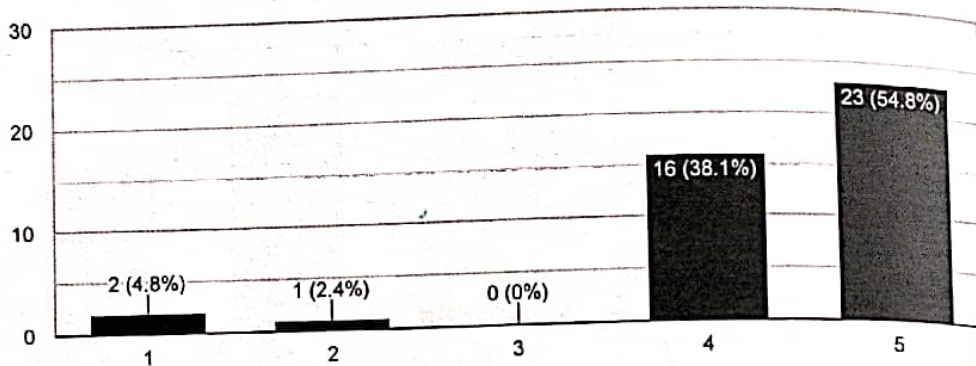
42 responses



5. b. Please rate how well was the time managed by the Institute for the entire workshop in the range of 1 to 5 (5- Excellent; 4- Good; 3-Neutral; 2- Satisfactory; 1-Poor)

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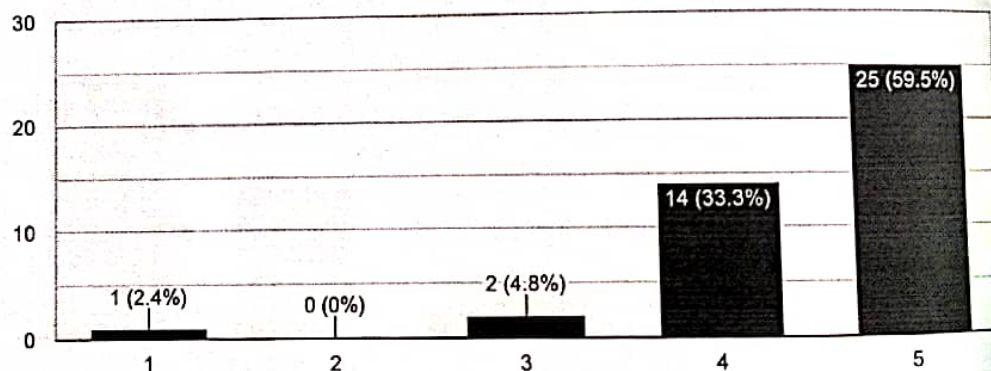
42 responses



5. c. Please rate how well was the workshop coordinated in the range of 1 to 5 (5- Excellent; 4- Good; 3-Neutral; 2- Satisfactory; 1-Poor)

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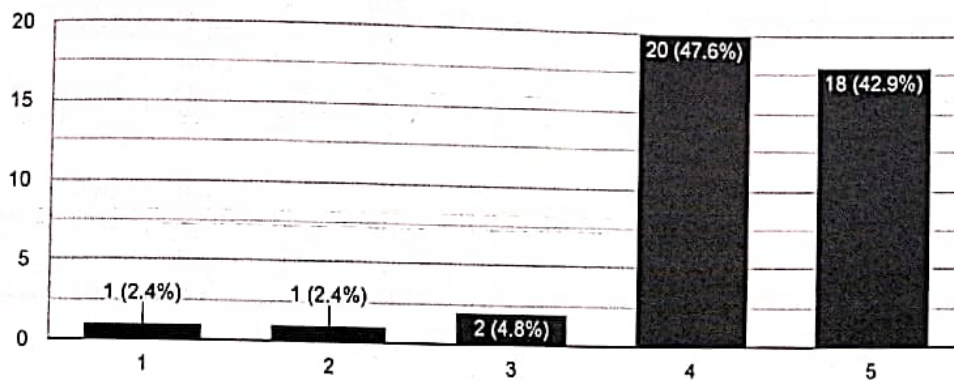
42 responses



6. Please rate how well was the duration of the entire workshop in the range of 1 to 5 (5- Excellent; 4- Good; 3-Neutral; 2- Satisfactory; 1-Poor)

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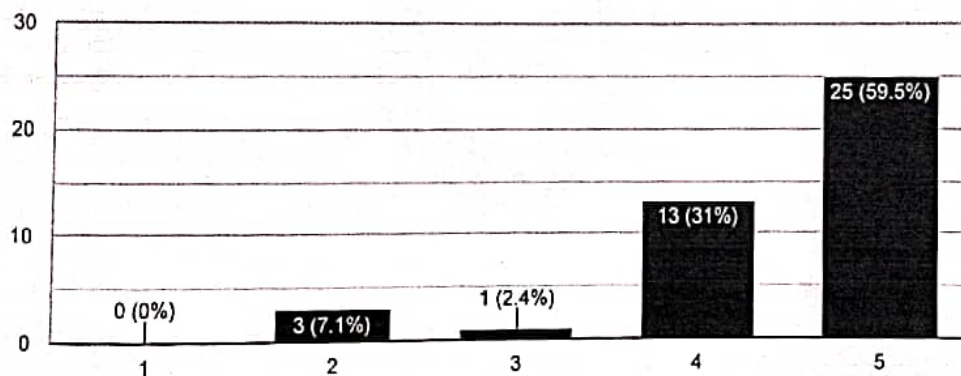
42 responses



7. Please rate how well was the overall workshop in the range of 1 to 5 (5- Excellent; 4- Good; 3-Neutral; 2- Satisfactory; 1-Poor)

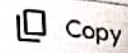
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42 responses

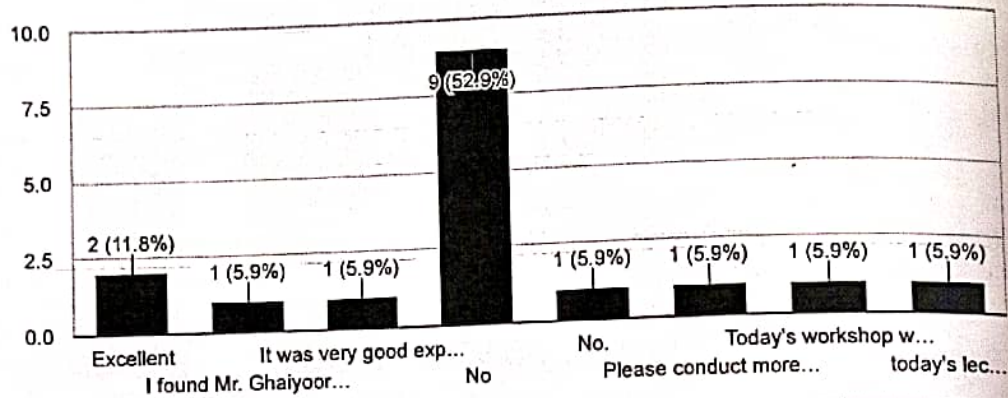


29

8. Any other comment:



17 responses



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Feedback Form- Capsule Training Program on Sales 2023

Workshop Title- Capsule Training Program on Sales


Workshop Held for: Only MBA Second Year Students (All Specializations)

Day & Date: Wednesday, 18/10/2023

Time: 2:00 PM to 4:00 PM

Coordinator: Prof. S.S.Khatri

smita.khatri@aimsbaramati.org Switch account

 Not shared



* Indicates required question

1. Name of Student *

Your answer

2. Mobile Number *

Your answer



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3. a. Please rate how well did the expert stimulate interest in class in the range of ★
1 to 5 (5- Excellent; 4- Good; 3-Neutral; 2- Satisfactory; 1-Poor)

1 ☐

2 ☐

3 ☐

4 ☐

5 ☐

3. b. Please rate the expert's ability in aiding your learning in the range of 1 to 5 (5- ★
Excellent; 4- Good; 3-Neutral; 2- Satisfactory; 1-Poor)

1 ☐

2 ☐

3 ☐

4 ☐

5 ☐



4. a. Please rate how well the Session helped you to groom yourself (For example: * increased self confidence, changed thought process etc.) in the range of 1 to 5 (5- Excellent; 4- Good; 3-Neutral; 2- Satisfactory; 1-Poor)

1 ☐

2 ☐

3 ☐

4 ☐

5 ☐

4. b. Please rate how was the session in the range of 1 to 5 (5- Excellent; 4- Good; * 3-Neutral; 2- Satisfactory; 1-Poor)

1 ☐

2 ☐

3 ☐

4 ☐

5 ☐



25



4. c. Please rate how well was the session time utilized by the expert in the range *
of 1 to 5 (5- Excellent; 4- Good; 3-Neutral; 2- Satisfactory; 1-Poor)

1 ☐

2 ☐

3 ☐

4 ☐

5 ☐

5. a. Please rate how well was the workshop informed to you in the range of 1 to 5 *
(5- Excellent; 4- Good; 3-Neutral; 2- Satisfactory; 1-Poor)

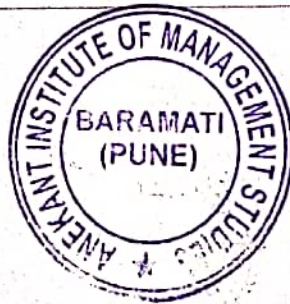
1 ☐

2 ☐

3 ☐

4 ☐

5 ☐



24

5. b. Please rate how well was the time managed by the Institute for the entire *
workshop in the range of 1 to 5 (5- Excellent; 4- Good; 3-Neutral; 2- Satisfactory; 1-
Poor)

1 ☐

2 ☐

3 ☐

4 ☐

5 ☐

5. c. Please rate how well was the workshop coordinated in the range of 1 to 5 (5- *
Excellent; 4- Good; 3-Neutral; 2- Satisfactory; 1-Poor)

1 ☐

2 ☐

3 ☐

4 ☐

5 ☐



23



6. Please rate how well was the duration of the entire workshop in the range of 1 to 5 (5- Excellent; 4- Good; 3-Neutral; 2- Satisfactory; 1-Poor) *

1 ☐

2 ☐

3 ☐

4 ☐

5 ☐

7. Please rate how well was the overall workshop in the range of 1 to 5 (5- Excellent; 4- Good; 3-Neutral; 2- Satisfactory; 1-Poor) *

1 ☐

2 ☐

3 ☐

4 ☐

5 ☐

8. Any other comment:

Your answer

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Anekant Education Society's

Anekant Institute of Management Studies (AIMS)

MBA II Year Sem III- A.Y. 2023-2024 [Batch: 2022-2024]

A Workshop on "Capsule Training Program on Sales"

Attendance Sheet

Day & Date: Wednesday, Time: 2:00 PM Onwards 18/10/2023

Expert: Mr. Ghaiyoor Naqvi (Regional Head, HDFC, Life Insurance Co. Ltd., Pune Division)

Venue: AIMS, LH-101

Sr. No.	Roll No.	Name of Student	Signature
1	673122001	Adane Pooja Rahul	
2	673122002	Adling Ajay Devidas	
3	673122003	Atole Abhijit Shivaji	
4	673122004	Atole Karan Somnath	
5	673122005	Atole Rohit Dattu	
6	673122006	Atole Rohit Lalaso	
7	673122007	Bagade Sushant Prakash	
8	673122008	Bagwan Jishan Aslam	
9	673122009	Bagwan Saad Riyaj	
10	673122010	Barawkar Vishakha Subhash	
11	673122011	Bhagare Bhavana Siddheshwar	
12	673122012	Bhise Akshay Balu	
13	673122013	Bhoite Aniket Dipak	
14	673122014	Bhoite Manjushri Pradip	
15	673122015	Bhopale Siddhesh Pralhad	



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MBA II Year Sem III- A.Y. 2023-2024 [Batch: 2022-2024]

A Workshop on "Capsule Training Program on Sales"

Attendance Sheet

Day & Date: Wednesday, Time: 2:00 PM Onwards 18/10/2023

Expert: Mr. Ghaiyoor Naqvi (Regional Head, HDFC, Life Insurance Co. Ltd., Pune Division)

Venue: AIMS, LH-101

Sr. No.	Roll No.	Name of Student	Signature
16	673122016	Bhosale Kshitija Dadaso	
17	673122017	Bhosale Mayuri Hanumant	
18	673122018	Bhosale Pratik Vitthal	
19	673122019	Bhosale Snehal Rajesh	
20	673122020	Chauhan Jeeten Mahesh	
21	673122021	Chavan Ashutosh Prafull	
22	673122022	Chavan Swapnil Satish	
23	673122023	Choudhar Ujjwala Sanjay	
24	673122024	Deo Anuj Sunil	
25	673122025	Devkate Shital Subhash	
26	673122026	Dhapate Atul Vilas	
27	673122027	Dhekale Dipali Gajanan	
28	673122028	Dhotre Prafulla Ashok	
29	673122029	Dhumal Avinash Bhausaheb	
30	673122030	Dhumal Shreyash Pramod	





Anekant Education Society's

Anekant Institute of Management Studies (AIMS)

MBA II Year Sem III- A.Y. 2023-2024 [Batch: 2022-2024]

A Workshop on "Capsule Training Program on Sales"

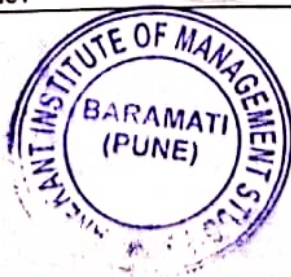
Attendance Sheet

Day & Date: Wednesday, Time: 2:00 PM Onwards 18/10/2023

Expert: Mr. Ghaiyoor Naqvi (Regional Head, HDFC, Life Insurance Co. Ltd., Pune Division)

Venue: AIMS, LH-101

Sr. No.	Roll No.	Name of Student	Signature
31	673122031	Divase Akash Murlidhar	
32	673122032	Divekar Swarup Pandurang	
33	673122033	Doiphode Tejas Sanjay	
34	673122034	Dombale Vishal Narayan	<i>Pshat.</i>
35	673122035	Durgade Nikita Shivaji	
36	673122036	Fargade Rohit Balasaheb	<i>Rohit Fargade</i>
37	673122037	Gadade Pooja Suresh	<i>P. Gadade</i>
38	673122038	Gaikwad Preety Ankush	
39	673122039	Gajphode Vishakha Dattatray	<i>Gajphode.</i>
40	673122040	Gawali Aniket Ravindra	
41	673122041	Gaware Aditya Shahaji	
42	673122042	Ghadage Swapnil Arjun	<i>Swapnil Ghadage</i>
43	673122043	Ghogare Poonam Jayram	<i>Ghogare P.J.</i>
44	673122044	Gidde Anjali Pruthwaraj	
45	673122045	Gole Abhishek Mahadev	<i>Abhishek Gole</i>



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Anekant Education Society's

Anekant Institute of Management Studies (AIMS)

MBA II Year Sem III- A.Y. 2023-2024 [Batch: 2022-2024]

A Workshop on "Capsule Training Program on Sales"

Attendance Sheet

Day & Date: Wednesday, Time: 2:00 PM Onwards 18/10/2023

Expert: Mr. Ghaiyoor Naqvi (Regional Head, HDFC, Life Insurance Co. Ltd., Pune Division)

Venue: AIMS, LH-101

Sr. No.	Roll No.	Name of Student	Signature
46	673122046	Gore Rushikesh Sharad	
47	673122047	Hendre Akanksha Vinayak	<i>Hendre</i>
48	673122048	Hogale Harshada Vijaysinha	<i>Harshada</i>
49	673122049	Jadhav Gaurav Rajendra	<i>Gadhadhar</i>
50	673122050	Jadhav Kiran Namdev	<i>Jirani</i>
51	673122051	Jadhav Yogesh Bapu	
52	673122052	Jain Lokesh Shrikant	<i>Jain</i>
53	673122053	Jamdar Rutuja Shahaji	<i>Rajamdar</i>
54	673122054	Jarad Yadnesh Sandip	<i>Jarad</i>
55	673122055	Kale Srushti Sunil	
56	673122056	Kambale Madhuri Subhash	
57	673122057	Kambale Priya Hanumant	<i>Kambale</i>
58	673122058	Kamble Dhanashri Rupchand	
59	673122059	Kamble Pradnya Arun	
60	673122060	Kamble Shivani Deepak	<i>Kamble</i>





Anekant Education Society's

Anekant Institute of Management Studies (AIMS)

MBA II Year Sem III- A.Y. 2023-2024 [Batch: 2022-2024]

A Workshop on "Capsule Training Program on Sales"

Attendance Sheet

Day & Date: Wednesday, Times: 2:00 PM Onwards 18/10/2023

Expert: Mr. Ghaiyoor Naqvi (Regional Head, HDFC, Life Insurance Co. Ltd., Pune Division)

Venue: AIMS, LH-101

Sr. No.	Roll No.	Name of Student	Signature
61	673122061	Kamble Suhas Gautam	
62	673122062	Karanjkar Shubham Pandit	
63	673122063	Kare Sonali Khanderao	
64	673122064	Katake Pratibha Haridas	
65	673122065	Kavathe Satyajit Rajendra	
66	673122066	Kavitake Sakshi Madan	
67	673122067	Khade Mirabai Vasant	
68	673122068	Kharade Megha Mahadeo	
69	673122069	Khare Kajal Suresh	
70	673122070	Khomane Ashwini Kantilal	
71	673122071	Khomane Ashwini Santosh	
72	673122072	Kokare Atul Dinesh	
73	673122073	Kokare Mahesh Balasaheb	
74	673122074	Kokare Vaishali Vijay	
75	673122075	Kuchekar Arti Vitthal	



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Sr. No.	Roll No.	Name of Student	Signature
76	673122076	Lakade Ganesh Bhanudas	
77	673122077	Lambate Omkar Rajaram	
78	673122078	Lambate Umesh Gajanan	
79	673122079	Lokhande Aishwarya Rajendra	
80	673122080	Madane Kajal Dattatray	
81	673122081	Malave Darshan Lalaso	
82	673122082	Mane Priyanka Vinayak	
83	673122083	Mastud Ganesh Hanumant	
84	673122084	Mehta Sumit Sandesh	
85	673122085	Munde Dagdoba Shivdas	
86	673122086	Nevase Yogindra Sunil	
87	673122087	Nikam Hanumant Dattatray	
88	673122088	Nimbalkar Radhika Shashikant	
89	673122089	Patankar Hardik Dattatray	
90	673122090	Pathan Mubin Harun	





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Sr. No.	Roll No.	Name of Student	Signature
91	673122091	Pawar Akash Abasaheb	
92	673122092	Pawar Hrutik Latish	
93	673122093	Pawar Prathmesh Santosh	
94	673122094	Pawar Shubham Kumar	
95	673122095	Pawar Shubham Rajendra	
96	673122096	Phaltankar Shraddha Sachin	
97	673122097	Phule Priti Balasaheb	
98	673122098	Pitake Atharv Milind	
99	673122099	Ranadive Sarang Savata	
100	673122100	Ranaware Swarali Dattatray	
101	673122101	Randhave Diksha Sanjay	
102	673122102	Rayate Ankita Tanaji	
103	673122103	Sartape Rohit Dattatray	
104	673122104	Sasane Kunal Kailas	
105	673122105	Sasane Vitthal Mahadev	



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Expert: Mr. Ghaiyoor Naqvi (Regional Head, HDFC, Life Insurance Co. Ltd., Pune Division)

Venue: AIMS, LH-101

Sr. No.	Roll No.	Name of Student	Signature
106	673122106	Satkar Swapnali Tanaji	
107	673122107	Sayyad Maajid Rahim	
108	673122108	Sayyad Naznin Shakil	
109	673122109	Shah Sakshi Mahendra	
110	673122110	Shah Siddharth Anilkumar	
111	673122111	Shaikh Arbaz Laik	
112	673122112	Shinde Akshay Rajaram	
113	673122113	Shinde Sayaji Nagnath	
114	673122114	Shitole Prem Sanjay	
115	673122115	Solase Amit Arjun	
116	673122116	Sonavane Adesh Prakash	
117	673122117	Takale Sakshi Raju	
118	673122118	Tamboli Alfiya Sbdulhamidbhai	
119	673122119	Teke Mayur Gajanan	
120	673122120	Thombare Shrinath Abasaheb	

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Expert: Mr. Ghaiyoor Naqvi (Regional Head, HDFC, Life Insurance Co. Ltd., Pune Division)

Venue: AIMS, LH-101

Sr. No.	Roll No.	Name of Student	Signature
121	673122121	Tonde Madhuri Rajendra	
122	673122122	Tupe Prachi Naresh	
123	673122123	Wadekar Puja Raju	
124	673122124	Waghmare Nikhil Dilip	
125	673122125	Yadav Shivraj Ramchandra	
126	673122126	Zende Shekhar Hindurao	

Total Number of Students Present: 65

Session Coordinated by: Prof.S.S.Khatri





Anekant Education Society's
Anekant Institute of Management Studies (AIMS)
Religious Minority Institution
(Accredited with B++ (CGPA 2.93) by NAAC & Permanently Affiliated to SPPU)

Ref: AES/ AIMS/MBA/2023-24/148

Date: 13/10/2023

NOTICE

(ONLY FOR MBA II YEAR STUDENTS)

'CAPSULE TRAINING PROGRAM ON SALES'

MBA II Year students are hereby informed that 'Capsule Training Program on Sales' is scheduled on **Wednesday, 18th October, 2023** from **2:00 PM to 4:00 PM**.

Mr. Ghaiyoor Naqvi, Regional Head, HDFC, Life Insurance Co. Ltd., Pune Division will be conducting this program. The professional expert is from **Lucknow** and is camped at Pune. He has a rich & resourceful experience of over a decade in sales.

Objective of Training Program: Hands on training in sales.

Outcome of Training Program: Students will learn 3 Ps of Sales viz. Persistence, Perseverance and Persuasion.

Learn New Age Skills through this program.

As our **Institute's code of conduct**, **attendance in Institute Dress Code** (Uniform, Tie, Blazer, Shoes) and **I- Card** for the said training program is **mandatory**.

S.S. Khatri
13/10/2023
Prof. S.S. Khatri
Coordinator

Dr. M.A. Lahori
Dr. M.A. Lahori
Director, AIMS

Copy to: i) For Class Circulation
ii) Notice Board
iii) Office File



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Smita Khatri <smita.khatri@aimsaramati.org>

AIMS Baramati- Invitation as an Expert for Capsule Training Program on Sales-Reg.

1 message

Smita Khatri <smita.khatri@aimsaramati.org>
To: "ghaiyoor@gmail.com" <ghaiyoor@gmail.com>
Cc: Salim Lahori <drmalahori@yahoo.com>

Fri, Oct 13, 2023 at 6:16 PM

Dear Sir,

Greetings of the day!

At the outset, we are grateful to you for your consent to share your expertise for the sales workshop scheduled on **Wednesday 18/10/2023 from 2:00 PM to 4:00 PM.**
Please find attached invitation for the same.
Further, tentative sales modules are shared with your goodself.

Thanking you.

Regards,
Smita Khatri
AIMS Baramati

2 attachments

Sales Modules.pdf
45K

Invitation as an Expert.pdf
63K



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Smita Khatri <smita.khatri@aimsbaramati.org>

Profile of Ghaiyoor Naqvi

2 messages

ghaiyoor naqvi <ghaiyoor@gmail.com>
To: "smita.khatri@aimsbaramati.org" <smita.khatri@aimsbaramati.org>

Tue, Oct 17, 2023 at 8:28 AM

Dear Smita,
Greetings of the day.
Thanks for your mail and invitation.

As discussed over the phone,
PFBA profile for additional reference.



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Profile of -Ghaiyoor Naqvi.docx
83K

Smita Khatri <smita.khatri@aimsbaramati.org>
To: ghaiyoor naqvi <ghaiyoor@gmail.com>

Tue, Oct 17, 2023 at 10:04 AM

Dear Sir,

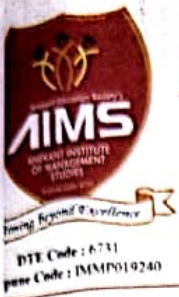
Received your mail. Thank you!

Further, as discussed, could you please share the modules (Out of those emailed) you will be considering for the workshop.

Good day!
[Quoted text hidden]



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Anekant Institute of Management Studies (AIMS)

Anekant Education Society's Campus, Baramati, Dist. Pune. (MH) India. 413 102.

Phone No.: 02112-227299 E-mail: director@aimsaramati.org Website: www.aimsaramati.org

(Approved by AICTE, DTE, Recognized by Govt. of Maharashtra & Affiliated to University of Pune)

• Religious Minority Institution • NACC Accreditation B++ (CGPA 2.93) • Green Audit Certification • Permanent Affiliation

Ref. No.: AES/AIMS/2023-24/14-6

Date: 13/10/2023

To

Mr. Ghaiyoor Naqvi

Regional Head,

HDFC, Life Insurance Co. Ltd.

Pune Division

Dear Sir,

Sub: AIMS, Baramati- Invitation as an Expert for 'Capsule Training Program on Sales' – Reg.

As per your telephonic conversation with Prof. S.S.Khatri on Monday, 07/10/2023, we are pleased to invite your goodself as an Expert for the "Capsule Training Program on Sales".

The above program is scheduled on **Wednesday, 18th October, 2023** from **2:00 PM to 4:00 PM**. As discussed, the audience for the said program will be **MBA II Year students (All Specializations)**.

The tentative training module that we expect your goodself to cover is attached with this invitation for your kind perusal. The modules shared are vast and hence can be changed accordingly to suit the program.

We would be glad if you share your expertise and enrich our students.

Looking forward to host you at AIMS.

Regards,

Dr. M. A. Lahori
Director





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"CAPSULE TRAINING PROGRAM ON SALES"

MODULE I- SALES PLANNING

- ✓ Deciding a Sales Team
- ✓ Deciding Sales Target
- ✓ Deciding Sales Territory
- ✓ Deciding Sales Quota
- ✓ Performance Perks & Benefits

MODULE II- SALES PROCESS

- ✓ Ice- Breaking
- ✓ Prospecting & Lead Generation
- ✓ Creating Proposal for clients
- ✓ Handling Objections
- ✓ Lead Conversion/ Closing the sale.





**Anekant Education Society's
Anekant Institute of Management Studies (AIMS)**

Religious Minority Institution,

**(Accredited with B++ (CGPA 2.93) by NAAC & Permanently Affiliated to SPPU)
Anekant Education Society Campus, Baramati, Dist-Pune, Maharashtra, PIN-413102**

Date: 10/10/2023

To
**The Secretary
AIMS, Baramati**

Respected Sir,

Subject: Capsule Training Program on Sales - Budget Approval- Reg.

We wish to conduct a "Capsule Training Program on Sales" for MBA II Year students (Semester III) in the next week on **Wednesday 18th Oct. 2023** from **2:00 PM onwards**. The expert for the said program is **Mr. Gayur Naqvi, Regional Head, HDFC Life Insurance Co. Ltd., Pune Division, Camp at Pune**. The tentative expenses may be **Rs. 4,500/-**, nevertheless an imprest amount of **Rs. 5,000/-** may be sanctioned.

This is for your kind perusal and approval.

Regards,

**Dr. M.A. Lahori
Director**

Approved.



Seen