



THE FINISHING SCHOOL

Department of Management Studies



INTRODUCTION

THE FINISHING SCHOOL was established in 2020 by Dr. Akhilesh Mishra (HOD, DMS) who had a vision to make the students ready for the corporate world.

Introducing the first of its kind “THE FINISHING SCHOOL” to help students groom themselves with a cutting edge to become industry ready professionals. It emphasises social grooming and cultural intelligence along with training in all around personality development, imparting technical skills, social and business etiquets along with the international protocols, art of decision making, smart work, life balance with an aim to mould people who will lead the corporate world in the future. Finishing School try to equip students with all the important requirements and make them employable.

AIMS AND OBJECTIVES

The aims and objectives of THE FINISHING SCHOOL at DMS is to build a path which would transform its budding professionals into the best leaders of the future, world class companies are always on the look out for employees with outstanding leadership qualities, communication skills, and project management abilities. The finishing school program gives the power to have an edge over others and further refine these essential skills there by increasing confidence, competence and marketability.

- To inculcate leadership, communication, participative, team spirit and soft skills in the learners.
- How power and confidence can efficiently be used to shape the image of a person.
- To instill self belief within the students and make them ready to face any recruitment exam and interviews is the prime focus of finishing school.
- Establishing positive thinking, improving focus and creativity.
- To organise national events.
- To overcome the fear of first impression and create a positive impact.

MEET OUR TEAM

The Finishing School Club



Vishant
President



Hitesh
Vice-President



Mohit
Social Media Manager



Aman
Social Media Manager



Vishnu
Orator



Amitha
Content Writer



Chhavi
Record Keeper



Shalu
Record Keeper



Yashika
Content Writer

THE FINISHING SCHOOL



Luck is an Illusion and hard work is reality

-Vishant Singh
(President)

Brushing up new skills can change the individual overall personality.

-Hitesh Polist
(Vice-President)



You don't go to university so you can punch a clock. You go to university so you can be in a position to make a difference.

-Mohit
(Social Media Manager)

Dreams are not worthless, until you fight for them.

-Vishnu Saraswat
(Orator)



THE FINISHING SCHOOL



Whatever you decide to do make sure it makes you happy.

-Amitha Mohan
(Anchor)

Be the best version of yourself and work while you and play while you play so that each and every day becomes happy day.

-Chhavi Anand
(Record Keeper)



Everything can be taken from a man but one thing: the last of the human freedoms- to choose one's attitude in any given set of circumstances, to choose one's own way.

-Shallu Jindal
(Record Keeper)

Always be a first-rate version of yourself, instead of a second-rate version of somebody else.

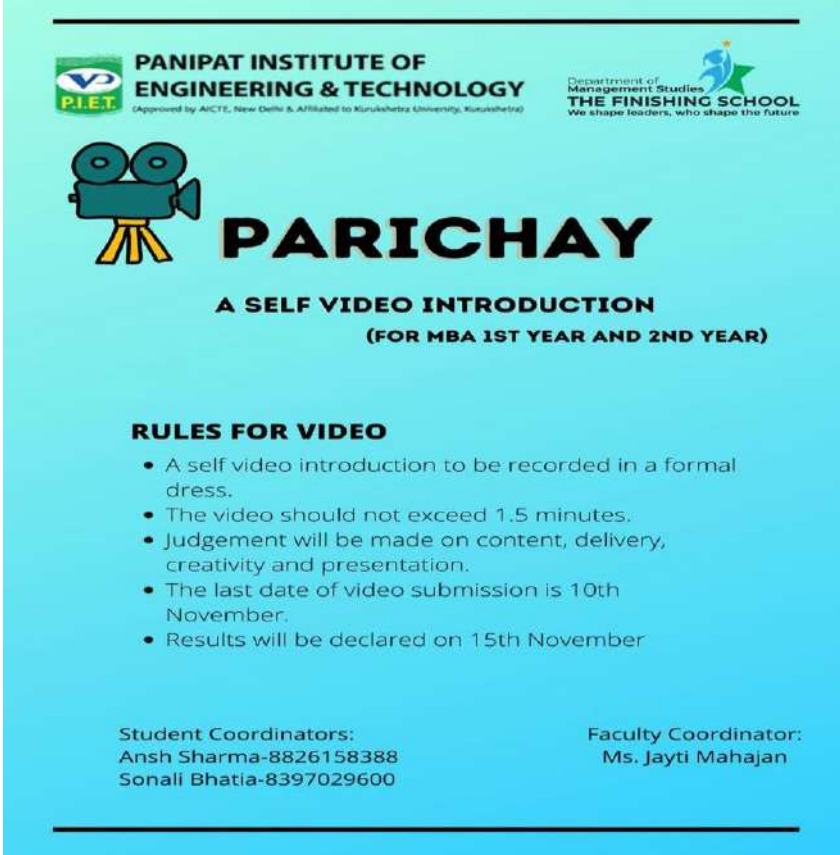
-Yashika
(Content Writer)



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EVENT	DATE	NAME	SPEAKER/ CONVENER
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2	6 th December, 2021	GROUP DISCUSSION 1	MS JAYTI MR VIKAS NAIN
3	9 th December, 2021	GROUP DISCUSSION 2	MS JAYTI MR VIKAS NAIN
4	10 th December, 2021	MASTER STROKES OF CRICKET	MR VIKAS NAIN
5	22 nd January, 2022	WORKSHOP ON RESUME WRITING	DR VIKAS KUMAR TYAGI
6	23 rd January, 2022	GD BATTLES	MS JAYTI
7	29 th January, 2022	WORKSHOP ON HIGH IMPACT PRESENTATIONS	MR VIKAS NAIN
8	2 nd February, 2022	EXPLORING YOUR CREATIVE EDGE	DR PARUL KHANNA
9	4 th February, 2022	HOW TO PITCH A CLIENT	DR SHOBHA JOHRI

EVENT – 1 “PARICHAY”



PANIPAT INSTITUTE OF ENGINEERING & TECHNOLOGY
(Approved by AICTE, New Delhi & Affiliated to Kurukshetra University, Kurukshetra)

Department of Management Studies
THE FINISHING SCHOOL
We shape teachers, who shape the future

 **PARICHAY**

A SELF VIDEO INTRODUCTION
(FOR MBA 1ST YEAR AND 2ND YEAR)

RULES FOR VIDEO

- A self video introduction to be recorded in a formal dress.
- The video should not exceed 1.5 minutes.
- Judgement will be made on content, delivery, creativity and presentation.
- The last date of video submission is 10th November.
- Results will be declared on 15th November

Student Coordinators:
Ansh Sharma-8826158388
Sonali Bhatia-8397029600

Faculty Coordinator:
Ms. Jayti Mahajan

DATE –15TH NOVEMBER, 2021

In order to give an opportunity to students to introduce themselves in new environment of MBA the finishing school organized an event “PARICHAY”. It was open for all MBA students. Students were required to make a self-introduction video in a formal dress. The time limit was one and half minute. The motive was to make students introduce their skill and abilities to whole MBA department.

The judgement was done on the basis of content, delivery, creativity and presentation. The event was concluded with the declaration of the winners from MBA 1st year and 2nd year.

WINNERS –

MBA 1ST YEAR – 1st position was secured by VISHNU

2nd position was secured by SIMRAN

3rd position was secured by AMITHA M

MBA 2ND YEAR – 1st position was secured by

2nd position was secured by

3rd position was secured by



FACULTY MEMBERS - MS. JAYTI MAHAJAN

STUDENT COORDINATORS – ANSH SHARMA

SONALI BHATIA

PARTICIPANTS NAME –

All students of MBA 1st year and MBA 2nd year participated.

LEARNING –

Students learned the ways of expressing themselves. This gives a birth of creativity among the students. The students were able to create a good impression. It sharpens their presentation skills. It leads to positive thinking among students.

EVENT-2 “GROUP DISCUSSION 1”

Department of
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#GD SERIES - THEME 1
Development Alternatives for the Rural Economy

Monday 6th Dec, 2021, 10:00 am; Admin Block
(Conference Room 1st floor)

RULES & REGULATIONS

- Three students from each section are to be selected by the Class Incharge.
- Students must be in formals.
- Most active participants will win certificates & positions in the leader board for a week.

Faculty Coordinator:
Mr. Vikas Nain
Ms. Jayti Mahajan

Student Coordinator:
Ruchi Gahlawat, Bhawna Nagpal & Anupama

DATE – 6TH DECEMBER, 2021

VENUE – CONFERENCE ROOM, ADMIN BLOCK

The Finishing School hosted a roundtable conversation with 15 students from the Department of Management Studies' 1st and 2nd years. "**Development Alternatives For The Rural Economy**" was the theme. The constraints that the Indian economy faces across several sectors were explored. The government aided the economy through numerous efforts such as the establishment of digital villages and advancement through the globalization model. In the conclusion, the judges and other faculty members gave their feedback, and the GD was successfully wrapped with the announcement of the winners.

WINNERS –

Vivek Jha, Devang and Manya scored the 1st, 2nd and 3rd positions respectively.

Tanya and Ritika Miglani were the Runner Ups.

LEARNING –

Participants learned a lot from the group discussion.

The key points were:

- The important part while presenting your point in group discussion is to support your opinion with facts and figures.
- One should listen to other contestants very carefully.
- One voice should have a good pitch and must reflect his/her confidence.
- One should not include any irrelevant point in the discussion

SOCIAL MEDIA POST:







EVENT-3 “GROUP DISCUSSION 2”

DATE – 9TH DECEMBER, 2021

VENUE – CONFERENCE ROOM, ADMIN BLOCK

A group discussion was organized by the finishing school for MBA Final year students. The discussion took place in two rounds:

Round 1 – “Commercialization of Healthcare – Good or Bad”

The participants were supposed to present their views on the topic. The round concluded with a point that if the healthcare is regulated by government policies that it can be beneficial if the healthcare is commercialized.

Round 2 – “Impact of OTT on Indian Culture”

The contestants presented their views and the discussion was quite fascinating. Contestants were of the opinion that what matters is how an individual perceives and learns from what he is watching. And the group discussion ended with a conclusion that OTT platform has somehow negative impact on our Indian culture and it has changed the content preference of the youngsters.

The participants presented themselves in a very professional and courteous manner. The main aim of the GD was to make students prepare for their future. GD will help them in learning more and generating and gaining knowledge about the topic. It helps to gain confidence in oneself.

The Group Discussion ended on a good note with declaration of winners.

The parameters on which the participants were judged are:

1. Leadership
2. Communication
3. Participation
4. Confidence
5. Statistics
6. Research and Analysis
7. Soft Skills

WINNERS –

All the students were deserving.

Sonali, Lakshay and Vidhi were the holders of the 1st, 2nd and 3rd positions respectively.



FACULTY MEMBERS – DR. DALBIR

DR. VIKAS KUMAR TYAGI

MS. JAYTI

STUDENT CO-ORDINATORS – CHHAVI ANAND

VISHANT SINGH

HITESH

NIMESH

PARTICIPANTS NAME –

ROLL NO	NAME	SECTION
200101	Vidhi Saini	A
200107	Aakash Maan	A
200112	Haramandeep	A
200115	Sonali Bhatia	C
200117	Priyanka	C

200118	Jahnvi	A
200122	Neha Sehgal	C
200124	Nikita	B
200130	Mahak	A
200132	Lakshay Dureja	A
200135	Manya Dhingra	A
200136	Shweta Sharma	C
200137	Riya	A
200138	Rupali	A
200142	Sneh	B
200143	Neha Mokhria	C
200174	Vernit Kumar	A
200178	Vivek Jha	B
200266	Bhavna Nagpal	C
200274	Anupama	C
200277	Ruchi	A

LEARNING –

- The participants gain an understanding of how the group discussions are conducted in the corporate world.
- It also builds the confidence of the participants and prepared them for their future.
- It also improves the listening power of the participants
- It is a great team building exercise.

EVENT-4 “MASTER STROKES OF CRICKET”

DATE – 10TH DECEMBER, 2021

SESSION 1 “CRICKET MATCH”

VENUE – SPORTS COMPLEX

A cricket match was organized by finishing school for MBA students and played between 1st year and 2nd year students in a great atmosphere.

- The toss was won by MBA 2nd Year and they choose to bowl first.

1st Inning –

1st year openers played sensible cricket and gave a concrete rock foundation to the inning, after a well finish they reached a good total of 94 runs with a of 7 wickets. Seniors bowled well and were be able to stop their juniors within a total of 100.

2nd inning –

Both the teams aspiring of winning the match applied the best strategies on the field. Seniors played well and tried their best to hit the target and fought till the last over. Seniors gave a tough fight to the juniors but juniors with dedication and team efforts they conquest the match.

PARTICIPANTS NAME –

MBA JUNIORS

ROLL NO	NAME	SECTION
210130	SHUBHAM	A
210129	ARVIND	B
210297	KAPIL	A
210209	SUMIT	B
210147	HITESH	B
210117	KUNAL	A
210279	UDIT	C
210163	ANKUSH	A
210112	ROHAN	A
210213	DEVKINAND	C
210182	SAURAV	B

MBA SENIORS

ROLL NO	NAME	SECTION
	KISHOR	
	SAGAR	
	RAMAN	

	VARUN	
	VIVEK JHA	
	SAIYAM	
	SAHIL	
	AKASHMAN	
	DEVANG	
	SAGAR	
	ASHISH	

WINNERS - MBA JUNIORS

MAN OF THE MATCH - ARVIND REDDU

NUMBER OF ATTENDEES –

SOCIAL MEDIA POST –





SESSION 2 “ICE-BREAKING SESSION ON MASTER STROKES OF CRICKET”

VENUE – SEMINAR HALL, BLOCK -D

The second two-hour session of 'Masterstrokes of Cricket' includes management lessons delivered via short cricket video clips. The students learned about collaboration, strategizing, dealing with pressure, and workplace diversity throughout this workshop. The session winds down with fantastic learning and exposure for the students.

NUMBER OF ATTENDEES –

SOCIAL MEDIA POST –





FACULTY MEMBERS – MR. VIKAS NAIN

MS. JAYTI

STUDENT COORDINATORS – VISHANT SINGH

AMAN BAJAJ

MOHIT

YASHIKA JAIN

AMITHA. M

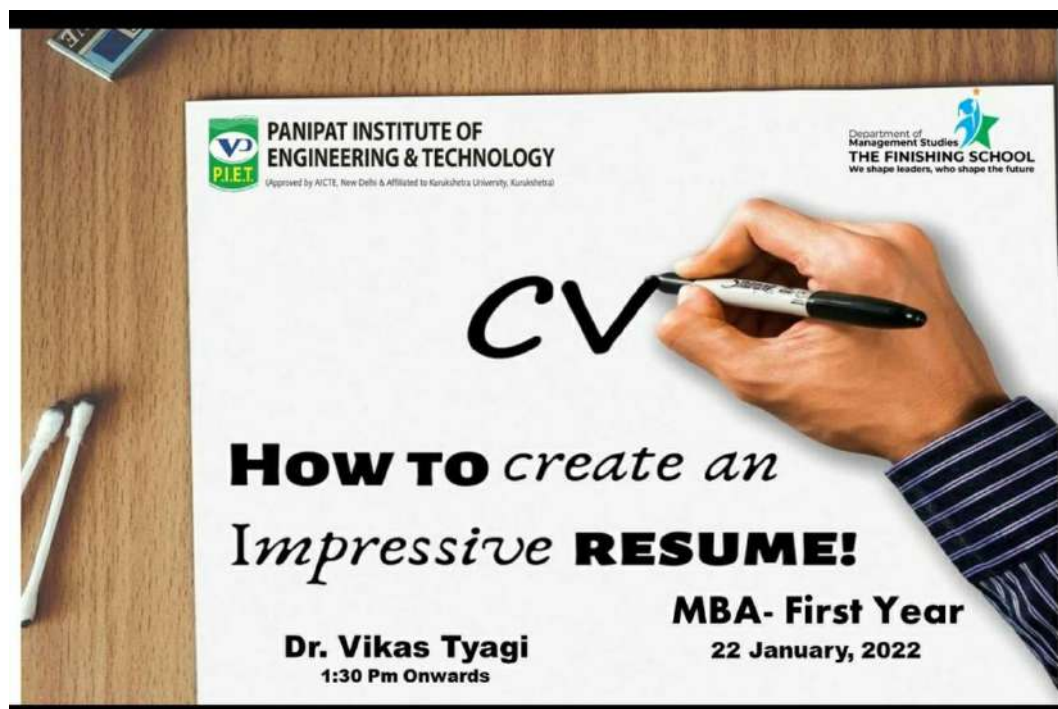
CHHAVI ANAND

LEARNING -

- Team Spirit and Efforts was the main teaching of this event.
- The basic learning behind this workshop was that in corporate world one need to be very calm and handle the task given with patience.
- Managing periods of high stress without losing the composure is the key for long term success.
- Strategizing is one of the key learning which always help and guide professionals towards success.

The game of cricket is a reflection of all the hard work and tenacity that players put into every match. Lessons from cricket serve as a roadmap which can help corporates pursue their ultimate goals. The spirit of game transcends the boundaries of business and serves as a reminder of how much more each one of us can achieve!

EVENT-5 “WORKSHOP ON RESUME WRITING”



DATE – 22ND JANUARY, 2022

VENUE/MODE – ONLINE MODE/VIRTUAL

An excellent resume has the power to open doors. Building a good resume is as important as building a good house for you and your family. The resume act as a bridge between the candidate and the prospective recruiter. In order to make students ready for the interviews THE FINISHING SCHOOL, DEPARTMENT OF MANAGEMENT STUDIES organizes a workshop on “HOW TO BULID A GOOD RESUME”. The workshop was headed by DR. VIKAS KUMAR TYAGI, ASSISTANT PROFESSOR, DEPARTMENT OF MANAGEMENT STUDIES. He shepherds the learners towards building a good resume. The highlights of the workshop include the quiz, activities, tools of making a good resume. The workshop ended with students’ participation and querying asking about the same. The learners also shared their resumes with the speaker in order to make it more effective.

FACULTY MEMBERS – MS. JAYTI

MR. VIKAS NAIN

DR. VIKAS KUMAR TYAGI

NUMBER OF ATTENDEES – 55

ROLL NO	NAME	SECTION
210107	NEHA	A
210109	SIMRAN	A

210110	YUKTA	B
210118	RIYA GARG	A
210123	ABHISHEK	A
210127	CHHAVI ANAND	A
210128	RADHIKA	A
210131	VISHANT	A
210134	PRERNA	B
210140	SURAJ	A
210143	YASHIKA	A
210148	YOGESH KAPOOR	A
210149	NITIN	A
210152	MONA	A
210158	KOMAL JAIN	A
210159	MAHAK	C
210163	ANKUSH	A
210164	SONIA KAMAL	A
210177	BHAVESH PALIWAL	B
210179	SHUBHANGI KATAYL	B
210181	KAMAL	B
210184	RENU	B
210185	ANCHAL SOMANI	B
210186	ANJALI	B
210188	HIMANI	B
210189	DEEPANSHU GARG	B
210192	RITIKA	B
210193	AMAN RAWAL	C
210195	MOHIT	C
210206	MANPREET KAUR	B
210210	KANIKA	B
210212	SAKSHI AGGARWAL	B
210225	KRISHNA MURTI	C
210229	KANIKA BHATIA	C
210233	MONIKA	C
210234	MUSKAN KASHYAP	C
210235	BHAVUK BAJAJ	B
210236	SHIVANI GARG	C
210237	PRASHANT MITTAL	C
210240	PRIYANKA	C
210252	PREETI RANI	C
210256	RITIKA DHIMAN	B
210257	NAINA GROVER	C
210258	DEEPTI SINGH	C
210262	SAGAR SHARMA	C
210304	AISHVRYA	A
210269	ANKUSH	C
210276	BABY RANI	C
210290	CHIRAG SEHGAL	B
210287	MANSI	B

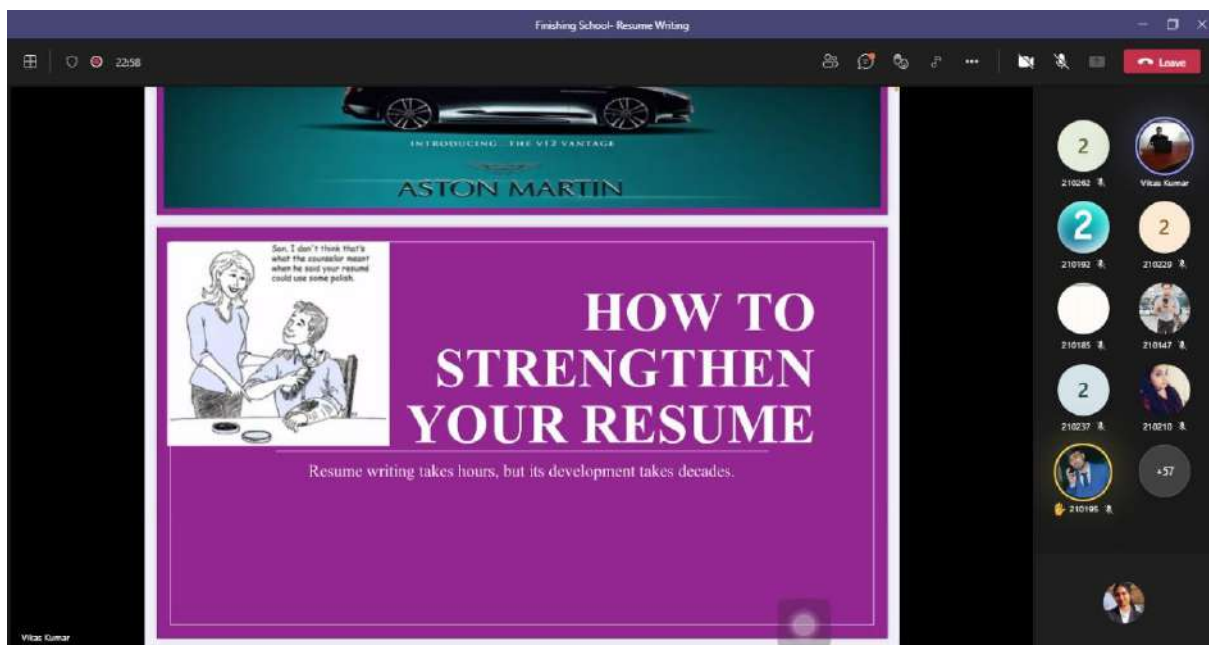
210268	SHIVANI SINGLA	C
210265	SIMRAN	C
210285	SURUCHI RAGHAV	C
210241	TANYA BINDAL	C
210264	VISHNU SARASWAT	C

LEARNING-

- Resume should look like an advertisement.
- It must include one's objective, qualification, interest, skills, projects and internships done, certificates and achievements and lot more.
- One should keep on updating his/her resume.
- The resume must be short and specific to the job requirements.
- The resume should be clear and must be in chronological order.

A good resume goes long way.

SOCIAL MEDIA POST-



Finishing School- Resume Writing

19:34

1:46 PM Sat 22 Jun

1. How to develop your resume.pptx

FORMAT OF RESUME

Chronologically
Not in form of infographics

- Contact details
- Summary or objective
- Experience
- Accomplishments (Managem.)
- Educational qualifications
- Publications
- Seminars
- Workshops

Open in Google Drive

Vikas Kumar

210192 Vikas Kumar

210147 210185

210228 210227

210169 210188

210110 +56

Finishing School- Resume Writing

07:36

1:34 PM Sat 22 Jun

1. How to develop your resume.pptx

PRESENTATION OVERVIEW

- Short quiz on resume writing
- Resume vs curriculum vitae
- How to develop resume?
- Do's and don'ts of resume writing.
- Activities
- Tools which can help in resume making.

Open in Google Drive

Vikas Kumar

More actions

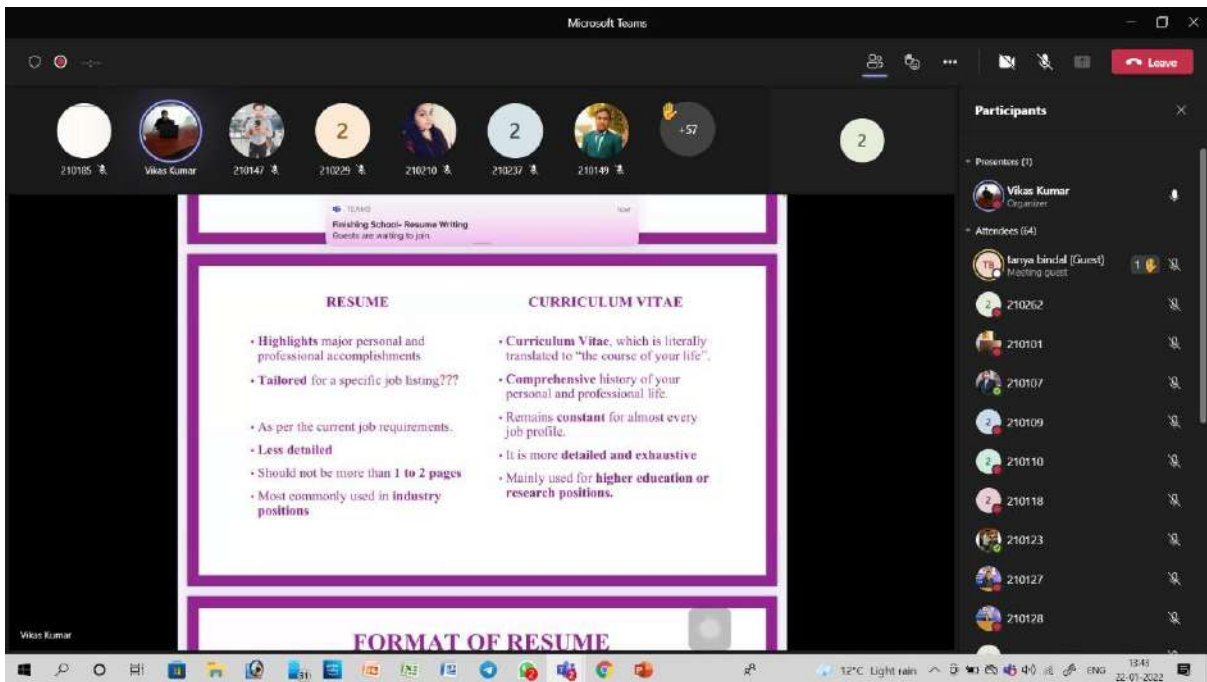
210228 Vikas Kumar

210229 210195

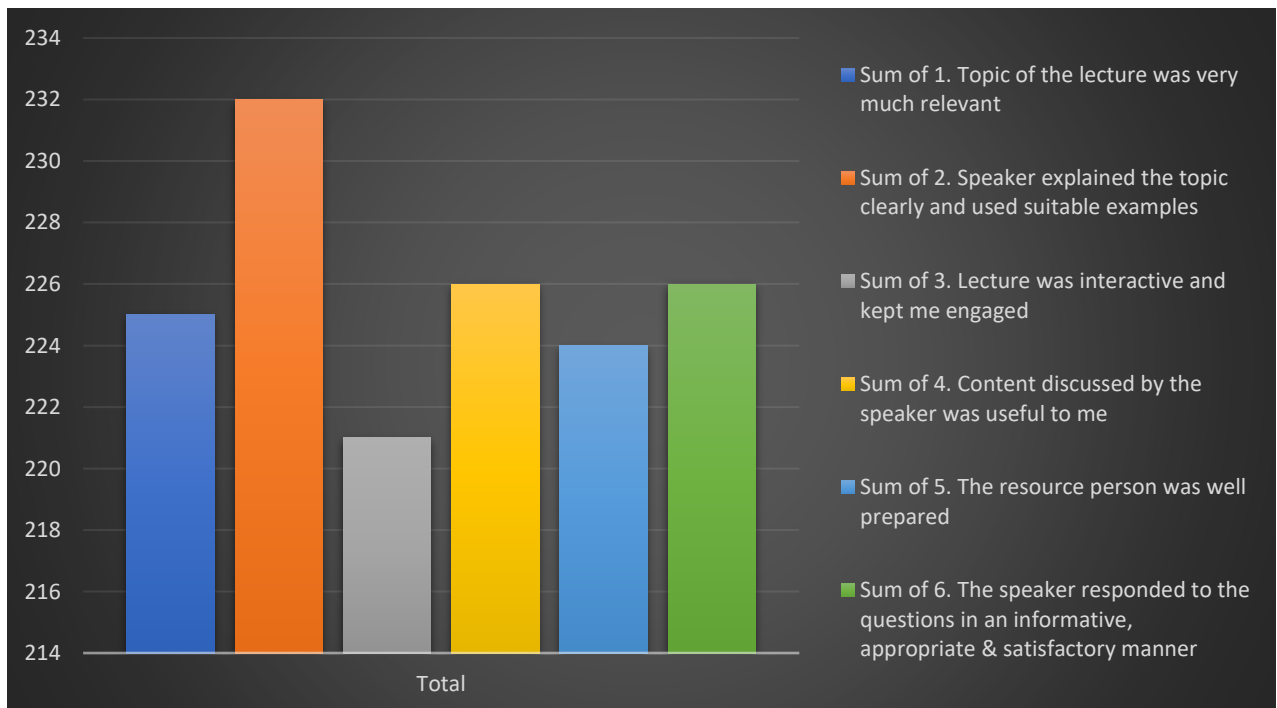
210252 210227

210245 SIMRAN

210194 +34



Graphical Representation of Survey



EVENT – 6 “GD BATTLE”

Department of Management Studies
THE FINISHING SCHOOL
We shape leaders, who shape the future

presents

GD BATTLE

TABLE TOPICS

- 1) How to enhance informal communication Virtually?
- 2) How to solve the challenges of the Gig workers?

WITH OPEN CAMERA!

January 23, 2022
02:00 PM - 04:00 PM
MS Teams

**Convener:-
Ms. Jayti Mahajan**

The poster features a blue background with a white and blue striped pattern on the left. At the top, it displays the logo for the Department of Management Studies, 'THE FINISHING SCHOOL', with the tagline 'We shape leaders, who shape the future'. Below this, it says 'presents' in a cursive font, followed by 'GD BATTLE' in large, bold, white letters with a green shadow. A green box contains the 'TABLE TOPICS' section with two questions. Below that, it says 'WITH OPEN CAMERA!' in white. The event details include a calendar icon for 'January 23, 2022', a clock icon for '02:00 PM - 04:00 PM', and a location pin icon for 'MS Teams'. At the bottom left, it lists the convener as 'Ms. Jayti Mahajan'. On the right side, there is a screenshot of a Microsoft Teams virtual meeting with several participants.

DATE – 23RD JANUARY, 2022

VENUE/MODE – ONLINE MODE/VIRTUAL

The purpose of a group discussion is not to win an argument or to amuse your classmates. The purpose of a discussion is to help each group member explore and discover personal

meanings of a text through interaction with other people. THE FINISHING SCHOOL organized a virtual platform for GROUP DISCUSSION BATTLE for the first year and final year students of MBA. The topic of the discussion was “HOW TO ENHANCE INFORMAL COMMUNICATION VIRTUALLY”, which help in building up the confidence level of students for GROUP DISCUSSION round in upcoming interviews. Students share their views, ideas, suggestions that how to enhance informal communication in an organization which leads to increase in productivity ultimately and maintain a safe and secure environmental. In any learning discussion, communication is the essential issue, and the type of communication in use at any particular moment depends on the nature of understanding of each participant with regard to the topic at hand. The discussion ended with the declaration of winners.

FACULTY MEMBERS – MS. JAYTI

PARTICIPANTS NAME –

ROLL NO	NAME	YEAR AND SECTION

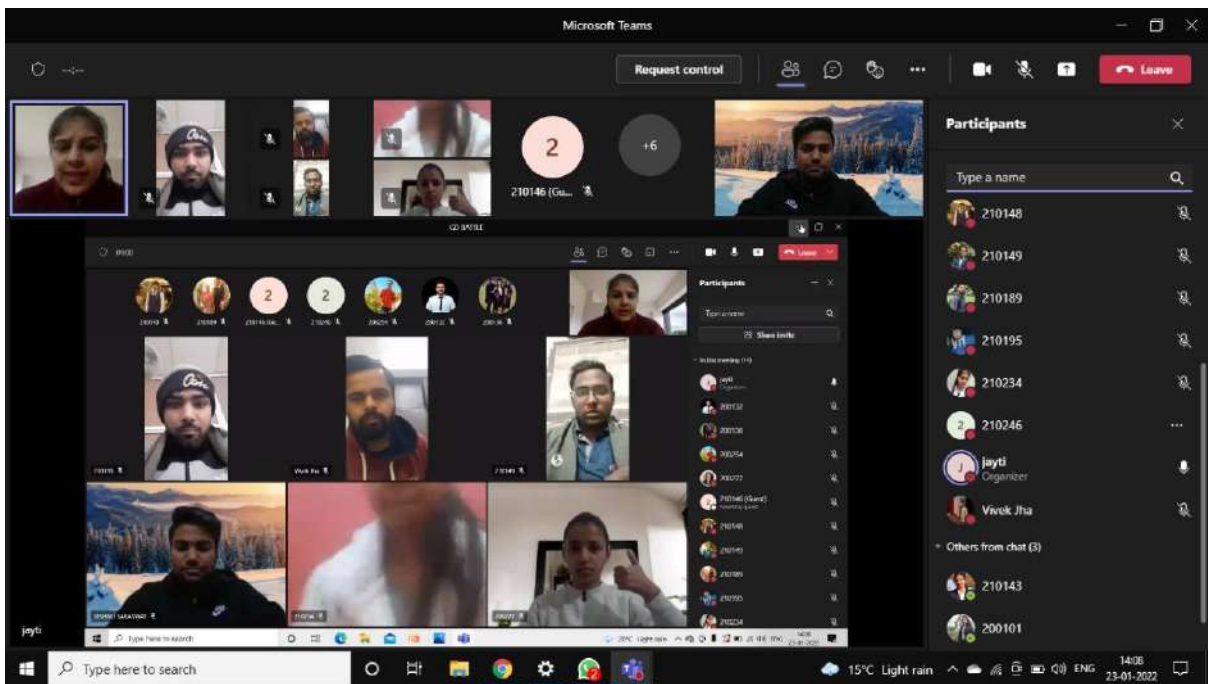
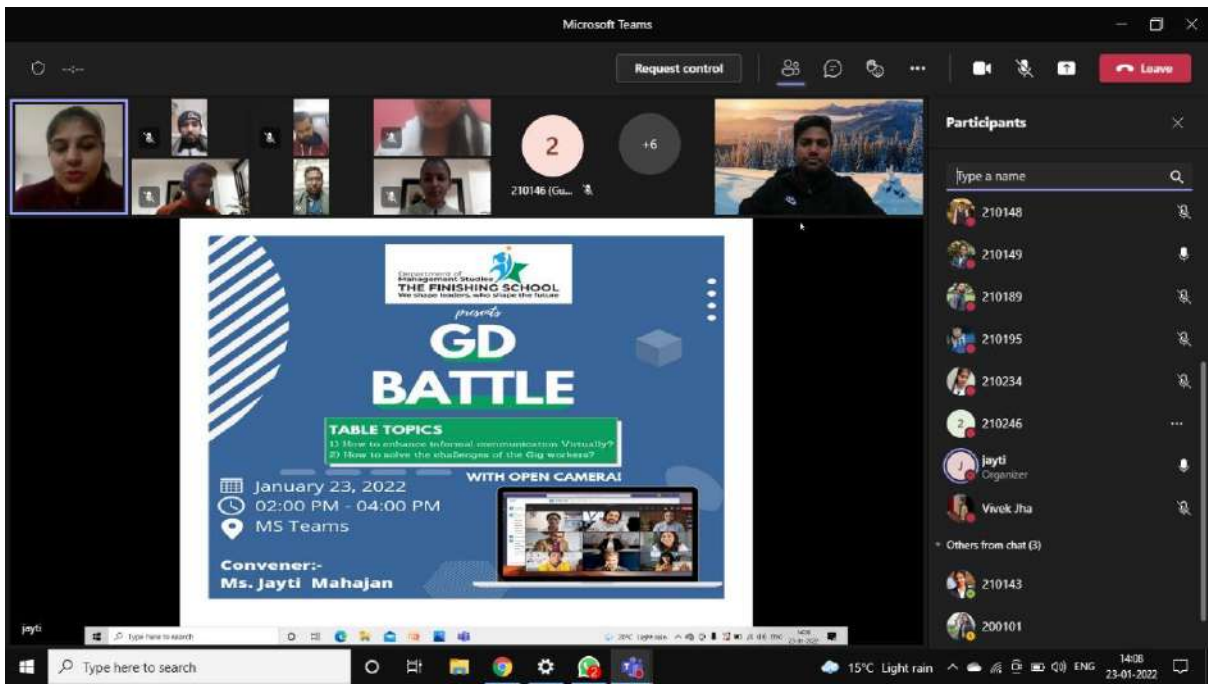
WINNERS –



LEARNINGS –

- Informal communication can be made effective through building participative environment on the virtual platform of an organization.
- It helped the students to gain the confidence on virtual mode.
- The students learned about how to present their views in an online group discussion.
- Informal communication is an essential part of the organization. To have a smooth flow of information as well as to ensure coordination among various departments, employees the organization should promote informal communication.

SOCIAL MEDIA POST –





EVENT-7 “WORKSHOP ON HIGH IMPACT PRESENTATIONS”



High Impact Presentations

MBA- First Year
29 January, 2022



Mr. Vikas Nain
1:30 pm Onwards

DATE – 29TH JANUARY, 2022

VENUE/MODE – ONLINE MODE/VIRTUAL

Presentations that leave a lasting impact require many elements to be woven together. A high impact presentation is a winning blend of Substance and Style. On 29th January 2022 THE FINISHING SCHOOL, DEPARTMENT OF MANAGEMENT STUDIES conducted a session on “High Impact Presentations”. The session was headed by MR. VIKAS NAIN, Assistant Professor, Department of Management Studies. He guided the students towards making a high-quality presentation. Presentations are one of the ways to deliver or convey information to the audience by the speaker. The way the topic or any information is being presented matters a lot. Presenter or the speaker should have full knowledge of the topic he is conveying. Audios, videos, images can be a great compliment to the presentation. Good delivery and good content are equally important. The session winds down with fantastic learnings for the students. High Impact Presentations are not easy to learn and deliver. However, a determined effort on all the learnings from the session will bring out the desired result.

FACULTY MEMBERS – MR. VIKAS NAIN

DR. VIKAS KUMAR TYAGI

NUMBER OF ATTENDEES-

ROLL NO	NAME	SECTION
210110	YUKTA DUDEJA	B
210111	AMITHA.M	A

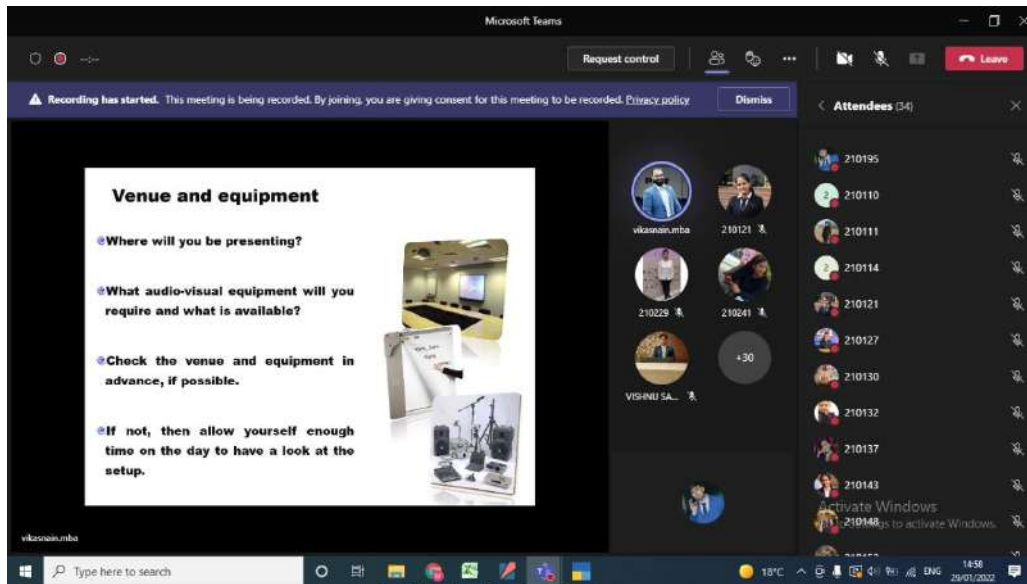
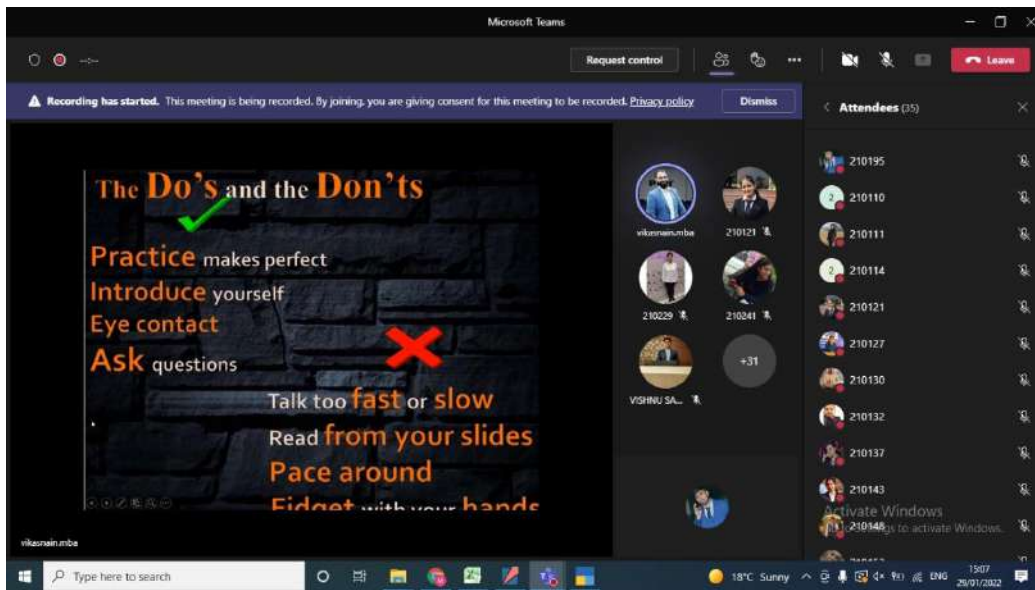
210114	PULKIT DHINGRA	A
210121	HIMANSHI	A
210127	CHHAVI ANAND	A
210130	SHUBHAM SHARMA	A
210132	TANISHA GOEL	A
210137	SONIA	A
210143	YASHIKA JAIN	A
210148	YOGESH KAPOOR	A
210152	MONA	A
210153	KAVYA	B
210171	HIMANI GIRDHAR	A
210173	HARSH DAWAR	B
210179	SHUBHANGI KATYAL	B
210185	ANCHAL SOMANI	B
210188	HIMANI	B
210189	DEEPANSHU GARG	B
210192	RITIKA	B
210195	MOHIT	C
210203	ANSH THAKRAL	B
210206	MANPREET KAUR	B
210210	KANIKA	B
210218	PRACHI GOEL	B
210229	KANIKA BHATIA	C
210234	MUSKAN KASHYAP	C
210239	KIRAN DEVI	C
210240	PRIYANKA	C
210241	TANYA BINDAL	C
210242	AARUSHI	C
210247	SALONI JAISWAL	C
210287	MANSI	B
210247	SONALI BISHT	C
210264	VISHNU SARASWAT	C
210252	PREETI RANI	C

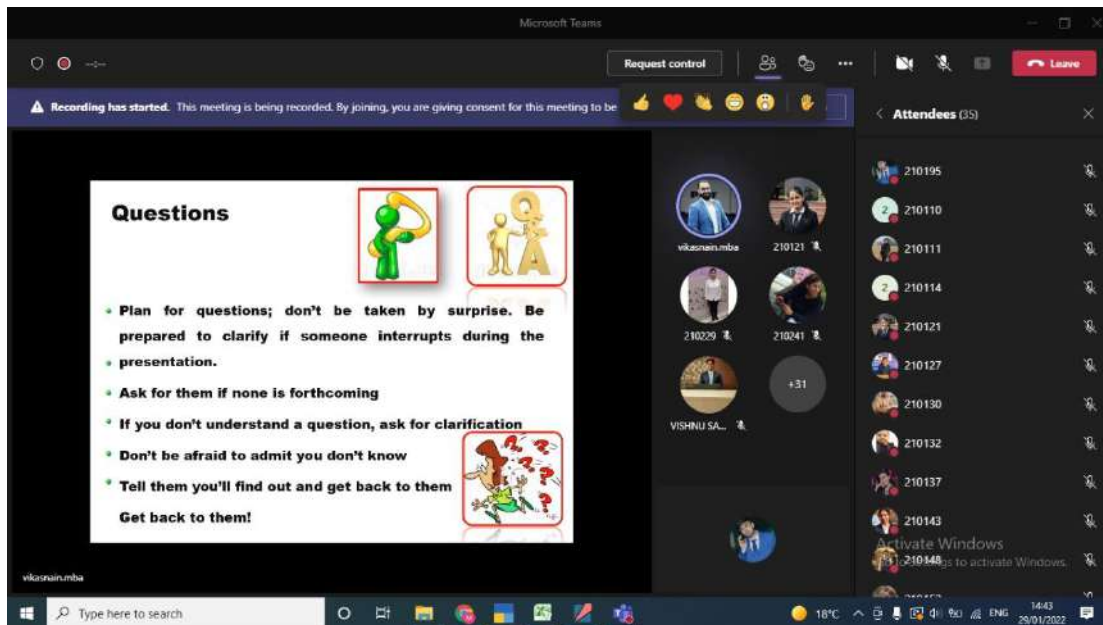
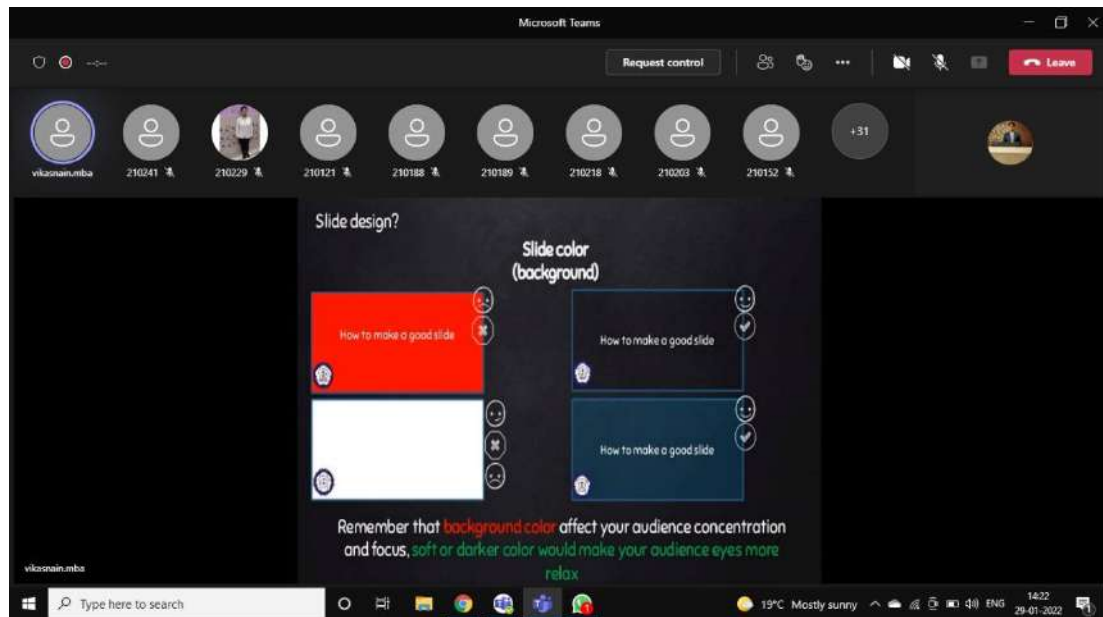
LEARNINGS –

- Know your audience and keep them in mind while preparing for presentations.
- A positive tone falls pleasantly on the ears and improves attention. Variation in speed and pause brings variety to the presentation and makes it appealing.
- Stories and humor are levelers, the best way to be part of the audience and yet stay apart.
- A positive facial expression, confident body language, posture, eye contact all these contribute to create a good impact on audience.

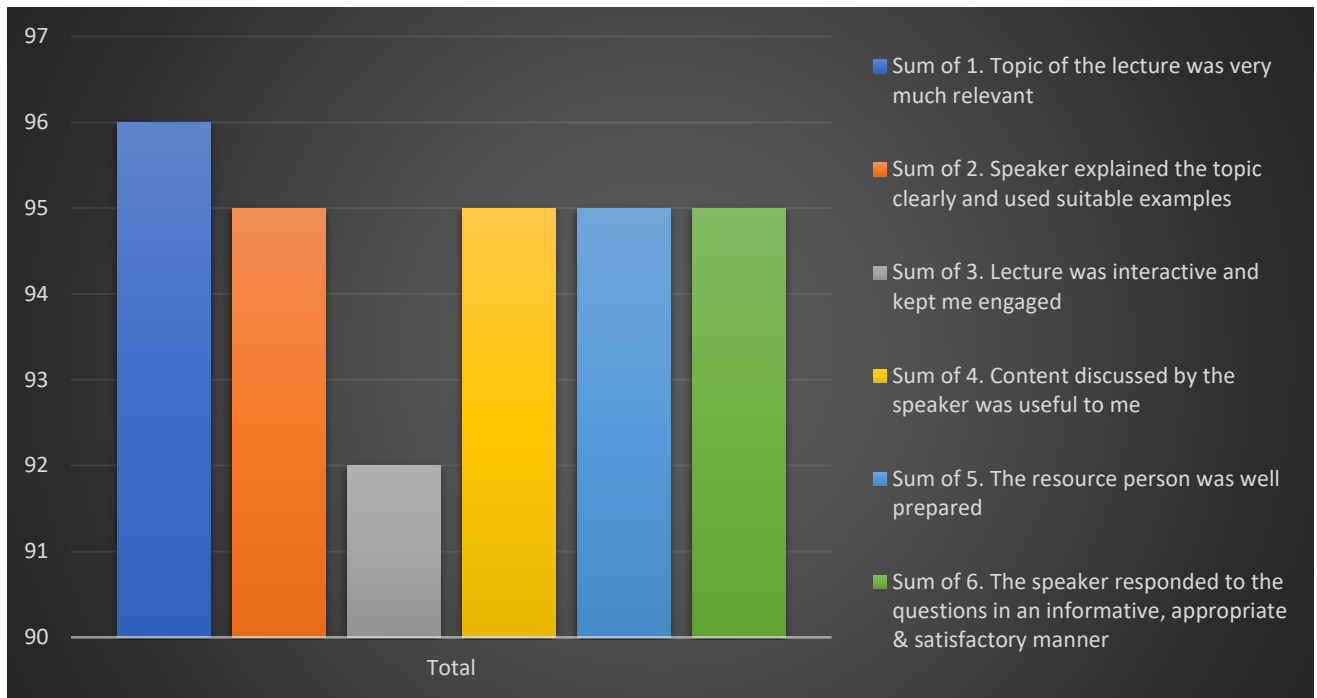
Proficiency in delivering High Impact Presentation is in effect and imperative for all.

SOCIAL MEDIA POST –





Graphical Representation of Survey



EVENT-8 “EXPLORING YOUR CREATIVE EDGE”

Department of Management Studies
THE FINISHING SCHOOL
 We shape leaders, who shape the future

presents guest lecture on

EXPLORING YOUR CREATIVE EDGE

Will Be Held On

- 2nd Feb 2022
- Zoom
- 02:00 PM

FACULTY COORDINATOR
 Ms. Jayti Mahajan

STUDENT COORDINATOR
 Vishnu & Amitha

Dr. Parul Khanna

DATE –2ND FEBRUARY, 2022

VENUE/MODE – ONLINE MODE/VIRTUAL

Creativity is the ability to make or produce new things using skill or imagination. It is related to the generation of ideas, finding the solutions to a problem, or finding any new ways of doing things. For MBA students’ creativity is an acclamation to their career. The more creative a person is, the more are the chances of a good career. To enhance the spirit of being creative among the students THE FINISHING SCHOOL, DEPARTMENT OF MANAGEMENT STUDIES had organized a workshop on “Exploring Your Creative Edge.” The workshop was headed by DR. PARUL KHANNA, Professor and Vice - Principal of IMT Faridabad. First impression was the creative presentation she presented. Moreover, the content she delivered was easily understandable. She was full of enthusiasm and had made the session very interactive. Students were not taking their eyes off the screen. She also conducted an activity based on real - life scenarios with the attendees which helped them to develop self-awareness. Attendees also come to know about their creativity. In the end, attendees thanked mam for such a lively session and hence applauded her.

FACULTY MEMBERS – MS. JAYTI

STUDENT COORDINATORS – VISHNU

AMITHA.M

NUMBER OF ATTENDEES-

ROLL NO	NAME	SECTION
210111	AMITHA.M	A

210116	MANISH	A
210117	KUNAL	A
210118	RIYA GARG	A
210127	CHHAVI ANAND	A
210128	RADHIKA	A
210131	VISHANT	A
210135	KARAN	A
210136	AARTI	A
210138	MOHIT	A
210140	SURAJ	A
210143	YASHIKA	A
210149	NITIN	A
210156	SAWAN NEGI	A
210161	DEEPANSHU	A
210163	ANKUSH	A
210167	RITU	A
210134	PRERNA	B
210153	KAVYA	B
210165	AJAY	B
210175	HIMANSHI	B
210178	SIMRAN	B
210184	RENU	B
210189	DEEPANSHU	B
210192	RITIKA	B
210203	ANSH	B
210204	PALLAVI	B
210212	SAKSHI	B
210218	PRACHI	B
210146	PRIYANKA	C
210168	SALONI	C
210193	AMAN	C
210213	DEVKINAND	C
210223	NIDHI	C
210229	KANIKA	C
210232	TARUN	C
210237	PRASHANT	C
210241	AARUSHI	C
210243	SHALLU	C
210247	SALONI	C
210249	NEHA	C
210252	PREETI	C
210255	SAKSHI	C
210257	NAINA	C
210259	VANSHIKA GOEL	C
210260	EKTA	C
210262	SAGAR	C
210264	VISHNU	C
210269	ANKUSH	C

210276	BABY	C
210277	JYOTI	C
210279	UDIT	C
210281	ANIL	C
210302	RITIK	C

LEARNINGS –

- Be creative by experimenting, questioning, exploring, using imagination and synthesizing.
- Being creative will clarify our thoughts and feelings.
- Creativity helps with problem-solving.
- Creativity boosts the confidence.
- Creativity is an art which helps boost our minds.

SOCIAL MEDIA POST –



Go to www.menti.com and use the code 2998 1318

WHICH WORDS WOULD YOU USE TO DESCRIBE CREATIVITY

Words in the word cloud include: innovation, imagination, innovative, unique, art, extraordinary, out of the box, different, thinking differently, generating ideas, and many others.

Press S to show Image

Participants: 27

Shalu

Shalu

Life Skills Development

Prof. Dr. Parul Khanna

Shweta sharma

Sonali Bisht

Process of Creativity

Talking Prof. (Dr.) Parul Khanna

- STEP 1: EXPLORATION OF NEW IDEAS
- STEP 2: SEARCHING FOR ALTERNATIVES
- STEP 3: IMAGING SOLUTIONS

Participants: 27

3 I concentrate harder on whatever interests me most than people

Choose your option

Concentration

Agree

Undecided or Don't Know

Disagree

OPTION A

OPTION B

OPTION C

Shalu

Shalu

Life Skills Development

Prof. Dr. Parul Khanna

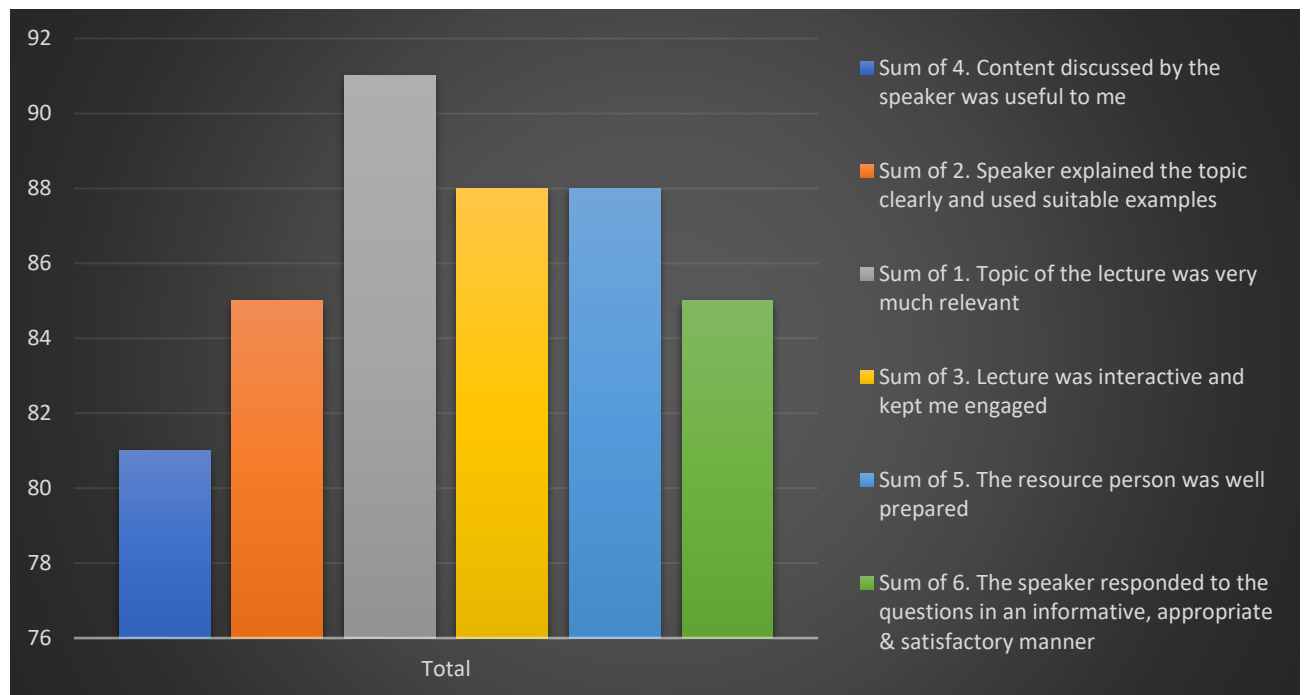
Shweta sharma

Shweta sharma

Sonali Bisht

Sonali Bisht

Graphical Representation of Survey



EVENT-9 “HOW TO PITCH A CLIENT”

Yes PIET

DMS
विद्यया ऽमृतमश्नुते

Department of Management Studies
THE FINISHING SCHOOL
We shape leaders, who shape the future
presents

Guest Lecture on
How to Pitch a client?

Speaker :
Dr. Shubha Johri
(Faculty of Marketing,
Jaipuria Institute of Management, Jaipur)

ORGANIZERS
Ms. Jayti Mahajan & Mr. Vikas Nain

STUDENT COORDINATOR
Vishant & Yashika

4th Feb 2022
10:00 AM
Zoom

DATE –4TH FEBRUARY, 2022

VENUE/MODE – ONLINE MODE/VIRTUAL

"It's easy to come up with fresh ideas, selling them to strangers is difficult." The person receiving the proposal evaluates both the pitcher's originality and the proposal itself. And assessments of the pitcher's ability to generate feasible ideas can swiftly and permanently outweigh opinions of the idea's value. A well-crafted pitch can spark your prospect's interest in the opportunity you're giving and persuade them to move forward with you. To address the demand of pitching skills, The Finishing School of Department of Management Studies organized a workshop on the topic "How to Pitch a Client?" by the eminent orator Dr. Shubha Johri (Faculty of Marketing at Jaipuria Institute of Management, Jaipur) who put her deep insights into the topic and made students aware of pitching. The workshop aimed at crafting a compelling narrative for the client and use of power of stories to drive decision-making and close more deals after the sales pitch. She explained the concept and techniques of pitching via short video clips and some examples which includes persuasive speaking skills, ability to use positive language, patience, adaptability etc. The workshop was extremely informative and interesting. Every facet of the session was discussed, and the workshop concluded with key recommendations for meeting the standards of a great pitcher.

FACULTY MEMBERS – MR. VIKAS NAIN

MS. JAYTI MAHAJAN

STUDENT COORDINATORS – VISHANT SINGH

YASHIKA JAIN

LEARNINGS –

- Art of influencing people will lead to profits.
- Keep in mind **3 P's** – **p**rofessionalism, **p**atience, and **p**eople's-first attitude.
- Know your product.
- Go above and beyond.
- Conscious communication.
- Listen and learn.
- Create a rapport with customer.
- Make appropriate recommendations.

SOCIAL MEDIA POST –

Zoom Meeting You are viewing Mr. Vikas Nain's screen

Yes PIET

DMS Department of Management Studies

Department of Management Studies
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Guest Lecture on How to Pitch a client?

Speaker: **Dr. Shubha Johri**
(Faculty of Marketing, Jaipuria Institute of Management, Jaipur)

ORGANIZERS
Ms. Jayti Mahajan & Mr. Vikas Nain

STUDENT COORDINATOR

4th Feb 2022
10:00 AM

Mr. Vikas Nain, Ms. Jayti, Mr. Vikas Nain, Mr. Vikas Nain

Zoom Meeting

Mr. Vikas Nain, Ms. Jayti, Mr. Vikas Nain, Mr. Vikas Nain

A classroom setting with students seated at desks, listening to the lecture. The students are diverse in age and appearance. The room has white walls and wooden desks.

Mr. Vikas Nain, Ms. Jayti, Mr. Vikas Nain

Zoom Meeting You are viewing Dr. Shubha Johri's screen

Step by Step

1. Do the Due Diligence
2. Best Decision You've Ever Made
3. Give Them the Answers To Your Homework
4. Address Objections with Objections (Respectfully)
5. You're Listening, But Are You Hearing Your Buyer?
6. A Call for "Call to Actions"
7. Reference a Referral

Dr. Shubha Johri



Graphical Representation of Survey

