
Webinar Invitation || Sathguru Management Consultants & SIIB

7 messages

SIIB: Placements <placements@siib.ac.in>

Fri, Jul 23, 2021 at 1:42 PM

To: Murali Mohan K <muralik@sathguru.com>

Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Dear Murali Sir,

Greetings from Symbiosis Institute of International Business!

It was a pleasure connecting with you over the phone.

As discussed, we are happy to invite you to **SIIB** for a webinar for our **MBA-Agri Business students** and would request you to accept the invitation.

The dates available for the workshop are mentioned below:

- 1st Aug 2021, Sunday
- 7th Aug 2021, Saturday
- 8th Aug 2021, Sunday
- 14th Aug 2021, Saturday

Also, below are some of the topics we would like to suggest for the webinar:

- Negotiation, Persuasion and Conflict Management
- Open Offices - Boon or Bane: An HR Perspective
- Supporting Managers in the Virtual World

Alternatively, you may let us know your availability, we will check internally if we can accommodate the same.

We are also open to any other topic based on your preference.

Requesting you to kindly confirm the date & topic for the workshop.

In the case of any queries and further requirements, feel free to contact the undersigned.

Regards,**Anjali Anand, 9599226187****Corporate Relations and Placement Cell****Symbiosis Institute of International Business (SIIB)**

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

W: www.siib.ac.in E: placements@siib.ac.in

To: "SIIB: Placements" <placements@siib.ac.in>
Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Dear Anjali,

Thanks for the invite. I am comfortable on 1st topic- Negotiation, Persuasion and Conflict Management. I can take session on 7th Aug'21. Suggest timings. I need an hour for session followed by Q&A for 30 min. Hope you are fine with it.

Murali Mohan K N

AVP Human Resource

**Sathguru Management
Consultants**

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SIIB: Placements <placements@siib.ac.in>
To: MURALI MOHAN K N <muralik@sathguru.com>
Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Mon, Jul 26, 2021 at 10:32 AM

Dear Murali Sir,

Greetings!

Thank you for the confirmation.

As discussed, we confirm the time slot, 5:00 PM - 6:30 PM on 7th August 2021 for the webinar.

The link shall be shared with you shortly.

Looking forward to hosting you.

In the case of any queries and further requirements, feel free to contact the undersigned.

Regards,

Anjali Anand, 9599226187

Corporate Relations and Placement Cell

Symbiosis Institute of International Business (SIIB)

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

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MURALI MOHAN K N <muralik@sathguru.com>

Mon, Jul 26, 2021 at 10:35 AM

To: "SIIB: Placements" <placements@siib.ac.in>

Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Sure Anjali, looking forward to meet you all virtually.

Thanks,

Murali

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MURALI MOHAN K N <muralik@sathguru.com>

Tue, Aug 3, 2021 at 3:03 PM

To: "SIIB: Placements" <placements@siib.ac.in>

Dear Anjali,

Pls. find my photograph as attachment.

Thanks,

Murali

From: SIIB: Placements [mailto:placements@siib.ac.in]

Sent: 26 July 2021 10:33

[Quoted text hidden]
[Quoted text hidden]

murali.jpg
355K

SIIB: Placements <placements@siib.ac.in>

Tue, Aug 3, 2021 at 3:50 PM

To: MURALI MOHAN K N <muralik@sathguru.com>

Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Dear Murali Sir,

Greetings!

Thank you for sharing the photograph.

Please find below the details of the Webinar:

Date: 7th August 2021

Time: 5 PM - 6:30 PM

Topic: Negotiation and Persuasion

Link: [Click here to go to the Meeting](#)

Looking forward to an insightful session with you.

In case of any queries and further requirements, please feel free to contact the undersigned.

Regards,

Anjali Anand, 9599226187

Corporate Relations and Placement Cell

Symbiosis Institute of International Business (SIIB)

A: Hinjewadi, Pune - 411057, Maharashtra P:020-22944457

W: www.siib.ac.in E: placements@siib.ac.in

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MURALI MOHAN K N <muralik@sathguru.com>

Tue, Aug 3, 2021 at 4:07 PM

To: "SIIB: Placements" <placements@siib.ac.in>

Cc: "Dr. Asmita Chitnis" <director@siib.ac.in>, Anuja Zanzad <officer@siib.ac.in>

Noted Anjali. Looking forward to meet you all virtually.

Warm Regards,

[Quoted text hidden]

WORKSHOP REPORT

Date of Conduct: 7th August, 2021

Duration: 1 hour 50 mins

Speaker's Name & Designation: Mr. Murali Mohan Kapila, Associate Vice President HR

Organization: Sathguru Management Consultants

HOD/Concerned Faculty Head: Student Relations/Ms. Anuja Zanzad

Batch: Agri Business Management, Batch 2020-2022 & Batch 2021-2023

No of students present: 120+

Synopsis:

On the 7th of August 2021, the students from MBA - AB 2020-22, and 2021-23 attended a Guest Lecture by Mr. Murali Mohan Kapila, Associate Vice President HR, Sathguru Management Consultants. The topic for the session was "Negotiation and Persuasion".

Mr. Murali Mohan initiated the session with a video, which engrossed the students, and acted as an ice breaker. He first explained what negotiation means and then discussed the principles involved in it. He mentioned 'Relationship,' 'Communication,' 'Interests,' 'Options,' 'Alternative,' and 'Commitment' as the essential principles involved in a negotiation. He pointed out that planning an alternative is important to persuade the other party in a negotiation. He then engaged the students in a riveting quiz, which tested student's logical, emotional, and strategic parameters. While mentioning the skills required for effective negotiation, he added that 'Patience,' 'Research,' and 'Knowledge' are few attributes that one should acquire. Taking the session forward, he focused on five distinctive negotiation styles, namely 'Competing,' 'Accommodating,' 'Compromising,' 'Collaborating,' and 'Avoiding'. He emphasized that the 'Avoiding' is a dangerous style to adopt and should not be embraced as it negatively impacts the organization.

Mrs. Hemlatha Vijayraghavan, Director, Sathguru Management Consultants, also joined the session and providing valuable inputs into the discussion. An intriguing round of questions and answers followed, in which Mr. Murali addressed the doubts of the students.

Some questions from the session -

"How challenging is it to negotiate with a known client than the unknown client?"

- Shreyanshi Tirkey, Agri Business Management, Batch 2020-2022

"What is the difference between normal negotiation and negotiation in sales?"

- Ashish Mishra, Agri Business Management, Batch 2021-2023

Feedback:

1. "The session started on a humorous note, as Mr. Murali showed a comic video and engaged us in a quiz. He shared real-life examples as well, which grabbed my attention. More such sessions on relevant issues that predominantly exist in the Business world should be conducted."

-Himanshu Chaudhary, Agri Business Management, Batch 2021-2023

2. "The session was extremely enriching and insightful as it made us aware of the importance that skills like negotiation and persuasion hold in the corporate environment."

- Pragy Dubey, Agri Business Management, Batch 2020-2022

Overall Feedback:

The lecture helped the students to understand what negotiation is, the principles, and the key skills associated with it. It also enlightened them on how to persuade people in a negotiation.

Pictures:

