

A guest lecture was organized for the students of BMS (Marketing Specialization) on 26th September, 2018 on the topic viz., “*What lies to be an effective Sales Person*”. Ms. Monika Solanki. She is a seasoned professional of over 19 years work experience in different industries like Pharma, Personal Care and FMCG. She started her career as a Sales Executive in one of the leading Pharmaceutical companies in India and over the years climbed up the ladder of success to become Vice President (Marketing) in one of the top Indian food companies. The session was focused on skills essential for an aspiring salesman, which include discipline, good communication skills, endurance, optimism and being a strategic planner. Apart from these, the most important trait is the ability to surpass rejections as one is bound to face them often. Students really found the session interesting and valuable.







Professor Alok Pandey

The Department of Management studies organised a guest lecture on “Use of Derivatives in Managing Financial Risk”. The speaker Professor Alok Pandey is currently working with Lal Bahadur Shastri Institute of Management, New Delhi. Prof. Pandey highlighted the current scenario of derivative market in Indian context while explaining the different derivative products designed for hedging of financial risk. During the lecture students learnt extensively about financial derivatives – including the concept of derivatives, their nature, common trading practices, examples, advantages, and potential pitfalls of investing in them. The lecture ended with taking up students’ queries in relation to investment in derivatives to their possible use across various sectors of the economy.

29th October, 2018