

**Pimpri Chinchwad Education Trust's  
S. B. PATIL INSTITUTE OF MANAGEMENT**

**Certification Course in Selling Skills - Report**

**Date: June 25, 2020.**

SBPIM conducted “**A Certification Course in Selling Skills**” for MBA Marketing Management Students. Content of the course designed for to learning beyond curriculum for students and stand out in the competitive market environment.

The course was planned for 30 hours and course covered varied topics an overview of Personal Selling, Personal Selling Situation Theories, Prospecting and Handling Objections.

Prof. Rishikesh Kumar was a resource person and coordinator for the certification program and Mr. Deepak Kamble handled responsibility of student coordinator throughout the program. Course was delivered through Zoom Platform. The course was conducted from **June 06 to June 21, 2020**. **25 students** have registered and **24 students** successfully completed certification course.

Students have motivated and very satisfied with the conduction of course. Students were given certificate after successful completion of evaluation.

**Prof. Rishikesh Kumar  
Coordinator**

