

**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**



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

NOTICE

Date: 02/06/2020

All registered students for “**Certification Course in Selling Skills**” from Marketing Management Specialization are hereby informed that Course in will start from June 06, 2020. Details are as below:

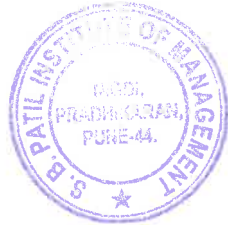
Date: June 06, 2020 to June 21, 2021 (Saturday & Sunday)

Timing: 09.00 am to 04.00 pm

Attendance is mandatory.



Dr. Kirti Dharwadkar
Director, SBPIM



**Pimpri Chinchwad Education Trust's
S. B. Patil Institute of Management**

**Attendance
Certification Course in Selling Skills**

Sr. No.	Name of the Student	Jun-20						Total
		6	7	13	14	20	21	
1	Darade Sejal Satish	P	P	P	P	P	P	6
2	Khachane Vaishnavi Anil	P	P	P	P	P	P	6
3	Kamble Deepak Jeevan	P	P	P	P	P	P	6
4	Pawar Pavan Shivaji	P	P	P	P	P	P	6
5	Sawale Subodh Anna	P	P	P	P	P	P	6
6	Shinkar Vishwanath Pitambar	P	P	P	P	P	P	6
7	Mutha Taniya Pravin	P	P	P	P	P	P	6
8	Joshi Aditya Dilip	P	P	P	P	P	P	6
9	Ahale Ankush Shailesh	A	P	P	P	P	P	5
10	Saste Aditya Jalindar	P	P	P	P	P	P	6
11	Lole Ashish Hanumant	P	P	P	P	P	P	6
12	Pawar Monica Kishan	P	P	P	P	P	P	6
13	Shinde Nikhil Ramesh	P	P	P	P	P	P	6
14	Surve Tushar Ramesh	P	P	P	P	P	P	6
15	Dhamal Jeevan Vilas	P	P	P	P	P	P	6
16	Gaikwad Onkar Ganpat	A	P	P	P	P	P	5
17	Gunjal Prasad Sambhaji	P	P	P	P	P	P	6
18	Nigade Aditya Dipak	P	P	P	P	P	P	6
19	Patil Yogesh Rajendra	P	P	P	P	P	P	6
20	Visapurkar Shruti Vinayak	P	A	A	A	A	P	2

Sr. No.	Name of the Student	Jun-20						Total
		6	7	13	14	20	21	
21	Verma Mayank Barsatilal	P	P	P	P	P	P	6
22	Nair Akhil Rajeev	P	P	P	P	P	P	6
23	Sobale Chetan Ramdas	P	P	A	P	P	P	5
24	Hage Rupesh Eknath	P	P	P	P	P	A	5
25	Devkate Harshada Subhash	P	P	P	P	P	P	6
Total		23	24	23	24	24	24	

Rishikesh

Mr. Rishikesh Kumar
Coordinator

