

## PCET'S

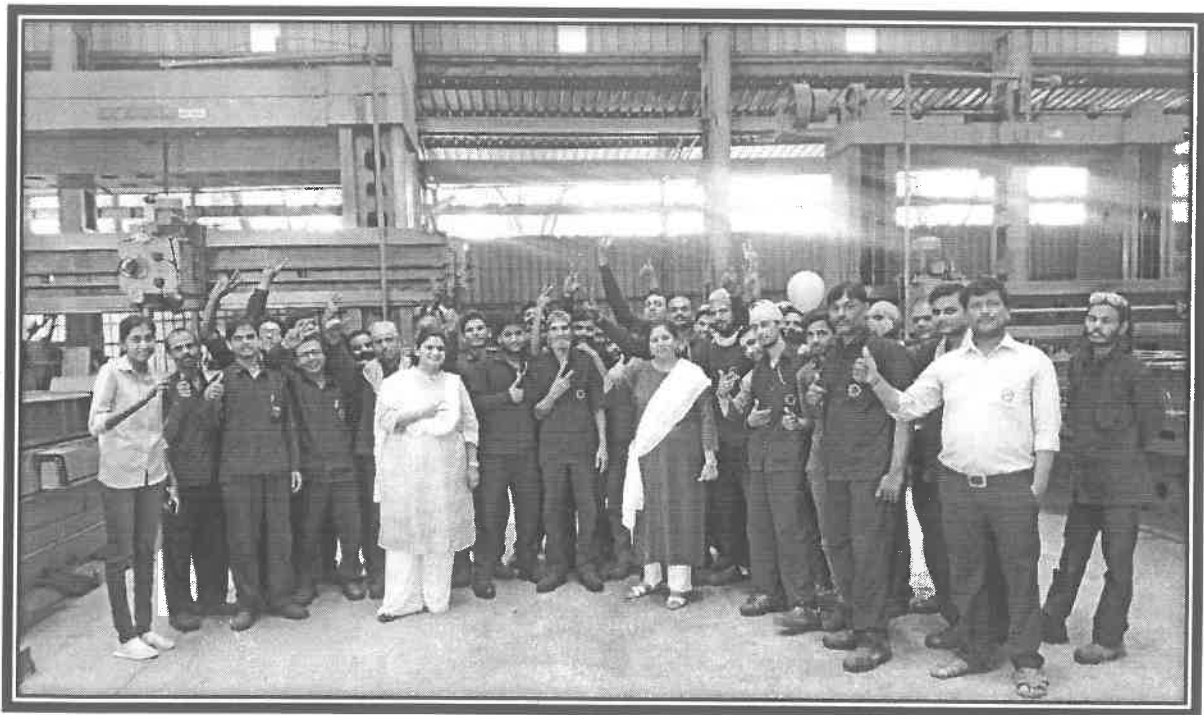
S.B.Patil Institute of Management

Training & Consultancy At

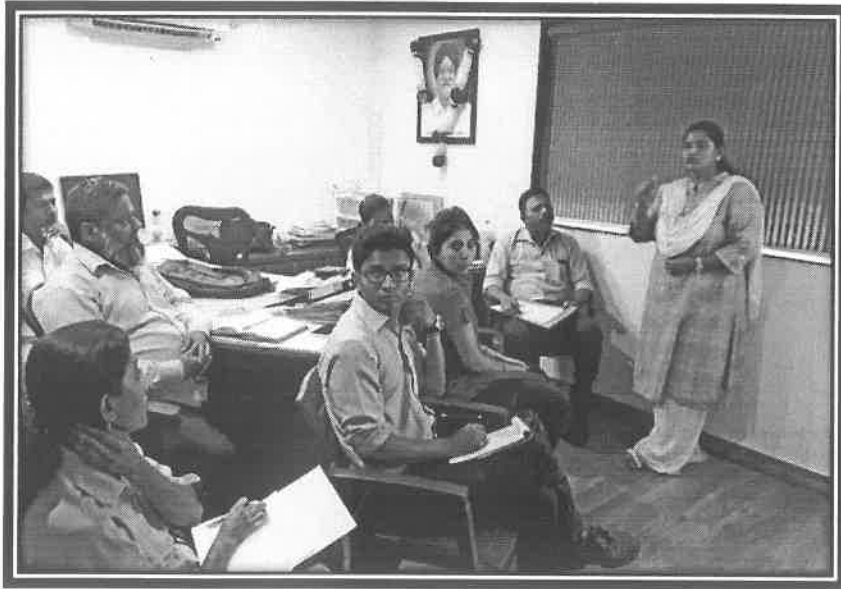
RaunaQ Engineering Pvt Ltd

17<sup>th</sup> April 2019

As a part of SBPIM training consultancy a one day Training session was conducted by two of HR faculty members Dr. Anuradha Phadnis and Dr. Iram Ansari at Raunaq Engineering Pvt Ltd, MIDC, Bhosari, Pune 26. 30 workers and 20 staff employees took part in the training sessions. Dr. Anuradha Phadnis engaged the staff and the workers on the topic soft skills and Dr. Iram Ansari took training session on motivation. The session was complemented with activities and games related to the topics. The Director of the company RaunaQ Engineering Pvt Ltd, Mr. Jaswinder Singh Sokhi gave a positive feedback about the sessions. Workers and staff also enjoyed the training sessions and the activities as well.



*Happy worker staff along with the trainers Dr. Anuradha Phadnis & Dr. Iram Ansari*



*Staff Training Sessions*

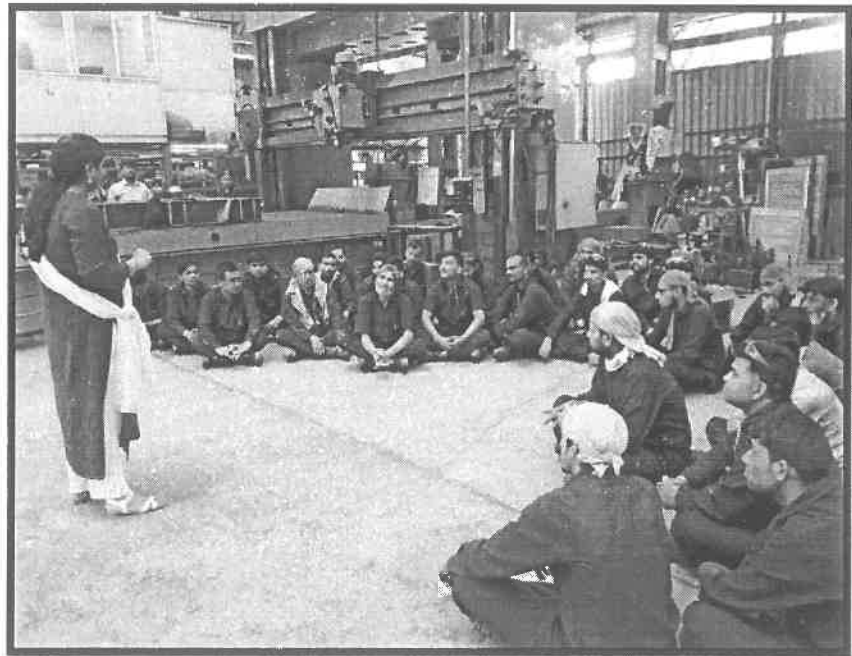
*Employees engaged in an activity*





*Training Sessions  
with the workers*

*Workers getting  
engrossed in the  
sessions*





*Workers enjoying activities at the session*

Dr. Daniel Penkar



  
Director  
S. B. P. Institute of Management  
Sector No. 25, Nigdi,  
Pradharan, Pune-411 044

Director

SBPIM



**PCET's**  
**S.B. Patil Institute of**  
**Management**

## Training & Consultancy

Industrial Trainings, MDPs,  
FDPs & Reaserch Assingments

### **We Provide Customized Behavioral and Marketing Training's:**

- Communication Skills
- Motivation
- Attitude Building
- Essential Negotiation Skills for Sales Person,
- Power of Networking
- Effective Techniques to Increase Sales
- How to Convince Customers
- How to set 'Goal' & Team Building
- Perception
- Effective Marketing Communication-
- Etiquette, Soft skills for Marketers
- Achieving Marketing Targets
- The Lost art of Sales force Belongingness
- Personality Grooming
- Leadership Training
- Dealing with Challenging Customers
- Change Management
- Time Management
- Team Building
- Conflict Management
- Self - Analysis
- In Depth Interviews
- Prioritising Tasks
- Handling Emotions
- Stress Management
- Sales Techniques
- Identify potential Customer
- Know your customer



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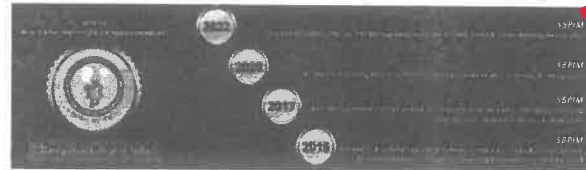
### **ABOUT SBPIM :**

S. B. Patil Institute of Management (SBPIM) is one of the renowned MBA Institutes in Pune, established in 2009, nurtured and managed by Pimpri Chinchwad Education Trust. The Trust, which has been in existence in the field of education since 1990.

We strongly believe that two years of 'MBA programme from Savitribai Pune University is an opportunity for our students to develop as true Business Professionals and we are determined to create Global Business Professionals using the best Infrastructural Facilities, Highly Experienced faculty, well established "Industry-Focused Teaching-Learning process" and industry-institute partnership in developing "Entrepreneurs" & "Ready to use Employees".

Having intake of 180 students, SBPIM has been functioning proactively to provide the best professional environment to MBA students in terms of Academics, Industry & Business oriented tailor-made training's, Sports, Co-Curricular & Extra Curricular activities, Cultural activities, various competitions, etc to create true business professionals.

The Output of any Institute is the Input of industry. We sincerely thank our Industrial counterparts who, under our C2C (Corporate to Campus) program, help shaping the industry focused personalities of our students through their direct mentorship and continued interaction.



<http://www.sbpimmba.com/>

- Training Pedagogy:**
- Group Activities*
  - Ice Breaking Activities*
  - Energisers*
  - Interactive Sessions*
  - Discussions*
  - Brainstorming*
  - Experiential Sessions*
  - Games*
  - In depth Interviews*
  - Participative Training*
  - Outdoor Management Training*
  - Demonstrative Training*
  - Workshop*
  - Fun Activities*
  - TNA Reports*
  - Fishbowl Training*
  - Role Play*
  - OD Interventions*
  - Situation Analysis*

### **Our Patrons:**

- Raunaq Engineering Pvt. Ltd
- Aircare Systems & Solutions Pvt. Ltd.
- Accurate Powertech
- Anvin Engineers Pvt.Ltd.
- Trigon Enterprises Pvt.Ltd.
- Shreyas Tools
- Uttam Tools
- Rishi Polymers Pvt.Ltd.
- AQ Mechanical & Electrical Manufacturing India ,Pvt.Ltd

### **Contact Us:**

Dr. Anuradha Phadnis: 9850728206  
Dr. Iram Ansari: 9766203786

Dr.Swapnali Kulkarni: 8007548648  
Dr.Kajal Maheshwari: 9326505453

