



### **Lecture on “How to gain acceptance, and possibly achieve success” by Dr. N. Jayasankaran**

On the 6<sup>th</sup> of February, Batches 4 and 5 had the privilege of interacting with Dr. N. Jayasankaran, Member, Board of Governors, BIM. The lecture emphasized on the codes of conduct for MBA’s both during their tenure at the Institute and at the work place. The advice was highly appreciated and well received by the students of both batches.

On the 12<sup>th</sup> of February, Dr. N. Jayasankaran delivered a lecture on “Goal Programming”. This class focused on the relevance of the topic in managerial decision making.



Prof. V. Sivakumar

### **Seminar by Prof. V. Sivakumar**

Prof. Sivakumar, holder of four masters, a man with oodles of corporate experience and boundless energy held a seminar on “Professional and Personal Progress”. The seminar emphasized on the common dimensions associated with success, which ranged from manager’s communication skills, leadership traits, risk taking abilities and decisiveness. The students gained valuable insight into what makes a successful person; and when something like this comes from a person of such caliber one accepts and cherishes it.

The details of the seminar is available at:

Date:11/02/2008 URL: <http://www.thehindu.com/thehindu/edu/2008/02/11/stories/2008021151160400.htm>

## Workshop on Negotiation Skills

Negotiation skills and career success go hand in hand. Last week, Batch 4 students underwent a rigorous 2-day workshop on “Negotiation Skills” under the guidance of Mr. Manjunath, General Manager (Retd.), BEML. Mr. Manjunath has over 40 years of hands-on experience in handling trade-union negotiations, purchase and supply contracts of International scale and Conflict Resolution.

The thought processes and outcome expectations on both sides of the table were given special emphasis. In the mock-negotiations that took place at the end of each day, students took on various roles and tried their hands at creating a win-win solution to real life problems. Mr. Manjunath wrapped up each day by sharing the actual series of events that led to problem resolution.



\*[Distributed to the Faculty, Students and Alumni of Bharathidasan Institute of Management, Bangalore]\*

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