



Bharatiya Vidya Bhavan's  
**SARDAR PATEL COLLEGE OF ENGINEERING**

Andheri (W) Mumbai-400058  
(Government Aided Autonomous Institute)  
Affiliated To University of Mumbai



## ACTIVITY REPORT

*National Level Webinar*

*On*

***“Business Skills needed to thrive in the 21st Century”***

*28th August 2023*

***Organized by***

*IIIE SPCE Student Chapter, SPCE, Mumbai*

*Venue:*

*Online (Google Meet Platform), You Tube Streaming*

***Under Department of Mechanical Engineering & IQAC***

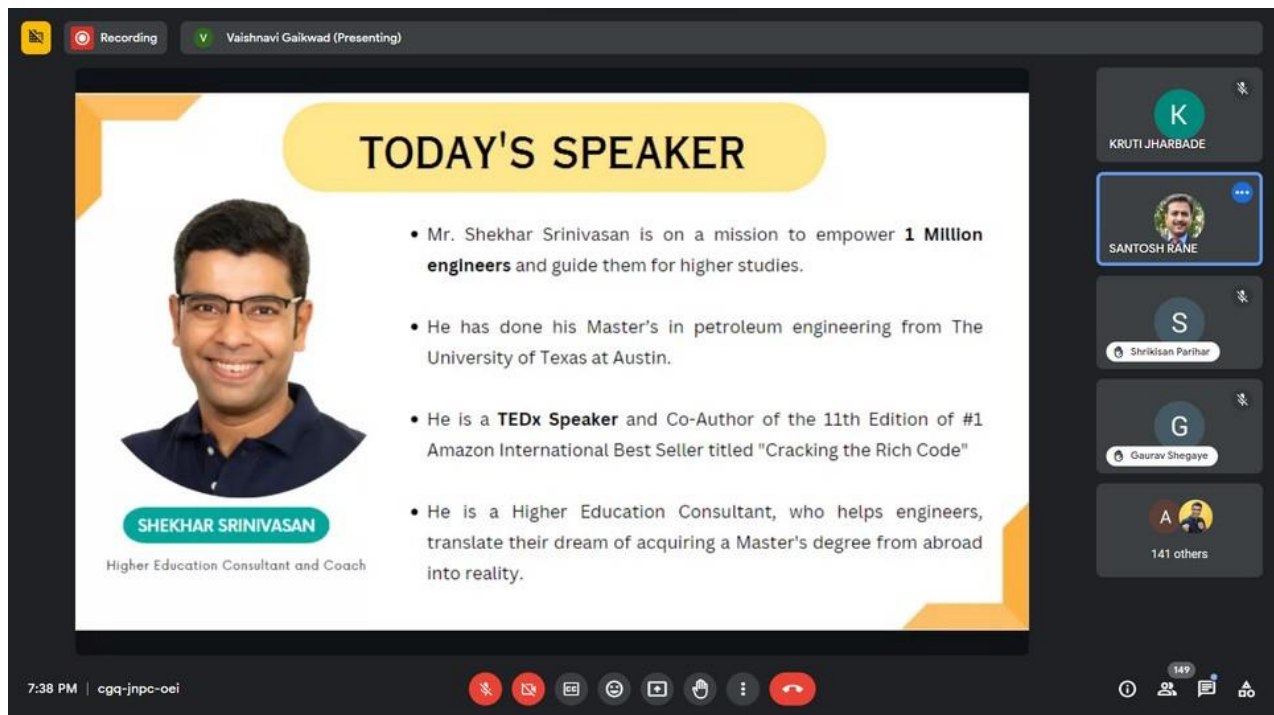
*in collaboration with*



## Event Highlights

- **Date of event:** August 28, 2023
- **Time of event:** 07:30 pm onwards
- **Venue/Platform:** Google Meet and You tube streaming
- **Number of participants:** 744 registered participants ,
- **Number of States:** Participants across 23 States & Union Territories

**About Speaker:** Mr Shekhar Srinivisan is a higher Educational Consultant ,who helps engineers, translate their dream of acquiring Master’s degree from aboard into reality. He is a TEDx Speaker and Co-Author of the 11th Edition of #1Amazon International Best Seller titled "Cracking the Rich Code"

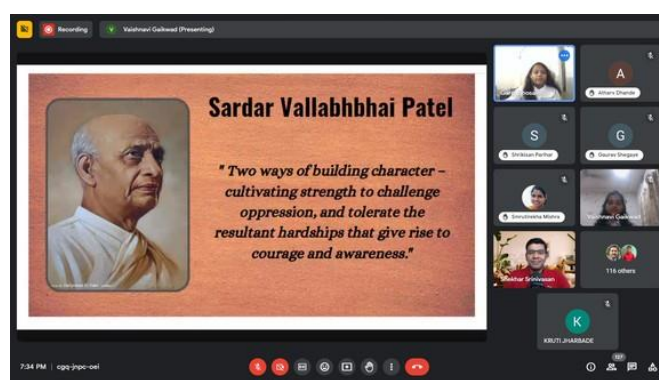
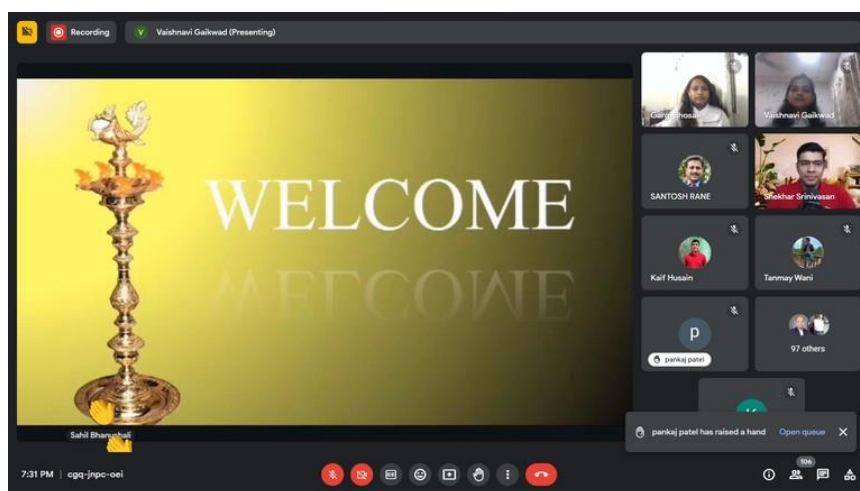


The screenshot shows a Google Meet interface with a presentation slide titled "TODAY'S SPEAKER". The slide features a portrait of Mr. Shekhar Srinivisan, a Higher Education Consultant and Coach. The slide text describes his mission to empower 1 million engineers, his Master's degree from The University of Texas at Austin, his role as a TEDx Speaker and Co-Author of the book "Cracking the Rich Code", and his work as a Higher Education Consultant. The meeting interface includes a recording indicator, a list of participants (Kruti Jharbade, Santosh Rane, Shrikisan Parihar, Gaurav Shegaye, and 141 others), and a bottom toolbar with icons for mute, video, chat, and other meeting controls.

## Inauguration Ceremony:

The virtual inauguration of the online event, organized by the IIIE Student Mumbai Chapter SPCE, heralds an exciting exploration into the essential business skills imperative for success in the 21st century. Attendees from diverse corners of India converged to embark on a journey of knowledge and insight. The ceremony marks the beginning of an engaging and enriching experience that promises an introduction to the tools to excel in the dynamic challenges of the business world in 21st century.

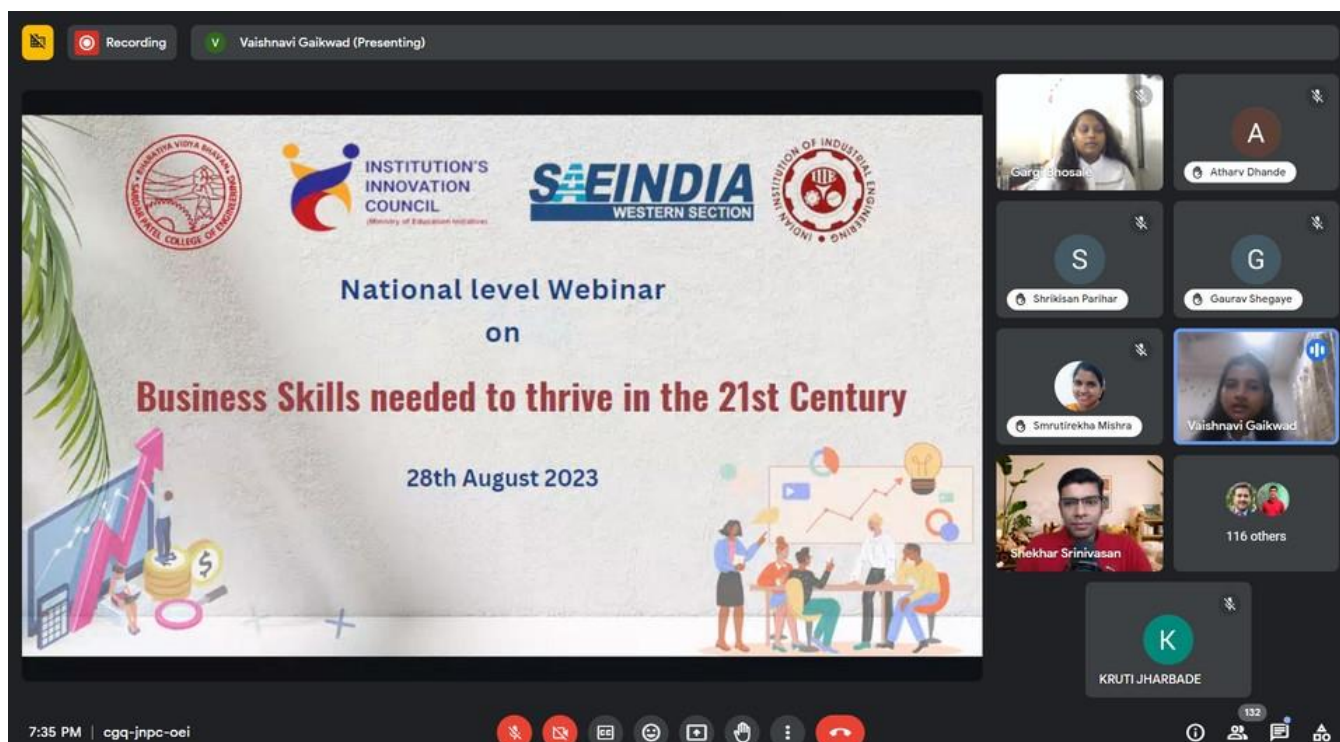
As participants settled into the virtual space, speeches, focusing on the lives and achievements of Founder of Bhartiya Vidya Bhavan ,Dr. K.M. Munshi and the Iron Man of India Sardar Patel were given by Miss Vaishnavi Gaikwad and Miss Gargi Bhosale respectively. The speakers eloquently shared Dr.Munshi ji's role and his contributions, while also highlighting Sardar Patel's instrumental role in unifying the nation post-independence.



*Introductory session*

## **The Event:**

The event's hosts gracefully passed the honor of welcoming the speaker, **Mr. Shekhar Srinivasan** to **Dr. Santosh Rane**, the faculty and former Dean Academics SPCE Mumbai. His words resonated through the audience, capturing their attention and setting the tone for an engaging and memorable event ahead. He was also thankful to the speaker for his valuable time and providing the opportunity for a new experience.



*Glimpse of event*

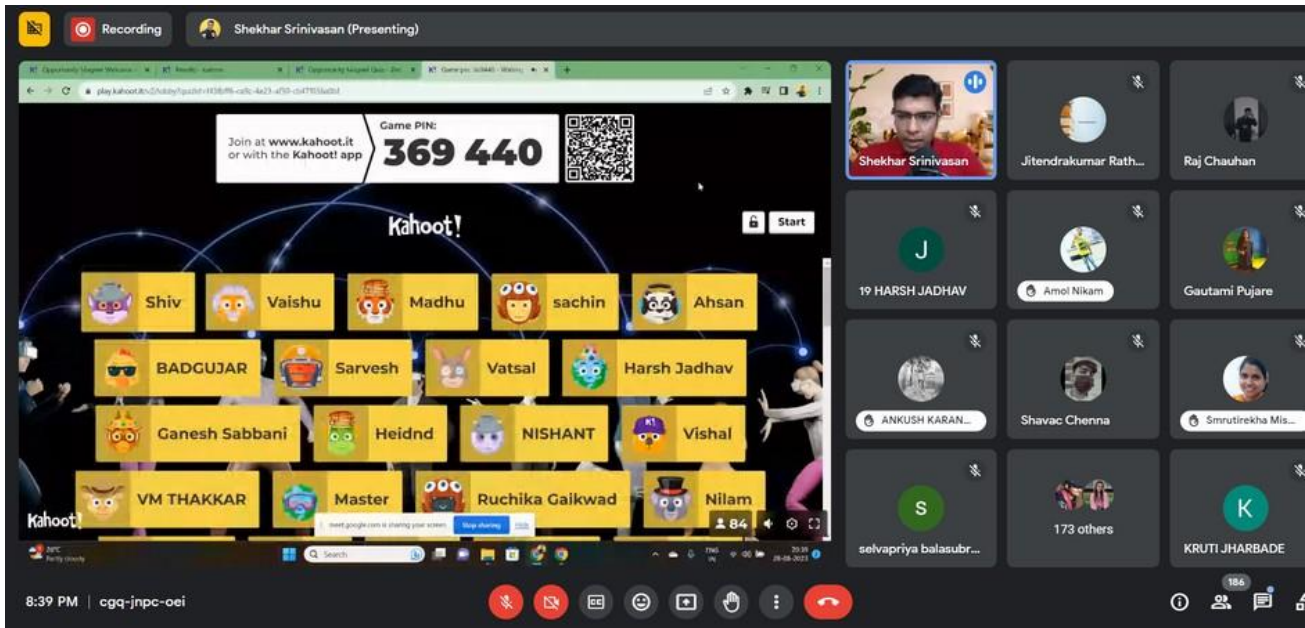
## **Techniques Introduced:**

**Persuasive Writing:** The speaker focused on crafting compelling content, proposals, and marketing materials emerged as an art form that not only engages clients but also attracts investors and stakeholders, thereby propelling business growth.

**Elevator Pitching:** Mr. Shekhar Srinivasan introduced a crucial aspect of modern business skills - the art of elevator pitching. This technique involves delivering a compelling summary of an idea, project, or oneself within the span of an elevator ride.

He highlighted the significance of being able to communicate effectively and persuasively in a limited timeframe, capturing the attention of potential clients, investors, or collaborators.

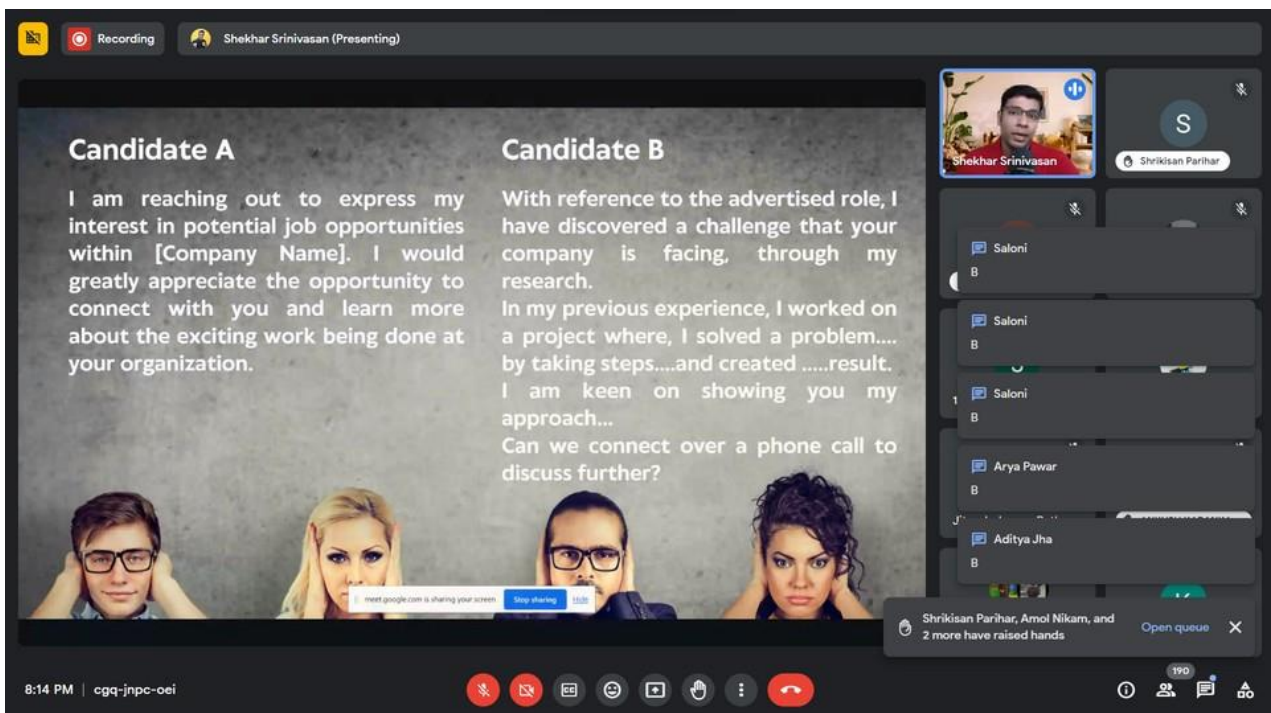
**Cold Calling:** The speaker explained that despite the digital age, cold calling retains its relevance for sales and business development. The panelists shared strategies for effective cold calling, including crafting impactful openings and building rapport.



*Glimpse of quiz round*

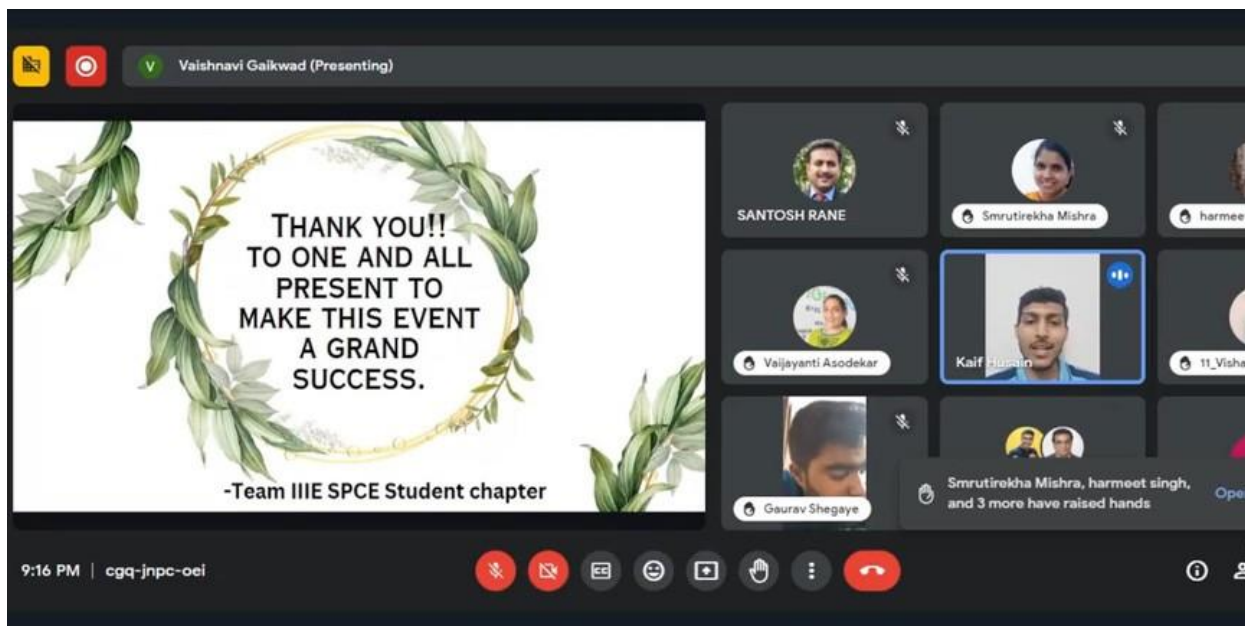
## Engaging Quizzes:

One of the key highlights of the event was the integration of interactive quizzes through the Kahoot platform. These quizzes added an extra layer of engagement and excitement, transforming the event into an immersive learning experience. Participants, who were from various states across India, were able to actively participate and test their understanding of the concepts being discussed.



## Q&A Session:

The interactive Q&A session observed participants posing thought-provoking questions. Particularly noteworthy was a participant's query, "How committed are you to learning and implementing these strategies to attract opportunities? Furthermore, which particular principle are you looking forward to mastering as a result of this webinar?" This question sparked a compelling discussion on the pivotal role of dedication to learning and the practical application of strategies.



## Vote of Thanks:

**Mr. Kaif Badshah**, The Chairman of the IIIE-SPCE Student Chapter concluded the event with a heartfelt Vote of Thanks. He expressed gratitude to Mr. Shekhar Srinivasan for sharing his valuable insights, the participants for their active engagement, and the organizing team for their efforts in making the event a success.

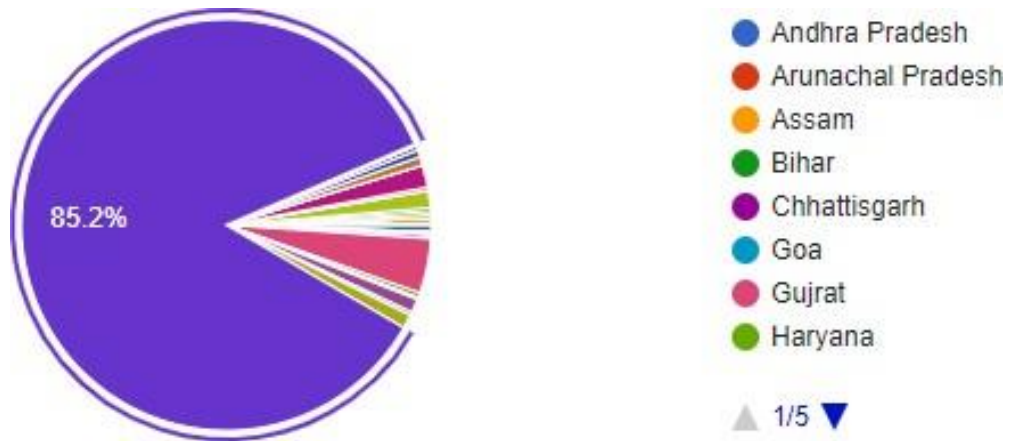
## Closing Remarks:

The online webinar on essential business skills, coupled with the interactive Kahoot quizzes, offered participants a unique and enriching experience. By fostering engagement, reinforcing knowledge. The event successfully achieved its goal of equipping attendees with introduction to tools for navigating the challenges of the modern business landscape.



*Participation from across the country*

**State wise participation:**



Andhra Pradesh	Maharashtra	Haryana
Assam	Jammu and Kashmir	Manipur
Bihar	Jharkhand	Odisha
Chhattisgarh	Karnataka	Punjab
Dadra and Nagar Haveli	Kerela	Rajasthan
Delhi	Madhya Pradesh	Tamil Nadu
Gujrat	Uttarakhand	Telengana
West Bengal	Uttar Pradesh	



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*National Level Webinar on*

## **Business Skills needed to thrive in the 21st Century**

**How to Become an Opportunity Magnet?**

### **ABOUT THE EVENT**

- Foster awareness of thriving in a fast-changing engineering world.
- Overview of vital business skills needed in 21st century
- Address the need for standing out amidst rapid disruption and AI
- Focus on hard skills for 21st century, like **Cold calling, Elevator Pitching, Sales, and Persuasive Writing**

### **THE SPEAKER**



**SHEKHAR SRINIVASAN**

Higher Education Consultant and Coach

- Mr. Shekhar Srinivasan is on a mission to empower **1 Million engineers** and guide them for higher studies.
- He has done his Master's in petroleum engineering from The University of Texas at Austin.
- He is a **TEDx Speaker** and Co-Author of the 11th Edition of #1 Amazon International Best Seller titled "Cracking the Rich Code"

**Date** : 28th August, 2023



**Time** : 7.30 PM Onwards

**Venue** : Online

**E-Certificates will be provided**

**Register for FREE!**



<https://forms.gle/businessskills>



# ABOUT ORGANIZATIONS

In collaboration with



SAEINDIA WS



IIIE Mumbai Chapter



Institution Innovation  
Council

## Under Department of Mechanical Engineering & IQAC

**SPCE:** Sardar Patel College of Engineering, a Government Aided Engineering College was established in 1962. The institute is Autonomous and permanently affiliated with the University of Mumbai. It has received a Grade "A" rating from Govt. of Maharashtra and has maintained a proud tradition of excellent academic records by securing high ranks and accreditations. Institute offers B.Tech, M.Tech, and Ph.D. Programs in Civil engineering, Mechanical engineering, and Electrical Engineering. SPCE has successfully completed TEQIP II and TEQIP III projects.

**IIIE Mumbai Chapter:** The Indian Institution of Industrial Engineering, founded in 1957, is a non-profit organization for the profession of Industrial Engineering in India consisting of members specialized in the areas of Work Study, O & M., Production Planning & Control, Materials Management, Value Engineering, PERT/CPM, Operations, Research, Financial Management, Statistical Quality Control etc. and other emerging disciplines.

**SAEINDIA WS:** SAEINDIA is India's leading resource for mobility technology. As an individual member-driven society of mobility practitioners, the ownership of SAEINDIA rests with its members who are Individuals from the mobility community, which includes Engineers Executives from Industry, Government Officials, Academics and Students.

## PATRONS

**Dr. Seshu Iyer**

Chairman BoG  
SPCE, Mumbai

**Dr. M. M. Murudi**

I/C Principal  
SPCE, Mumbai

**Dr. Reji Mathai**

Chairman  
SAEINDIA WS

**Mr. Ramesh Pasarija**

Executive Director  
SAEINDIA WS

## **ORGANIZING COMMITTEE**

### **Dr. Santosh Rane**

Faculty and Former Dean Academics,  
Chairman IIIE Mumbai Chapter,  
SPCE, Mumbai

### **Dr. Ramsubhash Maurya**

H.O.D Mechanical Engineering dept,  
SPCE, Mumbai

## **ORGANIZING IIIE-SPCE STUDENT COMMITTEE**

### **Manasvi Mahadik**

Secretary  
III E-SPCE Student chapter  
99308 51364

### **Kaif Badshah**

Chairman  
III E-SPCE Student chapter  
7709596164



## **WHO CAN ATTEND THE EVENT**

Students, Industry Persons, Faculty members, Researchers and Practitioners. The Program is FREE of cost for all participants.

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E-certificates will be provided to participants after attending the webinar and submitting the feedback form.#

\*Participation and Registration rights are kept with organizing team.

**Written and Compiled by:**

**Documentation member  
Ansari Khalid**

**Documentation member  
Kruti Jharbade**

**IIIE -SPCE Student Chapter Heads**

**Vice Chairman  
Ms. Manasvi Mahadik**

**Chairman  
Mr. Kaif Badshah**

**Approved By : Faculty Advisor of IIIE SPCE Mumbai Chapter : Dr.Santosh Rane**