

Workshop 1

Year	Batch (21-23)
Topic name of the guest lecture	Mastering Pre-Sales
Speaker Name	Mr. Nakul Mathur
Number of Participants	131
Date	19/07/2022

The Activity report:

Sir began the session by bringing to light the importance and ubiquity of Pre-Sales. He pointed out the pre-sales process and the best practices while creating a Pre-Sales process.

Sir discussed about the sales funnel and its different stages like Awareness, Discovery, Evaluation, Intent, Purchase, Loyalty. Sir also explained the best practices while creating a Pre-sales process like Create a culture of mutual respect and collaboration, Define Roles and responsibilities, Implement a clear process and communicate. He also gave some examples of a strong Pre-sales process like Identifying Leads – Building material supplier, Submitting Bids, Closing Deals, Renewing Deals.

Sir concluded by summarizing the entire content discussed during the lecture. He addressed the questions the students raised. All the participants benefited from the session as they got an opportunity to dive deep into the Managing Pre-Sales creates tremendous opportunities for industries and national economies.

Attendance report:

S.No.	Div.	PRN	Name	Attendance
1	A	21020542001	ADESH GAIKWAD	P
2	A	21020542002	ABDULLA SIDDIQUI	P
3	A	21020542003	ABHJEET PANDREY	P
4	A	21020542004	ABHESHA KASTURI	P
5	A	21020542005	ABHESHEK ANAND	P
6	A	21020542006	ABHESHEK MAITRA	P
7	A	21020542007	ADARSH KESHARI	P
8	A	21020542008	ADITHYA RAJEEVAN	P
9	A	21020542009	ADITI MARWAHA	P
10	A	21020542010	AKASH RANA	P
11	A	21020542011	AKSHATA DESAI	P
12	A	21020542012	AKSHAY PAWAR	P
13	A	21020542013	ALISHA FARZANA	P
14	A	21020542014	AMARJIT SAHA	P
15	A	21020542015	ANANYA SINGH	A
16	A	21020542016	ANJALI SRIVASTAVA	P
17	A	21020542017	ANKIT ANAND	P
18	A	21020542018	ANKITA DUTTAGUPTA	P
19	A	21020542019	ARNAB CHATTERJEE	P
20	A	21020542020	ARNAV GUPTA	P
21	A	21020542021	ARJUN KUMAR	P
22	A	21020542022	ASHLEY FELIX TUSCANO	P
23	A	21020542023	ASHUTOSH MEHRA	P
24	A	21020542024	ASTHA JAIN	P
25	A	21020542025	AZBANA VELATI	P
26	A	21020542026	BAHILE APOORVA NILESH	P
27	A	21020542027	BANSODI AMAY YASHINU	P
28	A	21020542028	BHANU BHATIA	P
29	A	21020542029	BISWAJIT DAS	A
30	A	21020542030	CHABISHA SHYAM SUDHA	P
31	A	21020542031	CHAUDHARI VIPUL VIJAY	P
32	A	21020542032	CHELLVAMATHI R S	P
33	A	21020542033	CHINMAY SHEOREY	P

TOTAL -	160
PRESENT -	131
ABSENT -	29

