



PONDICHERRY UNIVERSITY
SCHOOL OF MANAGEMENT
DEPARTMENT OF MANAGEMENT STUDIES

5 DAY STUDENT DEVELOPMENT PROGRAMME

TALENT GAIN

**Training MBA Students to make
"Industry Ready"**

DATE : 21.09.2020

TIME : 5:30 PM



Welcome Address

Prof. B. Charumathi
Professor & HOD
DMS, PU



Inaugural Address

Prof. S. Balakrishnan
Director - Studies
PU



Trainer

Mr. G. Krishnan
Consultant - IT services
Chennai



Vote of Thanks

Dr. B. Rajeswari
Assistant Professor
Coordinator of Talk Series
DMS, PU



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Training MBA Students in IT Industry Specific Areas
Integrating Real-world experience into the formal learning program

Trainer: Mr.G.Krishnan

DAYS (1.5 hrs each)	TOPICS
DAY 1	IT Industry Overview/ Roles & Career Path
DAY 2	Engagement Model & Bid Process (Customer Perspective)
DAY 3	Sales Channels/Bid Process(Vendor Perspective) & Internal Bid Management
DAY 4	Account & Delivery Management in IT Services
DAY 5	Solution Architecting & Persentation Aspects

Convener

Prof.B.Charumathi
Professor & HOD
DMS, PU

Coordinator

Dr.B.Rajeswari
Assistant Professor
Coordinator of Talk Series
DMS, PU