

## 21MBA211

### Business Communication

#### **Assignment for the module topic: Negotiation skill**

**Type of Assignment:** Individual assignment .Assignment for learning negotiation process between two people **Assignment to be done by students:** Students have to show their clear thinking, communication and negotiation skill.

**Question of the Assignment:** Each student is given one product sales. They have to make a call to the customer. Students are given only the phone number they are not given any more details about the customer so it's a COLD CALL. The duration of the call is not limited by time. The is complete only when the student gets to sell the product or is not able convince the customer to buy.

**The COLD CALL is evaluated by the listener of the call who is the disguise customer** on the basis of:

1. Sales offer provided by the students. (In this assignment it is the student who makes the sales offer to the other person who is a potential customer).
2. Sales talk is impressive/Informative
3. Sales talk is effective for making buying decision.

#### **Rule for Assignment**

- All the members of the team have to participate in converting cold call into successful leads with each call being not more than two minutes.
- During the call students have to convince and sell the product / service which is allotted to each student
- Call cannot be taken by any other student.



## SECTION A - List of caller details and Products for Cold call Assignment

SL	NAME	Product	Call Number	Alumni Assigned for the cold call evaluation
1	Isaac Jesse K	Life Insurance of a Private Insurance Company	9164202938	Ramakanth
	Prakash	General Insurance/vehicle insurance of an app based company	9164202938	
	Aditya Uday Hegde	Sales of Two BHK flats in Mysore from a popular realestate company	9164202938	
	Akash Rachappa Khanagavi	Life Insurance for senior citizens from a Private Insurance Company	9164202938	
	KAUSTUBH LACHAPPANAVA	Sales of Tax filling services on the finance service provider app	9164202938	
	VINAYAK RAO GAIKWAD	management company	9164202938	
	Amit Kamadollishettaru	Tutorials for competitive exams by an app based tutor company	9164202938	
2	Aniket Sanjay Revankar	Sales of farms lands by a Real Estate Company	949286205	Mohana
	Anvith Kumar	Sales of Club memebership to a sports and receration club in the City	949286205	
	Bhaskara Prabhu	Sales of Three BHK Duplex Flats by a real estate agent	949286205	
	Bhuvanesh P	Sales of Property for commercail development by a city real estate agent	949286205	
	Akanksh K G	Sales of De Mat account services by a private bank	949286205	
	Basavaraj	Sales of membership for a well ness club in the city	949286205	
3	Girish N Nashi	Sales of membership for Annual Maintenece Contract of a four wheeler by a local service center	8904146820	Lakshmi
	Gurubasavaraj K M	Sales of Mutual Fund services by a Financial Service Provider	8904146820	
	M Luqman Nawaz	Sales of Health Insurance by Private Insurance Company	8904146820	
	M M Jabez	Sales of General insurance by Private Insurance Company	8904146820	
4	Shreyas G A	Sales of Life Insurance Products of LIC	9740165784	Sowmya
	Hema S	Sales of General insurance by Private Insurance Company	9740165784	
	Anusha	Sales of Life Insurance Products of LIC	9740165784	
	Sagi Sampi	Life Insurance for senior citizens from a Private Insurance Company	9740165784	
5	Abhitha K	Tutorials for competitive exams by an app based tutor company	9964172669	Srikanth
	Ankita Gajanan Naik	Sales of Club memebership to a sports and receration club in the City	9964172669	
	Chaitanya Kamatagi B	Sales of Three BHK Duplex Flats by a real estate agent	9964172669	
	Kavyapriya J	Sales of Property for commercail development by a city real estate agent	9964172669	

6	Madhura A	Sales of De Mat account services by a private bank	9380778046	Uma
	Likitha L	Sales of membership for a well ness club in the city	9380778046	
	JATIN ARUN DESAI	Sales of membership for Annual Maintenece Contract of a four wheeler by a local service center	9380778046	
	RAHUL S SANGOLLI	Sales of Mutual Fund services by a Financial Service Provider	9380778046	
	TEJAS N	Sales of Health Insurance by Private Insurance Company	9380778046	
	SANKET SURESH SHIRSAT	Sales of General insurance by Private Insurance Company	9380778046	
	Suchithra G	Sales of Tax filling services on the finance service provider app	9566009176	Tharaga
7	ABHISHEK SHENOY	Sales of Life Insurance Products of LIC	9566009176	
	DEEPAK GIRISH KALYANI	Life Insurance of a Private Insurance Company	9566009176	
	GAGANDEEP V N	General Insurance/vehicle insurance of an app based company sales	9566009176	
	NAYAN KUMAR	Sales of Two BHK flats in Mysore from a popular realestate company	9566009176	
8	KSHITIJ.P.L	Sales of kindergartan school admission for a local pre school center.	9380778046	uma
	SHREEVATSA.H.V	Sales of Holiday Package of holy piligrimage destinations around south india	9380778046	
9	DINAH NEETHA NORONHA	Sales of De Mat account services by a private bank	8553276869	Dileep
	HARSHITHA SRINIVAS	Sales of membership for a well ness club in the city	8553276869	
	ASHUTOSH KUMAR	Sales of membership for a well ness club in the city	8553276869	
	BERNARD FERNANDES	General Insurance/vehicle insurance of an app based company	8553276869	
10	KAPARTHI BHAVANA	Sales of Three BHK Duplex Flats by a real estate agent	9591956483	Aadish
	VARSHA	Sales of Property for commercail development by a city real estate agent	9591956483	
	CHETAN SINGH M	Sales of Time share Holiday Home around India	9591956483	
	Rahul Ram Bhat	General Insurance/vehicle insurance of an app based company	9591956483	
	RAMANABOINA ANAND KUMAR	Sales of General insurance by Private Insurance Company	9591956483	
11	PRAJWAL S N	Sales of Life Insurance Products of LIC	9902376756	Shakthi
	KOKILA KULKARNI	Life Insurance for senior citizens from a Private Insurance Company	9902376756	
	D SURIYA PRIYASREE	Tutorials for competitive exams by an app based tutor company	9902376756	
	KALAVALA ABHISHTA	Sales of Club memebership to a sports and receration club in the City	9902376756	
	NEETHA KAMATH	Sales of membership for Annual Maintenece Contract of a four wheeler by a local service center	8792694905	

12	SNEHA U	Sales of Mutual Fund services by a Financial Service Provider	8792694905	Jhanavi
	SRUJANA S	Sales of Health Insurance by Private Insurance Company	8792694905	
	SUTOPA DEB	Sales of kindergartan school admission for a local pre school center.	8792694905	
13	VIOLA PINTO	Sales of membership for entertainment shows in the city for a event management company	7022526526	Vamshi
	PAULOMEE BARUAH	Life Insurance of a Private Insurance Company	7022526526	
	CHINMAYEE.M	General Insurance/vehicle insurance of an app based company sales	7022526526	
	LILIMA DASH	Sales of Two BHK flats in Mysore from a popular realestate company	7022526526	
	TRUPTHI CHANDRAHAS SHETTY	Sales of Time share Holiday Home around India	7022526526	

# Business Communication

## Round 2. - Cold Calling - Successful Negotiation - May 7 & 8, 2022

Sl No.	Name of the Student	Topic	Name of the Evaluation & contact No.
1	ABHIJEETH MASHETTY	Electric Automobiles	Dr. Noor Firdoos Jahan - 9945085937
2	AKANKSH P	Life Insurance	
3	AKHILA H	Second hand vehicles	
4	AMITH C	Learning app (byjus, white hat Jr, Cuemath, Toppr)	Prof. C S Venkatesh - 9845018860
5	AMOGHA.Y.G	Credit Card	
6	ANANYA.P.HEGDE	Broad band services	
7	ANUSHA PRAKASH	Network marketing (Like Amway Modi care)	Prof. Rashmi Shetty - 9632855589
8	B.S.SUSHEN	Apartment	
9	BHARATH.K.S	Donations to orphanage	
10	BHOOMIKA BHAT	Life Insurance	Prof. NNS Reddy - 9845492336
11	CHARANA.T.U	Real estate site	
12	DHANUSH.K V	Dmat A/c	
13	DHANYA SHARMA	DTH Services	Prof Manjunath - 9008960025
14	DIVYASHREE.M	Network marketing (Like Amway Modi care)	
15	GANESH HEGDE	Donations to orphanage	
16	JAGADISH SHENOY.R	Dmat A/c	Archana - 7204619153
17	KARTHIK P SHETTY	Movers and Packers	
18	KARTHIK S	Health care- Medical check up	
19	KOTHA KEERTHANA	Apartment	Akshatha - 9483677314
20	LIKITHA.A	Donations to oldage home	

21	M PRANEETH KUMAR REDDY	Electric Automobiles	
22	M.S.SUKRUT	Network marketing (Like Amway Modi care)	Ayushi - 7019841459
23	MADHAN KUMAR C S	Real estate site	
24	MANOJ .N.S	Car insurance	
25	MANOJ RAKSHATH	Health products to gain weight	Chandhan - 8073836728
26	MEHUL .V . BHASKAR	Club membership	
27	NALASANI VARSHITHA	Dmat A/c	
28	NEHA.H.V	Antique Products	Pushpa Pranitha - 8277377808
29	NIKHIL S ANJANALLI	Learning app (byjus, white hat Jr, Cuemath, Toppr)	
30	NIKITHA.J.SHANBHOG	Credit Card	
31	NISHANTH KRISHNA	Donations to orphanage	Prajeeth - 9738309068
32	NIVEDITHA K SWAMY	Wealth Management services	
33	P.T.KIRTI	Luxury products	
34	PRAJWALA.H	Health care- Medical check up	Tharaga - 9566009176
35	PRAMOD K L	Life Insurance	
36	PRANITH KUMAR.S	Real estate site	
37	S SHREYAS	Health products to lose weight	Poornima - 9448503916
38	SAAHIL SRIKANT KULLOLI	DTH Services	
39	SACHITH B K	Donations to orphanage	
40	SANKALP.V	Wealth Management services	Prof. Rajkumar Chavan - 7022321828
41	SATHYA B NAYAKA	Antique Products	
42	SAURABH BHUPALI	Fitness apps	

43	SHEEBAL M S	Second hand vehicles	Chetan Vijay - 8884067776
44	SHIVAM ANVEKAR	Credit Card	
45	SHREEKRISHNA	Health care- Medical check up	
46	SHRI HARI L	Learning app (byjus, white hat Jr, Cuemath, Toppr)	Dhanush R C - 7892344935
47	SHUBHAM RAJENDRA REVENKAR	Donations to orphanage	
48	SHUBHAM SINGH	Club membership	
49	SHUBIKSHA S	Electric Automobiles	Hemanth - 9741735725
50	SIMRANJIT KAUR	Second hand vehicles	
51	SOUMYA GANAPATI HEGDE	Car insurance	
52	SOURAV SADANAND SWAR	Health products to gain weight	Prof. Rashmi Shetty - 9632855589
53	SWAMI SAMIKSHA PUSHPARAJ	Network marketing (Like Amway Modi care)	
54	SYED RAIHAN	Health care- Medical check up	
55	VAISHNAVI N	Movers and Packers	Mallikarjun Channi - 9916561856
56	VARUN.S.BHARADWAJ	Electric Automobiles	
57	VIPUL VILAS NAIK	Donations to oldage home	
58	VISHNU KUMAR	Fitness apps	Nikin Raj - 9964689090
59	YASHWANTH.A	Second hand vehicles	
60	YOGASHREE.C.N	Car insurance	