



DEPARTMENT OF  
MANAGEMENT STUDIES  
VELAMMAL ENGINEERING COLLEGE



VELAMMAL  
ENGINEERING COLLEGE  
The Wheels of Knowledge rolls on!

MANAGEMENT DEVELOPMENT PROGRAM

# Selling Skills

*For sales executives*

**DATE**  
16/9/2017, Saturday

**VENUE**  
VAJRAM HALL  
Dalmia Cement Bharat Limited,  
Chennai-08

**TIME**  
10:00 am



**Management Development Program on**  
**SELLING SKILLS FOR SALES EXECUTIVES**

**Agenda**

10.00 AM		Welcome Address
10.10 AM	Session 1 TA and SALES	Dr.D.Angelin Michael Associate Professor Department of Management Sciences Velammal Engineering College
10.40 AM		Tea Break
10.50 AM	Session 2 SELLING SKILLS	Dr.A.Nirmal Raj Professor & Head Department of Management Sciences Velammal Engineering College
1.00 PM		Vote of Thanks