



**B.V. Patel Institute of Management,
Uka Tarsadia University**



Date: 03/03/2022

Session on The 21st Century Mindset

B. V. Patel Institute of Management organised a session on “The 21st Century Mindset” on 3rd of March 2022. Total 145 students got the benefits of the session. Session was conducted by Mr. Shakil Kadva- Founder & CEO of Top line Business Development Services- Surat.

Objectives of the Expert Session: -

- To highlight the importance of Entrepreneurial skills and how to design and execute innovative solutions based approach for solving complex problems in business.
- To make student practically understand the attitude, skills and knowledge required for Entrepreneurs of 21st century.
- To make students aware of the empathetic listening skills and also how to build successful business model on the basis of their passion and building of purpose in their lives as an Entrepreneur.
- To make students also realize the importance of effective presentation skills and also orient students on the 7 habits of highly effective Business leaders.

About the program:-

The Resource Person Shri Shakil Kadva - CEO & Founder of Top line Business Development Services, Surat and South Gujarat had enlightened students with the need and urgency of developing and solutions based approach to the problems of business

- He also stressed on the need to diversify business models for being able to have a strategic focus on the way forward in business domains.
- He also had discussed insights on successful execution strategies and techniques of various business segments. Even practical case studies were discussed along with highlighting the mistakes made by successful business entrepreneurs of India in their business domains.

- Role play for students were done on various topics of his expertise on effective sales presentations, prospecting and customer objection handling, business modelling, marketing, CRM, innovative business idea generation techniques.
- Mr Shakil Kadva was welcomed and introduced by our faculty Mr Parvez Malek. The Speaker then addressed the students about latest trends to manage innovation in business and also how to deliver solutions based approach towards the problems with the need to build long term customer relationships for continuous revenue generation thru innovative business idea generation techniques



Outcome: The Learning's to the students from the above game changer forum are as under
Students learned the importance of innovative Entrepreneurial skills to excel in business.

- The importance of delivering solutions based approach toward the business problems
- The need to be updated with the latest innovative skills like AI, Robotics, Cloud computing, Block chain for future business domains.
- The need to develop a successful business idea on thru creative business idea generation techniques

- The need to learn and inculcate the 7 habits of highly effective business leaders in our attitude at work place and social life.
- The critical mistakes made by Indian entrepreneurs who did not change with time.
- The need to solve problems of customers and serve customers innovatively thru effective CRM and Sales performance measurement trends and tactics

The session was very innovative and students enjoyed the practical tips given by Shri Shakil Kadva Sir. All students had a great learning and cleared all their doubts by asking innovative questions to the keynote speaker Memento was awarded by our faculty Ms Bhavana madam and vote of thanks was given by Mr Parvez Malek.