



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



Date: 20-03-2023

Expert Session on Payment Collection and Control of Market Credit

Objectives of the Expert Session

- The theoretical and practical implications of effective presentation skills and minimizing resistance to change from financial stake owners.
- The importance of empathy in dealing with credit and debit partners.
- To discuss on the various innovative ways for order processing.
- To build young and budding entrepreneurs for networking with financiers.

Date	20-03-2023
Time	09:30 am to 12:00 noon
Venue	Room No. 6 BVPIM
Number of Students	65 Students of BBA
Speakers	Manish Busa and Rahul Gavate, Team of Progress Alliance
Coordinator	Mr. Parvez Malek and Dr. Vijay Gondaliya
Category	SSIP & Entrepreneurship Cell

BVPIM in collaboration with PROGRESS ALLIANCES CLUB SURAT FOR DEVELOPEMENT OF ENTREPRENEURAL SKILLS IN STUDENTS OF SYBBA.

The Person Serving as a Resource The enormous experience that Shri Rahul Sir and Manish Busa Sir of PA GROUP SURAT have in providing soft skill coaching to business owners was shared with the students of PA GROUP SURAT.

They have also networked with creditors, debtors, and financial intermediaries, and they have shared the practical lessons that they have learned about being passionate. In order to create a new declaration of collection for business entrepreneurs, students of SYBBA will own the responsibility.

Students were given the opportunity to act out a variety of scenarios based on his extensive knowledge of techniques for managing credit and relating it to financial outcomes.

Our faculty member Mr. Parvez Malek served as the host and introduced each of the speakers.

Outcome: The Learning's to the students from the above game changer forum are as under

- The significance of credit instruments as a fundamental component of achieving business prosperity.
- The necessity to construct and reflect upon credit collection tactics.
- There is a necessity to prioritize the development of inventive approaches to address business challenges.
- The students successfully formulated collection plans and strategies aimed at fostering new business development focus.
- The individual possesses the ability to develop a clear understanding of concepts related to collection and stock monitoring.



Students praised the session's creativity and found value in the useful advice presented. All the students learned a lot and had their questions answered by the keynote speakers because they came up with some really interesting ones.