

**Activity Report of “Negotiation Skill” Under the
Memorandum of Understanding (MOU) of
Soham Dadarkar Academy**

**Report
on
Workshop of Negotiation Skills Through Dramatics**

Day & Date: Saturday, 02/07/2022

Time: 10.00 AM to 1:30 pm

Venue: STES SKNSSBM, Seminar Hall

Students Attendance: 150+

The workshop on “Negotiation Skills Through Dramatics” by Mr. Soham Dadarkar was jointly organized by NBSSOMS, SKNSSBM, SKNCOE, and SCOE management institutes.

Ms. Shivani Kale and Ms. Ritu of SKNSSBM welcomed guest speaker Mr. Soham Dadarkar, & Dr. Prachi Pargaonkar, Director, SKNSSBM, Dr. Mamata Mishra, HoD, MBA Dept, SCOE, Dr. Sachin Wankhede, HoD MBA Dept., SKNCOE, Dr. Prakash Pise, Convener, MBA Dept. NBSSOMS.

Dr. Prachi Pargaonkar, Director, SKNSSBM introduced guest speaker Mr. Soham Dadarkar and honored by offering sapling.

Then the interactive session was taken over by the guest speaker Mr. Soham Dadarkar. He explained how his journey started with a Tea(chai) stall story to become an entrepreneur.

Then he took an activity with students asking what comes to their mind after seeing the two words Human and Business then he conducted a Drama scene of Anuj and Nikita recently joined a company after MBA and asked Students to interpret.

He had given various tasks to students:

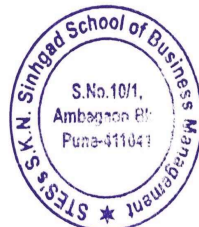
Finding the job title and role you are going to join the company. And suggested some phrases to keep in mind while joining the company are:

K – Knowledge (continues learning process)

S – Skills (can be developed)

B – Behavior

Homework: - Behavior of marketing professional



Mr. Soham Dadarkar created various negotiation situations through dramatics. These scenes were helpful to the audience about the adoption of negotiation skills required for a lifetime. The audience appreciated the acts, as it was real-time situations, and learned a lot and also audience understood various skills required to clinch/ fetch the complex business deals with various means. The audience echoed their appreciation/ feedback by offering a round of applause.

Key pointers of the session for upcoming MBA graduates,

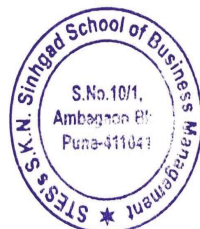
- Start developing relationships in the market, to create your market.
- Do your homework /research on stakeholders before going to the market.
- Build a context and show value in your product.
- Spend more time on problems & less on solutions.

His viewpoints:

I don't work for customers but I work with customers,

The more you learn the better you get.

Mr. Soham Dadarkar concluded his session by thanking all professors, students, and his team members.
















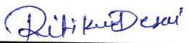







Sinhgad Technical Education Society's
S.K.N. Sinhgad School of Business Management, Pune
Attendance - Negotiation Skills Through Dramatics (Soham Dadarkar Academy)

Place: - SKNSSBM Seminar Hall, Pune

Day & Date: - Saturday, 2nd July 2022

Time: - 10.00 AM - 1.30 PM

Sr. No.	Student Name	Signature
1	Sanket Kirankumar Mule	
2	Saurabh Maroti Pawar	
3	Shraddha Sidramappa Patil	
4	Shubham Satish Shinde	
5	Avinash Anantrao Biradar	
6	Pranav Ramesh Mahajan	
7	Prasad Narayan Yadav	
8	Mansi Arvind Bele	
9	Pratik kumar shah	
10	Pratik Manoj Karande	
11	PRAVIN BABASAHEB BORADE	
12	Priyanka Shyamrao Wanve	
13	Prohit Surendra Warokar	
14	Ritika Desai	
15	Sahil Dharmendra Raghuwanshi	
16	Sambhaji Malappa vagare	
17	Sanjota Dattatray shinde	
18	Sanket Ramdas Bhapkar	
19	Shubhangi Ashok Thorat	



20	SUDHANSHU JITENDRA PATANGE	
21	Swapnil kautik chaudhari	<u>Swapnil</u>
22	Saurabh Ashokrao Pundkar	<u>Saurabh</u>
23	Uday Bhaskar Sawant	<u>Uday</u>
24	Vaibhav Mallinath Birajdar	<u>Vaibhav B.</u>
25	Yadav Vaibhav Popat	<u>Yadav</u>
26	TRUNALI GANESH KALE	<u>Trunali</u>
27	ABHIJEET BIBHISHAN GIRAMKAR	<u>A. B. Giramkar</u>
28	Abhijit shahaji Jadhav	<u>Abhijit</u>
29	Abhishek Manohar Patil	<u>Abhishek</u>
30	Abhishek ManojKumar Sharma	<u>Abhishek Patil</u>
31	Adarsh Satish Paliwal	<u>A. S. Paliwal</u>
32	Aditya Meghraj Bansode	<u>Aditya</u>
33	Aditya Raju mulkalwar	<u>Aditya</u>
34	Harshali pravin choudhari	<u>Harshali</u>
35	Himanshu panjab Gawande	<u>Himanshu</u>
36	Hrushikesh Vitthal Gavali	<u>Hrushikesh</u>
37	Hrutwik Sanjay More	<u>Hrutwik</u>
38	Ishwar Bahirat	<u>Ishwar</u>
39	Janhavee Prakash Nikum	<u>J. Nikum</u>
40	Jiten sonawane pandurang	<u>Jiten</u>
41	Kajal Sukhdev Kapure	<u>Ks. Kapure</u>


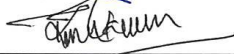







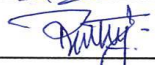
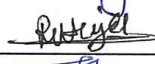






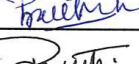



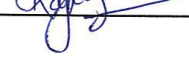


42	KALYANI RAJU BHAGWAT	<u>KBhgwat</u>
43	Karan Jalindar Kamble	<u>kamble</u>
44	Kartik Choudhari	<u>Chaudhari</u>
45	Ketan Pralhad Akotkar	<u>KAkotkar</u>
46	Kirti Chandrashekhar Varma	<u>Kvarma</u>
47	Kohar Tushar Ravindra	<u>KTRV</u>
48	Komal laxman randive	<u>Komal R.</u>
49	Komawar omsai balajirao	<u>Randive</u>
50	Kunal Natthuji Maske	<u>kunal</u>
51	Tejas Rajkumar Kirdat	<u>Tejas</u>
52	Manasi Anil Tawate	<u>M. Tawate</u>
53	Mayur Pundlik Madavi	<u>MPM</u>
54	MAYUR RAMESH SALVE	<u>M.R.Salve</u>
55	Mayur Sharad Gore	<u>MSH</u>
56	Mohammed Imran Mohammed lukman	<u>M.lukman</u>
57	Mokksada Dilip Bhaalerao	<u>M.P.B</u>
58	Nakul Dhiraj Lalbige	<u>N.O.lalbige</u>
59	Nikhil jayvant bansode	<u>NKB</u>
60	Nilesh Shashikant Kajabe	<u>N.kajabe</u>
61	Nitikesh Nandkumar Khairnar	<u>Nitikes</u>
62	Omkar Satish Galande	<u>Omkar Galande</u>
63	Omkar Shivram Jadhav	<u>omshir</u>



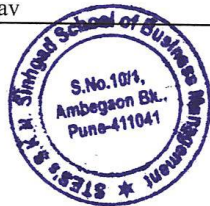
64	Onkar vilas raut	<u>onkar raut</u>
65	Omkar ramesh bellam	<u>OM bellam</u>
66	Pandurang sudhakar giri	<u>P.s.g</u>
67	Paritosh dipak sharma	<u>paritosh sharma</u>
68	Patil Nilesh Bhatu	<u>PNB</u>
69	Payal Raosaheb Kharmale	<u>PK</u>
70	Piyush dayaram pinjarkar	<u>Piyush dayaram pinjarkar</u>
71	Pooja santoshkumar suryawanshi	<u>PS</u>
72	Pooja Shivaji Daingade	<u>Pooja Daingade</u>
73	Pradumn Kisan Wakale	<u>Pragati Babar</u>
74	Pragati Satish Babar	<u>PK</u>
75	PRAKASH RAJKIRAN YADAV	<u>Prakash</u>
76	Prathamesh Shetty	<u>P.shetty</u>
77	Pratiksha Pramod Ghodake	<u>Pratiksha Phalke</u>
78	Pravin Pandurang Phalke	<u>P.P.P</u>
79	Radha Himmatrao Surve	<u>Radha Surve</u>
80	Rahul Chandrakant sul	<u>RS</u>
81	RAJESH SINGH VINODSINGH Thakur	<u>Ram Shukla</u>
82	Ram Rameshwar Shukla	<u>Ram Shukla</u>
83	Rhuthvik Sinddhanath Bhokare	<u>Rhuthvik</u>
84	ROHAN HANUMANTH DESHMUKH	<u>Rohan Deshmukh</u>
85	Rohit Bhaidas Patil	<u>Rohit Patil</u>




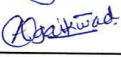







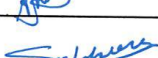





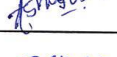

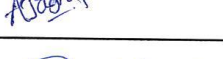




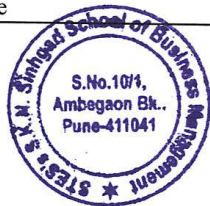
86	Rohit Kailas Rajguru	
87	Rohit Kumar	
88	ROHIT SAYANNA TOTAWAD	
89	Roopam Prakash Jadhao	
90	Rucha Dnyanoba Dhumal	
91	Ruchita Shrinivas Battul	
92	Rushikesh Rameshwar Shukla	
93	Rushikesh Sanjay Jagdale	
94	Rushikesh Santosh Wankhade	
95	Rutuja Bharat Korade	
96	Rutuja Dushyant Shitole	
97	Rutvik Sanjay Kamat	
98	Neha Santosh Sartape	
99	Nikita Ravindra Gullapelli	
100	Payal Pankaj Maisheri	
101	Piya Vinod Mankar	
102	POOJA KAILASRAO DESHMUKH	
103	PRACHI SANJAY KAMBLE	
104	Prashant Pandurang Ingole	
105	Prathamesh Pramod Hingalaje	
106	Puja shivaji sherkar	
107	Rajas Abhijit Zende	



108	Rakhi Pundlik Bhongle	<u>R.P. Bhongle</u>
109	Rutuja Arun Patil	<u>Patil</u>
110	Rutuja Rajendra Patil	<u>Patil</u>
111	Rutuja Rupendra Jadhav	<u>R. Jadhav</u>
112	Rutuja Suryakant Wankhede	<u>Wankhede</u>
113	Sahil Sunil gawade	<u>Gawade</u>
114	Sanket Humbare	<u>Shumbare</u>
115	Savita marotirao shanamwad	<u>Shanamwad</u>
116	Venkatesh Naik	<u>Naik. v.</u>
117	Vishakha Vijay Chaudhari	<u>V. Chaudhari</u>
118	Akshay kundalik lagad	<u>Khandhari</u>
119	Ganesh Maruti Namdhare	<u>G.M. Namdhare.</u>
120	Harshwardhan Subhash Funde	<u>H. Funde.</u>
121	Karan Rama Honakande	<u>K.R. Honkande</u>
122	Kiran Ramdas Lohakare	<u>M. S. Lohakar</u>
123	Mahajan Vithoba Shridhar	<u>M. V. S.</u>
124	Rameshwari Sunil Nile	<u>R. Nile</u>
125	Rushikesh Rajendra Rasane	<u>R. R. Rasane.</u>
126	Rushikesh Rupendra Jadhav	<u>R. Jadhav</u>
127	Shirke prashant balasaheb	<u>Shirke</u>
128	Sumedh Natha Sadavarte	<u>S. S.</u>
129	Vaibhav Bajrang Jadhav	<u>V. Jadhav.</u>



130	Shreenath Bapu Wasvand	
131	Abhijeet vinod Naik	
132	Abhijit Mohan Kawad	
133	Ajinkya ramchandra gaikwad	
134	AJIT RAMCHANDRA MALI	
135	Akash Ashok Chitare	
136	Akash Premraj Marathe	
137	Akash Sanjay Shaharkar	
138	Akshay Suresh Tayade	
139	Amey Tanaji Pokale	
140	Aniket Jaywant Mengade	
141	Ankit Sakhare	
142	Ankush Shankar mule	
143	Anuradha chandrakant munde	
144	Ashish Dhanajirao Patil	
145	Ashtekar shubham mukund	
146	Ashutosh Lalaso Wable	
147	atharva Kumar apte	
148	Atul Babasaheb Jagtap	
149	Badhiye Dhiraj Ashokrao	
150	Bankar Rohit	
151	Bhakti Rajendra Hande	



152	Chikhale Aishwarya Balaji	<i>Balaji</i>
153	Deepak popatrao kharade	<i>Deepak kharade</i>
154	Digvijay Manohar Patil	<i>Digvijay Patil</i>





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FOR ATTENDING NEGOTIATION SKILLS THROUGH DRAMATICS HELD AT
S.K.N SINHGAD SCHOOL OF BUSINESS MANAGEMENT IN ASSOCIATION
WITH SOHAM DADARKAR ACADEMY ON 2 JULY 2022


Dr. Prachi Pargaonkar
Director




SOHAM DADARKAR
ACADEMY



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Director




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Dr. Prachi Pargaonkar
Director




SOHAM DADARKAR
ACADEMY