

## COURSE SCHEDULE

Program	Module	Date	Time
<b>CAREER GUIDANCE</b>	Introduction to Course & Job Selection	8 <sup>th</sup> of every Month	0700 AM(IST)
	Campus to Corporate	9 <sup>th</sup> of every Month	0700 AM(IST)
	Employers Requirement	10 <sup>th</sup> of every Month	0700 AM(IST)
	Understand Yourself	11 <sup>th</sup> of every Month	0700 AM(IST)
	Resume Writing	12 <sup>th</sup> of every Month	0700 AM(IST)
	Understanding Interview	13 <sup>th</sup> of every Month	0700 AM(IST)
	Tips for Interview	14 <sup>th</sup> of every Month 15 <sup>th</sup> of every Month	0700 AM(IST) 0700 AM(IST)
<b>UNDERSTANDING SALES</b>	Sales Overview	8 <sup>th</sup> of Month	0300 PM (IST)
	Sales Jobs for Freshers	9 <sup>th</sup> of Month	0300 PM (IST)
	Product and Consumer Behaviour	10 <sup>th</sup> of Month	0300 PM (IST)
	Sales Process	11 <sup>th</sup> of Month	0300 PM (IST)
	Executing Sales	12 <sup>th</sup> of Month	0300 PM (IST)
	Understanding Customer	13 <sup>th</sup> of Month	0300 PM (IST)
	Customer Retention	14 <sup>th</sup> of Month	0300 PM (IST)
<b>LASTING IMPRESSION</b>	First Impression	15 <sup>th</sup> of Month	0700 AM(IST)
	Creating Lasting Impression	16 <sup>th</sup> of Month	0700 AM(IST)
	Ettiquettes and Branding	17 <sup>th</sup> of Month	0700 AM(IST)
	Practical Communications	18 <sup>th</sup> of Month	0700 AM(IST)
		19 <sup>th</sup> of Month	0700 AM(IST)
<b>STARTING BUSINESS</b>	So You want to Start Business	21 <sup>st</sup> of Month	0300 PM (IST)
	Functions of Business	22 <sup>st</sup> of Month	0300 PM (IST)
	Business Plan	23 <sup>st</sup> of Month	0300 PM (IST)
	Legal Formalities	24 <sup>st</sup> of Month	0300 PM (IST)
	Administrative Actions	25 <sup>st</sup> of Month	0300 PM (IST)
	Financial Planning	26 <sup>st</sup> of Month	0300 PM (IST)
	Marketing Plan	27 <sup>st</sup> of Month	0300 PM (IST)
	Business Skills	28 <sup>th</sup> of Month	0300 PM (IST)