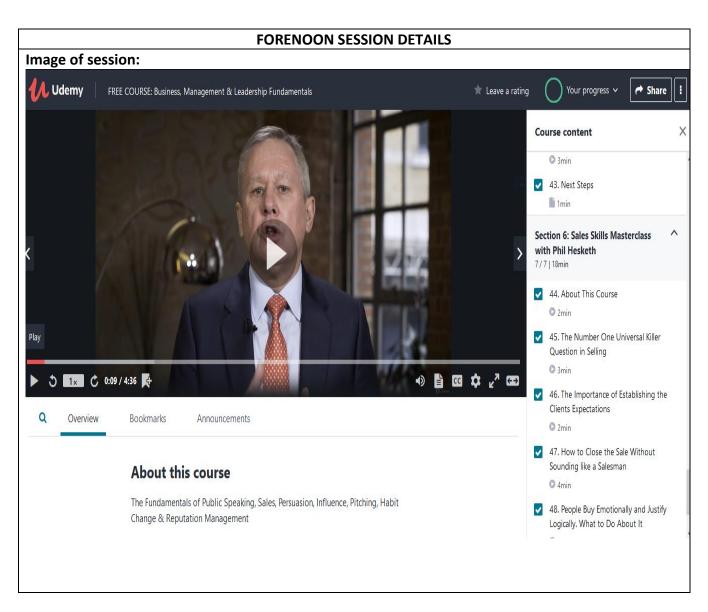
DAILY ASSESSMENT FORMAT

Date:	08/06/2020	Name:	Nishanth
Course:	Business Manageement & leadship	USN:	4al17ec063
	fundamental		
Topic:	1.Importance of establishing the	Semester	6 th b-section
	clents expectators	& Section:	
	2. The Psychology of Persuasion and		
	Influence		
	3.How to Deliver The Perfect Pitch		
	4.How To Break Habits		
	5.Public Speaking Skills		
	6.Reputation Management.		
	7.How To Improve Your Sales Skills		
GitHub	nishanthvr		
Repository:			



The Psychology of Persuasion and Influence with Phil Hesketh

- Our Seven Fundamental Psychological Drivers
- Why We Do What We Do and How We Form Opinions: First Impressions
- Body Language: Reading It and Interpreting It
- How to Handle Difficult People with a Smile
- How to keep improving relationships
- How Relationships Develop and How to Relate to People

The Perfect Pitch: How to Tell Them What They Want to Hear with Alan Stevens

- Why Pitching Is Important
- Key Steps to a Perfect Pitch: Being Concise
- Key Steps to a Perfect Pitch: Solving their Problem
- Key Steps to a Perfect Pitch: Telling Them What They Want to Hear
- An Example Pitch: The Pixar Pitch

How To Break Habits with Gavin Presman (complete course)

- Breaking Habits Through Nano-Change
- Slicing
- Situation
- Stacking
- Stating & Celebrating

Public Speaking Masterclass with Alan Stevens

- So You've Been Asked to Make a Speech or Presentation: Key Questions
- Assessing Your Audience
- Objectives
- What Do They Want To Hear?
- Deciding Your Outcomes
- Preparing to Speak
- Controlling your Nerves
- Presentation Aids
- Speaking Like A Professional

Reputation Management with Alan Stevens

- Recognising Risk
- Alertness and Monitoring
- Positive Action
- Responsiveness
- Being the Best
- Case Study Ratners

Sales Skills Masterclass with Phil Hesketh

• The Number One Universal Killer Question in Selling

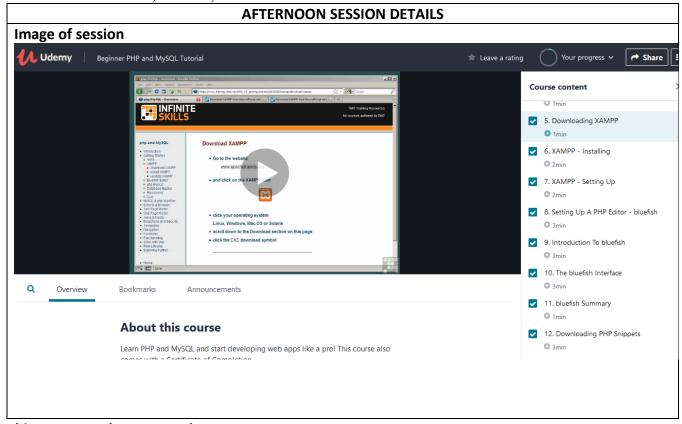
- The Importance of Establishing the Clients Expectations
- How to Close the Sale Without Sounding like a Salesman
- People Buy Emotionally and Justify Logically. What to Do About It
- Being Prepared for Objections
- What Does Value For Money Really Mean?

Date: 08/06/2020 Name: Nishanth
Course: Beginner PHP and MYSQL USN: 4al17ec063

1.software setup Semester & 6th and b section

2.installation of software Section:

3.introduction to PHP,bluefish,XAMPP



This course we learn amout how to

- 1. download XAMPP installing
- 2.setting up XAMPP
- 3.setting up a PHP editor bluefish
- 4.introduction to bluefish
- 5.the bluefish interface

6.downloading PHP snappets