

DAILY ASSESSMENT FORMAT

Date:	08/06/2020	Name:	Nishanth
Course:	Business Management & leadership fundamental	USN:	4a17ec063
Topic:	1.Importance of establishing the clients expectators 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	Semester & Section:	6thb-section
GitHub Repository:	nishanthvr		

FORENOON SESSION DETAILS

Image of session:

About this course

The Fundamentals of Public Speaking, Sales, Persuasion, Influence, Pitching, Habit Change & Reputation Management

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
Course: Beginner PHP and MYSQL
 1.software setup
 2.installation of software
 3.introduction to
 PHP,bluefish,XAMPP

Name: Nishanth
USN: 4a17ec063
Semester & Section: 6th and b section

AFTERNOON SESSION DETAILS

Image of session

The screenshot shows the Udemy interface for the course 'Beginner PHP and MySQL Tutorial'. The course is by 'TMT Training Resources'. The 'Course content' list includes:

- 1min
- 5. Downloading XAMPP (1min)
- 6. XAMPP - Installing (2min)
- 7. XAMPP - Setting Up (2min)
- 8. Setting Up A PHP Editor - bluefish (3min)
- 9. Introduction To bluefish (3min)
- 10. The bluefish Interface (3min)
- 11. bluefish Summary (1min)
- 12. Downloading PHP Snippets (3min)

The 'About this course' section states: 'Learn PHP and MySQL and start developing web apps like a pro! This course also comes with a Certificate of Completion.'

This course we learn about 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