

## **AOE TALKS BY AOE (REGD.) ON 20<sup>th</sup> FEBRUARY 2021 ON WEBEX.**

- **Chaired by:** **AoEan Shishir Chaturvedi**
- **Guest Speaker:** **Nasreen Khan**
- **Internal Speaker:** **AoEan Sanjiv Narayan**

### **Member Attendees:**

1. **Shishir Chaturvedi ( Chairman )**
2. **Naresh Vij ( Vice Chairman )**
3. **Baljit Singh Bedi ( General Secretary )**
4. **Vikas Rajput ( Treasurer )**
5. **Navin Sardana ( Past Chairman )**
6. **Veer Sagar ( Founder Chairman )**
7. **Rajeshwar Sastry**
8. **Neeraj Chauhan**
9. **Bhrigav Jain**
10. **Pradeep Anand**
11. **Sanjoy Sahgal**
12. **Neeraj Bhargava**
13. **Sanjiv Narayan**
14. **Pradeep Prasangi**
15. **Rajiv Mathur**

- **Guest Attendees:**

1. **Ritu Bhargava (Neeraj Bhargava)**
2. **Bharti Sinha (Veer Sagar)**
3. **Sudhir Kochhar (Vikas Rajput)**

### **Minutes of Meeting**

1. The AoE talk of the 20th February 21 was chaired by Chairman Shishir Chaturvedi. A wonderful session of excellent learning & sharing.
2. One minute silence was observed in obeisance for ex AoEan Ms. Somika Mehta on sad news of her untimely death.
3. Starting with introduction, each member and guest introduced themselves.
4. AoEans Birthdays February 2021 - Wished AoEan Kshitij Bansal a very happy Birthday. An eggless cake was sent to him from AoE.
5. 1-2-1 Interaction: Treasurer Vikas Rajput emphasized focus on 1-2-1 interaction to build trust and nurture relationships and business will automatically follow.

- Praveen Prasangi shared from the 1-2-1 that he did with fellow AoEans Baljit Singh Bedi.  
*AoEans Baljit, a Chartered Accountant by profession with career spanning 41 years having 160+ clients from textile industries, leather industries to computer industry specializing in Audit and Consulting. His passion is to service clients, travelling and reading. His son is a Group Director of Sales and Revenue at Park Hotel at Singapore married to a Doctor. He is blessed with one Grand Daughter. His daughter and Son-in-Law are Doctors with NHS, London. His wife currently a house-wife has previously been headmistress at various schools.*

AoEan Rajiv Mathur shared from his Zoom 1-2-1 with AoEan Arjun Pandey:

*Loved this first 1-2-1 with AoEan Arjun Pandey. Established rapport and shared lot of ideas. Appreciate Arjun for his being forthcoming and for being a creative person involved in many projects. In short span of meeting many areas of common interest were identified, to have synergy & work on mutually benefit projects.*

### **Internal Speaker**

Treasurer Vikas Rajput introduced internal speaker AoEan Sanjiv Narayan, Co-Founder and Board Member, SGS Tekniks Manufacturing Pvt. Ltd. He is a leading industrialist with over 45 years of experience in the electronics industry.

AoEan Sanjiv Narayan was heartily congratulated for getting ELCINA award of being “Electronics Man of the Year” for 2019-20.

AoEan Sanjiv Narayan, from a service class family having strong value systems and focus on education, shared learning’s from his journey:

- Qualifying in IIT was changing point in life. Strategically he joined mid-size company only to learn and grow.
- Do any task or project big or small yourself once. Every Department and employee of an organisation is important. Build relationship and connect. Agility and Flexibility in your organization is very important so that one can make changes and plan.
- In spite of failed trips in US and with attitude of that Entrepreneur never gives up, kept at it. Perseverance paid up in form of getting order from second tier distributors of semiconductors by giving them their brand name. More orders from others followed.
- Participation with the Industry Associations enabled cross section expertise & connects and the knowledge was rewarding.
- 1990 opened his partnership in space of Electronics Manufacturing Services.
- Strategy of Quality Certifications helped in customer and self-confidence. Constantly upgraded the processes, equipment in line with the global standards. Build with goodwill and trust of the entire stakeholders.
- Be aware of market. Adding customers from other verticals and moving out of Telecom as per situation demanded. Similarly Private companies added moving away from Government Sector. Private company gave great fillip to their quality and learning.
- Learning thru bad experience, later they chose Germany the best and toughest EU country and did direct business instead of middleman.
- Clarity of Objectives, a Road Map, a Strategy and in whatever you decide, stay focused. Develop trust, transparency and fairness with all the stakeholders and most important is honour your commitments.

Chairman Shishir Chaturvedi felt proud to have such wonderful persons in AoE and thanked AoEan Sanjiv Narayan for his wonderful presentation, sharing such huge learning’s and insights especially about partnership working.

### **AoE Mentoring**

Mentoring Group Chairman AoEan Veer apprised about sessions with AoEan Vikas Rajput. AoEan Rajiv Mathur presented status. In Discovery meeting, data was shared by mentee, where his business is going, what direction it is in now, challenges and what course correction is required. In Phase-1, Meeting-1 the team deep dived into data and detailed analysis was

done; he thanked Mentoring Chairman Veer Sagar, AoEan Sanjiv Narayan and inductee AoEan Baljit Singh Bedi (Finance) for excellent inputs and Mentee AoEan Vikas Rajput for putting data together. Status:

Process Document and Roll out Plan	11 <sup>th</sup> January 2021
Launch by Chairman Shishir Chaturvedi	16 <sup>th</sup> January 2021
Application & Mentee Form for Mentorship by AoEan Vikas to EC	22 <sup>nd</sup> January 2021
Sanction and Application forward to Mentoring Committee by EC	22 <sup>nd</sup> January 2021
Core Group Meeting for First Pass Information Req. and NDA	26 <sup>th</sup> January 2021
Application & Mentee Form for Mentorship by AoEan Sanjoy to EC	27 <sup>th</sup> January 2021
Sanction and Application forward to Mentoring Committee by EC-SS	28 <sup>th</sup> January 2021
Acceptance Letter to AoEan Vikas and First Pass Information Req.	31 <sup>st</sup> January 2021
Discovery Meeting with AoEan Vikas Rajput	5 <sup>th</sup> February 2021
Mentoring Fee Deposit by AoEan Vikas Rajput	18 <sup>th</sup> February 2021
Phase – I, Meeting - 1 with AoEan Vikas Rajput	18 <sup>th</sup> February 2021
Acceptance Letter to AoEan Sanjoy and First Pass Information Req.	23 <sup>rd</sup> February 2021
Discovery Meeting with AoEan Sanjoy Sahgal – Scheduled	26 <sup>th</sup> February 2021

Vice Chairman AoEan Naresh Vij, Introduced Guest Speaker Nasreen Khan as a Coach and Facilitator, she loves supporting individuals and organizations to be their best.

**Guest Speaker** : A wonderful session "*Reflecting Together- Some Questions, Some Answers*" an Interactive session by - Nasreen Khan - Master Practitioner of NLP & Principal, Catalyst Advisory Coaching and Training.

The key learning's were:

- Questions are the most powerful tools for Management.
- If you're the person asking a question then power to you. Your question is the only thing the respondent can think about. Even if you think you're someone who can multitask, think again. Research has shown that humans are not adept at multitasking; even if we think we're someone who is.
- Questions trigger a mental reflex known as "instinctive elaboration." When a question is posed, it takes over the brain's thought process. And when your brain is thinking about the answer to a question, it can't contemplate anything else. Purpose of questions is that it puts us on Focus your brain to a particular area.
- The mere-measurement effect is a phenomenon used in behavioral psychology. It explains that merely measuring or questioning an individual's intentions or anticipated regret changes his or her subsequent behavior. Simply Asking "Will you purchase the car in next 6 months"? Research showed 35% purchased the cars. Asking right question influence decision significantly.
- Taking opinion people they feel connected, engagement and ownership is there.

General Secretary AoEan Baljit Singh Bedi in his report thanked Chairman Shishir Chaturvedi for motivation and enthusiasm given to all members, 1-2-1 is a great success for knowing more of each other. He asked the members "What it takes to bring one new member by each one of us". AoEan Sanjiv Narayan committed to pursue on the suggestion given by AoEan Veer Sagar for a new member. General Secretary thanked Vice Chairman Naresh Vij sending the cake to the member celebrating his birthday, also for AoE wisdom which each member enjoys reading every morning.

Treasurer AoEan Vikas Rajput apprised members of financial status. Requesting to all those AoEans who have received information on their dues to please clear them at the earliest. Payment gateway is now introduced, that can accept payment thru direct, Credit cards and Wallet's also. Online payment Link has already been shared with the members.

Chairman Shishir Chaturvedi thanked AoEan Sanjiv Narayan for sharing his inspiring journey and Guest speaker Nasreen for forcing us to think more. He emphasized that Managing Committee having 1-2-1

interactions with AoEan Atul Saxena, AoEan Bhrigav Jain and AoEan Veer Sagar was quite fruitful and thanked them for their great suggestions and assured them that actions are being taken. He expressed gratitude for stupendous effort to AoEans Veer Sagar, Rajiv Mathur, Sanjiv Narayan in the Mentoring group, reiterating that Mentee is very excited and happy about the outcomes.

- Next AoE meet of Saturday 20<sup>th</sup> March 2021 will see AoEan Rajeshwar Sastry sharing learning's from his journey & an amazing Guest Speaker to be announced soon.
- Chairman thanked the attending AoEans for making their contribution in the success of this meet by being present on Webex.

Tejindar Singh Bedi  
Executive Administration