

## **AOE TALKS BY AOE (REGD.) ON 21st May 2022**

- **Chaired by:** **AoEan Shishir Chaturvedi**
- **Guest Speaker:** **Ms. Pritha Dubey**
- **Internal Speaker:** **AoEan Veer Sagar**

### **Member Attendees:**

- 1. Shishir Chaturvedi ( Chairman )**
- 2. Naresh Vij (Vice Chairman )**
- 3. Baljit Singh Bedi ( General Secretary )**
- 4. Abhineet Seth ( Secretary )**
- 5. Vikas Rajput ( Treasurer )**
- 6. Veer Sagar ( Founding Chairman )**
- 7. Navin Sardana ( Past Chairman )**
- 8. Rajeev Kohli**
- 9. Pradeep Anand**
- 10. Neeraj Bhargava**
- 11. Abhishek Jain**
- 12. Sanjiv Narayan**
- 13. Naresh Trikha**
- 14. Rajiv Mathur**

### **Guests:**

- 1. Myah Mitra ( Veer Sagar )**
- 2. Madhur Chand ( Neeraj Bhargava )**

## **Minutes of Meeting**

1. The 116<sup>th</sup> AoE talk of the 21st May 22 was chaired by Chairman Shishir Chaturvedi. A wonderful session of excellent learning & sharing. He welcomed guest speakers for their presentations.
2. Starting with introduction, each member introduced themselves.
3. AoEans Birthdays - Wishing AoEan Abhijit Roy, Rajeev Kohli , Naresh Trikha and Atul kumar Saxena a very happy Birthday. An eggless cake was sent from AoE.
4. 1-2-1 Interaction: It is emphasized focus on 1-2-1 interaction to build trust and nurture relationships and business will automatically follow. AoEan Shishir had opportunity to have 1-2-1 Interaction with AoEan Vikas Rajput and AoEan Abhineet Seth together, had an inspiring discussion. AoEan Vikas Rajput had 1-2-1 with AoEan Neeraj Bhargava and will meet again.

## 5. Guest Speaker:

Chairman Shishir Chaturvedi introduced guest speaker Ms. Pritha Dubey having vast Coaching experience. Chief Mentor and Founder, Success Vitamin.

**Guest Speaker** presented a wonderful session on **"Negotiating a Win Win"**.

The key learning's were:

- For the entire time of process of negotiation spend 75% for Planning and Preparation stage. Before going to negotiation stage, first see what is the situation, what is the issue, what are my strengths, what is my objective, what do I want and why I do want it. What is the best alternative, need to be defined based on cost, feasibility and what can be applied immediately. Analyse what that party could ideally want, what alternative they have and is the alternative more feasible, cost effective, and easily applicable.
- Define you ideal and walk away point and this is where negotiation has to be done.
- Strategies before that where you are stronger than your competitor and also it adds value to the negotiating party, use it to win the negotiation.
- Balance the four perspectives, Create Value (business growth, commercial value...), Claim Value (I also should get some value), having Empathy (understand why and what they are looking for) and Being Assertive (demand).

General Secretary Baljit Singh Bedi thanked the guest speaker for explaining with great clarity, appreciating high participation and great deal of interaction. Empathy is an important perspective which should be used.

AoEan Veer Sagar requested everybody to see her 1 Minute videos which are very informative.

## AoE Mentoring

Mentoring Chairman Veer Sagar appraised the status and thanked AoEan Naresh Vij for helping Mentee Abhishek Jain. AoEan Rajiv Mathur said fairly active June is scheduled with both Mentee's Abhishek and Bhrigav Jain.

## Wisdom Session: AoEan Naresh Trikha:

### I How well you treat the people working with you:

Did not took salary for two months so that others can get, developed trust and empathy with others resulted in team work leading to turnaround of company from loss to most profitable company.

### II Invest in people irrespective of their background:

Trained Medical Representatives / Supervisors so much so that as around 45 of them are heading their own companies.

### III Keep Challenging yourself, go into new areas:

Don't avoid, jump into new territories and don't say no to Opportunities, propelled by Chairman Shishir Chaturvedi, forayed into area of Education successfully without having previous much exposure and getting success in a very short span.

## **Internal Speaker**

AoEan Vikas Rajput introduced the internal speaker Founding Chairman Veer Sagar as an expert entrepreneur and pioneer of IT Industry. Chairman – Selectronic India, Founder – Criconet.

AoEan & Founding Chairman Veer Sagar shared about his Learning's, sharing here are some of the major ones:

- Create Value in your individual offering or product or company. To do this you have to think differently. Do not do business at lowest costs.
- Think differently, whatever you don't know, make it irrelevant and go around it. Did not have expert knowledge in Finance and Computers, therefore built Mathematical Model to optimize profit subject to constraints. Made the weakness as strength by using Finance and Computers as tools for Mathematical model. Emphasized the value of requirement of client.
- Presentation should be simplified and easily understandable. This resulted in approval and got involved with senior management. Then did profit planning, Capacity management etc.
- Lower attrition rate is outcome of trust, transparency, reliability, team work, treating people with respect, bonding, fair treatment and even solving personal problems whenever required.
- Learn from grass root staff with respect and with humbleness, you will get great ideas.

General Secretary Baljit Singh Bedi thanked Internal speaker for brilliant presentation (also complimented by other AoEans) of his long but fun filled journey and for sharing the Learning's.

General Secretary reported that Subscription bill's will be distributed shortly and requested to subscribe ASAP and also each one of us to bring additional members to strengthen AoE.

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

Chairman thanked Guest Speaker Pritha Dubey and Internal speaker Founding Chairman Veer Sagar for their excellent presentations. Chairman thanked AoEan NareshTrikha for his wisdom session.

Chairman requested to do 1-2-1 before our next meet.

Thanked Managing Committee and Mentoring team for their help and involvement.

Chairman thanked the speakers and attending AoEans for making their contribution in the success of this meet by being present.

Chairman requested each member to be present on 117<sup>th</sup> AoE meet next month.

**Tejindar Singh Bedi**  
**Executive Administration**