

EVENT DETAILS	
EVENT TYPE	WORKSHOP
TOPIC	THINK AND DESIGN PATH FOR SUSTAINABLE CAREER
DATE	2025-11-18 to 2025-11-18
MODE	OFFLINE
ORGANIZER NAME	SAMUEL JONATHAN
RESOURCE PERSON	PAWAN SHARMA , TRAINING MANAGER
NO. OF PARTICIPANTS	95
SDG NO	SDG 4: QUALITY EDUCATION, SDG 8: DECENT WORK AND ECONOMIC GROWTH, SDG 9: INDUSTRY, INNOVATION AND INFRASTRUCTURE
University Charter	Let's empower our students with great communication skills , Let's Educate our students for brilliant futures

OBJECTIVE:

1. Design a clear career path for themselves.
2. Know and apply the difference between Perception & Reality.
3. Apply Johari window concept for better interpersonal skills.
4. Learn & apply the concept of Brand I at workplace.
5. Have better understanding of 3Vs of communication particularly Visual or Body language.
6. Understanding of key aspects of Grooming for a better First Impression

DESCRIPTION:

Chitkara College of Sales and Marketing organized a soft skills workshop for the new 2025 batch of MBA Sales and Marketing students. The resource person was Mr. Pawan Sharma, an experienced life and sales coach and corporate trainer with 18 years of experience in the

Pharma, BFSI, and education sectors. During the workshop, Mr. Sharma emphasized the importance of developing key skills to remain employable and re-employable for a sustainable career, and students actively participated in various learning activities. He shared practical tips on: Beginning with the end in mind to map one's career and define key milestones. The three Vs of communication (verbal, vocal, visual), including confident body language and reading others' non-verbal cues. The three Ps of mirroring to build rapport. Building one's personal brand at the workplace. Understanding the difference between perception and reality. Key grooming aspects for creating a strong first impression. Students were engaged through role plays, quizzes, ice-breakers, and games that promoted interest and participation in the learning process. In today's VUCA world—marked by volatility, uncertainty, complexity, and ambiguity—it is critical for pharma aspirants to build the right skills from the very beginning of their careers. Soft skills such as communication, time management, adaptability, emotional intelligence, and critical thinking are now core requirements for roles in the pharmaceutical and healthcare industry. Developing these competencies makes students more adaptable, industry-ready, and better equipped to handle continuous change in highly regulated, patient-centric environments. Strong soft skills also provide a competitive edge for securing and growing in pharma roles, supporting a sustainable, satisfying, and meaningful career in healthcare. We are confident that this session will significantly support students in building a successful and future-ready career in the pharmaceutical sector.

OUTCOMES:

1. Enabled participants to design a clear and structured career pathway aligned with their professional goals.
2. Enhanced understanding of perception vs reality for improved judgement and workplace effectiveness.
3. Strengthened interpersonal skills through application of the Johari Window model.
4. Developed awareness of personal branding ("Brand I") for professional excellence.



Think and Design Path for Sustainable Career (18.11.2025 to 19.11.2025)



Mr. Pawan Sharma interacting with the students during the session (18.11.2025 to 19.11.2025)



Participants engaged during the session (18.11.2025 to 19.11.2025)



Students engaged in interactive session(18.11.2025 to 19.11.2025)



Interactive session by Mr. Pawan Sharma (18.11.2025 to 19.11.2025)



Valuable professional insights by Mr. Pawan Sharma (18.11.2025 to 19.11.2025)