

EVENT DETAILS	
EVENT TYPE	EXPERT TALK
TOPIC	LEADING IN AMBIGUITY: INNOVATE, ADAPT, LEAD
DATE	2025-07-23 to 2025-07-23
MODE	ONLINE
ORGANIZER NAME	JATINDER CHOPRA
RESOURCE PERSON	VINOD KAUL, EX-GSK REGIONAL SALES MANAGER
NO. OF PARTICIPANTS	222
SDG NO	SDG 4: QUALITY EDUCATION, SDG 9: INDUSTRY, INNOVATION AND INFRASTRUCTURE, SDG 8: DECENT WORK AND ECONOMIC GROWTH

OBJECTIVE:

- To examine the impact of digital transformation on modern business practices.
- To explore how innovation and AI integration enhance operational efficiency.
- To assess the role of upskilling and continuous learning in workforce development.
- To analyze employment trends in emerging industries influenced by tech advancements.
- To evaluate educational initiatives that support entrepreneurship and innovation.

DESCRIPTION:

CCSM organized an expert talk for MBA Sales & Marketing (Pharmaceutical-Management) students on 23rd July, 2025. The resource person was Mr. Vinod Kaul, he has more than 35 years of experience in pharmaceutical industry, he has worked with Glaxosmithkline Pharmaceuticals Ltd. as a senior manager. The topic for the session was very relevant to the students, looking into the current business landscape. As the employees witness frequent changes in the policies & structure of the organization. Mr Kaul talked about what is ambiguity & in detail discussed what it takes to not only navigate but thrive & lead in ambiguity. If we

continue to wait for complete clarity, it will delay our decisions & this delay will have business implications. He highlighted the role of resilience, adaptability & emotional intelligence in dealing with ambiguity. The students asked many questions & Mr Kaul very patiently replied to all the questions. MBA sales and marketing with specialization in Pharmaceutical Management provides platform to the students to be industry ready for a sustainable, growth-oriented career in pharma and health industry. In order to make students industry ready in the domain of sales and marketing, it's essential for students to learn and master the knowledge & skills required to navigate through the complex pharma business landscape. In the same context, an expert from the industry, Mr. Vinod Kaul was engaged to deliver, interact and share his expertise and experience with students, the innovative strategies, techniques and methods to be successful in pharma business and have meaningful career in future ahead. His expertise and techniques would surely benefit the students, who are seeking a career in the sunshine industry and help in academic performance.

OUTCOMES:

Enhanced understanding of how innovation drives sustainable business growth.

Identification of skills and learning gaps in the evolving job market.

Insights into how educational models are adapting to digital economies.

Practical recommendations for fostering decent work through innovation-led sectors.

A data-supported framework for integrating quality education with future industry demands.



Expert Talk on Leading in Ambiguity: Innovate, Adapt, Lead by Mr. Vinod Kaul (23-07-2025)



Valuable inputs by Mr. Vinod Kaul during the expert talk (23-07-2025)



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