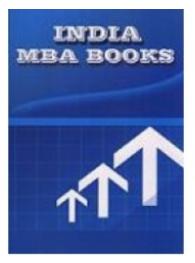
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Business Communication and Managerial Skill Development

Unit I

Fundamentals of Business Communication: Business Communication – Definition, Importance, Forms and Types of Communication (Downward, Upward, Horizontal and Lateral Communication), Formal and Informal Communication Networks, Process of Communication, Barriers and Gateways to Communication. (10 Hours)

Unit II

Communication Modes and Business Etiquettes: Resume Writing, Business Communication via Social Network, Writing a Blog, Video-conferencing and Skype, Non – Verbal Communications, Group Discussion and Employment Interview, Business Etiquettes and Professionalism, Introduction and Greetings, Dressing and Grooming, Gifting in Business, Public Speaking, Negotiation and its relevance in Business Communication, Mass Communication. (10 Hours)

Unit III

Communication Analytics: Cognitive Bias in Communication, Persuasion and Influence in Communication, Elevator Pitch Building: A Narrative, Effective Listening & Feedback, Critically Understanding & Communicating, Logical Rigour, Analytical & Argumentative Writing, Business Writing, Executive Summary, Business Plan Presentation, Conversational Competence, Communicating and Networking, Crisis Communication, Writing Tough and Difficult Messages, Email Writing,

Business Presentation. (12 Hours)

Unit IV

Practical Insights: Workshop on Interviews and Presentations, Written Analysis and Communication, Communicating Corporate Reputation, Intercultural Communication Competence, Strategic Communication in Digital Era, Strategic Negotiation Skills for Leaders. (10 Hours)

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