

## HR GUEST LECTURE ON "STRATEGIC NEGOTIATION"

by Mr. Ashutosh Garg

Event Date: July 26<sup>th</sup> 2019

Mr. Ashutosh delivered a guest lecture on "Strategic Negotiation" to MBA IB and Dual degree students. Through various real life case studies, some from his personal experiences, and an interactive roleplay where students had to play interviewer and interviewee, Mr. Garg explained negotiations skills to students.

Mr Ashutosh Garg is a MBA from IIM Lucknow (India's Premier B-School), Mr. Garg is an experienced QA Professional with more than 10 years of experience in QA in Mobile, Web, Wearables in different roles in both Manual and Automation testing. He has built teams and processes from scratch which have had high business impact and high profitability. He loves to create products and solutions which solve real problems bringing on to table the perspectives from both business and technology side. Over the years, he has worked with top telecom giants like Orange, Vodafone, AT&T, Jio, MS, Nokia, LG, Oppo, Vivo, Xiaomi to name a few.

