

## **Admission Counselor and Admission Manger Training on Sales**

**Skill Date:** 01-06-2022

**Resource Person:**

Mr. Phalguna Rao

Centurion University of Technology and Management

**No. of Participants:** 30

The campus visit is the golden opportunity to cement the emotional commitments of prospective students and their parents. Visits offer your greatest opportunity to capture the magic that is unique to your college. Colleges and universities know this. They recognize the importance of creating and implementing a successful campus visit program. They know that visits that excite the students they are recruiting are very likely to lead to enrollment. And, they are well aware that a single bad experience during a campus tour or visit can completely derail a student's plan to enroll.

These are well-known facts in our industry, yet college-bound students say that colleges do not differentiate themselves through their tour and visit programs. In our national co-sponsored studies, and through focus group research we conduct, 60% of students say that campus tours are "all the same," and they don't consider that a good thing. Students tell us that most don't generate any more or less excitement than all of the others they experienced.



### **Professional Training Programme on**

**"Admission Counselor and Admission Manger Training on Sales Skill"**

**Date:** 01-06-2022

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**List  
Participants**

**of**

1	Mr. Satyabrata Sadangi	Asst. Prof
2	Mrs. Tikina Mishra	Asst. Prof
3	Mr. Gyanendra Kumar Mishra	Asst. Prof
4	Mrs. Sasmita Kumari Pradhan	Asst. Prof
5	Dr. Aswini Kumar Rath	Prof.
6	Dr. Jyotiprakash Rath	Asst.Prof
7	Mr. Debashish Trpathy	Asst.Prof
8	Mr.Pankaj Meher	Asst.Prof
9	Dr.Sujit Kumar Mishra	Asst.Prof
10	Mr. Pritam Tripathy	Asst.Prof
11	Dr.Bhairab Kumar Majhi	Asst.Prof
12	Ms.Sujata Acharya	Asst.Prof
13	Mrs.Monalisha Joshi	Asst.Prof

14	Mrs.Meena Kumari Sahu	Asst.Prof
15	Dr. Nilaya Kumar Mohanty	Asst.Prof
16	Dr.Aditya Kumar Purohit	Asst.Prof
17	Dr.Shanatanu Bhattacharya	Asst.Prof
18	Dr.Srikanta Moharana	Asst.Prof
19	Dr.Pratibha Rani Deep	Asst.Prof
20	Mr.P.Utkal Bharat Kumar	Asst.Prof
21	Dr.Ashish Kumar Sarangi	Associate Professor
22	Dr. Prafulla Kumar Sahu	Professor
23	Dr. Santosh Kumar Ranajit	Associate Professor
24	Mr.Vijaya Kumar Meher	Asst.Prof
25	Mr. Dinesh Kumar Sharma	Asst.Prof
26	Mr. Chaitanya Prasad Meher	Asst.Prof
27	Mr.Ashish Kumar Meher	Asst.Prof

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Dr. Prasanta Ku. Mohanty  
Dean Academic

A handwritten signature in black ink. The signature is cursive and appears to read 'Prabhat K. Pattnaik'.

Prabhat K. Pattnaik  
FDP Coordinator