

## **Guest lecture by Mr. Tejaswy Rama**

KL University business School organized Guest lecture for BBA & MBA students on 28th September 2018. As a part of this program, KLU Business School invited Mr. Tejaswy Rama , Associate Director – Markets in PWC(PricewaterhouseCoopers)Hyderabad emphasized on character and its role in building one's personality. He encouraged students to discover themselves by loving thyself. He also asked students to think and understand that everyday is a new opportunity and blessed day to reach their goals. Director Sri Raja Sekhar and Principal & Head of the department Prof. M. Kishore Babu of KLU Business School and all the faculty of KLU Business School extended their support for the smooth functioning of the program. Successful negotiators have a positive vision of their success. They fully understand their subject matter and have a firm grasp of the negotiation process. In addition, they can also read people very well. Accomplished negotiators know not only their own personal negotiation style, but also their counterpart's preferred negotiation style – and they use this knowledge to build a stronger relationship that will help achieve their goals.

