

Building lasting relationship with Senior Executives

Date& Time	24/11/2015 & 6.00 pm
Venue	Hotel Aida
Resource Person	Sri. James J. Joseph
Topics	Building lasting relationship with Senior Executives
Meeting Presided by	Dr. Roji George
Welcome Speech	Shri. Thomas John
Vote of Thanks	Shri Lal Varghese

Insights from the speaker

The chief guest Sri. James J. Joseph addressed the gathering and also signed the copy of his own book “Gods Own Office- How One Man Worked for Microsoft from a Village in Kerala”. He discussed about the topic ‘Building lasting relationship with senior executives’. There was 10 main points which he elaborated.

Speakers’ thoughts:

1. Getting attention
2. Executive engagement
3. What is in it for the personality
4. 3C’s of communication- Be clear, concise and compelling
5. Treat them like your date: Every word, gesture and eye contact counts.
6. Make a personal connection, but be genuine
7. Be consistent to build a brand
8. Earn the right to advance
9. Use the power of ‘No’
10. Don’t over communicate

He gave a brief plot about his company Jackfruit 365. And he also discussed about his journey from Director of Microsoft to an entrepreneur, the reason which made him to arrive at such a big innovation.

Minutes prepared by

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