



**CHRIST**  
(DEEMED TO BE UNIVERSITY)  
BANGALURU · INDIA

Report of Webinar on  
**Business Networking in the Virtual World**  
Organised by CHRIST Consulting

**Date:** August 27, 2020

**Venue:** Cisco WebEx

**Time:** 6:00PM to 7:30PM

**Facilitators:** Prof Arjun Varadraj, Ms Smitha Srikanth, Mr Lalit Suresh

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## Key Takeaways:

1. How to leverage networks effectively in the virtual world
2. Event-based business networking
3. Skills and traits of an effective networker

## Details of Facilitators:

### *Prof Arjun Varadraj*

Entrepreneur

Ex Senior Finance Executive

Prof Arjun Varadraj is a Chartered Accountant (CA) from the Institute of Chartered Accountants of India (ICAI). He has obtained his bachelor of commerce degree in finance from CHRIST (Deemed to be University). He had previously served



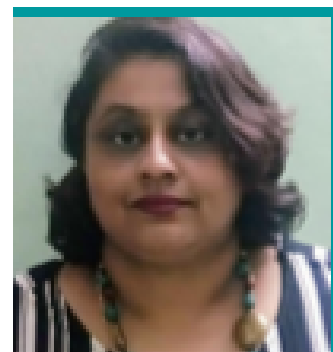
with Helion Ventures as a senior finance executive after which, he later moved into education consulting, where he worked with universities and corporate firms to implement latest technological and skill improvements in professional working bodies that helped garner educational development relevance. He has been a visiting professor at CHRIST to conduct and coordinate professional and training classes. He has headed the CHRIST Incubation and Entrepreneurship Support Cell.

### *Ms Smitha Srikanth*

Director and Head of Training

Fluency

Ms Smitha Srikanth is a learning and development, coaching, training, facilitation, behavioural assessments (AC/DC) consultant and trainer, currently serving as the head of training at fluencylearning and the learning and learning development consultant at Invensis Learning. She has experience in competency mapping



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and development and has worked with Syngene, Biocon, Capgemini, Emids and more. She has served as an independent consultant in English, business communication, behavioural skills, Assessments, and L&D. She has headed a training centre, 'VETA', for nine years, wherein she played a role in training, HR, administration, and marketing. For three years, she also directed a training centre, 'English Class', conducting classroom training and training in various PU, Nursing, and MBA colleges. She also created content and delivered training in English, communication skills and behavioural skills for the training programs. She has been a visiting lecturer to various universities, teaching English literature and communication skills to PUC and BBM students for four years.

***Mr Lalit Suresh***

L&D Professional,

Currently serving in the IT Industry



Mr Lalit Suresh is a leading professional with over 18+ years of experience in learning and development management, talent transformation, and performance consulting, of which 15+ years are in people management. He has strong expertise in L&D strategy building with detailing in training need analysis, LMS, implementation, competency mapping, process re-engineering, L&D gap analysis, talent development, training plan designing, budgeting. He is currently a graduate recruitment program manager at IBM and has previously headed the training operations at HCL Technologies and served as a training manager at Myntra. He has also independently served as a senior training consultant & corporate trainer. He is a certified learning and development manager from CAMI, USA and a certified TESOL practitioner specialising in Business English from ITTT, Thailand. He has been granted the over and above visiting faculty and learning consultant award at PES University & CHRIST (Deemed to be University).

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## **Details of the Webinar:**

CHRIST Consulting, part of CHRIST (Deemed to be University), organized its 6th Master Class virtual session on 'Business Networking in the Virtual World' on 27 August 2020. Prof Arjun Varadraj, Ms Smitha Srikanth, and Mr Lalit Suresh were the facilitators for the session. The facilitators deliberated upon some of the best practices and insights obtained directory from the leading professionals and industry leaders that one should consider when growing their network online. The session was attended by more than 100 faculty and students from various departments of CHRIST (Deemed to be University). The session began with an introduction to the facilitators, and the anchors briefed the audience about their experiences and contribution to consultancy, training, and business networking. The facilitators addressed the need for building a network on LinkedIn rather than the number of connections and the numerous differences between the two, as well as the tips for building a solid professional network, such as identifying commonalities when sending a connection request, leaning on the network for introductions, and not losing momentum.

The skills that a networker should possess for locating business and experience-giving opportunities online were also discussed. After the discussions had concluded, a question and answer session was conducted wherein both students and faculty interacted with the facilitators on ways to make the most of networking in a virtual world and ask in-general questions concerning the platform of LinkedIn and making the most of the opportunities available there. The student anchors thanked and acknowledged the facilitators for their in-depth knowledge and insightful discussions on the topic. The session concluded with a vote of thanks to the facilitators and the participants for active involvement throughout the session.

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**CHRIST CONSULTING presents its 6th Master Class**



**BUSINESS NETWORKING  
IN THE VIRTUAL WORLD**

**KEY TAKEAWAYS**

- How to leverage networks effectively in the virtual world
- Event-based business networking
- Skills and Traits of an effective networker

**EXPERTS**

 <p><b>Prof Arjun Varadraj</b> Entrepreneur Senior Finance Executive</p>	 <p><b>Ms Smitha Srikanth</b> Director and Head of Training at Fluency</p>	 <p><b>Mr Lalit Suresh</b> L&amp;D Professional, IT industry</p>
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**Date: August 27, 2020, Thursday, 6:00-7:30pm**

Register at: <https://forms.gle/EgbT56JMii2odAuT6>

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**Pictures:**

