

## **REPORT**

As part of the Exchange Programme and moving towards Internationalization, IIS (Deemed to be University), Jaipur, hosted Mr. Alexis Grandchamp Des Raux, a Master's Student and a visiting intern, from IESEG School of Management, Paris, France from 15 April 2021 to 10 July 2021. During his internship period he delivered a series of online lectures on the topics of Business like Negotiation, Business Ethics, LinkedIn etc. to the students and faculty members of the University.

The first talk in the series was on 23 April 2021 on the topic **Negotiation Skill and Negotiation Behaviours** , which was organized for the staff and students of the department of Management. In his talk, Alexis stressed the importance of negotiation skills in both local and international business environments. He explained that good negotiations contribute significantly to business success, as they:

- Help in building better relationships
- Deliver lasting, quality solutions-rather than poor short term solutions that do not satisfy the needs of either party.
- Help avoiding future problems and conflicts.

He further stressed that ideally a successful negotiation is where you can make concessions that means little to you, while giving something to the other party that means a lot to them.

The session was followed by a series of questions from the students and staff members who were curious to know how to negotiate and gain success in business.

The second talk in the series was on May 11, 2021 for the staff members and students of MBA. The session focused on the nitty-gritty involved in job-interviews and CV drafting. He shared that how exactly one should prepare for a job interview in the international companies and what are the Dos' and Don'ts that one should keep in mind. He interacted with the audience and gave them tips to prepare an impressive CV and Cover Letter.

It was an interactive session wherein the students were actively involved and raised their doubts regarding the preparation of the CV and Cover Letter.

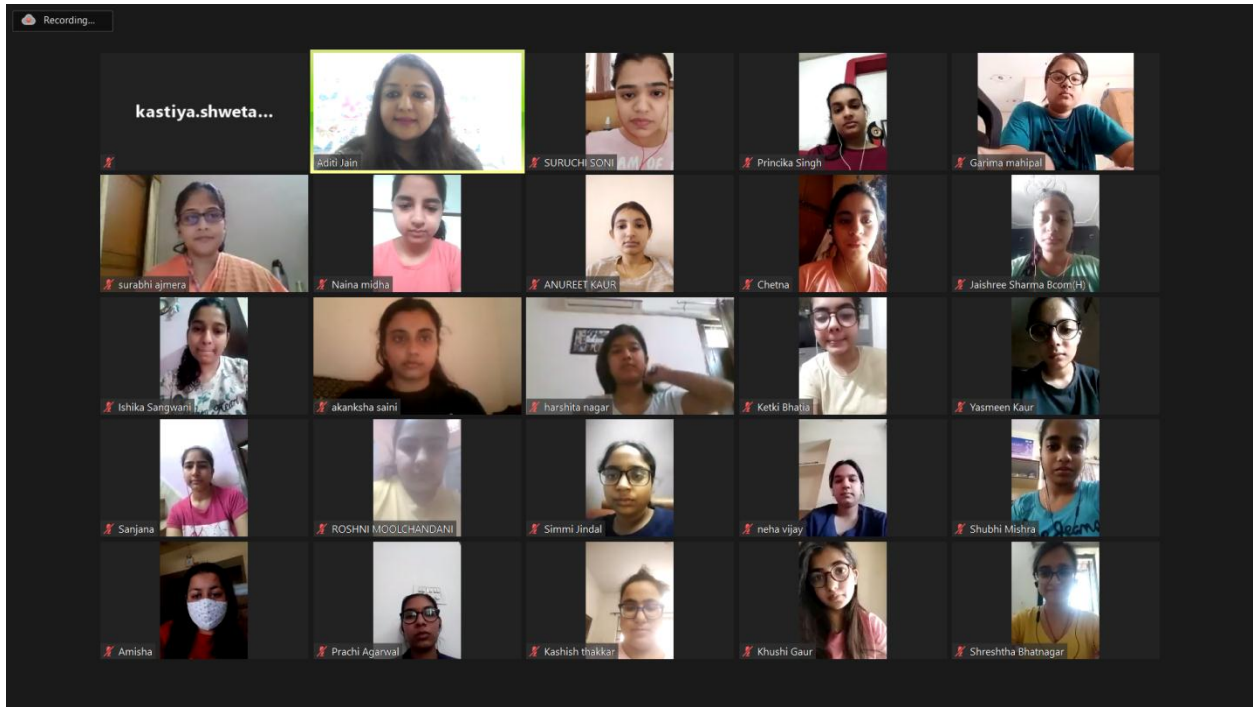
The third talk in the series was organized on 25 May, 2021 for students and staff members of the Department of Commerce. In this series, he enumerated the importance and use of LinkedIn. He shared about the STAR method and how to create a professional profile on LinkedIn that would enhance their profile and help them find better jobs in both Indian and International markets.

The last session was conducted on 01 June, 2021 on Business Ethics for the students of Commerce & Management. Alexis acquainted the students with the importance of ethics in modern day business. Further, students and staff were familiarized with the word Business Ethics and were also made aware of how to differentiate between individual and business ethics. He also shared his insights on changing scenario of business over time in international context and highlighted the importance of ethics while negotiating in international business environment. Through the talk, the

students learned about how business in today's time is leaning more towards social and ethical aspects rather than monetary aspects and how building trust has now become a social mission for companies.

Overall experience and the knowledge shared by Mr. Alexis gave useful insight to the students regarding the different topics he covered in his lectures.





## Some tips and recommendations: Boost your profile, enhance visibility

- Expand your network (Wisely...)
- Maximize the strength of your profile
- Skills and Endorsements
- Contact information
- See your profile as a visitor
- Look at others profiles
- Show your availability



Profile Strength: **Intermediate**

Add a profile photo to help others recognize you  
Members with a photo get up to 21x more profile views

← Previous   Next →   [Add photo](#)

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Add Skills

🔍 Skill (ex: Data Analyst)  
You can add 32 more skills

Suggested skills based off your profile:



- + Microsoft Office
- + Leadership
- + Social Media
- + Public Speaking
- + Team Building
- + Microsoft Word
- + Microsoft Excel
- + Project Management
- + Training
- + Research

[Add](#)

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## Lets summarize !

- Make sure your general information is complete and up to date
- A professional picture
- A short and precise summary so recruiter want to contact you !
- All your professional experiences and education in a detailed manner,
- **Use keywords !**
- Regular connection and updates
- Be curious and explore further by yourself: Become an expert !
- Always remain professional and careful



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## Business Ethics

- Give your best effort to the company
- Work cooperatively and honestly with customers and coworkers
- To look out for the company's interests (and not your own)

[https://www.youtube.com/watch?v=\\_sF1CEA-UUs](https://www.youtube.com/watch?v=_sF1CEA-UUs)

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