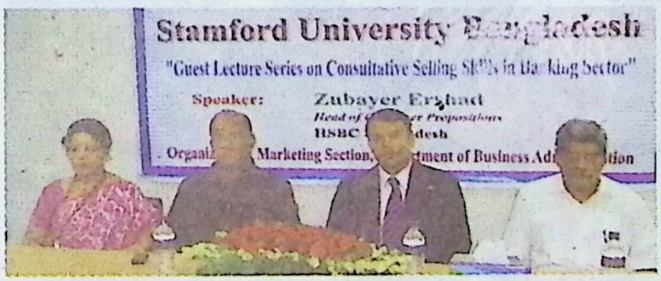
Guest Lecture Series held at Stamford University

THE marketing section of Department of Business Administration at Stamford University Bangladesh recently organised a Guest Lecture Series on "Consultative Selling Skills in Banking Sector". The event was held on Dhanmondi Campus of the university. The key speaker of the programme was Jubayer Ershad, Head of Consumer Propositions, HSBC Bank Ltd. The program was divided into two parts - Inaugural Session and Business Session. Prof. Kaleem Mohammad Khan, Dean, Faculty of Business Studies welcomed the guests and explained the theme of the topic and also covered basic issues on consultative selling skills. Then the Academic Advisor, Prof Jamaluddin Ahmed spoke on different aspects of the programme. The Marketing Head Nadia Farhana proposed the vote of thanks and



appreciated the role of marketing faculty in general and the organising committee members in particular.

The Business session started with the presentation by key speaker Jubayer Ershad. He made a powerful presentation about selling skills in banking sector. He covered the basic issues of consultative selling. The lecture became more lively and interactive during his presentation of different selling skills. The faculty members, the section heads and the Deputy Registrar Obaydur Rahman attended the lecture.

Inauguration of CE Math Club at UAP

Nauroz Farhan Nur

Department of Civil Engineering of the University of Asia Pacific (UAP) has recently opened a Math Club. An inaugural ceremony of the Math Club was recently held the university's premises. The club began its journey with the direct patronage of Prof M. R. Kabir, Pro-Vice Chancellor of UAP. Dr. Iftekhar Anam, Associate Professor of the department was selected as the faculty advisor of the club. The main purpose of the club is to create interest in mathematics among the students, as well as to increase the mathematical skills of the students.

