



ST. XAVIER'S COLLEGE, MAPUSA GOA

Report of Activity conducted in the Academic Year 2025-26

Name of Activity	Converge 3.0- Talk
Date/ Duration	18 th February 2026; 10.30-11.30 a.m.
Venue	Black Box, PG Bldg.
Name of organizing Department/Cell	TIP Cell
In collaboration with	DHE, GSHEC and BNI (Business Voices International)
Name/s of Faculty Co-ordinator	Ms. Ruella D'souza
Stratum of Event	College
Name & details of Resource Person	Mr. Stedwick Fernandes, CEO Fernscorp; Member BNI
Report	<p>As part of its MoU with BNI, the college organized a session by BNI member Mr. Stedwick Fernandes. In his talk, titled, "Sales as a Life Skill" he explained why sales is important, and emphasized that it is a vital life skill as everyone sells ideas, services, or themselves in daily life. He highlighted the importance of networking and encouraged students to network at every opportunity. A short networking exercise was conducted to demonstrate its real-world value.</p> <p>Mr. Fernandes also spoke about communication and its importance in building trust and strong relationships. He mentioned that sales is one of the few careers that offers performance-based incentives. He concluded by stating that "sales is not just about closing deals, but about creating value and maintaining long-term connections".</p> <p>The objective of this session was to introduce and promote a healthy understanding of sales as an invaluable life skill amongst students who are the workforce of tomorrow.</p> <p>The outcome of this session was that students actively participated in the activity and began to understand the importance of sales and communication skills.</p> <p>Number of beneficiaries- 68</p>
Brochure/Poster	https://xavierscollegegoa.ac.in/wp-content/uploads/2026/03/poster-of-Converge-3.0-Talk.pdf

Photographs	https://xavierscollegegoa.ac.in/wp-content/uploads/2026/03/Photos-of-Converge-3.0-Talk.pdf
List of participants with signatures	https://xavierscollegegoa.ac.in/wp-content/uploads/2026/03/Attendance-Converge-3.0-Talk.pdf
Certificate	NA