

Activity: Tele-caller

Objective of the Activity:

To help students develop persuasive communication and objection-handling skills in a simulated tele-calling environment.

Number of Participants:

30 students, divided into pairs (caller and evaluator), rotating roles.

Learning Outcomes:

- Enhancing verbal communication and negotiation skills
- Learning how to pitch a product/service over the phone
- Understanding customer psychology in a virtual environment

Feedback Process for Learners:

Peers provide feedback using a checklist assessing tone, clarity, pitch effectiveness, and handling objections. Faculty also shares structured inputs for improvement.
