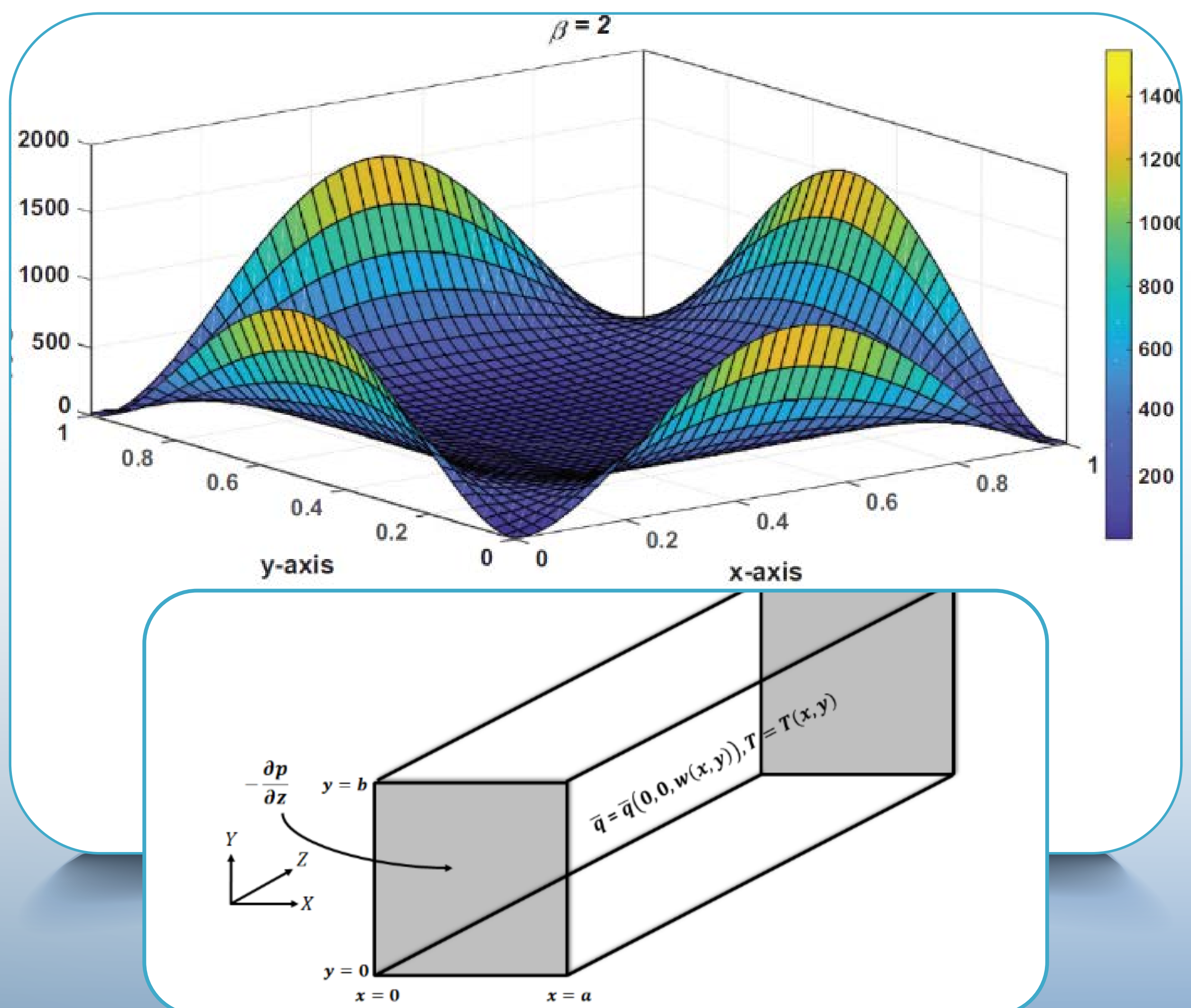




June 21, 2025

Expert Session on Influence at Work

Adani University, in collaboration with Quality Austria Central Asia, hosted Mr. Bas Wouters, Co-Founder and Global CEO of the Cialdini Institute, for an exclusive session on the arts of influence and persuasion at workplace. Trained by Dr. Robert Cialdini, Mr. Wouters emphasized persuasion as a science-based, teachable skill crucial in today's workforce, where 40% of the time is spent persuading others. The session, facilitated by Dr. Venkataram Arbolu of IIT Delhi, attracted 190+ participants from the Adani Family and concluded with an interactive discussion with the guests.

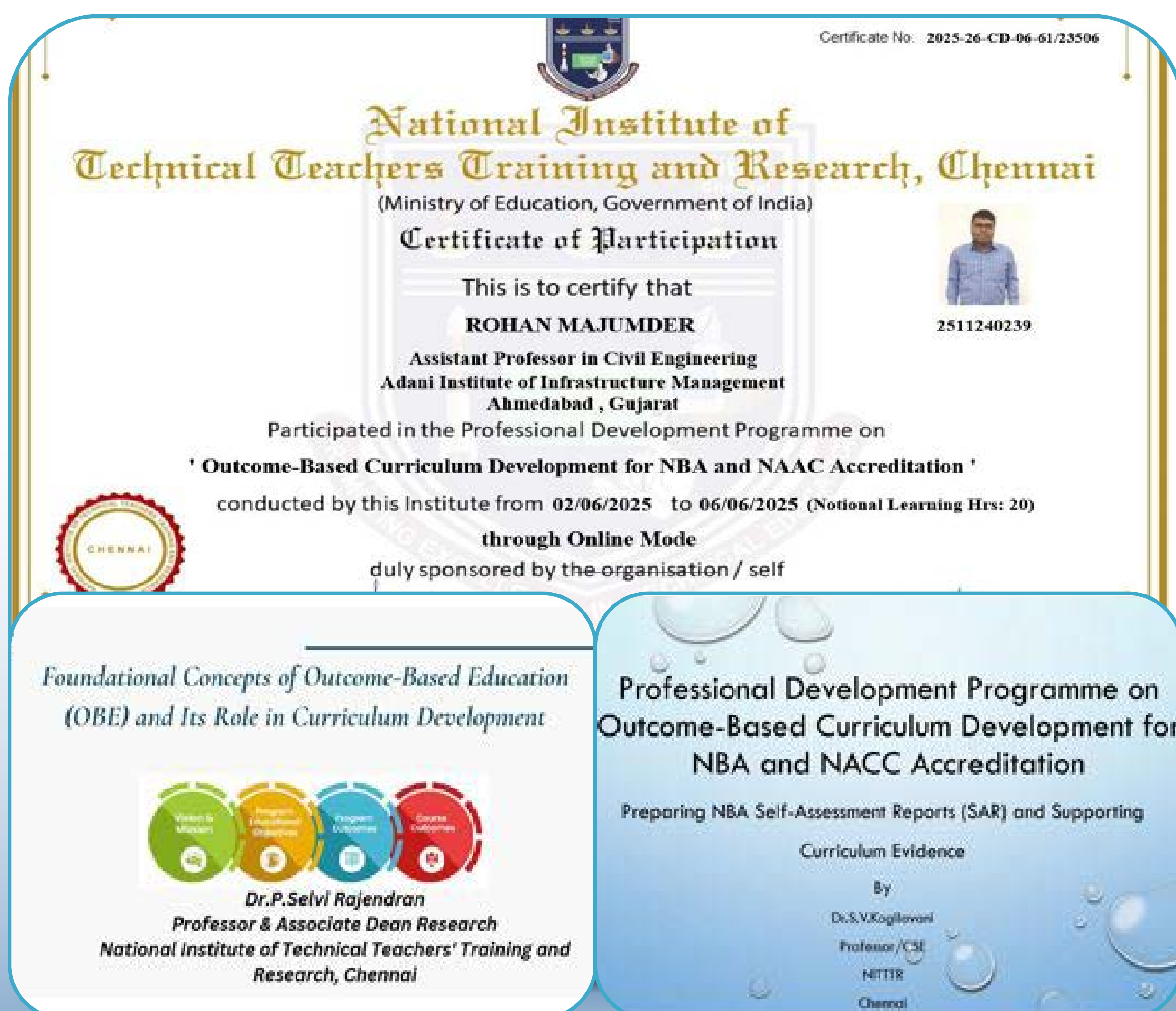


June 21, 2025

Research paper Published in SCI Journal

Foram Koyani, Ankush Raje, Dr. Ashlesha Bhise (Faculty-FoS), have published a breakthrough study in the reputed international journal ZAMM – Journal of Applied Mathematics and Mechanics (SCI, Impact Factor 2.3). The article, titled "Thermodynamic analysis of Casson fluid flow through porous rectangular conduit in the presence of thermal radiation and convective boundaries," emphasizes how important entropy generation analysis and Casson fluid dynamics are to industrial systems and bioengineering.

[Read more](#) 



June 21, 2025

Professional Development Programme on Outcome-Based Curriculum Development for NBA and NAAC Accreditation

Dr. Rohan Majumder (Faculty-FEST) successfully participated and completed a Professional Development Programme on 'Outcome-Based Curriculum Development for NBA and NAAC Accreditation' conducted by the National Institute of Technical Teachers Training and Research, Chennai, under Ministry of Education, Government of India. The programme highlighted the fundamental concepts of outcome-based education (OBE) and its role in curriculum development, basic understanding of the accreditation criteria prescribed by NBA in Curriculum Context, preparation of NBA Self-Assessment Reports (SAR) and many more. It covered 20 hrs. of learning over a span of five days.



June 21, 2025

Adani University Organized 2-Days MDP on **Persuasion and Negotiation**

The Centre for Continuing Education, Adani University successfully conducted 2nd Batch of the Management Development Program on 'Persuasion & Negotiation'. Facilitated by Dr. Baishali Mitra (Faculty-FMS). The program witnessed active engagement from various business units across the Adani Group reflecting its relevance and impact in enhancing professional competencies related to ethical persuasion. The program integrated concepts from behavioural psychology, Cialdini's principles of persuasion and advanced negotiation frameworks. Key competencies such as executive presence, strategic influence, resistance management, and techniques for closing high-stakes negotiations were explored during the session.