

Seema Khanvilkar

LECTURER

Brand & Communication

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Biography

Seema Khanvilkar is Lecturer of Practice of Business Communication at SDA Bocconi Asia Center – Mumbai.

Her collaboration with SDA Bocconi Asia Center, where she teaches Business Communication, began in 2015. She is an intercultural communication expert who structures her course to address the issues of culture and communication within the context of international business. She also trains students and executive participants in using effective communication techniques to create high impact messages in today's business context.

Seema is also a well-known corporate trainer; she has trained middle level and senior management executives of both the private and the public sector in India as well as internationally. She specializes in intensive personalized communication coaching for top executives, tailored specifically for individual needs enabling them to take higher or global responsibilities.

Her clientele roster is impressive with over 30 corporates. Danieli, Pitney Bowes, JP Morgan, Larsen and Toubro, Mercedes Benz, Novartis, Perrigo, Schindler, Holcim, Maersk India Ltd., Reliance Industries, Eicher Volvo, Taj Group of Hotels, Jindal Steel, Gas Authority of India Ltd., National Thermal Power Corporation, Union Bank of India, Mahindra Insurance, are some of the names on the list. She has been the Communication Coach to the Managing Director of Pitney Bowes, India.

She holds workshops on Intercultural Communication, Presentation Skills, Written Business Communication, Executive Presence, Business Etiquette and Business English. She is also a language trainer who works with voices and accents and has lent her voice to several audio-visuallys. Her teaching and training methodology is highly interactive where students and participants are given a hands-on experience in learning the course. Using live case studies, demonstrations, role-plays and reflective exercises, she facilitates rather than teaches, and provides an experiential learning outcome.

Seema regularly participates in the MBA Intensive Seminar at the Budapest University of Technology and Economics, Hungary. She is also a visiting professor at IAE-AIX Marseille Graduate School of Management, Provence, where she teaches a popular elective every year. A recipient of the Andrew Towl Foundation fellowship, she became a Harvard affiliate in 2009 when she was nominated as a high performer and went to attend the Global Programme on Participant Centred Learning at Harvard Business School, Boston.

A faculty with consistently excellent feedback, she has won several Teaching Excellence awards.

Seema has a Masters in English Literature from Mumbai University and a Ph.D. in Communication from S.N.D.T. University.

Teaching domains

Assertive Communication
Negotiation
Corporate Communication
Interpersonal Skills
Self-Leadership

CASES IN INTERNATIONAL CASE COLLECTIONS

KHANVILKAR S., VOHRA V.

Ananda in the Himalayas: Crafting Luxury Wellness Experiences

2024, The Case Centre, Great Britain

VOHRA V., KHANVILKAR S.

Forest Essentials: Demystifying India's Luxury Ayurveda Brand

2022, The Case Centre, Great Britain

KHANVILKAR S., VOHRA V.

Abu Jani Sandeep Khosla: Sustaining an Indian Luxury Brand

2021, The Case Centre, Great Britain
