

Annual
Report

2012-13

SIESCOOMS

Annual Report for the Year 2012-13 (April to March)

Academic initiatives:

The college during the year took a number of new academic initiatives and also re-launched some of the activities that were discontinued for the last 2 years because of various reasons. The important ones include:

1. Re-launch of the annual journal **Prerana**: a journal targeted at the social sector
2. Re-launch of **Idea Research**: an annual compendium of research projects undertaken by first year MBA students.
3. Re-launch of weekly **Corporate Interaction Series (CIS)** where all the first year MBA students are exposed to corporate interaction by senior corporate professionals function-wise (Marketing / Finance / HR) every Saturday. PGDM (Pharma / Biotech) also organized series of lectures under meet **Industry Opinion Leadership** series.
4. Proposal of start of **Operations Management** as an area of specialization in PGDM program
5. Introduction of **alumni mentorship program** wherein the students in a small group (2-3) function-wise (Marketing / Finance / HR) have been allotted to an alumnus for professional mentoring / counseling.
6. Initiation of **campus to corporate program** where two rounds of GD / PI have been arranged for all the MBA students in 3rd semester before they go for executive placements. This also included aptitude tests for all students through an outside professional agency.
7. Introduction of a new concept of a **skill-linked immersion project (SLIP)** wherein all PGDM students will be involved in skill-based project as regards a domain / functional skill they want to acquire. The period of the project is 2 weeks that include 1 week of field work. On a similar line the concept of **marker based project (MBP)** was launched for PGDM (Pharma & biotech) programs.
8. Launch of SIESCOMS **monthly news bulletin** known as Voice of SIESCOMS.
9. Organizing a seminar in collaboration with **Business Standard** on the topic of "Can Financial Service Products become Consumer Products?"
10. Holding **faculty improvement programs / faculty colloquiums** on Friday afternoons.
11. Introduction of **working paper** concept as a channel of communication by faculty as regards their research efforts. During the year 4 working papers have been brought out.
12. Launch of new concept of **project guide felicitation** where the project guides of companies where students went for summer training were felicitated.
13. Initiation of a new program known as **start-up Saturdays** on every 2nd Saturday with effect from January, 2013 in association with **Headstart**, an association of start-up ventures. This is primarily to encourage entrepreneurship among students

14. Pursuant to unfortunate gang rape incident in Delhi, few gender equality seminars conducted and local self-help groups formed.
15. As a value addition to MCA students, a new course on **Securities Management** is being offered to them in collaboration with Micro Technologies. The course is still going on.
16. Process of preparation is on, both for filing papers for **national** as well as **international accreditation** with ACBSP.
17. Strategic meet & deliberations by student & faculty teams in presence of Hon. President and Mr R Sridhar, member of Managing Council. Final recommendations have since been submitted.
18. **ISO certification renewal process** undertaken successfully.
19. **Webcasting facility** arranged at the college through free software developed by Amrita Business School. Four on-line seminars organized through the process during the year.
20. **Skill-gap seminars** organized in collaboration with Higher Education Forum (HEF) on following areas:
 - a. BFSI
 - b. Retail
 - c. E-commerce

Rankings / Awards received:

The college during the year received the following three awards:

1. DNA & Star of Industry Group B-School **Leadership Award**
2. DNA & Star of Industry Group Best B-School with **Innovative Marketing** to the Target Market Segment.
3. 7th Indy's Best B-school **Leadership Award**
4. Times of India Ranking (2013): **48th on all India basis (13th on factual basis)**
5. Business Baron: **15th on all India basis (Feb-March 2013)**
6. Free Press Journal: **A++ in Mumbai in all specialisation (2012)**
7. Business India: **A++ on all India Business (Nov-2012)**

Inaugural programs:

The details of the Chief Guests for the various programs inaugurated during the year are as under:

- **MMS (2012-14 batch):**

Chief Guest: Mr. R.Kannan, Head Corporate Performance, Hinduja Group

➤ **PGDM (2012-14 batch):**

Chief Guest: Mr. K. Narayan, President HR, Raymond Ltd.

➤ **PGDM (Pharma and Biotech Management) (2012-14 batch):**

Chief Guests: Mr. Hemant Dande, , President Sales & Marketing, Raptacos, Brett & Co. and Mr. Prasad Joshi, VP-HR / ER: Unichem Labs

➤ **Master of Computer Application(2012-15 batch):**

Chief Guests: Mr. Amit Gadkari, Director, Predool Pvt Ltd & Mr. Mahendra Gupta, Clearing Corporation of India

➤ **Executive Post-Graduate Program in Business Management: June, 2012 batch**

Chief Guest: Mr. Sundaresan Narayan, Chief, India Compliance & Business Practices UTC CCS

➤ **Executive Post-Graduate Program in Business Management: January, 2013 batch**

Guest of Honor: Mr. Rajesh Manek - Executive VP & Head HR - ING Investment Management

Convocations:

The college held the following convocations during the year:

➤ **PGDM (10-12 batch):**

- a. **Chief Guest:** Mr. Ashank Desai ,Founder & Former Chairman, Mastek
- b. **Guest of Honor:** Smt. Jaya Row, Founder, Vedanta Vision

➤ **PGDM (Pharma & Biotech) 10-12 batch:**

- a. **Chief Guest:** Mr. Sami Khatib, Chairman, Medley Pharmaceuticals
- b. **Guest of Honor:** Mr. Shrihari Shidhaye, Vice President Sales & Marketing, Abbott Health Care

➤ **Executive Post-Graduate Program in Business Management (11-12):**

- a. **Chief Guest:** Mr. Shubhranshu Singh, Marketing Director - India and South Asia, Visa
- b. **Guest of Honor:** Mr. Vivek Mandonsa, Marketing Director - India, Lawrence and Mayo

➤ **Executive Post-Graduate Program in Business Management (11-13):**

- a. **Chief Guest:** Mr. Rajiv Sethi, Chairman, Gemini Consolidated Projects Pvt. Ltd.
- b. **Guest of Honor:** Mr. Arun Shekhar Aran, CEO, NUCSOFT Ltd.

Placements:

The institute started placement process of the PGDM and MMS programs in the month of October, 2012. The placement cell of the institute did a very good job considering the external market conditions. The details of placements are given in **Annexure 6**.

National Seminars / Conferences:

Two **national research conferences** were organized during the year:

- a. Emerging Business Practices in Current Scenario
- b. Global Challenges in Health Care Sector

Annual Events: "Virtualities":

Virtualities is the flagship management festival of SIES College of Management Studies and is jointly organized by the General Management, Pharma Management, Biotechnology Management and MCA Verticals. It comprises of corporate interactions & panel discussions as well as B-school management events. It also includes Aakansha, the festival organized by Executive Post-Graduate Program in Business Management.

The theme for the Virtualities was "**Reengineering Business India towards 2020**". The sub-theme of Aakansha was "**Changing Paradigm of Business in Pragmatic Global Realm**". Details of the speakers / panelists who participated in the events are given in the **Annexure II**.

Competitions / Laurels won by the students

During the year the students of SIESCOMS participated and won in several competitions. The details of are enclosed in **Annexure – III**.

Industry Interaction Lecture Series:

Under the above, a number of eminent speakers from the industry / other areas shared their experiences with the students. Details are given in the **Annexure IV**

Research & Publication:

The main publications of the institute during the year include:

- a. Bi-annual journal SIES Journal of Management
- b. Annual journal on social issues captioned Prerana
- c. 4 working papers on different issues
- d. Compendium of research articles for the conference on Emerging Business Practices in Current Scenario
- e. Compendium of research articles for the conference on Global Challenges in Health Care Sector

SIESCOMS SPICMAKAY initiative:

As a joint initiative an evening of Indian classical music was organized on 14th March 2013. Renowned flutist Pt. Ronu Mozumdar enthralled the audience with his beautiful performance.

Program in collaboration with TBIA:

During the year the institute had a seminar on New Industrial Policy of Maharashtra for academicians and students. The program was addressed jointly by faculty of SIESCOMS & TBIA.

Dr. A.K Sen Gupta

Mentor

A few Photographs of the events are also being sent on a CD along with the annual report.

Annexure I

Placement report (as on 3rd June 2013)

PGDM / MMS Batch 2011-13:

S. No.	Description	Details
i.	No of students	236
ii.	No of students placed	202
iii.	No of students opted out/entrepreneur	11
iv.	No of companies visited	138
v.	Highest salary	Rs.11.40 lacs p.a
vii	Average Salary	Rs.5.60 lacs p.a

PGDM(Pharma & Biotech)Batch 2011-13:

S. No.	Description	Details
i.	No of students	82
ii.	No of students placed	75
iii.	No of students opted out/entrepreneur	2
iv.	No of companies visited	54
v.	Highest salary	Rs.9.5 lacs p.a
vii	Average Salary	Rs.4.5 lacs p.a

MCA Batch 2010-13:

S. No.	Description	Details
i.	No of students	54
ii.	No of students placed	54
iii.	No of students opted out/entrepreneur	nil
iv.	No of companies visited	31
v.	Highest salary	Rs.9.5 lacs p.a
vii	Average Salary	Rs.4.5 lacs p.a

Annexure-II

Report on Virtualities 2012-13

SIES College of Management Studies (SIESCOMS), Navi Mumbai organized its annual corporate festival – **Virtualities-2012** on 7th and 8th December, 2012. The theme for the event this year was '**Reengineering Business India towards 2020**'. All the functional areas aligned their deliberations with the given mega-theme.

This year Virtualities was flagged off with the formal inauguration followed by "PharmaVision"- the exclusive event for Pharma vertical. Dr A K .Sen Gupta, Mentor, SIESCOMS welcomed the dignitaries and in his inimitable style gave an inspiring welcome address. This was followed by an inaugural speech by Mr. S V Viswanathan, member of the Managing Council of SIES Trust.

PharmaVision provided an opportunity to the participants to witness a round table discussion on the theme "Reengineering Business India towards 2020" specific to Pharma industry. Dr Ajit Dangi, President & CEO of Danssen Consulting & Chairman of the Board-Fulford India led the discussion along with his co-panelists: Mr. Hariharan Krishnan, Retd. MD, Galderma India, Mr. N.Srinivasan, Corporate Advisor, Mr. Narayan Swami, Sr. Director, Finance, Sanofi and Dr Safia Rizvi, MD, UCB India. The eminent speakers presented their view points on the theme and highlighted various aspects. They felt that more intellectual inputs in the form of Patents and Research & Development will eventually catapult India to the top position across the world.

The **Biogerant** event, an event for Biotech vertical, featured a panel discussion that was moderated by Mr. Prashant Pathak, Director, Impact People Healthcare. The expert panelists included Mr. Manoj Darade, Marketing Director, Frontiango Life Sciences, Dr P V Kanitkar, Director, Plant Operations, Pfizer, and Mr. Suhas Wadwalkar, VP Corporate Affairs, Premier Nutraceuticals. The panel presented several viewpoints on preventive medicines as well as the robust development in the field of medicine and the need to guard quality. Panelists expressed their concern at the huge brain drain that is plaguing the industry. Another concern area highlighted was the approval process for the Biotech Drugs, which must be made smooth and fast.

Students of Pharmaceutical and Biotech Management enthusiastically participated in the events and the Q&A sessions after discussions.

The second day of Virtualities 2012 presented "Mudrank": Finance event, "Parivartan": Marketing event and "Nirmaan": HR event.

Mudrank, The panel discussion of Finance related to the theme of corporate India: 2020 was moderated by Dr A K Sen Gupta, Mentor, SIESCOMS. The expert panelists included Mr. Ashok Gautam, Sr. VP and Head, Global Markets, Axis Bank, Mr. J Dinaker, Sr. GM, BPCL, Mr. Manish Bansal, CEO, Value Advisors, Mr. S K V Srinivasan, Executive Director, IDIBI Bank, Mr. Soumendra Mattagajsingh, GM-HR, ICICI Bank, and Mr. K V Srinivasan, CEO, Reliance Commerce.

One of the important areas of discussion was the emergence of retail banking and growth of rural segment as new markets and the dynamics thereof. Also, the panelists gave an insight into various career options available in the domain of Finance. Different facets of business like – good governance, sustainability, innovation, e-commerce, data handling, etc. were discussed.

Parivartan, the Marketing conclave was marked with great exuberance and energy amongst both the panelists and audience. Alumnus of SIESCOMS, Mr. Murali Krishnan, Management Supervisor at Ogilvy & Mather moderated the panel discussion. The panel comprised of Mr. Debasis Biswas, VP, Star TV, Ms Niloufer Dundh, Sr. VP, Hungama, Ms Payal Agarwal, Strategist, IndusInd Bank, Mr. Prashant Singh, MD, Nielsen Media and Mr. Samar Kagawallam VP, Ratnakar Bank as expert speakers.

Through the course of discussion, a shared opinion emerged that paradigm shift in marketing is towards adoption of 5Is namely – Innovation, Integration, Interaction, Interest and Intimidation. Expert panelists felt that towards 2020, marketing as a field would be nothing more than engagement across platforms and people.

Nirmaan-The HR event. The panel discussion was moderated by Mr. Nishant Dangle, Jt. GM-Learning & OD, Essar Services. The panel included Mr. Battanu Kumar Das, Sr VP and Head HR, Blue Dart, Mr. Lalit Kar, VP-HR, Reliance Fresh & Reliance Digital, Mr. Lawrence Ganti, Director & Country Head-Merck Sereno.

The expert speakers, in view of the paradigm shift in HRM, listed various challenges faced by the Human Resource Manager including quality manpower, supply chain management, infrastructure needs, FDI in retail, farm to fork chain issues, risk management, migration of rural people to urban areas, etc. The panel reiterated that human resource is not just talent management but employee engagement and retention and thus, organizations must emphasize on achieving profitability through people.

Itellect-The MCA event - The various corporate speakers for the event were Dr.G Nagarjuna, Faculty at TIFR - HBCSE and Chairperson, Free Software Foundation, India, Mr. G K Iyer, Director, Astral Consulting, Mr. Ravi Govil, Director, Calyx Infotech, Mr. Omar Maner, Director, NUCSOFT, Ms.Damayanti Ingle, Manager, Capgemini India, and Ms. Tina M, Assistant Manager, TCS.

Virtualities 2012 concluded on a high note with students and faculty feeling more enriched with content, experiences and wisdom shared by various corporate speakers. Students were seen interacting with dignitaries, clarifying their doubts and sharing their ideas. On the other hand, all corporate dignitaries greatly appreciated the professionalism displayed by the students, the vibrant learning environment and the warm hospitality.

The Virtualites had a grand finale through organization of La Milange: the annual alumni meet.

Aakansha – The EMBA event

The speakers for Aakansha included Mr. Raghav Narsalay, India Lead, Accenture Institute for High Performance, Ms Gomathi Kalliappan, PM Business Model Innovation-Medtronic, Mr. Samar Kagalwalla, VP, Ratnakar Bank, Mr. Nikhilesh Tapasvi, Corporate Banker-Standard Chartered Bank, Mr. Nilesh Patil, Asst. VP at Bank of Tokyo-Mitsubishi UFJ, Ms Padma Kapse, CFO, NUCSOFT, Mr. Mukul Jain, VP-National Head Reliance Communications, Mr. Shiladitya Dasgupta, VP-Investments, Equity Fund - ICICI Prudential, Mr. RVS Mani, Head- Information Systems Group & Sr. VP, SBI Life, Mr. Pranay Lapasia, PM, L&T Infotech, Mr. Arun Vishwanathan, GM, Croma, Mr. Shyam Iyer, HR, Tata Power, Strategic Electronic Division.

Annexure-III

Students Achievements-

List of Prizes/Awards received during the academic year 2012-13

Events	Event dates	Month	Winners	Class
IMCI -Best Summer Internship Project Contest 2012	20th October 2012		Mr. Anish Bagchi	MMS-Marketing
Father Agnel (Abstract 12) - Brand Race	4th Oct 2012	October	Sushant, Renita	PG-B
			Elisha	MMS-B
			Anand	MMS-A
Father Agnel (Abstract 12) - Rink Football	6th Oct 2012	October	Jobin, Sidharth, Avinash	PG-B
			Shiva, Richard	MMS-A
			Iqbal, Akshay s	MMS-B
Father Agnel (Abstract 12)- Financial express	5th Oct 2012	October	Nikhil	PG-B
			Harsh	MMS-B
			Rushil	MMS-B
Father Agnel (Abstract 12)- Ad Mad	4th Oct 2012	October	Jobin, Reagan, Richard, Ketaki, Mary & Shiva	MMS-A
Father Agnel (Abstract 12)- Brand Race	4th Oct 2012	October	Jobin, Reagan, Richard & Shiva	MMS-A
Pillai (Nirmiti 2012) -Mad Marketing	12th Oct 2012	October	Jay, Mayur, Vishnu, Santosh	Pharma
			Sushant, Renita, Amrit, Prashant	PG-B
Pillai (Nirmiti 2012)- War of Words	11th Oct 2012	October	Divya, Suhasni	PG-B
			Nikhila, Ganesh	Pharma
Pillai (Nirmiti 2012)- Bulls and Bears	12th Oct 2012	October	Arun	PG-A
			Shravani	PG-B
Pillai (Nirmiti 2012)- Analyse this	11th & 12th Oct 2012	October	bhavika, nitesh, kritika	Biotech
			Esha, Ashay, Akshata, Lata	MMS-A
Pillai (Nirmiti 2012) - Business Mantra	11th Oct 2012	October	Divya, Malleshwari, Leena, Pooja	PG-B
DY Patil - Debate	6th Oct 2012	October	Monika	PG-B

			Chinar	MM	S-B
			Ashita	MM	S-A
			Vivek	PG	A
SIMSREE- Ad-diction	19th Oct 2012	October	Jobin, Reagan & Richard	MM	S-A
SIMSREE(Usher12)- Sell It	19th Oct 2012	October	Jobin, Reagan & Richard	MM	S-A
SIMSREE(Usher12)- Sell It (Viewers Choice)	19th Oct 2012	October	Jobin, Reagan & Richard	MM	S-A
K J SOMAIYA - Brand Quiz	9th Sept 2012	September	Ashay ,Uday,Nitin	MM	S-A
NMIMS- SALE TALE	28th Nov 2012	November	Sushant, Renita	PG	B
ITM - collage making			Ashita, Nikhil Aggarwal	MM	S-A
MET -(PRIME TIME BATTLE)		December	Jobin ,Shivanand and Reagan	MM	S-A
MET- (BRING ME TO LIFE)		December	Jobin,Shivanand. Reagan,Richard	MM	S-A
MET-(FLIP FLOP)		December	Jobin ,Shivanand	MM	S-A
MET-(CRISIS FOR CRISIS)		December	Jobin,Shivanand. Reagan,Richard	MM	S-A
MET-(ART-ICULATE)		December	Jobin,Richard	MM	S-A
			Nitin Shetty	MM	S-A
			Nikhil Nair	PG	B
Business Standard Quiz	7th Jan 2013	January	Jobin Mathew	MM	S-A
			Sushant Rane	PG	B
IES-Pratyush	11th Feb 2013	February	Renita Miranda	PG	B
			Nupoor Mehra	PG	A
			Amruta Ayya	PG	A
			Ravneet Khalsa	PG	A
			Poorna Ambekar	PG	A
PILLAI(ALLERGIA)		January			
			Rushikesh	MM	S-B
			Harsh	MM	S-B
			Hari	MM	S-B
			Sudalaikan	MM	S-B
SCIT-(corporate strategy)	2ND Feb 2013	February	Santosh	MM	S-B
INDIRA-(limp curious 13-case study)	9th Feb 2013	February	Rasik	MM	S-B
			Rushikesh	MM	S-B
IBS Powai-(Marketing-Mecadeo	11th Feb 2013	February	Rachit	MM	S-B

Triathlon)			Ajay	MMS-B
			Prajakta	MMS-B
			Chinar	MMS-B
	11th Feb 2013	February	Reagan Chettiar	MMS-A
			Richard Manickam	MMS-A
IES-PRATYUSH (Aap Ki Seva Main)				
IES -PRATYUSHA(Click It)	11th Feb 2013	February	Shivanand Kotian	MMS-A
IES-PRATYUSH (Shhot em up)	11th Feb 2013	February	Shivanand Kotian	MMS-A
			Jobin Mathew	MMS-A
SCIT-GRAFFITI (Kotler's Paradigm)	2nd Feb 2013	February	Shivanand Kotian	MMS-A
			Jobin Mathew	MMS-A
			Reagan Chettiar Richard Manickam	MMS-A
SCIT-GRAFFITI (ADVITIYA)	3rd Feb 2013	February	Shivanand Kotian	MMS-A
			Jobin Mathew	MMS-A
			Reagan Chettiar Richard Manickam	MMS-A
IBS -(Finance Quiz)			Mohit Sharma	MMS-A
			Aniket Khuspe	MMS-A
Chetna Khandelwal (Rolling Trophy)		March	Suraj	MMS-A
			Ketaki	MMS-A
			Aastha	MMS-A

Annexure IV

Industry speakers/Guest lectures Seminars

S. No	Description
1	Talk on “India Market Research” by Mrs Rajeshwary V, Manager, Business Development, Insignia, for PGDM(Pharma &Biotech) first year students
2	Talk on "Opportunities & Challenges in Airline Industry" by Mr. Praveen Balasubramaniam, GM, Jet Airways, for MMS first year students
3	Talk on “Specializing in New Age Marketing” by Mr. Anirban Dutta, Marketing Head, Loyalty One, for PGDM first year students

4	Talk on “Digital Marketing” by Mr. Deepak Nair, Account Supervisor, Draft FCB ULKA, for MMS first year students
5	Talk on “Various Career Avenues in Finance” by Mr. Abhishek Balan, Debt Capital Analyst, The Royal Bank of Scotland, for PGDM first year students
6	Talk on “Integrated Health Care Marketing” by Mr. Nikunj Thakkar, Product Manager, Sanofi Aventis, for PGDM(Pharma &Biotech) first year students
7	Talk on “Fundamentals of Finance & Job opportunities” by Mr. Shivkumar B, Vice President, Axis Bank, for MMS first year students.
8	Talk on “Managing Career in Consultancy & Strategy ” by Ms. Payal Agarwal, Indusind Bank (Ex consultant bostoncom.group), for MMS & PGDM Marketing second year students
9	Talk on “Career Opportunities in the Hospitality Sector” by Mr. Sumit Sharma, General Manager, F&B, for PGDM first year students
10	Talk on “Insight into Godrej ChotuKool” by Mr. Nikhil Chaudhari & Mr. Chirag Shah Manager & Sr. Manager (Disruptive Innovation, Godrej & Boyce, for MMS & PGDM Marketing second year students
11	Talk on “Skill sets for HR Students” by Ms Suzaaina Bahseer, HR Manager, Stapples, for MMS first year students
12	Talk on “Orientation to Industrial Marketing” by Mr. T.Ravi, Business Head, Gulf Oil Corporation, for PGDM first year students
13	Talk on “The various avenues after MCA” by Mr. Sekhar Velagaleti, Sr. Manager, i Gate Computer systems, MCA first year students
14	Talk on “Skills sets for HR in India” by Mr. Arup Gupta, VP, HR, Reliance Communication, for MMS first year students.
15.	Talk on “Opportunities & Challenges in Airline Industry” by Mr. Praveen Balasubramanian,

	General Manager, and Jet Airways, for MMS & PGDM Marketing second year students.
16.	Talk on "Insight into Ad-Sales and In-Film Marketing" by Mr. Ankur Sualy, Branding, UTV Motion Picture, for MMS & PGDM Marketing second year students.
17	Talk on "Living Stress Free MBA at SIESCOMS" by Mr. E.V Girish , Trainer Consultant , Sigfa, for PGDM first year students
18	Talk on "Career Prospects in HR" by Mr. Avinash Krishnamurthy, Manager Talent Acquisition, TCS, for PGDM first year students
19.	Talk on "Fundamentals of Pharma and Biotech Management" by Mr. Ajith Nair, Senior Product Manager, Sanofi, PGDM (Pharma & Biotech) first year students
20	Talk on "Opportunities & Challenges in Digital Media" by Mr. Vijay Iyer, General Manager & Business Head, Komli Media, for MMS & PGDM Marketing second year students.
21	Talk on "Media Industry in 21st Century: Opportunities and Challenges" by Mr. Nawal Ahuja, Cofounder & Director, Exchange 4 media Groups , for MMS & PGDM Marketing second year students.
22	Talk on "Importance of Finance & Skills required for Global Finance Manager " by Mr. Nachiket Padwal, Consultant ,Deloitte, for MMS first year students
23	Talk on "Evolution of a MBA Post-Graduate to a Pharma Professional -Focus on Soft Skills "" by Mr. Vinayak Singh, Marketing Head, Maylan Pharmaceuticals, for PGDM (Pharma & Biotech) first year students
24	Talk on "Case Study on Tata Ace" by Mr. Milind Joshi, Regional Sales Manager, Tata Motors, for PGDM Marketing second year students
25	Talk on "Opportunities & Challenges in Sales" by Mr. Jay Vasudevan, Business Development Head, Jain Group, for PGDM Marketing second year students
26	Talk on "Attrition in the Industry-KPMG Report Study 2011 " by Mr. Ashwin Ganesh, Assistant Manager, KPMG, for PGDM & MMS 2011-13 first year students

27	Talk on "Careers in Finance" by Mr. Rajiv Raheja, Financial Market Consultant, for PG / MMS first year finance students
28	Training Workshop on "Self Confidence" by Mr. Girish EV, Trainer, for PGDM (Pharma & Biotech), for first year students
29.	Talk on "Future Challenges of Banking" by Dr. P. Balachandran, Dy. CEO, IIBF, for PGDM first year students
30	Talk on "Work Force Diversity" by Mr. Ashwin Ganesh, Sr. Manager, KPMG, for PGDM first year students
31	Talk on "Insight into Media & Advertising" by Mr. Prashant Kulkarni, Manager, Sony Entertainment, for PGDM / MMS second year Marketing students
32	Talk on "SME Lending" by Mr. Pratik, Sr. Manager, Edelweiss, for PGDM / MMS second year Finance students
33	Talk on "BFSI Sector Overview" by Mr. V.N Kulkarni, Zonal Manager, Bank of India, for MMS first year students
34	Talk on "Challenges in Doing Cold Calls When One Have to See Oneself: Roles in Marketing with respect to Retail and FMCG Sector" by Ms. Radhika Radhakrishnan, Asst. Manager, Godrej Consumer Product, for MMS first year students
35	Talk on "Technical Analysis" by Mr. Zuben Zaveri, Sr. Manager, Growth Avenue, for PGDM / MMS second year (Finance) students
36	Talk on "Wealth Management " by Mr. Lokesh Shah, Sr. Manager, Growth Avenue, for PGDM / MMS second year Finance students
37	Talk on "Sales Management " by Mr. Raj Kumar, Product Manager, Unichem, for PGDM (Pharma & Biotech) first year students
38	Talk on "HR Challenges in the Consulting Industry" by Mr. Rahul Kulkarni, Head HR, Kale Consultancy, for PGDM HR first year students

39	Talk on "Orientation to Thought Leadership" by Mr. Shrikant, Business Development Manager, Thought Leader India, for PGDM first year students
40	Talk on "Leadership Management " by Dr.Pramod Solanki, Sr. General Manager, Sun Pharma, for PGDM (Pharma &Biotech) first year students
41	Talk on "Insight & Career Planning for BFSI Sector" by Mr. Samar Kagalwalla, Regional Marketing Manager, HDFC Bank, for PGDM & MMS Marketing second year students
42	Talk on "Health Care Management" by Mr. Nikunj Thakker, Product Manager Sanofi, for PGDM (Pharma &Biotech) first year students
43	Talk on "Impact of Bio-similars in Health Care Industry" by Dr. Kiran Godse, MD , Derma, for PGDM (Pharma &Biotech) first year students
44	Talk on "Insight & Career Planning in the Sales & Marketing Domain of Insurance Sector" by Mr. Jeelani Basha, Vice President, HDFC Life for PGDM & MMS Marketing second year students
45	Talk on "BREW(Binary Runtime Environment for Wireless) Technology " by Mr. Pankaj Doke, Scientist, TCS, for MCA students
46	Talk on "Indian Pharmaceutical Industry at a Glance" by Mr. Shikhar Gulati, Product Manager , Abbott, for PGDM (Pharma &Biotech) first year students
47	Talk on "Capital Markets & Perception about Investing" by Mr. Shreedar Rangarajan, Asst. Vice President, Kotak Group, for MMS first year students
48	Talk on "Managing Sales and Marketing in the Booming Indian Insurance Sector" by Mr. Gaurav Jaitly, Key Account Manager , HDFC Life, for PGDM&MMS Marketing second year students
49	Talk on "Managing Sales and Marketing in the Booming Indian Insurance Sector" by Ms Neha Thadani, Agency Development Manager , Max Newyork Life Insurance, for PGDM&MMS Marketing second year students

50	Talk on "Understanding Capital Markets" by Mr. Smitesh Desai, Company Secretary , CCGRT, for PGDM&MMS Finance second year students
51	Talk on "Social Marketing & Behavior Dynamics: Case of Increasing Use of Contraception in Rural Uttar Pradesh" by Dr. Sandeep Ghiya, Trainer & Visiting Faculty, for PGDM first year students
52	Talk on "Understanding Capital Markets" by Mr. Shashank Chaturvedi, IPF Secretariat, BSE, for PGDM & MMS Finance second year students
53	Talk on "Insight & Career Planning in the Sales and Marketing Domain of Real Estate Sector, by Mr. Anurodh Sharma, Marketing, Kalpataru Group, for PGDM&MMS Marketing second year students
54	Talk on "HR Practices in the BPO Industry-Reference to Wipro" by Mr. Shrikant, Wipro Sr. Manager, HR for PGDM first year students
55	Talk on "Intellectual Propriety Rights" by Mr. Chanakya Patel, Technical Data Associate, CDSCO, for PGDM (Pharma &Biotech) first year students
56	Talk on "Overview on QSR industry: Opportunities and Challenges" by Mr. Gerald D'Souza, Senior Marketing Manager - Strategic Alliances, Café Coffee Day, for PGDM first year students
57	Talk on "Case Study Discussion on BPCL" by Mr. K.P.S Namboodiri, Ex- Manager, BPCL, for PGDM first year students
58	NGO presentation of students during January, 2013. The Panelists are as under: <ul style="list-style-type: none"> a. Ms. Pooja Joshi, Program Coordinator, Mimansa b. Mr. D.N Chapke, President ,Senior Citizens' Confederation , Navi Mumbai c. Mr. Ferroy Ferao, Manager, SEP Kotak Education Foundation
59	Talk on " Private Equity " by Mr. Kartik Iyer, (Principal - Investments), Oman India Joint Investment Fund (A JV between SBI & State General Reserve Fund of Oman, for PGDM Finance students

60	Talk on " Opportunities and Challenges In Insurance" by Mr. Arun Iyer, Senior Manager, SBI Life for PGDM Finance students
61	Talk on "Operations Management with Special Reference to Health Care Sector" by Mr. A K Ghosh, GM-Works, Elder Pharmaceuticals, for first year PGDM operation students
62	Talk on "Technology Management and its Applications" by Prof Hitendra M Soni, Corporate Consultant, for first year PGDM & MMS Operation students
63	Talk on "Supply Chain Management and its Applications" by Mr. Rahul Bhatia, Expert, for first year PGDM & MMS Operation students
64	Corporate Interaction- Web casting: Speaker- Talk on "Global Perspective of Healthcare Industry" by Mr. Venu Gopalakrishnan, Director Market Analytics & Sales Operations, Valeant Pharmaceuticals, New Jersey, USA, for first year (pharma & biotech) students
65	Corporate Interaction- Web casting: Talk on "Maximizing 2-year Stay at the MBA college" by Mr. Ranjan Goyal- CEO, Edvance Preschools, for PGDM first year students
66	Corporate Interaction- Web casting: Speaker- Talk on " Management Challenges and Corporate Expectations from a fresh MBA", by Mr. Sanjay Murthal, MD , Nugrid Consulting, for first year MMS/ PGDM (pharma & biotech) students
67	Talk on "Quality in Education(Web cast)" by Mr. Thothathri Raman, Consulting Editor, Business India, for first year PGDM students
68	Talk on "Global Health care Industry(Web Cast)" by Mr. Venu Gopalakrishnan, Director, Valeant Pharmaceuticals, USA, for first year PGDM (Pharma / biotech) students
69	Talk on "Business Excellence through Lean Six Sigma" by Mr. S.V Viswanathan, Director, Mascon Global & Trustee, SIES, for PGDM first year students and select faculty
70	Talk on "Family Financial Protection" by Delegates from Satyanand Mission, for first year MMS students
71	Talk on "International Accreditation" by Mr. Douglas Viehland from ACBSP(Accreditation

	Council for Business Schools and Programs, USA), for select faculty and students	
72	Talk on “Building Research Acumen (in collaboration with HEF)” by Dr M R Rao, Former Dean, ISB, Hyderabad, for select faculty	
73	Talk on “Lecture on Mergers and Acquisitions” by Dr. Jeffrey A.Krug, Jack & Vada Reynolds Chair in International Business and Professor of Strategy, Loyola University New Orleans College of Business, USA, for select faculty and students	
74	Seminar in collaboration with Business Standard on “can financial products become consumer products?”	Speakers: Mr. Anand Bajaj, Chief Innovation Officer, YES Bank, Ms. Deepali Nair, Country Head - Brand & Corporate Communications, L&T General Insurance, Ms. Lulu Raghavan, Country Director, Landor Associates, Ms. Tista Sen, National Creative Director & Senior Vice President, JWT Mumbai, Moderator: Associate Editor of Business Standard
75	Skill Gap Seminar: E-Commerce (in collaboration with HEF)	Speakers: Mr. Parthip Thyagarajan, Founder, Weddingsutra.com, Ms. Rashmi Putcha, CEO, Digital Marketing Training Institute, Mr. Harish Aiyer, Director, Softcell Technologies, Moderator: Mr. Vijay Iyer, Senior Vice President - Asia Pacific, Adnear
76	Skill Gap Seminar: Retail Sector / Industry (in collaboration with HEF)	Speakers: Mr. Srinivasan Padmanabhan, Ex-ED of Raymond Apparels, Former Head of Retail Operations-Reliance Web Stores, Former COO of Reliance industries-Textiles Division, Mr. Arun Vishwanath, GM-HR & Organizational Learning, Infinity Retail (Croma), a Tata Enterprise, Ms. Suzaina Basheer, Head, Future Office Products, Ms. Divya Singh, Store Manager, Mahindra Retail, Mom & ME, Dr. Raviindra Gupta, Vice President, Sales & Marketing , Micro Retail
77	Skill Gap Seminar: BFSI Sector (in collaboration with HEF)	Speakers: Mr. Ram Iyer, formerly Partner, KPMG Consulting, Mr. Ranjith Goswami CGM-HR, SBI, Mr. Ambarish Datta, MD&CEO, BSE Training Institute, Mr. Abhishek Rai, AVP-HR, NCDEX, Ms. Kalpana Hinduja, Sr. Manager-HR India Factoring

Annexure V

Statistical data

Year ending 31.3.2013

A. Staff Strength			
	Male	Female	Total
Teaching	24	30	54 including IEM
Non-Teaching	21	06	27
Total	45	36	81

B. Qualification		
	Teaching	Non-Teaching
Ph.D.	09	-
Post Graduate	44	02
Graduate	01	12
Under Graduate	-	13
Total	54 including IEM	27

C. Age Profile			
Age Group	Teaching	Non-Teaching	Total
20-30 years	02	06	08
30-40	23	16	39
40-50	18	05	23

50-55	02		02
55-60	04		04
More than 60	05		05
Total	54 including IEM)	27	81

D. Service Profile

No. of years	Teaching	Non-Teaching	Total
≤ 5 years	38	09	32
5-10 years	13	09	24
10-15	03	06	6
15-20		03	2
20-25			
≥ 25 years			
Total	54	23	64

E. Students			
Course	Male	Female	Total
MMS -I year	72	49	121
MMS - II year	69	50	119
MCA-I year	30	28	58
MCA-II year	39	21	60
MCA-III year	40	19	59
PGDM -I year	54	64	118
PGDM -II year	62	55	117
PGDM(Pharma) -I year	30	29	59
PGDM(Pharma) –II year	37	22	59
PGDM(Biotech) -I year	18	11	29
PGDM(Bio-tech) -II year	9	14	23