

Annual  
Report

2013-14

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**SIESCOOMS**

## Annual Report for the Year 2013-14 (April to March)

### Academic initiatives:

The college during the year took a number of new academic initiatives and also stabilized / enhanced some of the activities that were launched last year. The important ones include:

1. The institute during last year had Introduced a new concept of a **skill-linked immersion project (SLIP)** wherein all PGDM students are involved in skill-based project as regards a domain / functional skill they want to acquire. The period of the project is 2 weeks that includes 1 week of field work. On a similar line, the concept of **market based project (MBP)** was launched for PGDM (Pharma & Biotech) programs. The concept was extended to 1<sup>st</sup> semester this year. SLIP has now been extended in two parts: a. SLIP-I in 1<sup>st</sup> year for general personal development in 1<sup>st</sup> semester and b. SLIP-II in 2<sup>nd</sup> year for function / domain skill. This experiment to a large extent will take care of integration of knowledge & skills.
2. A new concept of **summative assessment** has been introduced through comprehensive viva-voce of the PGDM students at the end of the first year.
3. Another important initiative has been to increase summer internship program (SIP) period from **8 weeks** to **12 weeks**.
4. Strengthening 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/ Operations) every Saturday. More than 100 corporate dignitaries have interacted with the students under the series.
5. Launch of **Operations Management** as an area of specialization in PGDM / MMS program
6. Introduction of **alumni mentorship program** wherein the students in a small group (2-3) function-wise (Marketing / Finance / HR / Operations) are allotted to an alumnus for professional mentoring / counseling.
7. Initiation of **campus to corporate program** where two rounds of GD / PI are arranged for all the MBA students in 3<sup>rd</sup> semester before they go for executive placements. This also includes aptitude tests for all students through an internally developed system.
8. Holding **faculty improvement programs / faculty colloquiums** on Friday afternoons.
9. Launch of new concept of **project guide felicitation** where the project guides of companies where students went for summer training were felicitated.
10. Initiation of a new program known as **start-up Saturdays** on every 2<sup>nd</sup> Saturday with effect from April, 2013 in association with **Headstart**, an association of start-up ventures. This is primarily to encourage entrepreneurship among students.
11. Setting up of a new **Centre of Excellence in Healthcare** at the institute.
12. Application has been filed for **international accreditation** with ACBSP. The institute has got the **Candidacy Status** and during the year the **Mentor** has been appointed.
13. During the year the institute entered into MOU with **Findlays University**, US for exchange of students.

14. The institute during the year launched a new PGDM program under the banner of All India Management Association (AIMA) known as **AIMA-PGDM** program. This AICTE approved program is a 2-year week-end program meant for working executives.
15. The institute had quite good focus on **publications** during the year. The various institute publications included:
  - a. SIES Journal of Management (bi-annual)
  - b. Prerna (Journal on social issues): annual
  - c. SIES Journal of Pharma-Bio Management (bi-annual): new journal
  - d. 4 working papers on different aspects of Management
  - e. Compilation of Project Abstracts- Internship in Non-Profit Organizations
  - f. National Conference on Innovations and Advancements in Information Technology (NCIAIT 2014) : Compendium
  - g. Emerging Trends in Global Health Care Management : Compendium
  - h. National Research Conference ; "Emerging Business Practices In Current Scenario": Compendium

#### Rankings / Awards received:

##### Rankings:

1. OUTLOOK Magazine-SIESCOMS ranked **41st** by in its Annual **India's Best Business Schools** Ranking (Drishti survey2013)
2. Business Barron B-School survey-**15<sup>th</sup>** Among all Management Institutes in India (carried out among CEOs & Senior Executives to rank the brand equity of India's leading B-Schools)
3. Times Group – TNS B-School Survey 2013 (Pan India)
  - a. SIESCOMS in the **Top 50 B-Schools** including IIMs
  - b. SIESCOMS ranked **13<sup>th</sup>** on Factual Rank Score Card (All India Basis)
4. Business India B-School ranking: Issue Nov 2013- **55<sup>th</sup>** among all Management Institutes in India
5. Business World-Best B-Schools of India July 2013-**56<sup>th</sup>** rank at All India Level
6. Business Today-India's Best B-School Survey Oct 2013-**57<sup>th</sup>** among all Management Institutes in India
7. Career 360 Nov 2013-SIESCOMS ranked **AAAA** among all B-Schools

##### Awards:

1. **B-School Leadership Award** by DNA & Star of Industry Group
2. **Best B-School with Innovative Marketing to the Target Market Segment Award** by DNA & Star of Industry Group
3. **7th Indy's Best B-School Leadership Award**

##### Inaugural Programs:

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

- **MMS (2013-15 batch):**
  - a. **Chief Guest:** Mr. Sanjay Prabhu, Director-Operations, Adlabs Entertainment
  - b. **Guest of Honor:** Mr. Praveen Babu, AGM-Sales, Findability Sciences
- **PGDM (2013-15 batch):**
  - a. **Chief Guest:** Mr. Anil Salvi, M D & Group Head - Human Resources, J M Financial
- **PGDM (Pharma and Biotech Management) (2013-15 batch):**
  - a. **Chief Guest:** Mr. Abhay Gandhi, President (Sales and Marketing), Sun Pharmaceuticals
  - b. **Guest of Honor:** Mr. Anup Godbole, Director (WHC & FHC), MSD Pharmaceuticals
- **Master of Computer Application(2013-16 batch):**
  - a. **Chief Guest:** Mr. Omar Maner, Director, Nucsoft Ltd.
  - b. **Guests of Honor:** i. Mr. Chandrakant Deshmukh, Head - Technology Engineering and Consulting, Mastek Private Ltd. & ii. Mr. Shahid Shaikh, Solution Package Consultant, IBM India Private Ltd.
- **AIMA Post Graduate Diploma in Management (AIMA-PGDM): June, 2013 batch**
  - a. **Chief Guest:** Mr. Vivek Mendonsa - Marketing Director, Lawrence & Mayo
  - b. **Guests of Honor :** i. Mr. P. Jaideep - Head Retail Sales, Union KBC Asset Management Co, ii. Mr. Amitarajit Ghosh - Dy GM - Dow Chemicals & iii. Mr. Bharatarajan - VP & CTO - ING Investment Management
- **Inauguration of AIMA Post Graduate Diploma in Management (AIMA-PGDM): January, 2014 batch**
  - a. **Chief Guest:** Mr. Nitin Tabib - DGM - IBM India
  - b. **Guests of Honor:** i. Mr. Pradeep Nair - Consumer Insights Executive - General Mills, ii. Mr. Nilesh Patil - AVP – Bank of Tokyo Mitsubishi Ltd.

#### **Convocations:**

The college held the following convocations during the year:

- **PGDM (11-13 batch):**

- a. **Chairing the Ceremony:** Ms. Usha Thorat, Director, CAFRAL and Former Deputy Governor, RBI
- b. **Chief Guest:** Ms. Chitra Ramkrishna, MD and CEO, National Stock Exchange
- c. **Guest of Honor:** Mr. Roosevelt D'Souza – Executive Director, Nielsen India

➤ **PGDM (Pharma & Biotech) 11-13 batch:**

- a. **Chief Guest:** Mr Sundeep V. Bambolkar, Jt. Managing Director, Indoco Remedies Ltd.
- b. **Guests of Honor:** i. Mr Shyamal Ghosh, Adviser-Quest Pharmaceutical, &  
ii. Mr S.Radhakrishnan, Executive Director-Cipla

➤ **Executive Post-Graduate Program in Business Management (12-13):**

- a. **Chief Guest:** Mr. Vivek Patwardhan, Former Global VP-HR, Asian Paints
- b. **Guest of Honor:** Mr. Mahesh Narayanan, Managing Director India at Sociomantic Labs

**Placements:**

The institute started placement process of the PGDM and MMS programs in the month of October, 2013. The placement cell of the institute has done a decent job considering the external market conditions. The details of placements as of 31<sup>st</sup> March, 2014 are given in **Annexure I**.

**National Seminars / Conferences:**

Three **National Research Conferences** were organized during the year:

- a. National Research Conference on Emerging Business Practices In Current Scenario
- b. National Research Conference on Healthcare Management
- c. National Conference on Innovations and Advancements in Information Technology

All three conferences culminated in Research Publications.

**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 used to comprise of corporate interactions & panel discussions as well as intra and inter- collegiate student events. For the first time, the events were segregated: annual corporate events were held separately from the student events and they were also held during different times during the year.

The details of the corporate events and Virtulaties (student events) are given in the **Annexure-II** and **Annexure-III** respectively.

### **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 – IV**.

### **Corporate Interaction Series:**

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

### **Special Programs:**

- a. Organized program jointly with IMC (Navi Mumbai) towards felicitation of Mr K L Prasad, IPS on his appointment as Police Commissioner of Navi Mumbai and felicitation of 3 Deputy Police Commissioners on their promotion to IPS cadre.
- b. Arranged a special talk by the noted lawyer Mr Majeed Memon on Sexual Harassment of Women (Prevention, Prohibition & Redressal) at Work Place Act, 2013.

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

Staff strength (statistics) : **Annexure – VI**

## Annexure-I

### Placement Report (as of 31st March 2014) PGDM / MMS / PGDM Pharma / PGDM Biotech Batch 2012-14 and MCA Batch 2011-14

#### 1. PGDM / MMS

Total Students	238
Placed	197

#### 2. PGDM Pharma & Biotech

Total Students	88
Placed	71

#### 3. MCA

Total Students	59
Placed	57

#### Salary break-up for placed students

Salary	PGDM / MMS	PGDM Pharma / Biotech	MCA
Lowest salary (p.a.)	3.75 L	3.0 L	2.4 L
Average salary(p.a.)	5.8 L	5.5 L	2.8 L
Highest salary(p.a.)	12 L	9.5 L	6.0 L

## Annexure II

### Corporate Event Finance

Panel Discussion on 'Future Challenges before Financial Markets & Players-  
Panelist

- a. Mr. Ishan Shukla : General Manager, Reserve Bank of India (RBI) – Financial Services . Mr. Ashok Gautam: Vice President, Axis Bank Mr. Kamlesh Vora: Senior Vice President, Kotak Life
- b. Financial Markets Mr. Ramesh Srinivasan: Executive Director - Kotak Investments Moderator Mr. B. Madhuprasad: Chairman, Keynote Corporate Services Ltd., Mr. Vikaas Sachdeva: Chief Executive Officer, Edelweiss Asset Management Mr. Jimmy Patel: Chief Executive Officer, Quantum Asset Management, Mr. Rajat Misra: Senior Vice President, SBI Caps (25.01.14)

### Corporate Event Marketing

Mr. M R Ramasamy, President, Essel Propack - Topic: on “Global Strategies for Indian Companies Mr. Prabir Kumar Ray, Executive President, Ultratech Cement (Aditya Birla Group) - Topic: "Growing role of Marketing Function in Business” Ms. Tina Marie Monelyon, Managing Director, Globeone - Topic: “Role of Strategic Market Communication in Emerging Economies” Mr. Ansoo Gupta, Chief Operating Officer, Pinstorm - Topic on “Role of Strategic Market Communication in Emerging Economies”

Technical Session 1: Panel Discussion on “Evolving Marketing Practices in India’ Eminent Speakers: Mr. Anand Narasimhan, Senior Anchor - Times Now, Times Television Network, Ms. Lakshmi Iyer, Vice President - Marketing, DY Works, Ms. Rachana Chowdhary, Head - Marketing, Media Value Works, Mr. Rahul Gupta\*, Head - Marketing & Sale, Godrej Properties Mr. Samar Kagalwalla, Vice President - Marketing, Yes Bank

Technical Session 2: Panel Discussion on “Is Marketing & Sales optimizing its return” Mr. Bharat Rajamani, Associate Director and Solution Champion - Marketing & Advertising Risk, Ernst & Young, Ms. Deepali Naair, Chief Marketing Officer, Mahindra Holidays, Ms. Namrata Balwani, Chief Operating Officer, Media2win, Mr. Praveen B Iyer, Head - Revenue Optimization, Jet Airways, Mr. Subhobroto Chakroborty, Assistant VP - Marketing, Game Changer (Netcore Solutions)

Technical Session 3: Panel Discussion on “Managing Talent in Sales & Marketing Function” Ms. Bosky Arora, Head Learning & Development, DHL Lemuir Logistics, Ms. Charmie Awasthi\*, AVP - HR & Head - Talent Management, Zee Entertainment, Mr. Rajesh S Manik, EVP & Head - HR, Communications, Technology & Admin, ING Investment Management, Ms. Sarojani Gaikwad, Director, People in Business (India), Mr. Sunil Chibber, Vice President - HR, Go Air



## **Corporate Event Human Resource**

**Theme:** 'Talent 2020'

### **Module 1-*Talent Acquisition***

**Moderator** - Mr.K. S. Kumar, Vice President, Human Resources: Castrol India Limited.

#### **Speakers:**

- Mr. Roydon Gonsalves, Group Practice Head: Personnel Search Services, Ray & Berndtson
- Mr. Kirit Sayani, Mg Consultant: PMS
- Ms. Padma Gupta, Director Human Resource: Hafele India, Private Ltd.
- Ms. Krupali Sindhu, Associate Vice President & HR: Kotak Mahindra Bank Ltd
- Ms. Nivedita Deshpande, Head HR: J K Helen Curtis

### **Module – 2: *Talent Building***

**Moderator** – Mr. Amit Joshi, Head Training Solutions Development: Achieve Global

#### **Speakers:**

- Ms. Sanghita Bhakta, Program Director L&D: Standard Chartered
- Ms. Anupama Lal, Manager Learning & Development: KPMG India
- Mr. Arvind Murwaha, Leadership Coach & Managing Partner: Cresco Consulting
- Ms. Ritu Agasthi, VP, Business Human Capital, Fullerton India

## **Corporate Event Operations**

As per the schedule the one day corporate event on logistics and supply chain management in the operations department was successfully conducted on 25<sup>th</sup> January 2014. The event was started at 9:45 a.m. with lighting of lamp.

The first speaker Mr. Nagarj Baggon, Founder Partner, CareerYs, Mumbai spoke about the technology management practices in the area of logistics and supply chain management. During his lecture he emphasized the importance of role of computer software and Excel solver in the day to day functioning of logistics and supply chain industry.

Second speaker Mr. Chandrasen Sharma, Consultant, G3 Consultants, Mumbai spoke about role of distribution in the logistics and supply chain industry. During his lecture he talks about a location can become a hub for distribution of a firm's products to markets in the neighboring region. He also spoke about the logistics and distribution costs.

Third speaker Ms. Elizabeth Alankara, Consultant, The Progress Group, Mumbai talked about the role of Optimization and Simulation Modeling in Logistics & SCM. During her

## Annexure II contd..

lecture she shared how the transportation model can be utilized for the optimization in the logistics and supply chain industry.

After lunch there was a panel discussion on “Importance of CRM Practices in Logistics and SCM – A Modern Perspective”. The moderator of the session was Mr. Kamaraj D., General Manager, Gulf Petrochem, Dubai. The panel members are –

- Mr. D.S. Patil, CEO, OBM Associates Express Industry Pvt. Ltd., Mumbai
- Mr. Devendra Suralkar , Consultant, Rightways Airways Pvt. Ltd., Pune
- Mr. Aditya Agarwal, Senior Manager Logistics & Supply Chain, Indian Steels Corporation, Ruchi Group, Mumbai

During discussion, speakers shared their views on CRM practices in their respective organizations. In the concluding remarks moderator highlighted how CRM practices are vital in the current scenario for the sustainability and success of an organization in the area of logistics and supply chain.

The last speaker Mr. Yogendra Bellani, Vice President – Contract Logistics, Agility Global Integrated Logistics, Mumbai delivered his lecture on “Quality Improvement Methods in Logistics & SCM”. During his lecture he talked about the importance of Total Quality Management in logistics and supply chain management.

### **Corporate Event Pharma and Biotech**

Annual Corporate Management Conclave 2014-Pharma & Biotech Mgmt-15th March 2014

2 Panel discussions were held :

- 1] Growth challenges for the pharma industry -VISION 2025
- 2] Leveraging technology for better health outcomes

1. Chief guest -Mr Girdhar Balwani -Managing Director, Menarini India
2. Mr Deepak Naik - MD, Health "N U " Therapeutics
3. Mr Deep Bhandari- Director, Mktg & Sales, UCB
4. Mr Prakash Shanware - President ,People First
5. Mr Sherry Mathews- Principal Consultant , Right Sketch Consultants
6. Mr Sagar Pawar- Associate Director, PwC
7. Mr Krishnakumar Shankaranarayanan-" ", PwC
8. Mr Abhishekh Singh-" ", PwC
9. Dr Aniruddha Malpani- Director, HELP

Annexure II contd..

10. Dr Nikhil Datar-Eminent Gynaecologist & Patients Rights Activist

The program was also attended by some PG healthcare management students from MGM University.

The entire event was found to be enriching for the students which was well appreciated by them . Also we received appreciation from almost all participants for conceiving the topics and the overall organisation of this program

**Corporate Event MCA - ITELLECT 2K14**

**Intellect 2K14**, an event organized by the MCA department of SIES College of Management Studies on 1<sup>st</sup> March 2014 was a grand success. It consisted of several Technical sessions which included sessions on Green Technology, Entrepreneurship and a panel discussion on the “Importance of Certifications in Placements”.

In the morning session, Mr. Sunil Kardam a Business Analyst at Capgemini, enlightened students on Green Technology.

The next session was headed by Mr. Kaushik Rajagopal , CEO of Krisol Infosoft Pvt. Ltd. He shared a brief knowledge about Entrepreneurship qualities and his personal experiences which will help the students to recognize the opportunities in order to get the firm positions in corporate world.

The event closed with a panel discussion on “Importance of Certifications in Placements”. The members of the panel were Mr. Chandrashekhar P. Deshmukh and Ms.Damayanti Ingle from Capgemini and Mr. Sachin Acharya from IT Shastra, Pune where the students interacted with the members to voice out their doubts on different schemes in certifications available in the market. They also discussed about interview disciplines in an organization.

## Annexure III

### VIRTUALITIES 2014

'VIRTUALITIES 2014' the annual extravaganza of SIESCOMS was held from 6th to 8th February 2014. This is an event that provides a platform for the student community at SIESCOMS to put their Managerial and Leadership skills to test. Students were at their creative best while conceiving, planning and executing the program. The event kick started amidst great enthusiasm with the inaugural address by Dr. A.K.Sengupta, mentor of SIESCOMS.

As has been the practice, this year too, Virtualities featured several competitions in General Management as well as Finance, HR, Marketing and Operations domains. For the first time students were able to get more than 1000 individual registrations including some from very prestigious and reputed business schools from all over India. Registrations were received from institutes like NMIMS, IIM Shillong, SIMSREE, SCMHRD, Jamnalal Bajaj Institute of Management Studies, LBSIM - Delhi, KJ Somaiya Institute of Management Studies and Research, IMI Delhi, IIM Indore, Delhi School of Management (DTU), IIFT Kolkata, IIM Lucknow, SIBM Bangalore, IIM Ranchi, MET's Institute of Management - Mumbai, MDI Gurgaon, IMT Ghaziabad, IES, MET Institute of Pharmacy, SIMSR, SIIB, SJMSOM, IIT Bombay, Lala Lajpatrai Institute of Management, Tata Institute of Social Sciences, SIBM Pune, IIM Kozhikode, NITIE Mumbai to name a few.

Following is the list of the various events and its winners:

Sr. no.	Name of event	1st Prize	2nd Prize
1	Zara Meri Nazar Se Dekho	IIM (Lucknow)	Symbiosis Institute of International Business (SIIB)
2	You-va	K. J. Somaiya Institute of Management Studies and Research (SIMSR)	
3	Crickage	K. J. Somaiya Institute of Management Studies and Research (SIMSR)	Shah & Anchor Institute of Management
4	Twiz	K. J. Somaiya Institute of Management Studies and Research (SIMSR)	K. J. Somaiya Institute of Management Studies and Research (SIMSR)
5	The C.F.O	SIMSREE	SIMSREE
6	Mock Stock	Symbiosis School of Banking and Finance (SSBF)	Great Lakes, Chennai

Annexure III contd..

7	Digimark	SIESCOOMS	Symbiosis Institute of Business Management (SIBM)
8	Vyapari	K. J. Somaiya Institute of Management Studies and Research (SIMSR)	
9	Encase This	K. J. Somaiya Institute of Management Studies and Research (SIMSR)	TISS
10	Corporate Charisma	TISS	Welingkar Institute of Management Development and Research
11	Op-sense	NITIE	Welingkar Institute of Management Development and Research
12	Pharma Hunt	MET Institute of Pharmacy, Bandra	MET Institute of Pharmacy, Bandra
13	Convince the doctor	SIESCOOMS	SIESCOOMS
14	Biobizz	SIES(IIEM)	SIES, Sion
15	Biopoly	SIES(IIEM)	SIESCOOMS

### Jamboree

Virtualities reached a crescendo with the students unleashing their talents! *Jamboree* provided a stage for budding artistes and hidden talents. This year, students enthralled the audience with their excellent performances which included singing, dance and a fashion show.

The entrepreneurial spirit that SIESCOOMS instills through its Entrepreneurship Development Cell was on display with some students putting up food stalls that did roaring business.

### PIXELS 2K14

PIXELS 2K14 a three day event organized by the MCA students of SIES College of Management Studies on the 20<sup>th</sup> , 21<sup>st</sup> and 22<sup>nd</sup> Feb 2014 was a grand success. It was a blend of both technical and cultural sub events. It attracted tech savvy people with the events like Tech Quiz, Web Designing, Codemania, LAN Gaming , Technical Paper presentation, IQ quiz, Brainstorming etc. More than 1800 participants from various engineering and MCA colleges had participated. The entire campus was bubbling with energy.

### Annexure III contd..

The highlight of this year's PIXELS was the inter-collegiate cultural festival "Gravity". This was the first time ever that we had such an excellent cultural extravaganza organized by the MCA students.

This year the rolling trophy of PIXELS 2K14 was bagged by our own college PG and MMS students.

The event was widely covered by our media partners Enlighten India magazine, Pudhari newspaper and Etmonline channel.

### Annexure IV

#### Competitions / Laurels won by the students

	<b>Events</b>	<b>Winners</b>	<b>class</b>	<b>Outcome of the event</b>
1	Table Tennis- Fr. Agnel	Vikram Ramaswamy	PG B	Gold
2	Ad Mad - Fr. Agnel	Keerthana	MMS B	First Prize
		Mihir Shah	MMS B	
3	Mind Mapping- Fr. Agnel	Abhijeet Aaikara	MMS B	1st Prize
		Tushar Sharma	MMS B	
		Nishit Dubey	MMS B	
4	Press Conference (Crossword)Lalalajpat rai	Abhijeet Aaikara	MMS B	2nd Prize
5	Cut Throat Competition- SIMSREE	Jobin	MMS A Seniors	2nd Prize
		Shiva		
		Lata		
	Cut Throat Competition- SIMSREE	Regan	MMS A Seniors	3rd Prize
		Meeta		
		Richard		
	IMC Award Summer project competition	Karthika Iyer	MMS B Seniors	1st Prize
	MULYANKAN 2013, a National Level B-School Research Paper Presentation Competition held at N. L Dalmia College.	M.M.S II Year (Finance) of SIESCOMS	M.M.S II Year (Finance) of SIESCOMS	second prize
	Felicitated by the University of Mumbai	Ms Amrisha Bakshi	MCA 2010-13) batch	Third rank holder in the final examination held during May 2013.
	Model prepared on the theme 'Ethos of Sustainable Environment using Creative Art', held by Sahyog committee and M.C.A Department on 6th September 2013	Ms.Reshma, Ms.Amita and Ms.Geetanjali)	MMS Maketing student team	first prize
	Skill City- XIMB	Manasi Chutke	MMS A	1st Prize
		Jiffy Joy		
		Robin Abraham		

Ashwit Shetty

Annexure IV  
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	NUKKAD NATAK- NITIE	Team of 11 from PG (Bio)	PG - Biotech	2nd Prize
	Marketophilia -Marketing Triathlon- IBS	Harshad Menon	MMS A	1st Prize
		Allan Castellino		
		Enoch	MMS B	
	Case Study- Business Standard	Sarika	MMS A	Top 5 Prize
		Sarvesh	MMS B	
	Video Making- Thakur College	Mohit	MMS B	1st Prize
		Nishit		
		Abhijit		
		Bhushan		
		Antariksh		
	Brand Snake & Ladder- Pillai	Keerthana Naidu	MMS B	1st Prize
		Neha		
	Word Jumble- Pillai	Manish	MMS B	2nd Prize
		Sanjay		
		Neha		
		Keerthana Naidu		
	Political Debate- Pillai	Joel	MMS B	1st Prize
	Photography FMS	Saurabh Gopinath	MMS A	2nd Prize
	Movie Marketing Thakur College	Vivek Vernagula	PG - Pharma	2nd Prize
		Sneha Fernandes		
		Chaitalee Ghosalkar		
	Madhyam - Paper presentation – Dalmia	Vivek Vernagula	PG -Pharma	2nd Prize
		Sneha Fernandes		
	AD-MAD – Fr. Agnel	Jayashree Shetty	PG -Pharma	1st Prize
		Mayur Kulkarni		
		Surendra Padole		
		Somali Dey		
	AD-O-Mania- Pillai	Jayashree Shetty	PG -Pharma	1st Prize
		Mayur Kulkarni		
		Surendra Padole		
		Somali Dey		



	Table Tennis- Lala Lajpat rai	Vikram	PG B	1st Prize
	Case Study- Bits	Alaknanada, Vaibhav, Saurabh, Amrita	MMS - A	1st Prize

### Annexure V

#### Corporate Interaction Series:

1. Talk on 'Future challenges, Growth & career opportunities in the Pharma industry' by Mr. Deepak Singh, Product Manager at Nutricia International Ltd. (Danone Group), for PGDM (PM &BM) first year students (01.02.14).
2. Talk on 'Working Structures between Advertisers, Advertising and Media Agencies with Case Studies of real world ' by Mr. Sanjay Sharma, Director – Synergy, SNJ Media Services & Ms. Bhavna Mehta, Founder & Creative Director, PartySharty for MMS & PGDM Marketing students (01.02.14).
3. Talk on 'Opportunities for the Operations Students in the Area of Logistics, Supply Chain Management and Related Industries' by Ms. Sheila Naravane ,Principal Consultant, APL Logistics for MMS & PGDM Operations students (01.02.14).
4. Talk on 'Basics of Banking' by Mr. Manoj Makhija, Banking and Wealth Manager – HSBC Bank for PGDM & MMS first year (Finance) students (01.02.14).
5. Talk on 'Human Resource Information Systems-Its uses in HR', by 1. Mr Abhishek Bhardwaj, Business Development Head- West for HR Solutions-Acuvate Software for the first year PG and MMS (HR) students (01.02.14) .
6. Workshop on the Communication in Marketing & Beyond ' by Mr. Anand Narasimhan, Senior Anchor - Times Now, Times Television Network (15.02.14).
7. Talk on 'Market Risk Fundamentals' by Mr. Aniket Srivastava , Risk Analyst, SRM-IB (Systematic Market Making) at Credit Suisse, for PGDM & MMS first year (Finance) students (15.02.14).
8. Talk on 'Future of Digital Marketing & how to get acquainted with the required skill sets' by Mr. Rahul Jain, Founding Director, Innoserve for MMS first year (marketing) students (15.02.14).

9. Talk on 'The Business Process in a Manufacturing Industry' by Mr. Ramachandran Nair, General Manager, Bharat Bijlee Ltd for the PGDM & MMs first year (Operatins) students (15-2-14).
10. Talk on 'Corporate Social Responsibility' by Mr. N Swaminathan - Secretary General of Thane Belapur Industries Association (TBIA) , for MMS first year (Finance) students (22.02.14).

Annexure V contd..

11. Talk on 'Fundamental Analysis' by Mr. Ranvir Singh, Senior Analyst - Pharma and Healthcare Sector, Sharekhan Ltd for PGDM & MMS first year (Finance) students (22.02.14).
12. Talk on 'A brand Manager Ms. Anuja Iyer, Senior Marketing Manager, Glenmark Pharmaceuticals, for PGDM (PM & BM) first year students (22.02.14).
13. Talk on 'How to take the best of a Management Program - Motivation, General Management, Entrepreneurship & Placements' & Experience sharing on Branding, Sales & Marketing of Print and TV Industry by Mr. Saurabh Gupta, Manager – B2B Sales, Tata Motors & Ms. Anuja Mangle Brand Manager, ABP News for PGDM & MMS first year (Marketing) students (22.02.14).
14. A talk on 'Usage of SHRM website' by Mr Amit Sethi-Academic Head-SHRM and a Session on 'Recruitment Challenges for HR Professionals' by Ms Nimisha Nair-HR Manager-Raymonds for PGDM & MMS first year (HR) students (22-2-14). Speaker-Ms Nimisha Nair-HR Manager-Raymonds.
15. Talk on 'Sales and Marketing function works in an Organization' by Ms. Sushma Krishnamachary Sampath, Assistant Manager - Sales & Marketing, Bombay Dyeing & Mr. Gaurav Jetly, Key Account Manager, HDFC Life for PGDM & MMS first year (Marketing) students (04.01.14).
16. Talk on fixed Income Securiteis by nMr. Vijay Krishnamurthy. Director (Funds & Fixed Income Research), CRISIL for PGDM & MMS first year (Finance) students (04.01.14).
17. Talk on 'Risk Management in Financial Markets' by Mr. Nikhil Johary, COO-Commodities, Edelweiss Financial Services Ltd for PGDM & MMS first year (Finance) students (04.01.14).

18. Talk on 'HR in the IT industry' & 'Employee Engagement' by 1) Ms Nicy Jacob, Sr. HR Executive -L&T Infotech 2) Mr. Rajesh Manik, Executive VP and Head Human Resources and Communications, ING Investment Management, Indi for the first year PG and MMS (HR) students (04.01.14).

Annexure V contd..

19. Talk on 'Sales and Marketing function in B2B works in an Organization' by Ms. Shivani Mehta, Senior Territory Manager, Ricoh India Ltd for PGDM & MMS first year (Marketing) students (11.01.14).
20. Talk on 'Credit Rating of Debt Papers' by Mr. Ajay Mahashur, Associate Director - Business Development CRISIL Ltd for PGDM & MMS first year (Finance) students (11.01.14).
21. Talk on 'Role of an Operations Team in Software Development' by Mr. Balaji N, Consultant for PGDM & MMS (Operations) first year students (11.01.14).
22. Talk on 'Achieving Operational Excellence through Effective Inter-Departmental Coordination' by Mr A . K.Ghosh, General Manager-Works, Elder, for PGDM (PM & BM) first year students (18.01.14).
23. Talk on 'Risk Management in Logistics and Supply Chain Management' by Mr. Smitesh Bhosale, Consultant for PGDM & MMS (Operations) first year students (18.01.14).
24. Talk on 'Sales and Marketing of Banking Products and Services' by Mr. Samar Kagalwala, Assistant Vice President - Marketing & Communication, Yes Bank for PGDM & MMS (Marketing) first year students (18.01.14).
25. Talk on 'Sales and Marketing of a dotcom company with specific reference to real estate online industry' by Mr. Pranav Thakker, Key Account Manager, Magicbricks & 'Insight into the Digital Marketing Platform with focus on web & mobile marketing' by Ms. Hetal Gandhi, Digital Marketing Consultant, Web & Mobile Space for first year PGDM/MMS (Marketing) batch (18.01.13) .

26. Talk on 'Operational Role of 3<sup>rd</sup> Party logistics Players in the International Logistics and Supply Chain Management ' by Mr. B. Srinivasan, Consultant for PGDM & MMS (Operations) first year students (22.01.14).
27. Talk on ' Launching a global brand in the local market: how much to globalise' by Mr Prabhakar Dhage, Associate Director, Sanofi, for PGDM (PM & BM) first year students (25.01.14).

Annexure V contd..

28. Talk on 'Role of Operations Team in Managing Cost Effectiveness in the Pharma Industry ' by Mr A . K. Ghosh, General Manager-Works, Elder Pharmaceuticals for PGDM & MMS (Operations) first year students (28.01.14).
29. Talk on 'Role of HR -Two approaches'( Pharma Industry and a Consultants Perspective) by 1) Mr. Kunal Kanekar-Associate Consultant-Cerbrus Consultants Pvt Ltd 2) Mugdha K- Divisional HR Manager -Abbott Health Care, for the First year PG and MMS HR students specializing in HR (04.12.13).
30. Talk on 'Role of HR - Adapting to challenges in a global environment' by Mr. Vikram Bhonsle, Manager- L&T -Abu Dhabi, UAE for the First year PG and MMS HR students specializing in HR (04.12.13).
31. Talk on 'Corporate Treasury - Functions' by Ms. Sonal Thakker ,Senior Executive-Treasury – L & T Infotech for the First year PG and MMS Finance students specializing in Finance (07.12.13).
32. Talk on 'New Companies Act Highlights' by Mr. Ramesh K. Vaidyanathan, Managing Partner - Advaya Legal ,Former Director (Legal) & General Counsel – Mumbai International Airport Limited & Former Partner – Kochhar & Co for the First year PG and MMS Finance students specializing in Finance (07.12.13).
33. Talk on 'Indian Equity Market – Overview' by Mr. Kartik Iyer, Principal (Investments), Oman India Joint Investment Fund for the First year PG and MMS Finance students specializing in Finance (14.12.13).

34. Talk on 'Basel III: Impact on Indian Commercial Banks' by Mr. Abhishek Subramanian, Business Analyst – Tata Consultancy Services for the First year PG and MMS Finance students specializing in Finance (14.12.13).
35. Talk on 'HR Practices in Wadia Group' & 'SAP-HR', by 1) Ms Rashmi Vishth.- Manager HR, Wadia Group 2) Ms Dnyanada Desai, SAP HR Consultant, for the First year PG and MMS HR students specializing in HR (14.12.13).
36. Talk on 'Consulting as a career opportunity for Pharma/ Biotech Management Students' by Mr. Balaji Iyer, Sector Head, Life Sciences COE, Capegemini, for PGDM (PM & BM) first year students (14.12.13).

Annexure V contd..

37. Talk on 'Marketing Optimization' by Mr. Bharat Rajamani, Associate Director & Solution Champion - Marketing & Advertising Risk Service, Ernst & Young for PGDM & MMS (Marketing) first year students (21.12.13).
38. Talk on "Corporate Expectations" by Dr Harsh Vardhan, Partner, Bain Financial Services (a part of Bain & Co, the leading Consulting Company) for MMS first year students (26.11.13).
39. Talk on 'PMS and Talent Management' by Ms. Swapna Ananthkrishnan, Manager HR, Wipro Technologies for PGDM & MMS (HR) second year students (05.10.13)
40. Talk on 'Current Technology and Sharepoint' by Mr. Nayab J. Falke, Senior Executive Officer (I.T.), The Clearing Corporation of India Limited (CCIL) for MCA first & second year students (05.10.13).
41. Talk on 'Overview Of Insurance Sector in India' & 'Overview of BFSI Sector in India and career opportunities in Finance' by 1) Mr. S Saranathan – Senior Vice President at Reliance General Insurance Company Ltd. 2) Ms. Shweta Shetty- Senior Consultant at Deloitte Touche Tohmatsu India Pvt for PGDM first year students (05.10.13).
42. Panel Discussion on the topic 'How to successfully approach the Final Placement - Learning from Alumni's of Batch 2010-12' on 06.10.13 for PGDM (Marketing) second year students (06.10.13) 1) Mr. Abhijeet Shetty, Signet Chemicals, 2) Ms. Aswini Krishna, Ezeego1 (Cox & Kings) 3) Ms. Lipika Baug, General Mills 4) Ms.

Neha Singh, IDBI Bank 5) Mr. Rahul Raghavan, Allied Digital and 6) Mr. Srinivas Dhanala, Ingram Micro.

43. Talk on 1. 'Role of HR in Business Management' & 2. 'Managing Business operations by 1) Ms. Lincy George – Chief Manager ( Human Resources) at Creafsvilla.com 2) Mr. Chandrasen Sharma – Head Operations at Safe & Secure Logistics Pvt. Ltd. for PGDM first year students (12.10.13).
44. Talk on 'Pharma 2020 - are we on the right path....?' by Mr Sagar Pawar Associate Director , Price Water House Coopers Pharma Life Sciences , for PGDM (PM &BM) first year students (12.10.13) .

Annexure V contd..

45. Talk on 'Future technologies in IT and Business transformation' by Mr. Chandrakant Deshmukh, Head - Technology Engineering and Consulting, Mastek Pvt. Ltd for MCA first & second year students (12.10.13).
46. A multi campus webcast session on 'Quality Tools and Techniques ' by Dr. Mahendra Gupta, Process Manager, Quality Management Group, Mastek Pvt. Ltd. for MCA first & second year students (19.10.13) Web caste from SIESCOMS auditorium to SIES (Nerul) College of Arts, Science & Commerce, SIES College, Sion(E) and SIES College Sion (W).
47. Talk on 'Creativity & Innovation in Pharmaceuticals Management' by Mr. Sandeep Joshi, Sr. Group Product Manager (International Marketing), USV Ltd , for PGDM (PM &BM) first year students (19.10.13) .
48. Talk on 'Overview of Capital Market' & 'Opportunities in BFSI sector " by 1) Mr P V Subramanyam , Consultant & 2) Sonal Thakkar , Senior Executive (L& T) for MMS First year students (19.10.13).
49. Talk on 'How to manage the Creative Elements of a Brand' by Dr. Nandita Katiyar, Brand Manager, Astellas Pharma , for PGDM (PM &BM) first year students (19.10.13) .

50. Talk on 'Capital Market' by 1) Mr. S. Ramesh , Director-Kotak Investment Bank & 2) 'De-stressing Before Interview' Prof. Parag Amin for PGDM & MMS (Finance) second year students (21.10.13).
51. Talk on 'Relevance of Chanakya's principles in today's Management' by Mr. Radhakrishnan "Chanakya" Pillai, the famed author of Chanakya , for all first & second year students (25.10.13) .
52. Talk on 'An overview of banking sector in India' & 'Key skills for being a successful Entrepreneur' by 1) Mr. Yogesh Govardhan, Manager, IDBI Bank and 2) Mr. Ranjeev Manrao, CEO, RM123 India (Trainers and Consultants) for PGDM first year students (26.10.13).
53. Talk on 'Managing Business Operations' by 1) Mr. Ravindra Sane, Manager-Operations Excellence Hindustan Coca Cola Beverages Pvt. Ltd & 2) Mr. Manish  
Annexure V contd..  
Velankar, AVP(Product Management), Hurix System Pvt Ltd for MMS first year students (26.10.13).
54. Talk on 'Consulting Skills' by Mr. Ram Iyer, Head of Finance– Siemens Financial Services for PGDM & MMS (Finance) second year students (26.10.13).
55. Pharma & Biotech Management Alumni Interaction on “Future Challenges & Strategies for success in the Indian Pharmaceutical Industry.”
56. Talk on Talent Vs Passion by Mr. Pankaj Upadhyay, V P Sales & Marketing Akumentis Healthcare Ltd.
57. Talk on 'Pharmaceutical Brand Building in The changing scenario' by Dr. Dilip Tanwani, Gr. Product Manager , Abbott Healthcare
58. Talk on ' Challenges which the Pharma Industry will face and how the students should prepare for the same' by Mr. Vinayak Singh , Market Research Manager, Mylan Pharma.
59. Talk on ' E-marketing- Is it the Future of Pharma Marketing?' by Brand Manager, Mylan Pharma. (PGDPM Batch 2006-08)
60. Talk on ' Impact of DPCO on Marketing mix' by Mr. Antony Nadar , Marketing Manager, Alkem Labs.

61. Talk on 'Dermatology & Biosimilar Cellular Products' by Dr. Kiran Godse , Dermatologist, for PGDM (PM & BM) for first year students (05.09.13).
62. Talk on 'Significance of Business Communication' & 'International Business' by 1) Mr. Litin Purohit , Business Development Director, Everymedia (Digital Media Marketing Agency) 2) Mr. Richard D, Vice President at Matrix Bharat for PGDM first year students (07.09.13).
63. Talk on 'Human Skills for Managerial & Professional Effectiveness' by Mr Amit Murugkar, Director & Principal Consultant - Evolve Training & Development, Mumbai for PGDM (PM & BM) second year students (07.09.13).
64. Talk on 'Corporate Professional 2020' & 'Entrepreneurship' by Mr. Deven Shah, Entrepreneur Startup Kindness, Wikipaisa & Mr. Srinath Sridharan, Senior Vice President & Head - Strategic Alliances, Wadhawan Holdings Pvt Ltd for MMS First year students (07.09.13).

Annexure V contd..

65. Talk on 'Bigdata Analytics' by Ms. Vinaya Salgaonkar, Solution Architect , CEG, Mastek Ltd for MCA first & second year students (07.09.13)
66. Talk on 'Software Testing Training ' by Mr. Kiran Dhawan, Director, AIS Pvt. Ltd for MCA first & second year students (07.09.13).
67. Talk on 'Performance Management System' & 'Training Effectiveness' by Mr Srikanth Dahagam, General Manager HR, Abbott & Mr Amit Joshi-Head Training solutions Development, Achieve Global for PGDM & MMS (HR) second year students (07.09.13).
68. Panel discussion on 'Current practices in Pharmaceutical Product Management- Critical Success Factors' on (14.09.13) Panelist are as under:
69. Mr Ashok Kumar Bhattacharya, Takeda Pharmaceuticals , Business Unit Director in India.
70. Mr K N Chandrasekaran, COO in Khandelwal Labs 3] Ms Mala Raj, Consultant 4] Mr. Shrihari Shidhaye, Director –Sales, Marketing and Business Development at Abbott Healthcare . 5] Mr V R Vasudevan, Consultant.
71. Talk on 'Talent Management ' by Mr Dipak Gadekar, VP-Corporate HR & IR-Voltas for PGDM & MMS (HR) second year students (14.09.13).



72. Talk on 'OD interventions ' by Ms Payal Gupta-HR for PGDM & MMS (HR) second year students (14.09.13).
73. Talk on 'How to Create Winning and Enduring Brands' & 'Database Management' by 1) Mr. Medard Pretto – Business Consultant, Perfect Art Promotions 2) Mr. Mnumango – Senior Consultant, Price water house Coopers for PGDM first year students (14.09.13).
74. Talk on 'Forex and Interest Rate Management' by Mr. Arvind Narayanan, Executive Director & Head-Sales (Treasury & Markets) ,DBS Bank for PGDM & MMS (Finance) second year students (21.09.13).
75. Talk on 'Opportunities & Challenges in the area of Hospital Management' by Dr. Shailesh Taru, Owner, Ionotrops Pvt Ltd., Pune sourcing in Strategic Hospital Marketing and Quality Certification , for PGDM (PM &BM) first year students (14.09.13) (Web telecast).

Annexure V contd..

76. Talk on 'Behavioural Economics' by Mr Indranil Chakraborty,. Founding Partner, Brand Coach Asia LLP for MMS first year students (14.09.13).
77. Talk on 'Product Training on IEEE Resources' by Mr. Rajkumar Mahapatra, Manager, Training, Global Information Systems Technology Pvt. Ltd for MCA first & second year students (14.09.13).
78. Talk on 'Project Management through S.A.S. for Banking Compliance' by Mr. Prashant Kaushik - Consultant, WIPRO Ltd. (Middle East), Doha for PGDM & MMS (Operations) second year students (21.09.13).
79. Talk on 'An overview of Strategic Managements' by Mr. Saurabh Sood, Senior Consultant, KEC International Ltd for PGDM first year students (21.09.13)
80. Talk on 'HR applications in ILFS' & ' PMS in L&T Infotech ' by 1) Ms Akshita Shetty, Senior Manager HR, ILFS 2) Ms Nicy Kuriakose, Senior Executive HR, L&T Infotech for PGDM & MMS Second year HR students (21.09.13).
81. Talk on 'Enterprise IT ' by Mr. Ravindra Kadam, Head - Design School, Mastek Private Ltd for MCA first & second year students (21.09.13).
82. Talk on 'Good Corporate citizen' by Mr Ranjeev Manrao, CEO & Trainer - RM 123 India Trainers & Consultants , for PGDM (PM &BM) first year students (21.09.13) .

83. Panel discussion on 'Learning from Alumni experiences' by 2010-12 HR

alumni 1.Ms. Ankita Vohra, Fullerton, 2.Ms. Radhika Joshi, Blue sky HR sloutions Pvt.Ltd (Consulting Firm) 3. Mr. Sandeep Sharma, Fullerton 4.Ms. Rakhi S Ashok, Piramal Group, 5. Ms. Preethi Shetty, HDFC Ergo General insurance 6. Ms. Girija huli, Nexstep Infotech 7. Ms. Subiksha Devaraj, HDFC Ergo General Insurance 8.Ms. Vishaka Naik, Glenmark 9. Ms. Ruchi Sharma, Consultant-Third Sector Partners 10. Ms. Pranita Mulherkar L&T Infotech, 11.Ms. Sudharsana K,Hindustan Unilevers, 12. Ms. Pranali Poojari, RGF India 13. Mr. Mehul Belchada HDFC Ergo General insurance, 14. Ms. Riddhi M Bhadra, TCS 15. Ms. Nupur Jain, TCS on (22.09.13).

84. Talk on 'Excellence through Emotional Intelligence ' by Mr. Swaminathan, Freelancer for MCA first & second year students (24.09.13).

85. Panel discussion on 'How to successfully approach the Final Placement - Learning from Alumni's of Batch 2011-13' by 1.Mr. Anish Bagchi, Lodha Group ,2. Mr.

Annexure V contd..

Dominic Liang, Kotak Life, 3. Mr. Jiten Makwana, Nielsen, 4. Ms. Mina Makam, Draft FCB Ulka, 5. Ms. Rekha Devadiga, Vodafone 6. Mr. Susheel Hindupur, Gulf Oil for PGDM & MMS (Marketing) second year students (29.09.13).

86. Talk on 'Understanding Fundamentals of Pharmaceutical Marketing /Product Management & Sharing the Biocamp Experience' by Ms Shara Batliboi , Product Manager, Novartis India Ltd;Mumbai for PGDM (PM &BM) first year students (28.09.13).

87. Talk on 'Managing Business Operations' & ' Role of HR in Business Management ' by 1) Mr. Selvan Paul , Senior Business Manger, BASF India Ltd 2) Mr. C. Pandiyan , HR Head , Safe & Secure Logistics Pvt. Ltd. for PGDM first year students (28.09.13).

88. Talk on ' The Opportunities in the Rural Markets' by Mr. Sudip Ghosh , National Manager - Sales Services, Dupont Pioneer Pioneer Hi-Bred International, Hyderabad for MMS first year students (28.09.13) (Web Casting).

89. Talk on 'Media & Capital Market Overview' by Mr. Dipesh Doshi, Manager (Ad. Sales), Disney UTV, & Mr. Smithsh Desai, Consultant for MMS first year students (28.09.13).
90. Workshop on 'Designing compensation packages for Senior Mmanagers ' by Mr K.S Kumar, VP HR, Castrol India Limited for PGDM&MMS (HR) second year students (28.09.13).
91. Talk on 'Regulatory Challenges in the Pharma Industry' by Ms. Nisha Desai, Chief Manager ,Corporate Regulatory Affairs, Piramal Healthcare. for PGDM (PM &BM) second year students (28.09.13) (Web Casting).
92. Talk on Expectations from future Manager 1)Mr. Dinesh Vohra, India Customs Department 2)Mr. G. S. Venkatachalam, Director , Divya Travels for PGDM first year students (03.08.13).
93. Talk on "Role & Challenges within the role - for Pharmaceutical & Biotech Management Graduates in the industry " by Mr Harshad Waigankar -Manager-HR , Sandoz Pharma for PGDM (PM &BM) second year students (03.08.13).

Annexure V contd..

94. Talk on "Sales Management -An appropriate entry point to the Pharma Industry " by Ms Sujata Pawar -Senior Associate-Marketing , at Merck PGDM (PM &BM) for first year students (03.08.13).
95. Talk on "Cloud Computing and its Applications " by Mr. Amol S. Khanvilkar, Manager - Operations & Marketing, Alpha FinSoft Pvt. Ltd for MCA second &Third year students (03.08.13).
96. Talk on "Importance of SAP in industry " by Mr. Harshal Raut, Co-Director SAPian Tech, SAP Consultant at Capgemini Pvt. Ltd for MCA second year students (03.08.13).
97. Talk on "Overview on Retail Banking "by Mr. Samar Kagalwalla, Assistant Vice President - Marketing, Ratnakar Bank for PGDM (Marketing & Operations) second year students (05.08.13).
98. Talk on "Recruitment Challenges for HR Professionals" by Mr. Anil D'Souza - Head HR, Star Union Dai Chi Life Insurance for PGDM (HR) second year students (07.08.13).

99. Talk on : "Discover Your Potential by Embedding Capabilities, Skills and Values" by Prof.(Dr.) Suhas Chavan, Hon. Director, ,ISR Education - A Education with Human touch for MMS First year students (10.08.13).
100. Talk on : "Motivation for Motivating other" by Mr Sriram.S. Padmanabhan M.D at Fructus Consultancy specialises into strategic and Talent acquisition for MMS First year students (10.08.13).
101. Talk on "Managing Change in a Changing Environment" by 1)Mr. Arun Vishawanath , Founder - Trainers Forum, Ex- General Manager (Human Resource and organizational Learning at CROMA 2)Dr. Kamraj, Ex- Business Head at Hindustan Colas Limited for PGDM first year students (10.08.13).
102. Talk on "Sales Management -An appropriate entry point to Pharma Marketing " by Mr Abhay Raut -Group Product Manager , at Abbott India Ltd for PGDM (PM &BM) first year students (10.08.13).
103. Panel discusion on the topic "Marketing and Sales Opportunities in Media " for PGDM (Marketing ) second year students (11.08.13) Moderator: Mr. Dipesh Doshi,  
Annexure V contd..
- UTV Group Panelist are :Mr. Amrit Chopra, United Breweries, Mr. Harshad Bhoir, Digital Law & Kenneth, Mr. Manan Valia, Draft FCB Ulka, Mr. Pradeep Shashidharan , Star TV, Ms. Priyanka Baid, Ex - Imagine TV.
104. Talk on "Role of Brand Building in Marketing " by Mr. Medard Preto, Sr. Brand Service Manager Lowe Lintas for PGDM (Marketing) second year students (11.08.13).
105. Talk on "Software Project Estimation " by Mr. Chandrasekhar Kulkarni, Senior Manager - Pre Sales, Mastek India Pvt. Ltd for MCA second year students (17.08.13).
106. Talk on "Building Strong Teams for Sustainable Growth " by Mr. Ashish Belapurkar , Zonal Manager- Business Development at Tech Process Payment Services Ltd for PGDM first year students (17.08.13).
107. Talk on : "Leadership : Role of a leader in a dynamic environment" by Mr. Kevin Green GM - Operation Costa Coffee for MMS First year students (17.08.13).

108. Talk on "Trends in Global Supply Chain Management " by Prof. P J Mathews, Chartered Member of Logistics & Transport International for PGDM (Marketing) second year students (17.08.13).
109. Talk on "Opportunities for Management Professionals in the area of Clinical Research " by Mr. Amit Choudhary, ClinOps Quality Management Manager, Quintiles for PGDM (PM &BM) first year students (24.08.13).
110. Talk on "Understanding the changing market trends and what are the skill set required "by Mr. Ved Prakash Mall, Regional Sales Manager, Texas Instruments for MMS First year students (24.08.13).
111. Talk on "Art of understanding the B2B sector and skills set required" by Mr. Harikrishanan Pillai Marketing Head at Big RTL Thrill for MMS First year students (24.08.13).
112. Talk on "Mobile Computing" by Mr. Vikrant Yagnick, Enterprise Architect, Mastek India Pvt. Ltd for MCA second year students (24.08.13).

Annexure V contd..

113. Talk on "Corporate Social Responsibility - "Corporate Social Responsibility to Corporate Social Engagement" " by Ms. Pooja Dave , CSR Head ( Mumbai) at Tata Communications for PGDM first year students (24.08.13).
114. Talk on "Entrepreneurship: Budding entrepreneurs of India" by Mr. Jignesh Parmar , Parmar Energy Solutions (PES-Solar) for PGDM first year students (24.08.13).
115. Talk on "' Designing Competency Models and what it requires to be an HR Consultant?" by Ms Shreya Shetty-Lead Consultant -Cerbrus Consultancy for PGDM &MMS (HR) second year students (24.08.13).
116. Talk on "' Brand Rejuvenation – Strategies to induce brand momentum to a matured brand "Mr Ashish Rawat ,Senior Project Manager-HealthCare, Strategic Analysis PGDM (Pharma & Biotech)second year students (24.08.13).

117. Talk on "Evolution of a MBA post-graduate to a pharma professional -Focus on soft skills " by Mr. Vinay Singh ,India Market Research & Business Development Manager for PGDM (PM &BM) first year students (25.08.13).
118. Talk on "Overview on placements" by Mr. Manish Punjabi, Brand Manager, Asian Paints & Ms. Sharon Mary John, Executive, Asian Paints for PGDM (Marketing second year students (26.08.13).
119. Talk on " Understanding the HR perspectives and new role of HR in todays world" by Mr Arjun Naik , Head-Human Resources at Credit Agricole Corporate & Investment Bank for MMS First year students (30.08.13).
120. Talk on "Talent Management and Preparation for Interview" by Mr Avinash Krishnamurti-TCS for PGDM (HR) second year students (30.08.13).
121. Talk on "Impact Through Empowerment & Channel Management: "Business Development through Channel Management" by 1)Mr. Mehul Kothare - Corporate Lead, Mumbai (Associate Engagement and Corporate Sustainability) Tata Consultancy Services – Maitree ( CSR Wing of TCS Ltd.) 2) Mr. Rahul Raina – Channel Manager, Bridgestone India Private Ltd for PGDM first year students (31.08.13).

Annexure V contd..

122. Talk on "Understanding the dynamics of the European Pharmaceutical Market " by Ms Supriya Chandramouli , Manager-International Business, Cipla for PGDM (PM &BM) first year students (31.08.13).
123. Talk on "Gender Sensitivity in Business & Entrepreneurship"by Ms.Sneha Patwardhan:- Senior Associate at VC Circle, & Ms. Shraddha Marathe:- Senior HR Manager at Owens Corning Ltd Texas Instruments for MMS First year students (31.08.13).
124. Talk on "Attitude , Attitude vs Aptitude, Importance of Positive Attitude in Professional Life" by Mr Chandrashekhar Ramachandran , Senior Manager -HR , Elder Pharmaceuticals for PGDM (PM &BM) first year students (31.08.13).
125. The Women Development Cell of SIES College of Management Studies had invited eminent lawyer Mr. Majeed Memon to speak on " Sexual Harassment of

Women at the Workplace (Prevention, Prohibition and Redressal) Act, 2013" on 18th of January, 2014. Mr. Memon spoke on various issues connected to harassment of women at the work place and explained the provisions of the new Act. Students as well as faculty had a lot of their queries addressed by Mr. Memon. The auditorium was packed to overflowing. Faculty and heads of many sister institutions also attended the session.

126. Talk on Motivation & Leadership by Amit Kumar Ghosh, Manager - Elder Pharmaceuticals
127. Talk on Recent Trends in Capital Market by V S Sundaresan, Chief General Manager – SEBI
128. Workshop on Excel by Mr. Zupin Kika- Chief Architecture - Sky Consultancy
129. Workshop on Negotiation by Mr. Nitin Tabib - IBM India – DGM
130. Workshop on Financial Statement by Mr. Priyesh Karia- Ambition Learning Solutions – Director

Annexure VI  
**Staff Strength - 31.3.2014**

	Teaching		Non Teaching		Total		Previous Year	
	M*	F*	M	F	M*	F*	M	F
SIES College of Management Studies	24	30	21	7	45	37	45	37
<b>TOTAL</b>	<b>24</b>	<b>30</b>	<b>21</b>	<b>7</b>	<b>45</b>	<b>37</b>	<b>45</b>	<b>37</b>

Service Profile			
	T *	N T	Total
0-5	10	10	20
5-10	9	9	18
10-15	15	6	21
15-20	7	3	10
20-25	3		3
>25	10		10
	<b>54</b>	<b>28</b>	<b>82</b>

AGE Profile			
	T	N T	Total
20-30	2	6	8
30-40	23	17	40
40-50	17	4	21
50-55	3	1	4
56-60	2	0	2
>60	7	0	7
	<b>54</b>	<b>28</b>	<b>82</b>

Qualification			
	T *	N T	Total
Ph.D	12	0	12
PG	41	4	45
G	1	13	14
UG	0	11	11
	<b>54</b>	<b>28</b>	<b>82</b>

\* Includes 4 IEM Teaching Staff (3 female and 1 male)



### Students 13-14

Course	Male	Female	Total
MMS -I year	73	48	121
MMS - II year	72	49	121
MCA-I year	28	32	54
MCA-II year	38	33	71
MCA-III year	38	22	60
PGDM -I year	55	64	119
PGDM -II year	52	65	117
PGDM(Pharma) -I year	23	37	60
PGDM(Pharma) –II year	30	29	59
PGDM(Biotech ) -I year	13	15	28
PGDM(Bio-tech) -II year	18	11	29