

Annual  
Report

2014-15

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**SIESCOMS**

## Annual Report for the Year 2014-15 (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:

- a) Setting up of Stock Market Simulation Centre by finance department with support from Bombay Stock Exchange (BSE).
- b) Operations Department under Binary and Analytical lab organized a four day training program on Lean Six Sigma along with certification in association with Innoserv Solutions Pvt., Ltd., Pune from 15th January 2015 to 18th January 2015 by Six Sigma Trainer Mr. K.K. Kulkarni.
- c) SIESCOMS entered into an MOU with Innoserv Solutions for collaborating with the Centre for Logistics and Supply Chain Management.
- d) Free Press Journal's new venture "Ubercontent" entered into an MOU with SIESCOMS towards 6 months of future offer of employment to the successful candidates. Mr. Abhishek Karnani, Director, FPJ signed the MOU on behalf of FPJ .
- e) An MOU with Newgen Software Technologies Limited, Delhi-based leading software company engaged in business process management solutions and content management solutions towards 6 months of internship for MCA students, offering co-branding of certification to the participating students and future offer of employment to the successful candidates. Mr Alvin David, Deputy General Manager-HRD signed the MOU on behalf of company.
- f) Two day Course on 'International Logistics in Practice' by the Dubai-based Prof. P.J. Mathews, International Consultant in Logistics and Supply Chain Management.
- g) The institute during the year launched a new PGDM Full time program under the banner of All India Management Association (AIMA) known as **AIMA-PGDM full time** program.
- h) Introduction of midterm test to increase the academic rigor.
- i) 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.
- j) Setting up of a new **Centre of Excellence in Logistics and Supply Chain Management** at the institute.
- k) Setting up of new **Entrepreneurship Club** with objective to create genuine and serious entrepreneurs.. The institute is also contemplating to set up an **incubation center**.

- l) The institute had quite good focus on **publications** during the year. The various institute publications included:
- a. SIES Journal of Management (bi-annual)
  - b. SIES Journal of Applied Finance and Accounting(Annual)
  - c. Prerna (Journal on social issues): Annual
  - d. SIES Journal of Pharma-Bio Management(Annual)
  - e. SIES Journal of Information Technology and Computer Applications
  - f. Working papers on different aspects of Management
  - g. Idea Research
  - h. Compilation of Project Abstracts- Internship in Non-Profit Organizations
  - i. National Conference on “Innovations and Advancements in Information Technology “: Compendium
  - j. Healthcare Management Conference “Healthcare: Technology and Business Challenges” :Compendium
  - k. National Research Conference ; "Emerging Business Practices of New Millennium": Compendium

## Rankings / Awards received:

### Rankings (2014-15):

1. **Higher Education Review (HER):** SIESCOMS ranked 18<sup>th</sup> on Pan-India basis.
2. **Times of India B-School Ranking February 2015:** SIESCOMS ranked 2<sup>5th</sup> on all India basis.
3. **Business World Dec2014:**SIESCOMS ranked 40<sup>th</sup> among all B-Schools in India
4. **Business India: A+++Dec 2014 Edition** Among All B-Schools in India
5. **OUTLOOK Magazine-SIESCOMS** ranked 41<sup>st</sup> by in its Annual **India's Best Business Schools** Ranking (Drishti survey-Oct 2014)
6. **The Week-SIESCOMS ranked 42-**among all B-Schools in India Nov 2<sup>nd</sup>,2014
7. **Times of India B-School Ranking:56<sup>th</sup> Among top B-Schools in India (Nielsen Survey March 31<sup>st</sup> 2014)**
8. **Business Today-India's Best B-School Survey- Oct 2014-56<sup>th</sup> Among all Management Institutes in India Oct 2014**

### Awards (2014-15):

1. **Business School with Industry Related Curriculum in Marketing** at the ABP News Education Awards- 2014.

## Inaugural Programs:

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

- **MMS (2014-16 batch):**
  - a. **Chief Guest:** Mr. Leslie Dsouza, Head-Behavioral Training, Birla Sunlife Insurance
  - b. **Guest of Honor:** Capt. Tapan Kandalgaonkar, Head-Projects, Idea Cellular
- **PGDM(2014-16 batch):**
  - a. **Chief Guest:** Mr Raju Kapoor, Principal Partner, 3P Consultants.
  - b. **Guest of Honor:** Dr. Rajani Tewari, Head Human Resources, Wockhardt Hospitals
- **PGDM (Pharma and Biotech Management)(2014-16 batch):**
  - a. **Chief Guest:** Mr. Satish Dandekar, Sr. Vice President (M&S), Zydus Cadila,
  - b. **Guest of Honor:** (i) Mr. Pankaj Upadhaya, Vice President, Akumentis  
(ii) Mr. Biswajit Ghosh, Sr. General Manager, Medley Pharma
- **AIMA Post Graduate Diploma in Management (AIMA-PGDM): July, 2014 batch**
  - a. **Chief Guest:** Mr. Jagan Narayan - Director, Crisil Limited.
  - b. **Guests of Honor:** Mr. Rohan Kanchan - Vice President & Head, Strategy & Planning, Perfect Relations
- **Inauguration of AIMA Post Graduate Diploma in Management week-end batch (AIMA-PGDM): July, 2014**
  - a. **Chief Guest:** Mr. Mudit Bhatnagar - VP & Head Marketing, CRM & Communication, Itz Cash.

## Convocations:

The college held the following convocations during the year:

- **PGDM (12-14 batch):**
  - a. **Chief Guest:** Mr. V. G. Kannan - Managing Director, State Bank of India
  - b. **Guest of Honor:** Mr. Amit Das - President & CHRO - Corporate HR from Reliance Communications

➤ **PGDM (Pharma& Biotech) 12-14 batch:**

- a. **Chief Guest:** MrSrinivas Lanka, Advisor-Pharmaceuticals Export Promotion Council
- b. **Guests of Honor:** MrDaara Patel, Secretary General-Indian Drug Manufacturers' Association

➤ **MMS (12-14 batch):**

- Guests of Honor:** (i)Dr. G S Singh, Former Principal Consultant, TCS, Past Advisor, CRISIL  
(ii)Dr. BSK Naidu, Chairman Emeritus, Great Lakes Institute of Management, Gurgaon

➤ **MCA(11-14 batch):**

- Guests of Honor:** (i)Dr. G S Singh, Former Principal Consultant, TCS, Past Advisor, CRISIL  
(ii)Dr. BSK Naidu, Chairman Emeritus, Great Lakes Institute of Management, Gurgaon.

➤ **Executive Post-Graduate Program in Business Management (13-14):**

- Guest of Honor:** Mr. P.Jaideep, Head- Retail Sales & Marketing, Union KBC Asset Management

## **Placements:**

The institute started placement process of the PGDM and MMS programs in the month of August, 2014. The placement cell of the institute has done a decent job considering the external market conditions. The details of placements are given in **Annexure I**.

## **National Seminars / Conferences:**

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

- a. National Research Conference on “Contemporary Business Practices of New Millennium”.
- b. National Research Conference on Healthcare Management: “Healthcare – Technology and Business Challenges.
- c. National Conference on “Innovations and Advancements in Information Technology”.

All three conferences culminated in Research Publications.

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) The Institute has during its 20th year of celebration launched a unique initiative of honouring “Young Women Achievers” in the area of Sales & Marketing meant for SIESCOMS alumni. 17 young lady alumni of the institute were felicitated.
- b) As part of the ISR initiative SIESCOMS would be undertaking some developmental activities for the village Khairpada, Shahpur Taluka inThane District.
- c) New initiative of **Swachh Navi Mumbai Abhiyan**” launched on the Republic Day on 26th January spearheaded by the Student Council and the Sahayog Committee members. The one month exercise started on 26th January.
- d) Talk on 'Global Immersion Program at NTU, Singapore for the MBA students at Singapore" byMr. Rajesh Panda, the Founder of Corporate Gurukul for PGDM/PM/BM &MMS.

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



## Annexure-I

### Placement Report (as on 31<sup>st</sup> March, 2015) PGDM / MMS / PGDM Pharma / PGDM Biotech Batch 2013-15 and MCA Batch 2012-15

#### a) PGDM / MMS

Total Students	239
Placed	210

#### b) PGDM Pharma& Biotech

Total Students	88
Placed	84

#### c) MCA

Total Students	71
Placed	69

#### Salary break-up for placed students

Salary	PGDM / MMS	PGDM Pharma / Biotech	MCA
Lowest salary (p.a.)	4.00 L	3.50L	2.50 L
Average salary(p.a.)	6.50 L	5.00L	2.90 L
Highest salary(p.a.)	17.0 L	10.5L	6.75 L

**Note:** Placement process is still continuing on a roll- over basis.

## Annexure II

### Corporate Event Finance

#### *1-Theme-BFSI: Emerging Challenges and Opportunities*

- Panel discussion on “Emerging Challenges & Opportunities in Banking & Insurance” by the panelists: Dr A K Sen Gupta, Mentor & Director, SIESCOMS (moderator) Eminent Panelist: Alok Kedia, Senior Vice President - Corporate & Commercial Banking, Indusind Bank, Nikhil Banerjee, Director, Credit Sales, Standard Chartered Bank, Ashok Gautam, Senior VP and Head Global Markets, Axis bank, Bhaskar Sarma, Managing Director, SBI General Insurance, Shri Soumya Kanti Ghosh, Chief Economic Advisor, State Bank of India
- Panel discussion “Emerging Challenges and Opportunity in Capital Market” by the panelists; Anil Salvi, MD and Group Head HR, JM Financials (Moderator), Eminent Panelist: Shadab Rizvi, AVP, Structured & Credit Investments, ICICI Prudential AMC Ltd, Sanjay Agarwal, Head - Equity Capital Market, Macquarie Capital, Ajit Dange, Head PMS, SBI Mutual fund.

#### *2-Conclave on “Companies Act, 2013-A Way to Corporate Democracy*

Session-1: Panel discussion on Corporate Governance

Dr. A.K. Sengupta, Director/Mentor SIESCOMS, as a Moderator,  
Panelist

- 1) Mr. Sunder Ram Korivi, Dean, School for Securities Education (SSE)
- 2) Mr. Vikram Bohra, Partner, PwC
- 3) Ms. Chitra Bhandari, SEBI.

Session 2: Related Party Transactions (RPT) and Challenges-Private and Closely held Companies by Mr. Sharad Abhyankar, Partner, Khaitan & Co., Solicitors.

Session 3: Panel Discussion on INSIDER TRADING and SHAREHOLDER ACTIVISM

Moderator-Mr. Ramesh Srinivasan, Joint MD, Kotak Investment Banking and members of the panel consisting of the following, namely:-

- 1) Mr. Gopal Agarwal, Institutional Investment Advisory Services
- 2) Mr. Ram Iyer, Head of Accounts, Siemens Financial Services Private Ltd
- 3) Mr. Sharad Abhyankar, partner, Khaitan & Co., Solicitors

Session 4: Technical discussion on Independent Directors, Committees, Audit by Ms. Geeta Fulwadaya, GM-Corporate Secretarial, Reliance Industries Ltd.

### Corporate Event Marketing

#### *1-Theme- ‘Marketing Outliers – Going beyond Customers and Consumers’*

- Talk on “INNOMARK: Innovation redefining Marketing for Business Success” by Ms. Charulata Ravi Kumar, CEO India, Razorfish.
- Talk on “Role of Retail in Marketing” by Ms. Deepshikha Goel Surendran, Head Marketing at Infiniti Retail Limited.
- Talk on “MARTECH: Role of Technology in Marketing and Sales Domain” by Mr. Subhoborto Chakroborty, Head of Marketing, NetCore Solutions.
- Panel Discussion on “Changing and Expanding Role of Sales and Marketing” by Eminent Speakers: Ms. BarnaliMajumdar, Regional Sales Head West and East, Fortune India Mr. NandanPandit, Founder and Partner, InnoWyz Solutions, LLP Ms. Nayna Banerjee, Marketing & Communications & CSR Head, Rabobank Group, India Mr. RakeshAjila K R, Deputy General Manager- Business Development - Domino's (Jubilant Food Works) Mr. VivekSahu, Strategic accounts Director - MRD, Telecom, OpenText–Tentative,Moderator cum Speaker: Ms. ShwetaBhandral, News Features Editor, CNBC Awaaz.
- Workshop on “Excellence in Sales Management” by Mr. P. Subramanian, Controller (Sales Development), Perfetti Van MelleIndia .
- Alumni Interaction Session on “Campus to Corporate” Eminent Speakers:Mr. Ananya Kumar, Zomato (Online) Mr. ArunSitaraman, TNS (Research) Ms. BindalThakkar, Sony Entertainment Television (Broadcasting) Ms. Mina Makam, FCB Ulka (Agency) Ms. NehaPadwal, Kotak Life (Insurance) Ms. DebolinaDey, Star TV Ms. SanjanaBalasubramanian, Accelya Kale Solutions Ms. Aakriti Sharma, Colors, Viacom 18,Moderator cum Speaker: Prof. Parag Amin,

### *2-Panel Discussion on “Marketing Trends 2015”*

Panelist:

- ShibaliGharat, Journalist ,Brand Bazaar,CNBCAwaaz-Anchor
- DheerajSinha, Head Strategy,India and S.E Asia, Grey Worldwide
- K.V Sridhar, Chief Creative Officer,SapientNitro
- KanikaSaxena, CEO,CelebAccess

### **Corporate Event HR**

Panel Discussion on “Employees Engagement “Ashwin Ganesh, Manager HR,PwC

- Rajesh Manik,Executive VP, HR and Communication,ING Investment Management.
- AvinashKrishnamurth, Manager HR,TCS
- Deepak Deshpande,Senior VP and Head HR,Net Magic Solutions
- AniruddhaKekale,Group Director HR,Emerson Process Management Pvt. Ltd.

Panel Discussion on “Diversity at Workplace“

- ShreeryMathew,Principal Consulstant, Right Sketch(Moderator)
- Deepak Gaedekar,CorporateHR,Voltas
- ShreerangKetkar,CFO,Protegeo India Pvt. Ltd
- Ms. RajashreeB,Head-SS and Operations,Dow Chemical International
- Ms. AprnaSharma,HeadHR,Lafarge India

## **Corporate Event Pharma/Biotech Management**

### *1-“Business opportunities and challenges for the Indian Pharmaceutical Biotechnology Industries”*

- Talk on “Mergers and acquisition in the Health care Industry” by Mr. V.S.Mani, Head of Finance, Cipla Pharmaceuticals.
- Talk on “Opportunities and Challenges for Biopharmaceutical” Market Dr. UshaPadmanaban, Senior Scientific Officer,Hafkin.
- Talk on "Marketing Challenges in the Indian Pharmaceutical Industry” by Mr K N Chandrasekaran Ex CEO & India -Commercial Head /GSK-Novartis &Khandelwal.
- Talk on “Regulatory Challenges and Compliance in Pharmaceutical Manufacturing” by Mr. Anil Kumar ,Unit Head, Cipla pharmaceuticals.

### *2-“Digital in Pharma Marketing “Why” and “How”.*

- The salient features of Digisights 2015 was the highly acclaimed speakers from renowned healthcare/pharma/consulting organisations like Johnson &Johnson, Abbott India, MerckSerono, MSD Pharmaceuticals,Glaxo SmithKline ,MediaMedic,Pfizer ,Pricewater House Coopers.
- Digisights was well attended by professionals from the healthcare industry from all over the country, top industry executives from Mumbai and healthcare management students from institutes like NMIMS & Oriental and SIESCOMS students from MMS & PGDM.

## **Corporate Event Operations Management**

### *“Make in India – The Way Ahead for Excellence in Manufacturing and Service Sector”*

- Talk on “Impact of Patents Expiry for Drug Manufacturing in Indian Pharma Industry by Mr. Rajesh Pednekar ,Consultant for Supply Chain Excellence; Ex-Head Supply Chain in Novartis, Abbott.
- Talk on importance of Critical Chain Management in Projects Relating to Manufacturing Sector by Mr. Sunder Raghvan,Consultant, Tapas Group
- Talk on Existing and Future Challenges in Managing Cold Supply Chain – An Indian Perspective by Mr.ShreyasMalkan CEO, Passion for Logistics, Mumbai.
- Panel discussion on ““Make in India – How to Curb Imports and Increase Exports” by the panelists-Mr. DY PathakVP – Governance & Policies, PMI,Mr. ManojSarasappan; CEO – Nirvana Datatech Pvt. Ltd., Mr. Jacob Zachariah; Consultant, PMI,Mr.AdityaAgarwal; Visiting Prof – SIESCOMS, Mr.RajeshPendekar; Ex-Supply Chain Head – Novartis, Mr.D.Kamraj;GM– Gulf Petrochem Dubai,Mr. ChandreshDedhia; Head – IT, Fermenta Biotech Ltd., Amod Kane;GM – IT, Wartsila
- Talk on “Importance of Business Intelligence for Enhancing the Productivity in Manufacturing and Service Sector” by Mr. Govind VP – Wartsila.

## **Corporate Event General Management**

*Theme 'Paradigm Shift in Management of Organization in a Dynamic Business Environment'.*

Participants

- i. Talk on “Business imperatives in uncertain Business Environment” by Vivek Mendonsa, Marketing Director, Lawrence and May
- ii. Talk on Managing “Talents in Times of Economic Downturn” by Sambit Ghosh, CHRO BMA Wealth Creators

Panel Discussion-1: “Managing Client and Customer Expectations”

- Panelist: i) Swapnil Rao, CEO, Mobizon India  
ii) Cdr. Syed Husain, Group Director, Corporate Affairs, House of Patels  
iii) Sanjay Mehta, CEO, Social wavelength

Panel Discussion-2: “Leadership Managerial Development and Risk Management”

- Panelist: i) Neelesh Tungar, COO, Tata Power  
ii) Pratik Surana, Founder and Mentor, Quantum Infotrainers  
iii) Veerendra Jamdade, CEO, VRITTI Media and Software

## **MCA Annual Corporate Event - ITELLECT 2K15**

**Itellect 2K15**, an event organized by the department of computer applications (MCA) of SIES College of Management Studies on 7<sup>th</sup> March 2015 was a grand success. It consisted of technical sessions on Mobile Computing, Research in Technology and a panel discussion on Big Data & Analytics. In the Pre-Lunch session, Mr Sachin Teke, Founder and CEO, Mobond shared his views on Mobile application development. In the Second session, Dr. Munir Sayyad, from Reliance Industries Ltd. Shared his views on Importance of Research in Technology.

The event closed with a panel discussion on “Big Data & Analytics, A Knowledge gateway of Digital future”. The members of the panel were Mr. Neeraj Kumar Jha CEO, Technoriya E-technologies Pvt. Ltd., Mr. Prashant Mathur, Vice President, Strategy & Finance and Ms. Apurva Karnik, Global Program Manager, TCS. This session involved a great discussion on the theme and the future prospects for students on making a carrier in Big Data & Analytics.



### **Annexure III**

#### **VIRTUALITIES 2015**

As part of the continued commitment to provide students with “out-of-the-classroom” approach, ‘*VIRTUALITIES-2015*’ the annual management inter-collegiate festival of SIESCOMS was held from **26<sup>th</sup> to 28<sup>th</sup> February 2015**.

There were interesting management events for various specializations, viz. Marketing, Finance, HR, Operations, Systems, and Pharmaceutical & Biotechnology. The aim of the events was to bring out the best in the students and recognize their talents.

Registrations were received from renowned management institutes from Mumbai and other parts of the country. In all there were.

The final winners for *VIRTUALITIES 15*’ were from institutes such as Welingkar, Ramnaraian Ruia, Xaviers, Vidyalankar, K J Somaiya, XIMR, NMIMS& SIESCOMS.

JAMBOREE, the intra college event was a huge success. The internal students had the opportunity to showcase their talent and present electrifying performances. Through these activities the winners of Mr. & Ms. SIESCOMS was also decided. Ms. RachnaShinde of PGDM - Pharma was crowned Ms. SIESCOMS while Mr. MihirVora of MMS took home the title of Mr. SIESCOMS.

The feedback from the participants was very positive. They appreciated the timely results along with certificate and prize distribution and were unanimous about the smooth and unbiased execution of the events.

#### **PIXELS 2K15**

PIXELS 2K15 a three day event organized by the students of MCA Program in SIES College of Management Studies on the 2<sup>nd</sup>, 3<sup>rd</sup> and 4<sup>th</sup> March 2015 was a grand success. It was a blend of technical, Sports and cultural events. It attracted tech savvy people with the events like Tech Quiz, Web Designing, LAN Gaming, Road Rage, IQ quiz, Me-Mumbaikar contest, Mehendi competition etc. There were various indoor and

outdoor sports like Table Tennis, Carrom, Chess, Badminton, Box Cricket, Ring Foot Ball, Tug of War, etc. More than 1800 participants from various engineering and MCA colleges had participated in the events. These were followed by a cultural event on the last day evening which included Dance, Singing and Fashion show competition.

This year the rolling trophy of PIXELS 2K15 was bagged by BharatiVidyapeeth Institute of Technology.

The event was widely covered by our media partner, DNA.



## Annexure IV

### Competitions / Laurels won by the students (2014-15)

Events	Winners	Class	Outcome of the event
<b>Business Standard(Article)</b>	Shiva Kumar	PGDM A	Article got selected
<b>Ennovate(Schmrd)</b>	Abhishek Sharma	PGDM A	2nd Rank
<b>Milestone(IIM B)</b>	Hetal Desai AvinashWarrier	PGDM A	3rd Rank
<b>MBA Skool Article Writing)</b>	Sunil Damnival	MMS A	Article got Selected
<b>Chakravyuh (LalaLajpatrai)</b>			
Pocket me rocket	Pooja Mehta Devilal Saran	PGDM B PGDM B	1st Rank 1st Rank
	RushilSelarka SamikshaPotnis	PGDM B PGDM B	2nd Rank 2nd Rank
Finance Quiz	AmeyaNaik Balachandra Subramanian	MMS B MMS B	2nd Rank 2nd Rank
BajateRaho	Ashish Joseph	AIMA	1st Rank
Brazuca(Football)	Rishabh Jiyesh Ashish	AIMA AIMA AIMA	Runner Up Runner Up Runner Up
<b>Business Standard Quiz</b>	ChinmayKapdeo Karan Vyas Vishesh Joshi	MMS B MMS B MMS B	1st Rank 2nd Rank 3rd Rankd

<b>Hindu Line Business Case Study</b>	RoopaRamchandran	MMS B	3rd Rank
	AkshayaMatrubhutam	MMS B	3rd Rank
<b>Ashwamedh (IIT Bombay)</b>	Hetal Desai	PGDM A	1st Rank
	RohitArora	PGDM A	1st Rank
<b>Orion (Symbiosis)</b>	Hetal Desai	PGDM A	2nd Rank
	AvinashWarrier	PGDM A	2nd Rank

## AnnexureV

### Corporate Interaction Series:

1. Talk on "SAP & ERP -Importance in Placement" by Mr. Karuneshkumar ,SAP - Delivery Head , Reliance Tech Services Ltd.
2. Talk on “Media in Today’s Times & Opportunities” by AnandSreenivasan, Senior manager – West Channel AXN at Sony Entertainment Network.
3. Talk on “Enabling talent processes to achieve business performance” by NiveditaDeshpande,Head – Human Resources J K Helene Curtis Limited.
4. Panel discussion on Union Budget-2015 by the Panelists: Dr AKSen Gupta-Director,SIESCOMS(Moderator), AjitDange-Head PMS, SBIMF,MsDrushti Desai-Partner, Bansi Mehta & Co., KartikSoral-Analyst, Edelweiss AMC , Satish V Shanbhag- Chartered Accountant,,Saugata Bhattacharya-Senior VP & Chief Economist, Axis Bank.
5. Talk on "Enterprise Application & Integration" by Mr. ChandrashekharDeshmukh , Deputy General Manager, Reliance JiInfocomm Ltd.
6. Talk on “Creating Successful Digital Campaigns” by Mr. SanketMhatre, Associate Creative Director at BBDO Proximity India.
7. Talk on “Essentials of Project Management in Pharmaceutical industry” by Mr. Roshan Palewar International Project Leader (Asia Pacific), Merck Ltd.
8. Talk on "Shell Scripting" by Ms. AnjanaMenon , Senior Software Engineering, Tata Consultancy Services.
9. Talk on “Simulation as Decision Support System in Operations Management” by Mr. KalpeshJeswani, Sr. Simulation Engineer, Production Modeling India.
10. Talk on "Cloud Computing& Big Data" by Mr.Jaydeepkarkare , J P Morgons Pvt. Ltd. , Associate.
11. Talk on "Retaining Customers in a Competitive Environment" by the panelist:Mr. Nitin Nigam, Manager (Sales Force Effectiveness), Medtronic,Mr. PunitThakkar, CEO, Shivaami Cloud Services,Mr. SambitMohanty, Sales Manager– Institutional Sales, Dow Jones,Ms. YadnyaTulapurkar, Senior Manager, Tata Consultancy Services.

12. Talk on “Adoption of Technology in Banking ‘ by Ms. Jhankriti Uphadhyay , ex Senior Manager , Kotak Mahindra Bank.
13. Talk on “Introduction to SAP and Its Application in Industry” by Mr. Anil Singh , Head Information Technology (SAP and IT Delivery), Laxmi Organic Industries Ltd., Mumbai
14. Talk on “Logistics - Packaging Interface” by Mr. Marur Subramanian, Consultant .
15. Talk on “Online Marketing “ by Sneha Ramachadran, Senior Manager, online Marketing, FlipKart.
16. Talk on “Treasury-Overview of Operations and Risk Management” by Abhishek Subramaniun, Risk Analyst, HDFC Bank.
17. Talk on 'Manning Career Opportunities-Whose Role?’ by Srihari Balasubramaniam-Senior Manager-HR Operations and Delivery-WIPRO.
18. Talk on " From College to Corporate –Important aspects of Corporate Behavior" by Mr. Ashwin Soman, Product Manager- ZUVENTUS PHARMA.
19. Talk on - "Experiential Thinking - The Way Ahead for Operations Personal" by - Ms. Yoggeta Raawat.
20. Talk on “Managing brand communications” by Mr. Royce Nair, Manager - Formula 1® Business at Tata Communications.
21. Talk on "Scripting" Mr. Amam Kokrady , Founder & CEO, Acceletrade.
22. Talk on " Practical Pharmaceutical Product Management" by Mr. Kunal Sonawne Product Manager- SUN PHARMA.
23. Panel Discussion on "Marketing Trends in 2015" in association with Brand Bazaar series of CNBC Awaaz ..
24. Talk on “Overview on E-Commerce and the role of Marketing” by Ms. Deepti Upendra Prabhu Assistant Manager, Seller Marketing & Strategic Alliances Flipkart.
25. Talk on “from Idea to IPO :The perfect way to craft your Entrepreneurial Journey” by Mr. Ishwar Jha Founder and Director of Appetals Solutions Pvt. Ltd for MMS Marketing Specialization.
26. Talk on Careers in Financial Services by Mr. Harish Thakkar Head of content development at Imarticus Learning Pvt. Ltd..

27. Talk on “Use of Group Discussions as a tool for campus recruitment” by Mr. Shyamlyer Head HR and Admin functions at Tata Power SED for the Finance, HR and Operations students.
28. Lean Six Sigma training program along with certification in association with Innoserv Solutions Pvt., Ltd., Pune from 15th January 2015 to 18th January 2015, by six sigma trainer Mr. K.K. Kulkarni.
29. Talk of “Credit Risk Management” by Sriramlyer, Business Analyst , Fullerton India.
30. Talk on “Key Sales Skills Of a Successful Sales Professional” by Ms. Anubhuti Dwivedi for MMS Marketing Specialization.
31. Panel discussion for HR Students on "HR as a source of competitive advantage in organization" by the panelists- Ms Preeti Girhotra- ABC Consultants, Mr Raju Kapoor- Strategic 3P Consultants, Mr Manoj Nair- TATA DIESEL.
32. Talk on “General Management “By Mr. Aditya Poonia, Assistant Country Manager at Tripda India.
33. Talk on “Overview of the sales and marketing function in Insurance Sector” by Gaurav Jaitley, Key Account Manager at HDFC LIFE.
34. Annual Alumni Day, "La Melange" held on Saturday, 20<sup>th</sup> Dec 2014
35. Conclave on Companies Act 2013 “A Way to Corporate Democracy”.
36. Talk on 'Role of Advertising in Brand Building': An Overview' by Mr. Murli Krishnan, Client Servicing Director at Ogilvy & Mather for PGDM/ MMS (Marketing)
37. Operations Department under Binary and Analytical lab organized a three day training program on CAPM in association with PMI Mumbai Chapter from 19th December 2014 to 21st December 2014. Faculties: Mr. Bharat C. Bhagat and Mr. Sharad Harale.
38. 2nd PMI Mumbai Chapter Club event. Topic - 'Healthy Minds' by Mr. Sriram Athri, Mumbai University recognized teacher of yogic sciences.
39. Talk on 'Credit Risk Management in Commercial Banks: An Overview' by Shri. S Sivakumar, Deputy Vice President – Axis Bank for PGDM/ MMS.

40. Talk on 'Role of Operations Manager in Handling Operational Activities in Healthcare Industry' by Mr. Purvik Mehta, Assistant Manager, Fortis Hospital, Vashi for PGDM operations first year students .
41. Talk on 'HR Practices-Training and PMS in HDFC Ergo' by Mr. Mehul Chandrasekhar-HR Manager, HDFC Ergo, & Ms. Subiksha.K, HR Manager, HDFC Ergo for PGDM/ MMS(Marketing).
42. Interactive session by the senior students of the marketing on” Role & Importance of Summer Internship Project specialization”
43. Panel discussion on “Workplace Ethics”. The panelist: Mr.Satyajit Das- VP HR Idea Cellular, Ms.Deepali Naair, Director Marketing Club Mahindra Holiday Resorts, Mr.Shyamlyer, Head HR, Idea Cellular .
44. Talk on 'Physiology of Ageing and Management' by Mr. Sumit D, Marketing Manager, Abbott Truecare Pvt. Ltd for PGDM (PM &BM) first year students.
45. The Entrepreneurship Cell of SIESCOMS organized an "Entrepreneurship Business Plan" competition on 12th Nov 2014. The competition received excellent response with 13 teams participating and presenting their ideas and business plans. The competition was judged by 4 external experts. It is proposed that the top 3 teams will be provided incubation support at SIESCOMS to incubate their business ideas. A panel of mentors will guide and handhold the students in their entrepreneurial endeavor.
46. Talk on 'Global Immersion Program at NTU, Singapore for the MBA students at Singapore" by Mr. Rajesh Panda, the Founder of Corporate Gurukul for PGDM/PM/BM & MMS.
47. An MOU with Innoserv Solutions for collaborating with the Centre for Logistics and Supply Chain Management.
48. PMI Mumbai Chapter Club event on 'Human Dynamics and Projects - Planting a People Focus into Project Management' Ms. Kirti Mutreja Certified Neurolinguistic Practitioner; Founder Director Virtuoso Learning Solutions for PGDM & MMS (Operation) second year students.
49. Talk on 'Physiology of Ageing and Management' by Dr. Kiran Godse, MD, Dermatology Fortis Hospital for PGDM (PM &BM) first year students.

50. Talk on 'Business to Business Strategy and Operations' by Mr. Diptendu Bhattacharya Head, Institutional Sales and Exports at Godrej Appliance Division for MMS first year.
51. Workshop on entrepreneurship for the students who are desirous of becoming entrepreneurs.
52. Talk on 'Performance Image Exposure(PIE) & Digital Media Landscape and Practices' by Mr. ArunKaimal – Senior Human Resource Manager at Danher India Ltd. & Mr. Shrenik Gandhi – Co- Founder of White Rivers Digital .for the first year PG students .
53. Talk on 'Business Analytics' by Mr.SunilKardam and Ms. DivyaPathaniya , Strategy & Innovative Manager, Capgemini Pvt. Ltd. for MCA students.
54. Start-up Saturday with the theme of "Mobile Apps". (1)On Why the world is going mobile? by Aaron D'souza of WireddIn Interactive Pvt. Ltd (2) EOn Mobile Apps Development -by Ian Pinto - iPnova(3)On Mobile Apps Marketing-by BinayTiwari.
55. Talk on 'Personal Financial Planning ' by Mr. PrakashPraharaj, SEBI Registered Investment Advisor for the staffs of SIESCOMS.
56. Talk on 'Skill Linked Immersion Project ' : "Self Development through yoga" by Mr. Sawant, Yoga consultant for the first year PG students.
57. Talk on ' Benefits of project management' by Mr. Manoj Sarasappan ,VP, Outreach Project Mgmt for MMS first year.
58. Talk on 'The first thought on investment' by Mr. K Ganesh Ramaswamy, Consultant, Freelance for MMS first year.
59. Talk on 'Competency in Consultancy' by MsShreya Shetty,Lead Consultant, Cerebrus , PGDM, MMS second year (HR) students .
60. Talk on 'Analytics' by Mr.Amit Gadkari, R & D Engineer, Thermal Absorption Cooling Division for first year MCA students.
61. Talk on 'Achieving success in Pharmaceutical Marketing-From a Management trainee to a CEO' by Mr. Rajan Patkar,Chief Executive-Global Formulations Business ,RPG Life Sciences for PGDM (PM &BM) first year students.
62. Talk on 'The power of effective communication& " Employability " A journey from campus to corporate' by Mr. Hormuz Ragina, Senior Manager (Corporate

- Communications) Eureka Forbes Ltd. & Mr. Manu Mago - Principal Consultant, Pricewaterhouse Coopers India for the first year PG students.
63. Talk on 'Significance of Branding in Pharmaceutical industry' by Mr. VinyakKini, Senior Product Manager (International Marketing), Shalina Healthcare Pvt. Ltd. for PGDM (PM & BM) first year students .
64. Talk on 'First Time Managers' by Ms. Anubhuti Sethi, Manager, Human Resource at Hafele India Pvt. Ledford MMS first year..
65. Talk on 'Essentials of Pharmaceutical Marketing,' by Ms. Gauri Karnik, Country Portfolio Manager, Pfizer Ltd . for PGDM (PM & BM) first year students.
66. Talk on 'Banking Operations - Basics ' Mr. Chandrashekhar Vaykul , Investment Advisor for the first year MMS students.
67. CEO conclave on "Paradigm Shift in Management of Organization in a Dynamic Business Environment".
68. Social debate -with team participations across different streams of management by internal Sahyog committee.
69. Talk on 'Getting Ready to be part of Global Professional Environment ' by Mr. Narayanan, VP, Symbolien Technologies Pvt. Ltd. for first year MCA students.
70. Talk on 'Procurement – Value Enhancer & 'Cameron's Code' by Mr. Vinay Srivastava , Head Procurement, Real Estate & Administration in Blue Dart Express Ltd., Mumbai, A DP DHL Group company & Mr. Pankaj Kumar, National Manager-Sanitary in Hafele India Pvt. Ltd. for MMS first year.
71. Start-up Saturday with the theme of "Education Entrepreneurship". i) By Sumeet Jain - Founder of Stupidsid.com (ii) Elevator Pitch - Tigri Innovation Pvt Ltd - Arun Kumar (iii) By Kartik Raichura - Founder and CEO at ManagementParadise.com (4) Gayatri Nair Lobo - COO - Teach for India.
72. Talk on life and work of swami Vivekananda by Sri Atul Chandrakant Kulkarni,, Chairman of the Board of Directors of M/s. Interarch Innovations Pvt. Ltd.
73. Talk on 'Open Source Software and Web Development ' by Mr. Anand Paranjape, Founder, Apollo Infotech Lt for first year MCA students.
74. Talk on 'Venture Capital' by Mr. Premraj Alva , Consultant PGDM, MMS second year (Finance) students .



75. Talk on 'Practical Marketing Management in the Pharmaceutical Industry' by Mr. Kunal Sonawne, Product Manager-Sun Pharmaceuticals for PGDM (PM & BM) first year students.
76. Talk on 'Economic perspectives in corporate social responsibility & How consumers behave as shoppers' by Mr. M. Kothari, Associate Consultant, Tata Consultancy Services & Mr. S. Srikanth - Sr. Manager at RAMMS India Pvt. Ltd for the first year PG students .
77. Talk on 'General Management & Power to Me' by Ms. Padma Gupta, Director, Human Resource at Hafele India Pvt. Ltd & Ms. Shraddha Marathe HR manager with Owens Corning India Private Limited for MMS first year.
78. Workshop on 'Structured Finance Products' by Mr. Rahul Bhuskute, Head – Structured and Credit Investments- ICICI Prudential Asset Management Company Limited for second year PGDM & MMS Finance students.
79. Talk on 'Business process management in banking sector' by Mr. Ketan Gaiwad, Senior Manager – Operations Deutsche Bank for the first year PG students.
80. Talk on 'Introduction to Business Analytics ' by Ms. Hussain, Faculty, Edumorr for MCA students.
81. Workshop on 'Basel-III and its implication on Indian Banks' by Mr. Hemant Mittal, Sr. Project Manager, Nomura for second year PGDM & MMS Finance students.
82. Talk on "Investor awareness" by Mr. K. Venkataraman , Practicing Company Secretary (The Institute of Company Secretaries of India) for the first year PG students.
83. Talk on 'Screening of Leadership and Leadership attributes' by Field Marshal Sam Manekshaw for PGDM (PM & BM) first year students.
84. Talk on 'Role of IT in Sales & Marketing ' by Ms. Rukamani Anantharaman, Marketing Coordination Manager, Mindmatrix Pvt. Ltd. for MCA students.
85. Talk on 'Achieving Professional Excellence & Talent Management as a key element of success' by Prof. Dr. Firdos T. Shroff Director of Sir M. Visvesvaraya Institute of Management Studies and Research, Wadala & Mr Deepak Rathish, Organization Development Team for the IF&MENA division, Glenmark Pharmaceuticals Ltd. for the first year MMS students.

86. Talk on 'Experience sharing regarding the journey as an Entrepreneur in Cell based therapies by Dr. Caroline Mathen , CEO & Founder, OCT Therapies and Research Pvt Ltd. (A biotechnology Venture) for PGDM (PM & BM) first year students.
87. Sahyog committee in association with the internal committee organized a 'Street Play Competition' to bring to light the various societal issues surrounding the future of this generation.
88. Course on 'International Logistics in Practice' by the Dubai-based Prof. P.J. Mathews, International Consultant in Logistics and Supply Chain Management.
89. Talk on 'Exploring the creative world of Advertising & Encouraging the spirit of Entrepreneurship - Ideas to Implementation' by Mr. Shrey Bhatia – Senior Account Manager at Lowe Lintas India & Ms. Lavira Fernandes - Senior Brand Service Manager at Lowe Lintas India & Mr. Sourav Ghosh – Director at Sports Reconnect (Mumbai) for the first year PG students.
90. Workshop on 'Private Equity' Speaker: Mr. Saumil Parikh, Director at SRV Investment Consultancy and partner in SRV and Company for second year PGDM & MMS Finance students.
91. Talk on 'Role of Information and technology in Management & Motivation as a key element of success' by Mr. Sanjeev Saxena – Associate Consultant , Tata Consultancy Services & Mr. Vikas Bissa – Senior Marketing Manager, Raymond Ltd. for the first year PG students.
92. Workshop on 'Companies Act 2013-Corporate Governance Perspective' by Mr. Sangameshwar Iyer, Legal & Secretarial, Blue Star Ltd for 2nd year PGDM Finance Students.
93. Start-up Saturday with theme of "E-Commerce". How easy to setup Online Store by Mr. Nitin, Founder - Zepo.in . Impact of Direct and offline marketing over Current Ecommerce Discount Drive by Mr. Abhimanyu , Founder , QualityBazar.in , Alliance & Technology management for Ecommerce by Vineeta & Kaushik , Founder, Fabbag.com .
94. Talk on 'Indian Economy Today and Way Forward' by Mr. R. Kannan, Advisor to Hinduja Group for the first year PGDM & AIMA-PGDM students.

95. Talk on 'Recent Advances in Electronic Payments & Payments industry as a Career' by Mr. L. Sankar, CTO, Tata Communication Payment Solution Ltd. for MCA students.
96. Talk on 'Building and sustaining cohesive teams & How to build a successful corporate career' by Mr. Nikhil Thomas - Manager (Advertising Sales) at Taj Television India Pvt. Ltd & Mr. K. Babu - Head of Service Center at Siemens Financial Services Pvt. Ltd for the first year PG students
97. Panel discussion on "Analysis of Union Budget" by the panelist: Sanjeev Patker, Head Research, SBI MF, Vivek Sharma, Investment Analyst, CA Ashokkumar Shetty.

Annexure VI  
**Staff Strength -**

	Teaching		Non Teaching		Total		Previous Year	
	M*	F*	M	F	M*	F*	M	F
SIES College of Management Studies	25	32	22	6	47	38	45	37
<b>TOTAL</b>	<b>25</b>	<b>32</b>	<b>22</b>	<b>6</b>	<b>47</b>	<b>38</b>	<b>45</b>	<b>37</b>

Service Profile			
	T *	N T	Total
0-5	35	10	45
5-10	18	08	26
10-15	03	07	10
15-20	01	03	04
20-25	-	-	-
>25	-	-	-
	<b>57</b>	<b>28</b>	<b>85</b>

AGE Profile			
	T	N T	Total
20-30	04	01	05
30-40	16	18	34
40-50	22	08	30
50-55	04	01	05
56-60	03	-	03
>60	08	-	08
	<b>57</b>	<b>28</b>	<b>85</b>

Qualification			
	T *	N T	Total
Ph.D	12	-	12
PG	44	04	48
G	01	11	12
UG	-	13	13
	<b>57</b>	<b>28</b>	<b>85</b>

\* Includes 3 IEM Teaching Staff (2 female and 1 male)

### Students(2014-15)

Course	Male	Female	Total
MMS -I year	59	55	114
MMS - II year	72	48	120
MCA-I year	32	11	43
MCA-II year	33	34	67
MCA-III year	39	32	71
PGDM -I year	64	56	120
PGDM -II year	54	65	119
PGDM(Pharma) -I year	37	23	59
PGDM(Pharma) –II year	23	37	60
PGDM(Biotech ) -I year	15	13	28
PGDM(Bio-tech) -II year	12	16	28