

Annual
Report

2015-16

SIESCOOMS

Annual Report for the Year 2015-16 (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 which were launched during the last year. The important ones include:

- ACBSP site visit by three member panel of ACBSP for Accreditation. The team consisted of Dr. Haseeb Ahmed-Dean School of Business, Heidelberg University, Dr. Samuel Dunn-Professor of Business, Northwest Nazarene University and Dr. Asha Alexander-Chairperson of Business Administration Department, Jubail University College, UAE.
- In order to expose students to global challenges, an initiative called Global Immersion Project was designed wherein a group of students would visit a foreign center and understand the nuances of business, cultural influence and business practices. A group of students visited industrial establishments and professional education institutions in Dubai, Sarjah, Ras Al Khaimah under the above initiative.
- Entered MoUs with following:
 - a. Katowice School of Economics (KSE), Poland for student exchange program
 - b. South Illinois University, Edwardsville, USA for student exchange, faculty exchange, joint research etc.
 - c. University of Dubai for student, faculty exchange and joint research.
 - d. AIESEC, Navi Mumbai for entrepreneurship development. AIESEC is the world's largest non-profit non-governmental network of youth that works for global exchange of youth talent all across the countries.
 - e. NUCSOFT Ltd. a leading software development company in the financial market space, for various types of academic-corporate relationships.
 - f. Reliance Jio in Navi Mumbai. The role will be to partner with Reliance Jio in the launch of its 4G services through imparting training to various potential professionals / employees of company.
 - g. Project Management Institute (PMI) Mumbai Chapter to organize regular events to enhance understanding of Project Management knowledge among practitioners and student community
 - h. CII Institute of Logistics Chennai for running the Certificate Program in Logistics and Supply Chain Management.
- Launch of new interaction series christened as Leadership Forum for interaction with leaders and groom them to take up leadership position.
- The Innovation Committee started a novel concept of “Flash Discussion” wherein the students discuss on current and contemporary topic of interest and relevance. This is a fully student’s driven initiative.

- Introduction of the Weekly Newsletter NIN (News in Nutshell).The NIN presents business and current affair news in a nut shell. This is widely circulated among student and faculty.
- Entrepreneurship Cell (e-Cell) – The process of identifying potential entrepreneurs and grooming them through the e-cell activities culminated in six students becoming entrepreneurs.
- **Start-up Saturday’ in the area of entrepreneurship for sharing the lessons from start-up entrepreneurs.**
- **Organized a 2-day Management Development Program (MDP) on E-Procurement in collaboration with AIMA, Delhi.**
- **Conducted 30 hours module on Entrepreneurship to select group of students.**
- **Collaboration with SAP India for introducing SAP Certification Modules for the Management students at concessional rates.**
- **Conducted two day program on “International Logistics and Practices” through international expert Prof. P. J Mathews for operation specialization students.**
- **Conducted three day program on MS Project in collaboration with PMware(software training company) on project management.**
- **The Binary and Analytical Lab continued its activities through various training program in Project Management, Lean Six Sigma, Logistics and Supply Chain Management etc. for operations specialisation students.**
- **An interaction of the 1st year PGDM students with two natives from Germany as part of developing global citizen forum interaction.**
- Strengthening of weekly **Corporate Interaction Series (CIS)** where all the year MBA students are exposed to corporate interaction with senior corporate professionals every Saturday.
- The institute continued its focus on **publications** and the various publications included:
 - SIES Journal of Management (bi-annual)
 - SIES Journal of Applied Finance and Accounting(Annual)
 - Prerna (Journal on social issues): Annual
 - SIES Journal of Pharma-Bio Management(Annual)
 - SIES Journal of Information Technology and Computer Applications
 - Working Papers on different aspects of Management
 - A compendium of Idea Research Paper – A research initiative by SIESCOMs students
 - National Research Conference on “Perspectives in Current Business Scenario”.
 - National Research Conference on Healthcare Management: “Healthcare: Challenges and Potential Breakthroughs”.
 - National Conference on “Innovations and Advancements in Information Technology”.
 - National Finance Conference on “Opportunities and Challenges of Finance Sector”.

Rankings / Awards received:

Rankings (2015-16):

- **Times of India-Best B-School survey (Feb 2016)** : SIESCOMS ranked 25th among all B-Schools in India
- **Times of India-Best B-School survey (Feb 2015)** : SIESCOMS ranked 25th among all B-Schools in India
- **Business World Dec2015**: SIESCOMS ranked 26th among all Private B-Schools in India
- **OUTLOOK Best Business Schools Ranking (Sep 2015)**: SIESCOMS ranked 36th - Drishti Survey
- **HIGHER Education Review (March 2015)**: SIESCOMS ranked 18th among all B-Schools in India Beyond IIM's
- **HIGHER Education Review (March 2015)**: SIESCOMS ranked 4th in Academic Excellence, among all B-Schools in India Beyond IIM's
- **Business Today-India's Best B-School Survey (Oct 2015)**:55th among all Management Institutes in India.

Inaugural Programs:

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

- **MMS (2015-17 batch):**
 - a. **Chief Guest:** Mr Arun Shekhar, CEO, Nucsoft Technologies
- **PGDM(2015-17 batch):**
 - a. **Chief Guest:** Dr Sanjay Muthal, Executive Director, RGF Management Research
- **PGDM (Pharma and Biotech Management)(2015-17 batch):**
 - a. **Chief Guest:** Mr Girison- Direcctor Strategy, Menarini
 - b. **Guest of Honor:** (i)Mr.Rakesh Khatri , MD Glow Derma (ii) Mr.Rajendra – Mehta, Director, Glow Derma
- **MCA (2015-18 batch):**
 - a. **Chief Guest:** Mr Sanjay Radhakrishnan, Chief Operating Officer, Tata Classedge.
- **AIMA PGDM batch(2015-17)**
 - a. Chief Guest: Mr. Mahesh Narayan, COO, SAAVAN,
 - b. Guest of Honor: Mr..Sudershan Achari, Head SME, RBL Bank

- **AIMA PGDM batch 2015-17(for Working Executives)**
 - a. **Chief Guest:** Mr. R.V Balasubramaniam Iyer, Vice President - Learning & Development, Reliance Jio Infocomm Limited

Convocations:

The college held the following convocations during the year:

- **PGDM (13-15 batch):**
 - a. **Chief Guest:** Dr A.K. Khandelwal, Former CMD, Bank of Baroda
 - b. **Guest of Honor:** Mr Nawal Ahuja, Co-Founder and Director, Exchange4Media.
- **PGDM Pharma& Biotech (13-15 batch):**
 - a. **Chief Guest:** Mr S V Veeramani- Founder Chairman, Fourrts (India) Laboratories & President, IDMA
 - b. **Guest of Honor:** Mr.Rajaram Samanth- CEO, Chief Mentor, Akumentis Healthcare.
- **MMS (13-15 batch)/ MCA(12-15 batch):**
 - a. **Chief Guest:** Mr Sankar Chakraborty, CEO, SME Rating Agency of India (SMERA)
 - b. **Guest of Honor:** Mr R K Jain, Chairman, IMCI, Navi Mumbai

Placements:

The institute started placement process of the PGDM and MMS programs in the month of October, 2015. 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 “Perspectives in Current Business Scenario”.**
- b. **National Research Conference on Healthcare Management: “Healthcare: Challenges and Potential Breakthroughs”.**
- c. **National Conference on “Innovations and Advancements in Information Technology”.**
- d. **National Finance Conference on “Opportunities and Challenges of Finance Sector”.**

All 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 several competitions. The details of are enclosed in **Annexure – IV**.

Corporate Interactions:

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) SIESCOMS organized International Yoga Day in the month of June 2015.
- b) Sahyog Committee organised a collection drive to support and contribute towards Chennai Flood Relief Programme
- c) SIESCOMS in association with IMC felicitated Mr Prabhat Ranjan, IPS, and the new Police Commissioner of Navi Mumbai.
- d) Global Village organised in collaboration with AIESEC.A team of young delegates representing 6 nations interacted with the students.
- e) Sahyog Committee organised the following
 - i. A week long awareness drive on organ donation in collaboration with NIVARA, a healthcare sector NGO.
 - ii. 'Blood donation' and 'Thalassemia" awareness campaign
- f) Women Development Cell organised a photography competition titled "An Independent Woman".

Staff strength and students details (statistics): **Annexure – VI**

Annexure-I

Placement Report (as on 29 February, 2016) PGDM / MMS / PGDM Pharma / PGDM Biotech Batch 2014-16 And MCA Batch 2013-16

a) PGDM / MMS

Total Students	234
Placed	199

b) PGDM Pharma & Biotech

Total Students	87
Placed	66

c) MCA

Total Students	69
Placed	61

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.)	6.69 L	5.00L	2.90 L
Highest salary(p.a.)	17.5 L	10.5L	4.20 L

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

Annexure II

Corporate Event Finance:

Panel Discussion 1: Changing Paradigm in Banking and Insurance Sector

Moderator: Dr. AK Sen Gupta, Director SIESCOMS
 Panelists: Mr B.M Mishra ,Principal Advisor, RBI
 Dr M G Vaidyan Dy MD and Group Executive, SBI
 Mr Rohit Gulati MD , Standard Chartered Bank
 Mr Sushant Shetty, Vice President, DBS
 Mr Jatin Arora Head ERM and Appointed Actuary, L&T Insurance

Panel Discussion 2: Changing Paradigm in Capital Markets

Moderator Mr. N Jayakumar, MD Prime Securities
 Panelists: Mr. Naresh Garg, Consultant, Former CEO Sahara AMC.
 Ms. Gesu Kaushal, Executive Director, Kotak Investment Banking
 Mr. Ajit Dange ,Head PMS, SBI Mutual Fund
 Mr. Vikas Sachdeva, CEO Edelweiss

Corporate Event Marketing:

- Panel Discussion on “Emerging Trends in Sales and Marketing”
 - Mr. Aliasgar Kagzi, Co-Founder / Director, Genext Students Limited
 - Mr. Amit Nagarsekar, Senior Manager, Accelya Kale
 - Ms. Aparna Aggarwal, Senior Manager – Retail Branding and Strategy, Axis Bank
 - Mr. Bhuvnesh Joshi, Founder and Owner, BubbleWrap
 - Mr. Padmakar Badgujar, Assistant Vice President, Canara HSBC Life Insurance
 - Mr. Rakesh Ravishankar, Media Supervisor, Havas Media
 - Mr. Royce Nair, Senior Manager, Tata Communications
- CNBC Awaaz Panel Discussion on “Globalization to Personalization”
 - Ms. Shibani Gharat, Journalist & Anchor, Brand Bazaar, CNBC Awaaz
 - Mr. Abhijit Sanyal, Principal Consultant, DY Works
 - Mr. Dheeraj Sinha, Chief Strategy Officer, South and South East Asia, GREY Group
 - Ms. Shubhra Kakkar, Business Director, Spatial Access
- Alumni Workshop on “Campus to Corporate” sharing of ideas by more than 15 alumni.

Corporate Event HR

Theme: “Innovative Practices in the field of HRM”.

- Keynote address by Mr. Kiran Wagle on the event theme- “Innovative Practices in the field of HRM”.

-Panel discussion on 'Talent acquisition'

Moderator: Mr. Sriram Padmanabhan , MD Fructus Consultants

Eminent Panelists:

- Mr. Raju Kapoor, Managing Partner, Strategic 3P Consultants
- Mr. Paresh Pandharkarne, Principal Consultant prompt personnel
- Mr. Sanket Dhotre, GM- HR,Man Industries
- Ms. Rashmi Deshpande, CEO, Crafting Capabilities

-Panel discussion on "ROI on training"

- Moderator: Mr. Shyam Iyer, Head HR,Tata power

Eminent Panelists:

- Mr. Sahil Nayyar,HR,Lead Western Region, KPMG
- Mr. Neeraj Agrawaal, VP,HR and OD , JM Baxi Group
- Ms. Sunitha Nair, Senior Manager , HR, Galaxy surfactants
- Dr. Anita Shantaram, Director Grid Consultants

Corporate Event Pharma/Biotech Management

Theme: "Paradigm shifts in pharmaceutical marketing –The Road Ahead"

Eminent Speakers:

- Mr Ashok Kumar Bhattacharya,Business Unit Director –Takeda Pharmaceuticals
- Mr Deepak Naik, Managing Director- Health "N" U Therapeutics
- Mr Deep Bhandari,Head of BU :Multiple sclerosis-UCB
- Mr Prabhakar Bethi,Marketing & Sales Consultant
- Mr Rajendra Patkar,Chief Executive –Formulations RPG Life Sciences
- Mr Shekhar Mandrekar,President & Director on Board MJ Biopharm
- Prof Suniel Deshpande [Moderator], SIESCO MS
- Prof Vivek Hattangadi,Chief Mentor-The Enablers.
- Mr. Sanjiv Navangul,Managing Director,Janssen India .

Corporate Event Operations/Systems Management

Theme- "Emerging Trends in Operations and Systems"

- Keynote address by Prof. P. J. Mathews, Consultant on " Global Supply Chain Management trends"
- A talk on "Practical Application of Information Technology Infrastructure Library in Service Industry".
- Session on "The Importance and Utility of Project Management in Operations and Systems in Current scenario' by Mr. Srijith Nair, Project Manager, Geometric Ltd., Mumbai.
- Session on "SAP on IOT" by Mr. Senthil President, Prism Informatics.

Annexure III

VIRTUALITIES 2016

As part of the continued commitment to provide students with "out-of-the-classroom" approach, 'VIRTUALITIES-2016' the annual management inter-collegiate festival of SIESCOMS was held from 25th to 27th February, 2016. Totally planned, marketed and organized by first year students of PGDM, MMS, PGDM(in Pharma & Bio-tech Management and PGDM-AIMA. The festival had a series of activities executed by the students.

- The theme of Virtualities 2016 was 'Lost City of Atlantis'. The festival saw an opening with an Intra-College Sports Meet, a curtain raiser included indoor as well as outdoor games like chess, table tennis, carom, badminton, tug-of-war, dodge ball, cricket and football. The meet spanned over 2 days i.e. 20th and 22nd February, 2016.
- On the 23rd and 24th of Feb, 2016, the students celebrated Saree Day and Rose Day and played Antakshari and Dumb charades to keep up the mood and the tempo for the festival.
- The main managerial and cultural events started on 25th of February, 2016. 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 nine management events besides JAMBOREE an intra-college cultural festival.
- The first day included the formal inauguration ceremony addressed by , Mr. S.V.Viswanathan, the Hon. Joint Secretary of SIES.

CULTURAL EVENTS

- Jamboree'16: Jamboree is an annual intra-college cultural festival which included singing, dancing, short films, monologues, stand up performances and fashion show. JAMBOREE, was a huge success. The internal students had the opportunity to showcase their talent and present electrifying performances.
- 'Band Wars': Two metal bands and one Bollywood Retro band performed in the evening of the second day.
- An extravagant musical note with DJs like DJ Unknown, Basshunk, MC Noizee, Beat Boxer - Deepak Soni, an audio-visual show, etc.held on third day , witnessed by more number of audience that included enthusiastic and overwhelming participation of the alumni of the college.

THE MANAGERIAL EVENTS

1. Exe'tasi - A general business quiz.
2. Diaf'imsi : A competition testing participants on how well they advertise their ad making skills.
3. The Flea Market : A marketing competition in which one could come to a cut-throat market place and sell anything they want.
4. Be a Spartan! : Spartans were the first in the Greek history to rely heavily on teamwork and cover each other's weaknesses. The participants had to combine their HR knowledge with the ideology of the Spartans.
5. Aisiodoxos : An operations management event and would be tested not only on basic strategy building but also on their managerial skills.
6. Dice of Plutus : A mock-stock market competition.
7. Synapse :A treasure hunt, finding the clues and show the skills in the bold yet delicate act of being a sharp detective.
8. Brand Swift: The participants are thrown an open challenge to create their own pharmaceutical brand and present it.
9. Our flagship event 'War of Gods' : Participants are tested on parameters of finance, marketing, HR, and operations and tested on their decision making, persuasive, negotiation, financial, marketing and analytical skills.

NGO MELA - SOCIAL EVENT:

Virtualities 2016 also organized an NGO Mela during these three days in association with Sahyog Committee of the college. Around 25 NGOs were provided stall space where they sold their products. All of them had sufficient sales during the period and were highly satisfied.

SPONSORED PROGRAM: TATA Motors BTL Promotion Strategy Contest was a competition to promote (Below the line) its critically acclaimed, consumer famed passenger cars- ZEST and GENX Nano Easy Shift.

The festival was well applauded by the audience. The management committee of the event was really motivated and geared up for 'Virtualities 2017'.

PIXELS 2K16

PIXELS 2K16 a three day event organized by the students of MCA Program in SIES College of Management Studies on the 22nd, 23rd and 24th February 2016 was a grand success. PIXELS 2K16 was based on theme **TechnoEra** and Inspired by “**Make in India**”. Cleartask, an android app developed in India, was the title sponsor for Pixel this year. It was a blend of technical, Sports and cultural events. It attracted tech savvy people with the events like Code Debugger, Webathon, LAN Gaming, Barter Code, Hacker Cracker, 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. These were followed by a cultural event on the last day evening which included Dance, Singing and Fashion show competition. PIXELS saw the participation of more than **300 students** from all colleges in and around Navi Mumbai.

PIXELS 2K16 was an event with a purpose, we had tied up with **Helping Hands Charitable Trust** for whom the students had donated clothes and accessories. The children of the Trust were also invited to witness the cultural Fest on Feb 24th and also were given an opportunity to showcase their talents.

This year the rolling trophy of PIXELS 2K16 was bagged by Bharati Vidyapeeth Institute of Technology.

The event was widely covered by our media partners, DNA and Maharashtra Times.

Annexure IV

Competitions / Laurels won by the students (2015-16)

Name of students	Class	Event	College	Prize
Sudarshan Srinivasan, Rahul C. Iyer, Manasi Salavalkar, Yazad Mithaiwala	MMS B	Video ad making competition	IIT Kanpur	1st
Suraj Kothari, Sai Konar, Amey Teke, Vignesh Subramanian	MMS A	Video ad making competition	IIT Kanpur	3rd
Sai Konar	MMS A	Poster making competition	IIT Kanpur	3rd
Sharada Shankar, Dhagash Vora, Satya Iyer	MMS B PGDM A	Strategy & consulting event	IIM Indore	2nd
Dhagash Vora, Satya Iyer	PGDM A	Economics event	IMT Nagpur	2nd
Shweta Iyer, Ansh Pathak, Meenal Mhaisekar	MMS A	Bigger and better	SIES BMS	1st

Annexure-V Corporate Interactions

Talk under Leadership Lecture Series

1. Talk on Leadership "Unlocking Business Value through IT" by Mr C.K Venkatraman, IT Director, CLS, Asia Pacific, Johnson and Johnson Ltd.
2. Talk on Leadership by Mr P.K Ray, Senior Corporate Professional and Advisor- Strategy & Business Development, Johnson Tiles.
3. Talk on Leadership by Mr Rajesh Neelkanata, Executive Director, B V G Logistics and Mr Uday Purohit, Chairman and Managing Director, Neptunus Group.
4. Talk on 'Leadership Excellence' Dr Manu Vora, Chairman and President, Business Excellence INC and Advisor, ASQ, India.
5. Talk on Leadership by Mr R Devarajan, MD, Globe Op Financial Services.
6. Talk on Leadership "Learning Through Experience" by Mr V Ramnarayan, Vice Chairman and Managing Director, Transworld Group.

Talk under Corporate Interaction Series

1. Talk on 'Career in Product Engineering Services' by Mr. Krishna Shastri, Joint Director for Corporate and Industry Relations in Amrita Vishwa Vidyapeetham for MCA students.
2. Talk on ' Lean start-ups ' by Ms. Fatin Arifin, President & Founding Member, Commonwealth Alliance of Young Entrepreneurs-Asia (CAYE-Asia) PGDM/ MMS Marketing specialization.
3. A Flash Discussion on "Will e-Commerce bubble burst" by Innovation Committee of SIESCOMS.
4. Talk on ' HR practices in 3 multinational Organizations ' by Mr.Arun Sukumar Kaimal, Human Resource Manager in Danaher-India PGDM/ MMS HR specialization
5. Talk on 'Android Development' by Mr. Sudesh Suresh Dhawade , Android Developer, Technoriya Technologies Pvt Ltd., for MCA students
6. Talk on ' HR Diversity, Challenges & Issues in the Financial sector' by Mr. Anil Salvi, Managing Director & Group Head – Human Resources at JM Financial Group PGDM/ MMS HR specialization
7. Seminar on L and D global meet for industry professionals and siescom's students
8. Talk on 'Accounting Standards and Implications' by Mr. Ram Iyer, Head of Finance – Siemens Financial Services for PGDM/ MMS(Finance)
9. Talk on 'Digital Transformation in Financial Services - FinTech and Opportunities as a Digital Entrepreneur' by Mr. Sankar Laxmanan ,VP – Information Technology & Digital Initiatives, Tata Capital; formerly Head-eTrading & Digital Transformation + CIO , Tata Capital Securities, for MCA students
10. Talk on ' Compensation Challenges in today's organization -A Consultants Perspective ' by Ms Nicy Jacob-Compensation and Benefits Consultant-Aon Hewitt for PGDM/ MMS HR specialization

11. Talk on 'MSME (Micro, Small and Medium Enterprises) Advances Overview' by Mr. Pratik Doshi, Regional Credit Manager (Mumbai Head) - Edelweiss Retail Finance Limited for PGDM/ MMS(Finance)
12. Talk on 'What it takes to Emerge as a Successful Entrepreneur ' by Mr. Ashwin Bhadri & by Ms. Rolly Kapoor, CEO- Equinox Group FSSAI Expert & National Sales Head- UTMovies & UTV Action for PGDM/ MMS(Marketing)
13. Talk on 'Developing effective communication strategy & Madvertising' by Ms. Ritu Jhajharia & by Mr. Hormuz Ragina, Vice President of Marketing at Fitternity.com & Lead Corporate Marketing at Eureka Forbes Ltd for PGDM/ MMS(Marketing)
14. Talk on ' HR Practices & Role of HR ' by Mr. Rajesh Kamath, Director, Learning Canvas PGDM/ MMS HR specialization.
15. Talk on 'Corporate Expectations from Management Graduates' by Mr. B. Renganathan , Executive VP-Investment Banking & Group Company Secretary- Edelweiss capital Limited for PGDM/ MMS(Finance)
16. Talk on 'Understanding a start-up, its eco system investment, angel and VC funding' by Mr. Akshit Gupta,,Manager - Intellecap Impact Investment Network for PGDM/ MMS(Finance)
17. Talk on ' Payment Banks and digital wallets' by Mr. Abhishant Pant, Deputy General Manager at Vodafone, Mumbai, for PG/MMS (Marketing students)
18. Panel discussion on "Career opportunities for MBA students in the healthcare vertical" covering: HealthCare regulatory affairs, Healthcare advertising, HealthCare communications for PGDM (PM) & (BM) students.
19. Talk on 'Project Management & Its Significance' by Mr. Kumar,SAP Delivery-Head, RCOM Pvt. Ltd. , for MCA students.
20. Talk on 'Campus placements: Preparation Tips & Tricks' by Mr. Mehul Chandrasekhar, Manager- Learning & Development at HDFC Ergo Mumbai for PGDM (Marketing).
21. Talk on 'Campus placements: Preparation Tips & Tricks' by Mr. Aditya Kerkar, Associate Consultant (SAP) at L&T InfoTech Mumbai for MMS(Marketing).
22. Talk on 'Leveraging Salesforce' by Mr. Balakrishnan Mariappan,IT Manager at Mars, INC, Portland, Oregon Area, USA , Information Technology and Services , for MCA students
23. Talk on ' The Business Partner, HR Role, challenges and Management Expectations ' by Ms. Jeancie Mathew, HR Team Lead L&T Infortech PGDM/ MMS HR specialization.
24. Talk on 'Developing communication plan for effective customer engagement ' by Ms. Bhargavi Rathi, Head - Marketing & Communication at Go4fresh PGDM/ MMS (Marketing).
25. Talk on 'Enterprise Risk Management ' by Mr.Jatin Arora, Appointed Actuary & Head ERM, L&T General Insurance Co. Ltd. for PGDM/ MMS(Finance).
26. Talk on 'Networking - IP Address Management' by Ms. Harshita Mehroliya, Software Consultant, Atos Origin India Ltd, for MCA students.
27. Talk on 'Quality in IT Services 'Ashok V Ramaswamy for PGDM/ MMS operation specialization.
28. Talk on 'CyberCrimes: Risks and Preventions' by Mr. Sachin Dediya , ,Certified Ethical Hacker : EC-Council, USA & MSTB, for MCA students

29. Talk on 'Financial Planning and Investments' by Mr. Chandrashekhar Vykul, Financial Advisor for PGDM/ MMS (Finance).
30. Talk on 'Measuring HR- ROI' by Ms. Chitra M Patkar General Manager - HR , Power Division, GTL Limited for PGDM/ MMS(HR)
31. Talk on 'Microsoft Technology and More on ASP.NET' by Mr. Nayaab Falke , Clearing Corporation for India Ltd. , Asst. Manager for MCA students
32. Talk on 'Employee Engagement' by Mr. Rajesh Manik from ING VYASA Investment Bank for PGDM/ MMS(HR)
33. Talk on ' Consulting Project Cycle and Job Opportunities for the Students ' by Shreeyas Goyal, Consultant, GTIN e-Governance, Accenture PGDM/ MMS operation specialization.
34. Talk on ' Strategic Planning for advertising revenue generation with special focus on International markets' by Ms. Barnali Majumdar, Regional Sales Head (West & East) at Fortune India, for PGDM/ MMS(Marketing).
35. Talk on 'Business Development & Channel Management' by Mr. Naveen Raina, Key Accounts Manager at Samsung Electronics, for PGDM/ MMS(Marketing).
36. Talk on 'Accelerating Mobile Skills and Careers' by Mr. Bhawin Saraiya, Business Manager, Learn2XL for MCA students.
37. Talk on ' Sales and Marketing Of Financial Products' by Mr. Dhiraj Mathur, Assistant Vice President at Axis Bank Limited for PGDM/ MMS(Marketing).
38. Talk on 'You, as a Brand' by Mr. Shantanu Sapre , Executive Director at Lowe Lintas for PGDM/ MMS(Marketing).
39. Talk on 'Consulting ' by Mr. Vivekraj Nair, Digital Marketing Analyst - Accenture for PGDM/ MMS (Finance).
40. Talk on 'Marriage of e-tailors and logistics in India-future prospects and impact ' by Mr Rajesh Neelakanta, Executive Director & CEO, B V C Logistics for PGDM/ MMS operation specialization
41. Talk on 'Financial Literacy' by Ms Sucehta Dalal, renowned journalist from Moneylife Foundation, an NGO for 1st year PGDM.
42. Talk on 'Agile Practices' by Mr. Sujeet Unnikrishnan, Technical Lead/middleware Developer, Oracle Financial Software Service LTD for MCA students.
43. Talk on 'Handling IR issues' by Mr K H Dastoor, Secretary General-Association of Chemical Workers. Mr Dastoor a veteran in handling IR issues for HR students.
44. Talk on 'Opportunities and Challenges of budding entrepreneurs of India,' by Mr. Jignesh Parmar (Entrepreneur) Parmar Energy Solutions (PES- Solar) for first year PGDM.
45. Alumni Panel Discussion "Job Challenges-Managing the transition from college to corporate for PGDM (PM & BM) Second year.
46. Talk on 'Credit Risk Management in Banks and NBFCs ' by Sriram Iyer , Business Analyst, Project & Delivery Manager at Fullerton India for PGDM/ MMS(Finance).
47. Talk on 'Developing Cohesive Marketing Strategies' by Mr. Vijay Chand, A Head Strategic Marketing (South Asia) at Thomson Reuters.
48. Talk on 'Client Account Management (Relationship building, Upsell & Cross Sell)', by Mr. Sambit Mohanty, Senior Manager - Institutional Sales at Dow Jones for PGDM/ MMS (Marketing).
49. Talk on 'Regulatory Issues in US: Greenhouse Emissions Environmental ' by Mr Ramesh S Melarkode, Head of the Environmental Programs for the Department of Defense facility in Richmond, Kentucky, USA.

50. Talk on 'Change Management at Credit Agricole' by Mr Arjun Naik- HR Head-Credit Agricole, Corporate & Investment Bank for PGDM/ MMS(HR).
51. Talk on 'Forex Market and Products: An Overview' by Mr. Narayana Murli, Former DGM - Union Bank of India for PGDM/ MMS(Finance).
52. Talk on 'Challenges faced by Mutual Fund Industry' by Mr. Kartik Soral, Analyst, Edelweiss AMC for PGDM/ MMS(Finance).
53. Talk on 'Managing Retail Operations and Strategic Planning' by Mr. Shree Kumar Daga, Business Head (Buying, Merchandising and Category Management) at Shoppers Stop for PGDM/ MMS(Marketing).
54. Startup Saturday on "Customer Engagement/Journey" by Moksha Juneja - Creator, PeeProvider.com, Founder , Avignyata Inc. Past President, Wikimedia India, Rajeev Khandelwal - Founder at WYO.in and Avlesh Singh - Co-founder & CEO / WebEngage.
55. Talk on "Media Marketing " by Mr Pradeep S , Consultant.
56. Talk on 'Topic HR role in development' by MS Anubhuti Sethi (HR Manager) for MMS-A division and by MR Chandrashekhar (HR consultant) for MMS--B division.
57. Talk on ' Media planning and importance of promotion' by MR Dipesh Doshi UTV Disney Manager Advertisement for first year MMS.
58. Talk on 'Importance of CSR department to the Organizations' by Mehul Kothare TCS Maitree for MMS first year.
59. Talk on 'Startup and Entrepreneurship' by Omkar Pandharkame, CEO Desi HangOver , for MMS first year.
60. CNBC Awaaz show "Pehla Kadam: A Financial Literacy Initiative" by Mr. Pradeep Pandya, Banking Editor, CNBC Awaaz, K S Rao-Head Investor Education and Distribution Development, Birla Sunlife Mutual Fund, Mr. Harsh Roongta-Certified Financial Planner, Roongta Securities and Founder, Apna Paise, Dr. Ajay Mittal, Chief Manager, Investor Education and Distribution Development, Birla Sunlife Mutual Fund.
61. Workshop on "Image Consulting" by IMC, Navi Mumbai the final year students for the corporate interviews / processes. The workshop was facilitated by Bonjour Paints and its Chairman Mr Raman Khurana.
62. A talk on "Scope and growth in Marketing and new avenues "by Mr Dhanraj Israni, Senior marketing Manager, Bennett Coleman and Co. Ltd. And by Mr S. Shrikant, Marketing Manager, RAMMS Indis Pvt LTD. first year MMS A division.
63. Talk on 'Marketing strategies of Hindustan Unilever Limited' by Mr. Vikrant Shinde, Senior Manager at Hindustan Unilever Limited for PGDM/ MMS(Marketing)
64. Talk on 'Creating Winning Campaigns' by Ms. Swati Bhaskar, Media Relations & Content Writer at Media Value Works for PGDM(Marketing)
65. Talk on 'Market research to create sustainable brands' by Ms. Shazia Khan, Account Manager, Millward Brown for PGDM/ MMS (Marketing).
66. Talk on 'Let's Face the World – The NLP Way' by Ms. Zeenat Bhardwaj, NLP, the founder of INEX Consultants for PGDM/ MMS(Operations).
67. Talk on 'Good work, performances develop into a good corporate citizen' by Mr. Bhavish Shah, Manager- Strategy Marketing, Piramal Enterprise for PGDM/ (PM & BM).

68. Talk on “Business Environment in Germany” by Ms. Mareen and Ms. Andrea for 1st year PGDM students.
69. Talk on “Personality development” by Tanu Kevalramani Image Consultant for 1st year PGDM
70. Talk on “Career in Data Analytics” by “Hrishikesh Varkhedkar for 1st year PGDM.
71. Talk of “Stock Market Awareness” by Mr Chandrasekhar Thakur of BSE for 1st year PGDM.
72. Talk on “Role of Sales in Pharma marketing “ by Pariskshit Shashank, Product Manager, Merck Ltd for PGDM Pharma.
73. Talk on “Importance of SIP” by Ms Kritika Jain , Reliance Life Science for PGDM Pharma.
74. Talk on “Challenges in Pharma Sales Management” by Mr. Amol G, Abbott Healthcare for PGDM Pharma.
75. Talk on “Marketing Challenges in Healthcare” Mr. Prakash S, IPCA for PGDM Pharma.
76. Talk on “Advertising in Pharma” by Dr. Sushil Motwani, FCB Ulca for PGDM Pharma.
77. Talk on “Importance of Communication in Pharma” Dr. Mahekar, MM communication for PGDM Pharma.
78. Talk on “Growth of Biomedical Devices” by Dr. Pankaj BSN medicals for PGDM Pharma.
79. Talk on “Product management in Pharma” by Mr. Pariskhsit, C-Merck for PGDM Pharma.
80. Talk on “CSR in Pharma” By Hizafa Khorakiwala, Wochardt Foundations for PGDM Pharma.
81. Talk on “Challenges in Pharma “ by Ms. Janvi Vyas Clearsynth ltd for PGDM Pharm.
82. Talk on “Healthcare job challenges” by Deepak Jamale, Glenmark Pharma for PGDM Pharma.
83. Talk on “Role of Marketing Managers” by Sanjay Sahoo, Abbott for PGDM Pharma.
84. Talk on “Healthcare sales and Marketing” by Mr. Bhavish Shah, Piramal Healthcare for PGDM Pharma.
85. Talk on ‘Pharma sales and marketing’ by K Rajesh, Glowderma for PGDM Pharma.
86. Talk on “Application of digital media in Pharma marketing” by Gulpinder Singh, Wochardt ltd for PGDM Pharma.
87. Talk on “Making a marketing Manager” by Javed Ali, Alkem Lab for PGDM Pharma.
88. Talk on” Regulatory challenges in Pharma “by Mr.R Bhutada, Teva Pharma for PGDM Pharma.
89. Corporate workshop on marketing by Mr. Dhanraj Israni. Senior marketing Manager, Bennett Coleman and Co. Ltd for 1st year PGDM.
90. Talk on ‘Transgender’ by Ms Seema Sayyed, Consultant for 1st year PGDM.
91. Talk on “Tree Plantation” Mr.Narayanan Consultant for 1st year PGDM.
92. Talk on “Myths of Corporate world” by Mr. Murali Krishna, Ms Sussanne and Mr. Pankaj Dhopadkar for PGDM 1st

93. Talk on “Importance of application based learnings’ by Gautam Watave for PGDM 1st year.
94. Talk on 'Training and Development- A Consultant and a Training Head's perspective' by Mr Amit Joshi-Director, Achieve Global India., Ms Nidhi Arora-Head-Retail Banking Training, Axis Bank for PGDM(HR) .

Annexure VI
Staff Strength (2015-16)

	Teaching		Non Teaching		Total		Previous Year	
	M	F*	M	F	M	F*	M	F
SIES College of Management Studies	22	36*	20	07	42	43	47	38
TOTAL	22	36*	20	07	42	43	47	38

Service Profile			
	T *	N T	Total
0-5	34	11	45
5-10	19	08	27
10-15	04	05	09
15-20	01	03	04
20-25	-	-	-
>25	-	-	-
	58	27	85

AGE Profile			
	T*	N T	Total
20-30	03	02	05
30-40	15	16	31
40-50	28	08	36
50-55	05	01	06
56-60	02	-	02
>60	05	-	05
	58	27	85

Qualification			
	T*	N T	Total
Ph.D	18	-	18
PG	40	04	44
G	-	10	10
UG	-	13	13
	58	27	85

* Includes 2 IEM Teaching Staff (2 female)

Students(2015-16)

Course	Male	Female	Total
MMS -I year	83	35	118
MMS - II year	59	55	114
MCA-I year	36	23	59
MCA-II year	32	11	43
MCA-III year	33	34	67
PGDM -I year	62	58	120
PGDM -II year	64	56	120
PGDM(Pharma) -I year	27	33	60
PGDM(Pharma) –II year	36	23	59
PGDM(Biotech) -I year	04	25	29
PGDM(Bio-tech) -II year	15	13	28