

Annual
Report

2016-17

SIESCOOMS

Annual Report for the Year 2016-17 (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:

- International Accreditation from **Accreditation Council for Business Schools and Programs (ACBSP), USA**, for the Post-Graduate Diploma in Management ((PGDM) program.
- In order to expose students to global challenges, an initiative called Global Immersion started last year. Under this initiative, this year a group of students visited industrial establishments and professional education institutions in Malaysia.
- Entered MoUs with following:
 - J W University, Poland for various types of academic collaboration.
 - Capella University, USA, one of the largest on-line education providers in USA for various types of academic collaboration.
 - Sales Academy Pvt. Ltd. (SAPL) for running a joint industry focused program on Sales Management.
 - CII-YI (CII-Young Indians, the youth wing of CII) for the benefits of Youth at large through the project Yuva.
 - B 2 B Brand Solutions, a communications company in the pharma sector for various collaborative activities.
 - The Management Development Institute of Singapore (MDIS) various academic collaboration including exchange of students and faculty.
 - Putra Business School, one of the leading and AACSB accredited business schools of Malaysia, for various student / faculty exchange program.
 - Finance Forum of India (FFOI) for several collaborative programs for different stakeholders in the domain of finance.
 - Japan Education Center of India (JECI) for learning Japanese language as well as student / faculty exchange program.
- Launch of first collaborative certification program on Logistics and Supply Chain Management in association with CII-Centre for Supply Chain, Chennai
- MDP on “Learn & Unlearn - Building Great Pharma Brands “for the professionals from pharmaceutical industry.
- Faculty development interaction "How to become effective Researcher: Sharing International Experience “ by Prof Elizabeth Rose BSE (Princeton),

- MSE, PhD (Michigan), Professor & Associate Dean-International, University of Otago, New Zealand.
- Faculty Development Interaction for MCA faculty members on “Open Source platforms and data mining” by Mr Shirish Chitte, Former, CTO of Reliance Capital.
 - FDP on “Enhancing Teaching Excellence “ by Prof (Dr) Prakash Vel, Associate Professor, Faculty of Business, University of Wollongong , Dubai.
 - FDP on “ Teaching through Cases” by Dr. D V R Seshadri, Professor at ISB, Hyderabad and formerly with IIM (B), IIM (A) and IIM (Udaipur) .
 - FDP on “Case Study Writing” by Prof. Peter Cunningham from Nelson Mandela Metropolitan University
 - Faculty Development Interaction for MCA faculty members on the topic “IT Project Management” by Mr.Kishor Gokhale, Former CEO, Tata Technology.
 - Workshop on “Structural Equation Modelling (SEM)” through AMOS software from the perspective of improving the research capability as well as quality of publication by faculty / researchers.
 - Workshop on "Global Benchmarks in Student Learning and Assessment" by foreign faculty Dr Olin Oedekoven, President of Peregrine Learning Services and Director, Peregrine Leadership Institute, and Mr Steve Pitesch, Director, Bloomberg Business Week.
 - Under the initiative of interaction with foreign faculty, Dr. Peter Cunningham, Professor Emeritus, Senior Researcher Unit for Higher Education Internationalisation in the Developing world at Nelson Mandela University, South Africa taught course on “Performance Management” in HR specialisation.
 - Faculty development program (FDP) on “Research Philosophy: Challenges Ahead.” by Dr Prakash Vel, University of Wollongong, Dubai organized by Higher Education Forum (HEF) in association with SIESCOMS.
 - Introduction of new minor specialization on Management / Business Consulting.
 - Entrepreneurship Cell (e-Cell) – organised an "Alumni Entrepreneur Meet”.
 - Campus Visit by MBA students of DHBW University, Germany.
 - Continuation of new interaction series christened as Leadership Forum –an interaction with leaders.
 - An interaction of the PGDM students with students of different countries as a part of 2nd AISEC Global Village.
 - 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)
 - 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
- International Marketing Conference on “Digital Marketing: Ushering a New Era”.
- Conference on “International Management and Global Practices”.
- National Research Conference on “Imperatives on Corporate Social Responsibility”.
- National Research Conference on Healthcare Management: “Innovation and Sustainable Growth in Healthcare Sector”.
- National Conference on “Innovations and Advancements in Information Technology”.

Rankings / Awards received:

Rankings (2016-17):

- **Indian B-School” (Feb 2016):** Featured among top 100 B Schools of the country **Higher Education Review, Bengaluru** (March, 2017): SIESCOMS ranked 18th on all India basis among all the business schools beyond IIMs.
- **TOI Business School Ranking (Feb 2017):** SIESCOMS ranked 24th among all business schools in India and 15th among all private business schools on Pan-India basis.
- **Business Today-India’s Best B-School Survey (Nov 2016):** 53rd Among all Management Institutes in India
- **Business World (Nov 2016):** SIESCOMS ranked 30th among all Private B-Schools in India
- **Outlook Best Business Schools Ranking (Sep 2016):** SIESCOMS ranked 32nd - Drishti survey
- **HIGHER Education Review (Mar 2016):** SIESCOMS ranked 20th among all B-Schools in India Beyond IIM’s
- **Forbes India “The Great.**

Awards (2016-17):

- Best Management Institute of the year 2016- By BMA in April 2016
- SIESCOMS awarded as “Rank 1 in West Zone” at 7th National Conference & Game Changer Awards by HR Club Mumbai.

Inaugural Programs:

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

- **MMS (2016-18 batch):**
 - **Chief Guest:** Mr Shiv Kumar, President , Edelweiss Financial Services
- **PGDM(2016-18 batch):**
 - **Chief Guest:** Mr. Sankar Chakraborti, Chief Executive Officer- SMERA Rating Limited
- **PGDM (Pharma and Biotech Management)(2016-18 batch):**
 - **Chief Guest:** Mr. S.R.Vaidya, Director-Bliss GVS Pharma.
 - **Guest of Honor:** Mr. Praful Akali- Founder-Director, Medulla Communications.
- **AIMA PGDM batch(2016-18)**
 - **Guests of Honor:**
 - Mr Savio Desouza, Vice President, Accenture
 - Ms Sanika Kulkarni, Country HR Manager, CGG
- **AIMA PGDM batch 2016-18(for Working Executives)**
 - **Chief Guest:** Ms Aparna Vishwasrao,Assistant Director – Talent / HR Merck MSD
 - **Guests of Honor:** Mr R.V. Balasubramaniam Iyer ,Vice President – Reliance Jio Infocomm Ltd

Convocations:

The college held the following convocations during the year:

- **PGDM (14-16 batch):**
 - **Chief Guest:** Mr. G. Padmanabhan, Chairman, Bank of India
- **PGDM Pharma& Biotech (14-16 batch):**
 - **Chief Guest:** Mr. Sudarshan Jain, Managing Director, Abbott Healthcare Pvt. Ltd.
 - **Guest of Honor:** Mr. K. Hariram, Executive Coach & Mentor –former MD, Galderma India
- **MMS (14-16 batch)/ MCA(13-16 batch):**
 - **Chief Guest:** Mr Shailendra Maru, Head, Investor Relations, Edelweiss
 - **Guest of Honor:** Mr Dhananjaya Tambe, CGM (IT Operations), SBI
- **Course Completion Ceremony-AIMA PGDM-Day and Executive (2014-16):**
 - **Chief Guest:** Mr. N Jambunathan,Former Managing Director and CIO, SBI

- Guest of Honor: Mr A Nagendra, Partner, NS4 Management Solutions
- **Course completion ceremony-Executive batch of AIMA-PGDM (2013-15) :**
 - Chief Guest: Dr. Narasimhan ,Chief-Regulations NSE

Placements:

The institute started placement process of the PGDM and MMS programs in the month of October, 2016. 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. International Marketing Conference on “Digital Marketing: Ushering a New Era”.
- b. Conference on “International Management and Global Practices”.
- c. National Research Conference on “Imperatives on Corporate Social Responsibility”.
- d. National Research Conference on Healthcare Management: “Innovation and Sustainable Growth in Healthcare Sector”.
- e. National Conference on “Innovations and Advancements in Information Technology”

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**.

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

Special Programs:

- a) Program on Health & Yoga organized on the occasion of International Yoga Day- facilitated by Mr. Aashim Samrath and Ms. Deepika Samrath of VYANA-Yoga-Centre
- b) ISR activity by SIESCOMS students through giving / exposing some meaningful inputs to the students of Vedapathasala of SIES Nerul campus.
- c) SIESCOMS in association with Rotary club of Navi Mumbai undertook a project for cleaning / beautification of Juinagar Railway Station.
- d) Workshop on Self-Defence by of Women Empowerment Committee.
- e) Sahyog Committee and Rotary Club of SIESCOMS organised "Senior Citizens Show".
- f) SIESCOMS organised "Blood donation' and "Thalassemia awareness" camp in association with Rotary club.
- g) SIESCOMS, Tata Memorial Hospital (TMH) and Jeet Association for Support to Cancer Patients (JASCAP) jointly organised a seminar on "Awareness, Prevention and Palliative Care in Cancer".
- h) An awareness campaign on organ donation organized by the Sahyog committee
- i) SIESCOMS in collaboration with MTHR-Global organised one day seminar on "Story Telling for Culture Building and Talent Management" for HR professionals.
- j) SIESCOMS Women Empowerment Cell organised "International Women's Day. The Guest Speaker was Dr. Manjoo Singh, the only female Herpetologist in Asia

Annexure-I

Placement Report (as on 31st January, 2017) PGDM / MMS / PGDM Pharma / PGDM Biotech Batch 2015-17 And MCA Batch 2014-17

a) PGDM / MMS

| | |
|----------------|-----|
| Total Students | 238 |
| Placed | 176 |

b) PGDM Pharma & Biotech

| | |
|----------------|----|
| Total Students | 89 |
| Placed | 61 |

c) MCA

| | |
|----------------|----|
| Total Students | 41 |
| Placed | 39 |

d) AIMA PGDM

| | |
|----------------|----|
| Total Students | 49 |
| Placed | 33 |

Salary break-up for placed students

| Salary | PGDM / MMS | PGDM Pharma / Biotech | MCA |
|----------------------|------------|-----------------------|--------|
| Lowest salary (p.a.) | 4.50 L | 3.50 L | 2.50 L |
| Average salary(p.a.) | 6.70 L | 6.00 L | 2.80 L |
| Highest salary(p.a.) | 17.50 L | 10.50 L | 4.50 L |

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

Annexure II

➤ **Panel Discussion on “MSME Challenges – Role of Strategies & Processes”**

Inauguration:

- Mr. Ajay Kapur ,Deputy Managing Director, SIDBI
- Mr. R.K. Jain,Chairman, IMC, Navi Mumbai

Panelists:

- Dr. AK Sengupta, Director, SIESCOMS- Moderator
- Mr. D Muthukumaran,(CEO Aditya Birla Private Equity)
- Mr. Nagendra Aswatha,(Partner – NS4 Management Solutions LLP)
- Mr. Ajay Thakur,(Head – SME, Equityand Derivatives, BSE)

➤ **Panel Discussion on “Demonetization: its Rationale and Short-Term / Long-Term Impact on Indian Economy”**

Panelists:

- Dr. AK Sengupta, Director, SIESCOMS- Moderator
- Mr. R Kannan, Head Corporate Performance Management ,Hinduja Group
- CA Satish Shanbhag , Consultant
- Mr. Ritesh Kumar Singh, Group Economist, Raymond Ltd.
- Mr. Ajit Dange , Head PMS, SBI Mutual Fund

➤ **Panel Discussion on “Key Challenges of CFOs and Way Forward”**

Inauguration:

- Mr. Ashwani Bhatia, President & Director, SBI Caps

Panelists:

- Dr. AK Sengupta, Director, SIESCOMS- Moderator
- Ms. Vibha Padalkar , ED and CFO, HDFC Life
- Mr. V. Srinivasan, CFO, GCPL
- Mr. P Ganesh President & Global CFO Glenmark Pharmaceuticals Ltd
- Mr.Sunder Iyer,Partner, Deloitte

➤ **Panel Discussion on “MSME Sector: Challenges and Way Forward”**

Inauguration:

- Chief Guest: Mr. U. S Paliwal, Executive Director, RBI
- Guest of Honour: Mr. R K Jain, Chairman, IMC, Navi Mumbai

Session I - MSME : Taxation, Challenges and Way Forward

- Dr. A K Sengupta, Director, SIESCOMS-Moderator
- Mr. V Y Thakre , Secretary, Thane Manufacturers Association
- Mr. B Nayak ,Managing Director, Fugro Geotech (India) Pvt Ltd.
- CA. P V Subramanyam , Financial Consultant
- Mr. K. V.Subramaniam, Director , BSR and Associates LP
- Ms. Rachana Bhusari, Chief Manager, MSME Exchange NSE

Session II - MSME : Listing, Valuation, Funding and IPO

- Mr B. Ranganathan, Head Legal , Edelweiss-Moderator
- Mr. G .K Khansal, CGM SME- Corporate Centre, SBI
- Mr. Mukund Kulkarni,,General Manager- SME, ARCIL
- Mr. Mr.Mohit Jain,Vice President-Rating Operations, SMERA
- Mr. Mahavir Lunawat, Group MD, Pantomath Advisory Services Group

➤ **Panel Discussion on “HR Challenges in Financial Sector and Way Forward”**

Inauguration:

- Mr. Praveen Gupta – Managing Director , SBI

Panelists:

- Mr. Anil Salvi : MD and Group Head HR, JM Financial -Moderator
- Mr. Ashwini Mehra, Deputy MD and CDO, SBI
- Ms. Varda Pendse ,Director, Cerebrus
- Mr. Karan Butalia ,Sr. VP HR, Axis Bank
- Ms Sujatha Sudheendra. Head HR, Aditya Birla Finance Ltd.
- Mr. Kishore Poduri,Country Head HR, DBS Bank India

➤ **Panel Discussion on “Making the Medical Representative's Role Relevant from the Physician's Perspective”**

Panelists:

- Mr. Vivek Hattangadi, Chief Mentor, The Enablers
- Mr. Pawan Kulkarni ,General Manager,JB Chemicals
- Mr. Bhavesh Vyas, Marketing Manager, Wockhardt
- Mr. Ravi Shastri , Zonal Sales Manager, USV
- Mr. D.K Singh, Area Sales Manager, GSK
- Ms. Richa Bhatt , Professional Representatives Services, Pfizer
- Prof. Suniel Deshpande, SIESCOMS - Moderator

➤ **Panel Discussion on “Career Opportunities in Operations Management”**

Panelists:

- Mr.Nagendra Aswatha, Partner, NS4 Management Solutions LLP- Moderator
- Mr.Laxmikant Chaudhari, Head –Distribution Operations, Pidilite Industries Limited.
- Mr.Salim Shikalgar, Consultant Port Operations and CFS Operations.
- Mr.Basanta Kumar Pradhan, Head – IT, Delex Cargo India Private Limited.
- Mr.Sudhir Mutalik, Founder and Managing Director, Positive Metering Pumps (I) Pvt. Ltd.
- Mr.Niranjan V. Sane, Product Manager – Analytics and Payments, Tata CLiQ.

Annexure III

Corporate events

❖ Annual Corporate Event Finance:

Inauguration:

Ms. Alice Vaidyan.CMD, General Insurance Corp. of India

○ Panel Discussion on “Digital Transformation - BFSI Sector”

Panelists:

- Mr. Ram Iyer , Head Finance, Siemens Financial Services (Moderator)
- Mr. Mrutyunjay Mahapatra , Dy. Managing Director and Chief Information Officer , SBI
- Mr. Sampath D, Chief General Manager, The Federal Bank Ltd
- Mr. Sanjiva Prasad, Executive Director - Operations & IT, SBI Life
- Mr. Ram Periyagaram, Partner - Advisory Consulting Services, PwC

○ Panel Discussion on "Big Data Analytics in Capital Market"

Panelists:

- Dr. V.R Narsimhan,Chief Regulations, NSE(Moderator)
- Mr. Srinivas Jain, ED & CMO,SBI MF
- Mr. Srivaths Varadharajan, CIO , Kotak Securities
- Mr.Rajendra Sharma, Head Analytics and Business Intelligence, BSE
- Mr. Shashi Bhargava, Senior Vice President - Solutions & Product Group, Datamatics

❖ Annual Corporate Event HR:

○ Panel Discussion on ”Performance Review: Annual to Periodic”

Panelists:

- Mr. Tanmay Panda, Head HR -Universal Sompo General Insurance Co. Ltd (Moderator)
- Mr. Pramod Solanki, Founder -Performance Enablers.
- Lieutenant Colonel V Srinivasan, Lead HR -Reliance Jewels

- Mr. Rahul Kulkarani, Senior VP and Global Head HR- Accelya Kale Solutions Ltd.
- Ms. Tina Mathew, Manager, Compensation Benefits & Operations – Mastek Ltd.

○ **Panel Discussion on “Challenges of HR in the Culture of Flexibility”**

Panelists:

- Mr. Amit Joshi, Head T& D - Achieve Global (Moderator)
- Ms. Rukmini Iyer, Founder-Exult Solutions
- Mr. Santanu Banerjee, Head HR - Aditya Birla Health Insurance
- Ms. Seema Srivastava, L&D Consultant
- Mr. LeeneshSingh, Head HR -Atom Technologies

❖ **Annual Corporate Event Pharma/Biotech:**

○ **Session on “Opportunities in Challenges –Pharma India 2020”**

Panelists:

- Ms Chhaya Sankath , CEO-Knowledge Media Ventures, LLP
- Mr Nikhil Sardesai, Head Sales & Marketing –Hospital Business, Alembic Pharmaceuticals
- Ms Rupali Digrajkar, Ex-Head Digital/Business Communications, Merck

○ **Panel discussion on “Physician’s prescriptions in generics –towards rationality or irrationality”**

Panelists:

- Mr Amit Apte, National Sales Manager –Panasonic Essencia
- Mr Archis Joshi , Marketing Manager – Cipla
- Ms Nanda Juwatkar ,General Manager Sales & Marketing-Alembic Pharmaceuticals
- Mr Ravi Shastri ,Deputy General Manager-HR & Ex-ZSM-USV Limited
- Prof. Suniel Deshpande , Chairperson –Centre of Excellence in HealthCare-SIESCOMS (Moderator)

❖ **Annual corporate Event Marketing**

Inauguration:

- Rajiv Nair (CEO-Kaya) – Chief Guest and Key note speaker
- Pratap AM (Senior Director-Client Services, Infosys)
- A.K.Sen Gupta-Mentor & Director, SIESCOMS

- Presentation on “The Rise of the Modern Marketer” by Milind Pathak , CEO
MADhouse Mobile India

Workshop Speakers:

- Market Research :
 - Mr. Aditya Rao, Marico
 - Mr. Nirmal Dixit, Nielson
- Product & Brand Management
 - Ms. Pragya Kalia, Eureka Forbes
 - Mr. Indraneel Sinha , Roche
 - Mr. Pratik Varma, JK Files
 - Mr. Sourish Rath , Abbott
- Media & Advertising
 - Mr. Sushant Rane , Discovery
 - Mr. Pradeep Sashidharan, Sony
- New Age Marketing/Entrepreneurship /Sales
 - Mr. Milind Pathak, MADhouse
 - Mr. Moksh Juneja, Avignyata
 - Ms. Chandni Shah, Social Kinnect.
 - Ms. Prutha Deshpande , FAB Bag

Annexure IV
Competitions / Laurels won by the students (2016-17)

| S.No. | Event | Student participants | Prize |
|--------------|--|---|--------------|
| 1 | AD Mads- Father Agnel Business School | Maneesh Shankar (MMS-B) Faiz Shaikh (MMS-B) Aadish Shinde (MMS-B) Nisha Shanbag | 3rd prize |
| 2 | AD Mads- Father Agnel Business School | Shruti Balasubramanian (MMS-A) Prajakta Shinde (MMS-A) Karthik Iyer (MMS-A) Apoorva Phatak (MMS-B) | 1st prize |
| 3 | Media Intelligence 360, Institute of Management, NIRMA University | Aadish Shinde (MMS-B) Shaifali Sharma (MMS-B) Apoorva Phatak (MMS-B) Kushal Tejpal (MMS-B) | 2nd prize |
| 4 | Lynx, Institute of Management, NIRMA University | Aadish Shinde (MMS-B) Shaifali Sharma (MMS-B) Apoorva Phatak (MMS-B) | 2nd prize |
| 5 | Marqueeshetra, Concord, IMT Nagpur | Maneesh Shankar (MMS-B) Aniket Bhosale (MMS-B) Steve Jose (MMS-B) Noel Raj (MMS-B) | 2nd prize |
| 6 | Brand Challenge- Father Agnel Business School | Jayati Gohil Anagha Nair Lipika Saha Varunesh Chari | 1st prize |
| 7 | Chanakya, IIM Indore | Chetan Sharma Amrita Gandhi | 2nd prize |
| 8 | Quick Buck, SIES Graduate School of Technology | Chetan Sharma Amrita Gandhi | 2nd prize |
| 9 | Buzzario, Concord, IMT Nagpur | Suraj Kamath Shubendra Mokhal | 1st Prize |
| 10 | Filaholics, Concord, IMT Nagpur | Ashish Sharma Bhushan (2nd in) | 2nd prize |
| 11 | Adranaline, OJAS 9, SP JAIN INSTITUTE OF MANAGEMENT RESEARCH. | Aadish Shinde Shaifali Sharma Janhavi Kasekar | 1st prize |
| 12 | Corporate Firande(SAMVAAD) Competition, Symbiosis Institute of Business Management | Jibin Titus Freny Sachde | 1st prize |

| | | | |
|----|---------------------------|---------------------------|-----------|
| 13 | Stratathon at IIM Lucknow | Dagash Vora Neha Singh | 1st prize |
|----|---------------------------|---------------------------|-----------|

Annexure-V

Corporate Interactions

Talk under Leadership Lecture Series

1. Talk on Leadership by Dr Ganesh Natarajan, Founder- 5F World, former Vice Chairman and CEO, Zensar Technologies on” Journey and Learnings on Leadership”
2. Talk under “Crucial Conversation with Leaders’-“Water as a Disruptor - The role of Technology” by Mr. Ajai Popat is the President of Ion Exchange (India) Limited.
3. Talk on Leadership by Mr Pramod Lele, former CEO, Hinduja Hospital and Chairman and MD, Parke-Davi India.

Talk under Corporate Interaction Series

1. Talk on “Metrics for Evaluating Performance of External Recruitment” by Ms. Catherine Paul, Manager HR for Godrej and Boyce Mfg. Co. Ltd for HR students.
2. An interactive discussion on “Skilling Outreach” by Mr. Hemang Jangla and Mr. Manish Jain ,IIM-A Alumni Chapter Mumbai for Marketing and Finance students.
3. Talk on “Preparation for Corporates” by Moderator: Mr. Girish Pravin Shenoy , Senior Instructional Designer-TCS, Ms Archana Irmy., Asst. HR. Manager-Torrent Power Ltd, Ms Akansha Gupta, HR Executive-Experian for HR students.
4. Talk on “Treasury operations & Management - an overview” by Ms Pushpa V, Former AGM Federal Bank for Finance students.
5. Talk on ““Demonetisation and GST-Outlook for Asset Classes in India ” by Mr. Iswhar Chidambaram, Senior Research Analyst , Morning Star Investment Advisory for Finance students.
6. Talk on “Developing Effective News Reading Habits” by Prof. Vikram, SIESCOMs for Marketing students.
7. Talk on “Digital Marketing” by Mr. Harshad Bhoir, Manager , Motilal Oswal AMC for Marketing students.
8. Talk on “HR as a Business Partner” by Mr. Mihir Pai, Manager - Human Resource, Godrej Tyson Foods Ltd for HR students.
9. Talk on “A Bazaar called Money” by Ms Priyanak Acharya, Corporate Trainer & Financial consultant for Finance students.
10. Talk on "How to build your own brand" by Ms Shreya Shetty, Senior consultant – Cerebrus for HR students.
11. Talk on "The changing Face of HR-Beyond Conventional HR Roles." by Mr. Srihari Balasubramaniam, AVP Operations (IT/ITES Service Delivery) Aon Hewitt for HR students.

12. Workshop on “Advance Excel for Finance” by Mr. Sanjeev Iyer , CRISIL for Finance students.
13. Panel Discussion on "Challenges in Brand Management Practices in Pharmaceutical Industry” for Pharma Biotech students.
14. Talk on "Current trends in IT Industry – Moving towards Agility” by Gokul Guruprasad , Business Analyst , BNP Paribas for MCA students.
15. Talk on “Goods and Service Tax (GST)” by Mr. Krishnan Venkatasubramanian , Director at Consulting firm BSR& Associates for Finance students.
16. Talk on “Functioning of HR in Service Driven Industries” by Mr. Sunil Jagtap, AM (Corporate HR), Aramex, Lifestyle International Pvt Ltd for HR students.
17. Panel Discussion on “Career Opportunities: BFSI Sector” moderated by Dr. AK Sengupta Director, SIESCOMS .Panelists: Mr. Alok Agarwal GM HR-SBI , Mr. B. Renganathan Executive V.P – Edelweiss , Mr. Narayan Rao Head Support Services- Suryoday Micro Finance, Mr. Kirthan Purecha Senior Manager-L&T.
18. Talk on “The preparations required for transition to the corporate world as well as expectations of the corporate world from young MBA's” by Dr. Sunil Singh, Vice-President (HR) of Reliance Industries Ltd. for Marketing students.
19. Talk on “ Disruptive Design - Design Thinking in Motion” by Mr. Naveen Sachithanandam, Software Developer – Accenture, Technical Architect Team for MCA students.
20. talk on “Business, HR and Technology Trends” by Mr. Srihari Balasubramaniam, AVP (Operations), Wipro Ltd. for HR students.
21. Talk on “Digital Transformation and Impact of Block chain Technology “ by Mr. Sankar Lakshmanan, CTO/CIO, Tata Communication Payment Solution Ltd for MCA students.
22. Talk on “Change Management in Consulting and how it is Related to Training & Development” by Ms. Latha Pillai, Human Capital Analyst, Organizational Change Management, Deloitte Consulting Pvt. Ltd. for HR students.
23. Talk on "HR Business Partnering - The changing role of Human Resources" by Ms. Shweta Jha, Manager, Global Human Resources Business Partner, Apps North America, Capgemini.
24. Workshop on "Equity Analysts-Essential Skills and Expertise” by Mr. Naresh Garg former CEO of Sahara Mutual Fund for Finance students.
25. Seminar on “Challenges before an Educator: An International Perspective” by Prof. Peter Cunningham, Professor Emeritus, Nelson Mandela University, South Africa.
26. Workshop on “IFRS” by CA Ram Iyer, FCA, Head-Finance, Siemens Financial Services for Finance students.
27. Interactive discussion on “Changing Corporate Expectations” with members of Board of Governors , Dr Sanjay Muthal, Executive Director, RGF Management Search and Mr Anil Salvi, MD and Group Head-Human Resources, J M Financial.
28. Talk on “Living stress free and anger free life” by Dr Bishram, a Senior Consultant and Senior member of Bombay Management Association.
29. Talk on “Product & Process Development in Banking” by Ms. Subhada Barik, Product Manager-HDFC Bank for Finance Students.

30. Talk on "Wealth Management & Financial Planning" by Mr Saurabh Mishra, Investment Counsellor –State Bank Of India for Finance Students.
31. Talk on "HR Analytics" by Ms. Vineetha Menon, Lead BP HR of Infosys for HR Students.
32. Talk on "Credit Card Operations - An Overview" by Ms. Prarathana Singh, Manager- card operations, Atos Worldline for Finance Students.

Annexure VI
Staff Strength (2016-17)

| | Teaching | | Non-Teaching | | Total | | Previous Year | |
|------------------------------------|-----------|-----------|--------------|----------|-----------|-----------|---------------|-----------|
| | M | F* | M | F | M | F* | M | F |
| SIES College of Management Studies | 18 | 35 | 21 | 8 | 39 | 43 | 42 | 43 |
| TOTAL | 18 | 35 | 21 | 8 | 39 | 43 | 42 | 43 |

| Service Profile | | | |
|-----------------|-----------|-----------|-----------|
| | T * | N T | Total |
| 0-5 | 27 | 05 | 32 |
| 5-10 | 20 | 09 | 29 |
| 10-15 | 04 | 09 | 13 |
| 15-20 | 02 | 04 | 06 |
| 20-25 | - | 02 | 02 |
| >25 | - | - | - |
| | 53 | 29 | 82 |

| AGE Profile | | | |
|-------------|-----------|-----------|-----------|
| | T* | N T | Total |
| 20-30 | 02 | 02 | 04 |
| 30-40 | 12 | 17 | 29 |
| 40-50 | 31 | 08 | 39 |
| 50-55 | 03 | 02 | 05 |
| 56-60 | 02 | - | 02 |
| >60 | 03 | - | 03 |
| | 53 | 29 | 82 |

| Qualification | | | |
|---------------|-----------|-----------|-----------|
| | T* | N T | Total |
| Ph.D | 20 | - | 20 |
| PG | 33 | 03 | 36 |
| G | - | 14 | 14 |
| UG | - | 12 | 12 |
| | 53 | 29 | 82 |

* Includes 2 IEM Teaching Staff (2 female)

Students(2016-17)

| Course | Male | Female | Total |
|----------------------------|------|--------|-------|
| MMS -I year | 74 | 45 | 119 |
| MMS - II year | 83 | 35 | 118 |
| MCA-I year | 31 | 25 | 56 |
| MCA-II year | 33 | 21 | 54 |
| MCA-III year | 28 | 10 | 38 |
| PGDM -I year | 51 | 69 | 120 |
| PGDM -II year | 62 | 58 | 120 |
| PGDM(Pharma) -I year | 30 | 30 | 60 |
| PGDM(Pharma) –II year | 27 | 33 | 60 |
| PGDM(Biotech) -I year | 5 | 15 | 20 |
| PGDM(Bio-tech) -II year | 3 | 26 | 29 |
| PGDM(AIMA)Day Time-I year | 28 | 20 | 48 |
| PGDM(AIMA)Day Time-II year | 28 | 29 | 57 |
| PGDM(AIMA) Weekend – | | | |
| Batch- July 14-16 | 22 | 22 | 44 |
| Jan 15-16 | 11 | 2 | 13 |
| July 15-17 | 20 | 18 | 38 |
| Jan 16-17 | 05 | 04 | 09 |
| July 16-17 | 26 | 19 | 45 |

(*Admissions are going on)