

Raconteur

IIM Ranchi Quarterly Newsletter



2ND
HR CONCLAVE

"He is richest who is content with the least,
for content is the wealth of nature."
- *Socrates*

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FROM THE EDITORIAL BOARD

We present to you with pride and cheer, another issue of the quarterly IIM Newsletter, Raconteur. The past few months have been eventful. The second annual HR Conclave was a great success with eminent personalities from the corporate world. IIM Ranchi also had the opportunity to host the first ever and one of its kind International Conference which saw some interesting presentations and panels. We are also happy to announce the setting up of a new Business Analytics lab in collaboration with IBM which was inaugurated during the Business Analytics Conclave. All in all IIM Ranchi has been at the forefront of events and activities.

It has been our sincere endeavour to ensure that this issue represents as far as possible, the spirit of the young minds on campus. The fresher's party would remain memorable and so would be the numerous other cultural events which were initiated by the student community of IIM Ranchi. We must admit that the last few months have been vibrant, lively and very busy! Activities like Hindi Pakhwada was organized which saw enthusiastic participation by one and all.

You will find in these pages an ordinary world, made extraordinary by the collective and sustained efforts of the IIM Family. It has been an absolute pleasure for us to see and recapture some unique and unforgettable moments. We hope that you will find reading this issue of Raconteur informative and pleasurable. This will be the last Magazine from the senior students editorial board. The junior Committee members have taken charge. We wish all the very best to the outgoing committee members for taking IIM Ranchi to great heights.

EDITORIAL BOARD



JANAKI JAGAN
COORDINATOR



NISHANT VATSA
PGDM (2011-13)



PARAAG SABHLOK
PGDM (2011-13)



SHEKHAR MODI
PGDM (2011-13)



VISHAL SHETTY
PGDM (2011-13)

OUTBOUND PROGRAM

TRIP TO ADVENTURE LAND

Benjamin Franklin once said "Tell me and I forget, teach me and I may remember, involve me and I learn." An outbound program is based on the very essence of the above saying, one that emphasizes on learning through involvement. MBA at an IIM brings with itself a whole new world of opportunities, experiences and responsibilities. The outbound program organized for the newly inducted batch of 2012-2014, was initially assumed by many, to be just another outdoor trip including visits to a few places around Ranchi and a campfire night. But the trip, organized from 29th June to 2nd July 2012 in collaboration with STEP Consulting Pvt. Ltd. was all this and much more.

The program began with a three hour bus journey to Hill View Resorts near Jamshedpur. It was during this time, that many new bonds were formed and new friends were made. Set in a picturesque background, it was the perfect place for a pleasant break from the hustle-bustle and the mundane daily schedule. After reaching the resort, the students were welcomed with a hearty breakfast following which they were introduced to the STEP Team. The whole batch was then divided into 4 groups of around 20 members each for smooth implementation of scheduled activities

Each group was expected to come up with a name as well as a tag line for itself. Finally, there were the 'Avengers', 'Into the Wild', 'Spartans' and 'Titans', each with their own cheering jingles.

The day saw various team building activities, aimed towards identifying and imbibing the various qualities that a manager must essentially possess. In the first exercise, each member in the group was expected to guess the

number of people that could fit into a deflated cycle wheel-tube. Most people guessed the number to be around four. But, on trying, the whole team of 20 was able to fit in, thereby making the students realize the fact that one's potential is only as much as the person thinks it to be. The tube was a symbolic representation of the potential, which could be stretched, when needed, in order to achieve the targeted goals. A plethora of strategy games designed to encourage analytical thinking and communication between team members was also played. Another exercise was the 'trust fall', in which everyone was consciously made to develop trust in his/her teammates, thereby teaching the potential managers, the importance of trusting the team that one is a part of. The highlight of the trip was the rock-climbing activity, wherein the students enjoyed the challenge, understood the importance of perseverance and experienced a sense of achievement after tasting success. Various other team building activities were conducted within a span of two days, which brought forth the importance of various skills like 'communication', 'team work', 'putting right people to right jobs', among others, by means of fun-filled exercises.

As the night set in, the students gathered in the garden, under a star-studded sky for Talent Night. Various singers, dancers and mime artists among the students performed and made it a night to remember for all present.

After two fun-filled days, like all good things, the outbound trip too came to an end. The bus journey back to the campus was much quieter than the bus journey undertaken a day ago. Most of the students

slept on their way back, giving themselves the much needed rest. All in all, it was an exhausting yet enjoyable two day trip marking the beginning of a new phase in everyone's life. It was almost a concise exhibit of what the 2 years of MBA would entail: there would be a lot of learning along with an equal, if not more, amount of fun!



FOUNDATION DAY CELEBRATIONS



3rd Foundation Day

IIM Ranchi celebrated its third foundation day on July 6, 2012 at Hotel BNR Chanakya. The event was anchored by IIM Ranchi students, R. Vishal (2nd year) and Abhilasha Bhatt (1st year). The function was marked by the presence of **Mr. A M Misra**, Vice President (Coke, Sinter & Iron and Industrial Relations), Tata Steel Ltd., Jamshedpur as honorable Chief Guest and Mr. R P Singh, Advisor to MD, Tata Steel Ltd, Jamshedpur as the Guest of Honor.

The dignitaries were escorted by **Prof. M J Xavier**, Director of IIM Ranchi and the event began with a traditional lamp lighting ceremony. IIM Ranchi proudly released its own



FOUNDATION DAY CELEBRATIONS



song on the occasion composed by Sri Raghava, a 2nd year student.

Prof M J Xavier gave the welcome Address which spelt out the objectives and aspirations of the institute as the fastest growing IIM. Mr. A M Misra, the honorable Chief Guest of the evening in his address discussed the industry's expectations from B-school graduates. **Mr. R P Singh**, the Guest of Honor also shared his thoughts and showered his blessings on the occasion.

The vote of thanks was proposed by **Prof. Subir Verma** which ended the formal function. It was followed by a series of cultural performances by the students of IIM Ranchi.

The students of PGDM and PGEXP had collaborated to create a website to give a sneak peak into the life at IIM Ranchi for the outside world. The website was launched

as a meeting point for students of all courses as it would offer comprehensive information about all events, sponsorship avenues, etc.

First in line in the cultural performance was a wonderful poem recited by Vishal Chaudhary. It was followed by melodious songs by Nikita and Pallavi Venkatesan. They were ably supported by Anirudh, Ankur and Kartik on Guitar. Abhishek Kaushal had the audience in splits with his mimicry of Bollywood actors.

Priyank Deshmukh gave a fabulous solo dance performance on 'Ek Chaturnaar'. The event ended with a mesmerizing dance performance by 1st year students.

The foundation day marked another glorious day in the history of IIM Ranchi with the entire IIM fraternity aspiring to reach new heights in the coming years.



PUBLICATIONS

Dr M J Xavier

- Johar IIM Ranchi, EduTech, Vol.3, No.5, May 2012
- Gearing to be the knowledge hub of East, TOI-Education Times, Jun 30, 2012
- Bharose Mand Employees Chune, Prabhat Khabar, Jul 5, 2012
- Eccentric with a Vision, EduTech, Jul 2012
- A unique MBA teaching model that is useful to business, government and society, The Weekend Leader, Vol.3, Issue 31, Aug 3, 2012
- Jharkhand a SWOT Analysis, Life Style, Aug 2012
- Education to Become Truly Priceless – EduTech-Vol.3, No.9, Sep 2012
- Customer Service-East vs West, Life Style Ranchi, Sep 2012
- Repositioning MBA – Need for an Un MBA, Outlook, Oct 2012
- Industry-Academia Government Collaboration, EduTech, Oct 2012
- For Success in Business, LifeStyle, Oct 2012



Dr N Sivasankaran

- Analyse Financial Statements before Investing, The Hindu, Business Line, Sep 9, 2012



Dr Bijaya Mishra

- Strategic HR Integration and Proactive Communication during M&A: A Study of Indian Bank Mergers, Global Business Review (co-authors Uday Bhaskar and Kanika T Bhal), Oct 2012



CONFERENCES AND WORKSHOPS ATTENDED

- Prof Ashish Hajela attended a two-day conference "**ALPHA**" on the theme "**Course vs Competency**" at IMT Nagpur, organized by Plant Business Studies, Kolkata (Aug 2 & 3, 2012)

2nd Batch of PGEXP

IIM Ranchi welcomed its 2nd batch of PGEXP students with the inaugural ceremony held at BNR Chanakya on the 25th of August, 2012. The occasion was marked by the presence of Honourable Shri Sudesh Mahto, Deputy Chief Minister of Jharkhand and Mr. Anurag Gupta, Inspector General, Cyber Crime.

The evening started with the traditional lamp-lighting ceremony, with the esteemed guests coming forward to give an auspicious start to the event. The welcome address was formally delivered by Prof. M.J. Xavier, Director of IIM Ranchi, which was then followed by an inspiring talk by Shri Sudesh Mahto, who, besides being the Deputy Chief Minister, is also the Minister for Rural Development, Water Resources, Forest and Environment and also Youth and Cultural Affairs. His words at the event were highly inspiring, words of a man

who represented youth and power. His illuminating words had many a take away for the students present.

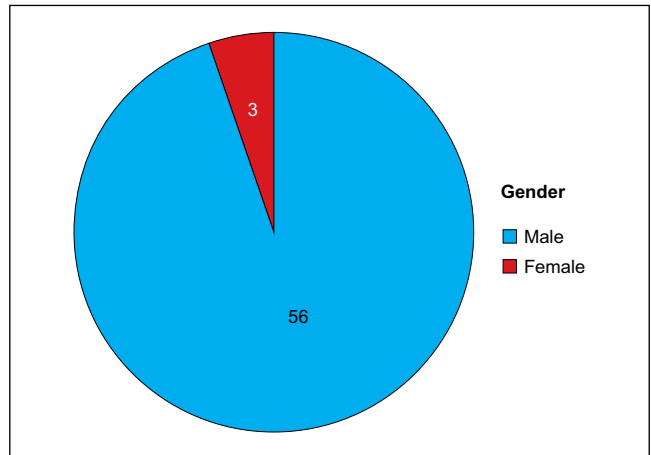
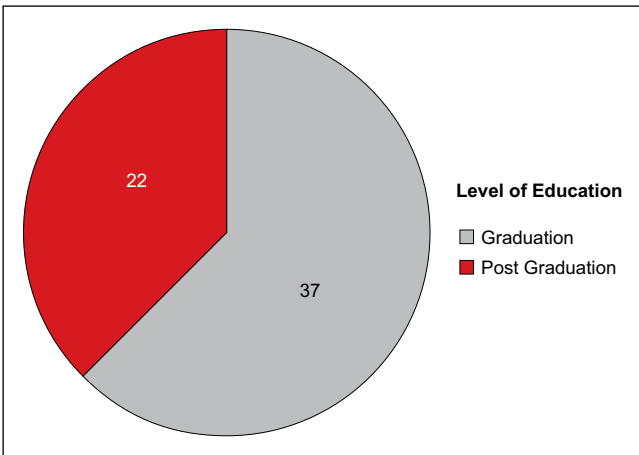
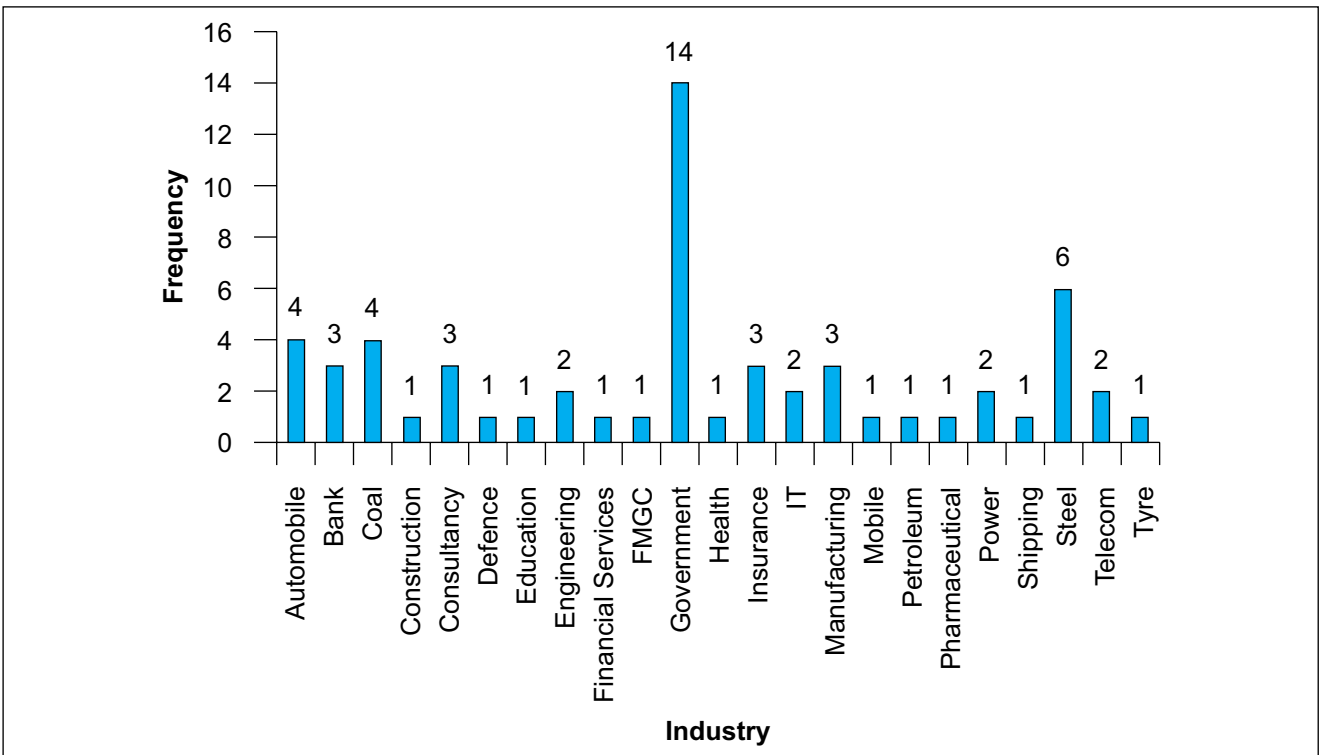
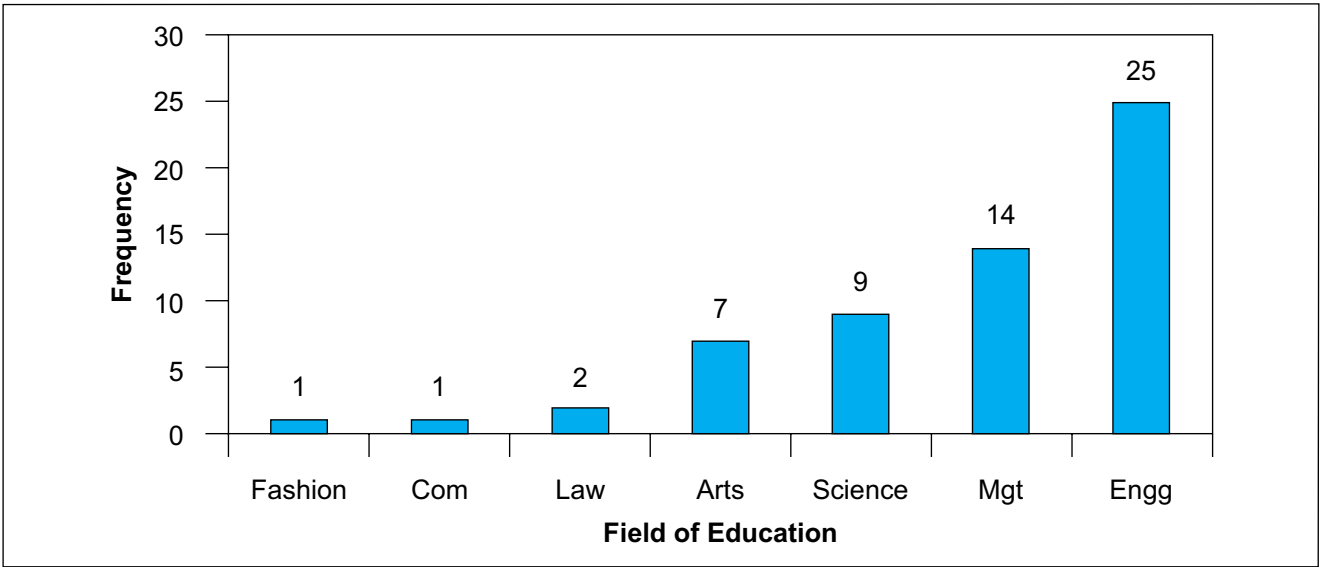
The next speaker, Prof. Joe Philip, Founder and President of the Xavier Institute of Management and Entrepreneurship, was the Chief Guest of the day. His views on management education and the importance of skills for managers were extremely insightful to the students. The PGEXP program at IIM-Ranchi aims at delivering the skill of managerial decision-making and leadership skills to the students with prior work experience in order to make them more effective in their domains. This was followed by a motivating address by Mr. Anurag Gupta, Inspector General, Government of Jharkhand.

The vote of thanks, by Prof. Madhurima Deb, brought down the curtains on the formal inauguration of the 2nd batch of PGEXP which was

then followed by a flurry of cultural events. The new batch of PGEXP showed their enthusiasm with songs, with students from the regular PGDM and PGDHRM batch and 1st batch of PGEXP showing their cultural prowess in the form of songs, dance and a skit. The audience witnessed enthralling performances in the form of a group song by 1st batch of PGEXP, a gazal by Shubham Rawat (PGDM 2012-14), live performances by Paras Bhatia and Varun Shaunik (PGDM 2011-13) and a skit to commemorate the 104th birthday of the revolutionary freedom fighter Shivram Rajguru (PGDM, PGDHRM 2012-14). The event, hosted by Jagriti Sharma and Pulkit Bohra, was a huge success, with all the students as well as the families of the PGEXP students thoroughly revelling in the evening's display of talent.



Batch Profile: PGEXP 2012-14



FRESHERS' MEET

PGDM & PGDHRM

Megha Pranesh

IIM Ranchi organized its freshers' party for the 2012-14 batch at Capitol Hill, Ranchi. The much awaited evening came that students had long been looking forward to and it came with great élan. Anticipation and excitement marked the beginning of the event. As the evening progressed the students were enthralled with mesmerizing performances which showcased the abundant talent of the new batch.

The compere, host and MC of the show, Mukesh Yadav, gave the show much wit and humor. The event began with a serene exceptional flute performance by Saurabh Barapatre of the junior batch. The musical rendition lent a very tranquil mood to the otherwise bustling and charged show. The Director, Prof M.J Xavier and the AO, Mr Gulam Jilani too attended the event. They exchanged friendly pleasantries with the students and engaged in casual conversations with the junior batch. All in all the ambience of the event was warm, lively and spirited.

Further on, we had a group performance by the junior batch where the audience was treated to a peppy medley of popular songs. Solo performances by Karishma Khaklari and Ankur Saurabh followed. Next was the turn for some lively action as Swati Shalini of the PGDM'14 batch performed an energetic dance solo. The event gained momentum as the audience got into the groove. Mr. Jilani showed great spirit as he started an impromptu jig on the stage along with students of the senior batch.

Classical followed contemporary as Sweta of the PGDHRM batch presented a beautiful Kathak performance. The dance routines



FRESHERS' MEET

came to an end with an all-girls group performance by Abhilasha, Pallavi, Sayanti and Nikita. Performances were interspersed with occasional fun filled moments. One such came when compere Mukesh invited students of the junior batch to mimic their seniors. Abhishek Kaushal playfully attempted the task at hand and entertained seniors-juniors alike.

Another major attraction of the event were the interesting awards given to the junior batch. Sindhu Naik won the award for Ms. Best Humor and Rahul Gupta bagged the award for Mr. Best Personality. The audience cheered the winners and much excitement ensued. The last and also the most unique performance before the floor was open for food, drinks and dance was performed by Manas, Toney, Shubhobrata, Sandhya and Kanima. The group presented a one of its kind mime which received a huge applause by everyone.

Later in the evening, the students hit the dance floor and enjoyed themselves till late at night. Foot tapping music and good food kept the students busy. With such captivating performances, fun and frolic it is safe to say that Freshers' Party this year was more than a success!



FRESHERS' MEET

PGEXP

A heartwarming welcome was accorded to the second batch of PGEXP course of IIM Ranchi by the first batch in BNR hotel on **25th September, 2012**. The occasion was graced by the Director, Dr M J Xavier along with other senior faculty members. Our fun loving Director, showered his blessings with his words of encouragement and apprecia-

tions for the PGEXPians for making this program a success. Dr Vikas Srivastava, Chairperson, PGEXP also offered his heartfelt best wishes on the occasion. The program was formally anchored, compered and given that extra tinge of love & humour by Mr C M Chugh, the official class representative of the senior PGEXP batch. At the onset the new batch made an individual

introduction which was followed by a similar introduction by the senior batch. After the ice-breaking session, a brilliant guitar rendition was performed by Entan Ekka. Soon after that some spirited songs were sung by Lambhodar Upadhayay, Vikas Hirani, Manish, Nivedita, Alka (from senior batch) as well as Arwind and Entan from the new batch.



APPOINTMENTS



Prof Anand
Finance & Accounting

Prof. Anand holds a Ph.D. in management from The ICFAI University (Dehradun) with his research work in the area of finance. An M.Com. from Patna University (Patna), he completed a 3 year post masters program called the Management Teachers Program (MTP) from The ICFAI University (Dehradun). In the year 2008, he was selected for the Visiting Scholars Program (VSP) at Martin J. Whitman School of Management, Syracuse University (NY, USA) which he attended for one academic year.

Prof. Anand has more than 7 years of academic experience which includes research, teaching and training. His areas of interest include Market Microstructure, Information Economics, Derivatives, Investments, Project Finance, Corporate Finance and MIS using ERP technologies.

He has several refereed publications to his credit which include national and international journal publications and case study publications. His papers have been accepted and presented at several international conferences. He received the Best Paper Award in 2009 at an international conference held at University of Nevada (USA).

Prof. Anand recently guided the best student project under Summer Internship Program (SIP) at IBS Hyderabad (September, 2012). His most recent consulting project aimed at development of contents for different electronic platforms which could facilitate technology adoption for better learning experience in MBA level courses in the area in finance.



Prof Mousumi Padhi
OB & HRM

After doing her MBA, she had completed her Fellowship in Management from Xavier Institute of Management Bhubaneswar. Her work experience spans industry and academia. In the past, she has taught at NIT Rourkela and IIM Lucknow. Her research interests include work family interface and diversity management. She has presented a number of papers at national and international conferences in India and abroad. Her research papers have received best research paper awards at COSMAR 2009 and IIM Ahmedabad Doctoral Colloquium 2011.



Prof N Sivasankaran
Finance & Accounting

Dr. N. Sivasankaran is a University rank holder in the MBA program of Bharathiar University, Coimbatore. He got his Ph.D from Bharathiar University, Coimbatore. His Ph.D thesis is on the topic "Performance Assessment of Micro Finance Institutions Operating in India [with Special Reference to MFIs Listed with Five Diamond Profile in the MIX]". He has 13 years of Teaching and Administrative experience.

He was a trainer of Student Management Games, conducted by the All India Management Association, [AIMA], New Delhi. His teams won the second and third prizes at the National final of "SMG" in the year 2002.

He has to his credit many research and conceptual papers that are published in various peer reviewed Journals and Magazines. He has presented research papers in various National and International Conferences. He has conducted MDPs and was also a resource person in MDPs for Powergrid, SAIL, NHRM at IIM Shillong and Finance for Medical Professionals at IIM Ranchi.

His teaching cum research interests include Accounting, Business Valuation, and Micro Finance. He has published many articles in Business Line and Financial Express on various topics of Finance.



Prof Sasadhar Bera
Operations Management

Prof Sasadhar Bera did his BE from NIT Durgapur and M Tech in Quality Reliability and Operations Research from ISI Calcutta. He has submitted his Thesis at IIT Bombay. Prior to joining for PhD degree at IIT Bombay, he worked in industry for eight years and this has helped him in developing and understanding the real life issues in managing quality, manufacturing, and business analysis. In manufacturing domain, he focused on process control, optimization and quality engineering related issues for five years. He worked three years in business analytics domain mainly in the areas of Web Analytics, Telemarketing, and Market research domains. In his PhD thesis he used the concepts of statistical modeling, optimization, and metaheuristic search strategy. He has published his research

work (industry and PhD thesis) in top class international Journals. His current research interest is improving quality through design of experiment and Taguchi methodology, multistage process optimization, and modeling and classification techniques for high dimensional data.



Prof Shibashish Chakraborty
Marketing

Prof Shibashish Chakraborty holds a Ph.D. from Jadavpur University, Kolkata. He completed his MBA from Symbiosis Institute of Business Management Pune and M.Sc. from IIT Bombay. He has experience of both academics and industry. Prior to joining IIM Ranchi, he has worked in the industry for eleven years. He has worked for Crompton Greaves Ltd, Godrej GE Appliances Ltd as a Branch Manager and IFB Agro Industries Ltd in the appliances division as Regional Manager (East). He has taught at TMC Business School (TMC INT'L HOLDINGS LTD) in Singapore, ICFAI Business School (IBS), Kolkata and Symbiosis Institute of Business Management, Pune.



Dr. Vikas Srivastava
Finance & Accounting

Dr. Srivastava is in academics for the last 18 years and is a MBA, PhD and a visiting Doctoral Fellow at the Helsinki School of Economics under a scholarship by the European Union. Prior to joining IIM, he worked with NIBM, Pune as Associate Professor.

Dr. Srivastava offers training, research and consultancy support primarily in the areas of Strategic Financial Decision Making, Large Corporate Credit, Project and Infrastructure Finance and Public Private Partnerships. He has conducted more than 52 specialized training programs for senior and middle management of Banks and Financial Institutions based in India, South Asia, Central Europe and Africa, besides other leading organizations like ONGC, EIL etc. Recently he also conducted a program for the Chairman and Directors of HUDCO. He is also an Advisor to Axis Bank Corporate Banking and Project Finance Group.

In 2012 he was invited by the Central Bank of Sri Lanka to deliver a Public Lecture on “Public Private Partnerships in South Asia”. In 2010, he offered capacity building support on Public Private Partnership and Project Finance to IPFF Cell, Bangladesh Bank (Central Bank of Bangladesh) and officers of other banks and Financial Institutions of Bangladesh at the Bangladesh Institute of Bank Management, Dhaka. He is also an advisor to one of the largest private sector bank on Project and Infrastructure Finance.

He is also a visiting faculty to the Reserve Bank of India College of Agricultural Banking, Pune. In 2008, he was a member of the team that successfully completed a NIBM - IFC Washington – ADB Manila sponsored research project on Sustainable Project Finance.

His articles have been published in reputed Business Papers and journals. He is on the editorial board of International Research Journal of Finance and Economics. He has also published a monograph and an international book on Financing Infrastructure projects by Indian banks.



COLONEL (Retd)
BALA KUMAR NAIR
PG Diploma in IR & PM
VICE PRESIDENT-ADMN

Prior to joining the IIM Ranchi, he was serving with the Indian Army. He has over 32 years of experience in the Army and has served in all difficult High Altitude terrains in the Indo-China border in Sikkim, riverine terrains of Indo-Pakistan border in Punjab besides plains and high altitude terrains of Jammu & Kashmir. He has also served in the deserts of Rajasthan besides various other places in the country. He was part of his battalion when it was awarded “The Chief of the Army Staff Unit Citation” for having excelled in Counter Insurgency Operations. He has also been responsible for selection and training of School and College level Students of three States from all over these States for All-India Competitions. He had successfully motivated and trained the Cadets of “Karnataka State” which resulted in “Karnataka State” winning the Prime Minister’s Banner after 11 years at All-India level Competitions.

He has varied experience in all aspects of HR and Administration and was awarded the “Vice Chief of the Army Staff Commendation” twice in his service in recognition of his devotion to duty/distinguished Service, the latest award being conferred on 15 August 2012. He took premature retirement from the Army on 31 August 2012 and joined IIM Ranchi on 03 September 2012.

LEADERSHIP SUMMIT



Confluence of Industry Captains

The recently organized Leadership Summit by IIM-R "Confluence of Industry Captains", on the 27th of July '12, was a grand success. The summit had "Vision 2020" as the main theme and was attended by eminent corporate leaders. It was an enriching experience for the students of IIM-R. The event had an impressive guest list. Noteworthy speakers from various sectors like finance, engineering, IT, telecom and infrastructure offered an exclusive preview of how they envision 2020.

The daylong event began with an engaging talk by Mr. A.K. Singh (CEO, Essar Power). Mr Singh started by quoting Constantin Brancusi – "Create like God, command like a king, work like a slave", and subtly conveyed the integral components of a leader's personality, with integrity being the key characteristic. Another talk by Mr. Gopal Singh (Chairman & MD, Central Coal Fields Ltd) followed, where he further elaborated on the central theme.

The first half of the session saw two more distinguished speakers, Mr. V. Neelkanthan (Country Head, IBM) and Mr. Sanjay Sharma (President, Jindal Steel & Power). Mr. Neelkanthan spoke enthusiastically about the future prospects of the IT industry in India. Mr. Sharma took the

session forward by analysing the impact of technological advances in the steel and power sector.

After an insightful and motivational first half, the post-lunch session began with an informative talk on the exponential growth of MapMyIndia by Mr. Shivalik Prasad (Director, MapMyIndia). Adding a local touch, Mr. Dharendra Kumar (MD Jharcraft) elucidated the importance of hard work, perseverance and unwavering self-belief. The last two speakers Mr. Pankaj Mohindru (National President, Indian Cellular Association) and Mr. A.K. Saxena (Executive Director, Bhushan Steel) spoke about growing career opportunities and the need for an inclusive education system respectively.

IIM-R aims to grow into an institution of excellence by working towards its core values of holistic development. The summit aimed towards the collaboration of like-minded people from all walks of life. Confluence of Industry Captains, IIM Ranchi's Leadership Summit, brought together the Industry pioneers to share their vision 2020. It also served as a platform for interaction between the industry and IIM-R academia thereby enabling today's eminent leaders to meet and inspire the leaders of tomorrow.



INTERNATIONAL CONFERENCE

International Conference on Management in the New World Order

The International **Conference on Management in the New World Order** was held on 13th & 14th of August 2012 at Radisson Blu, Ranchi. This conference was a step forward in achieving IIM Ranchi's vision of erudite fusion. It brought together different minds highlighting wisdom from Indian epics and Indian school of thought as well as the Indian way of doing business. Spread over two days, the conference began with the key note address by Prof Prithviraj Chattopadhyay from the Hong Kong University of Science and Technology, Prof Bharat Dave from the University of Melbourne, Prof Satyendra Singh from the University of Winnipeg, Canada and Prof Shirish C Srivastava from HEC, Paris. Mr M V Subbiah former Chairman of the Murugappa group was the chief guest and also delivered the keynote address.

With seven tracks the conference delved into different pools of Indian Wisdom. The first track on Wisdom from Indian Literature looked at concepts from Gita and Arthashastra and the like that could be applied to businesses across

the world today. The second track on Indian Philosophical Orientation focused on case studies and conceptual frameworks from Indian schools of thought that that could be adopted for use in modern management. The third track on Lessons from Indian Business Communities brought in many papers drawing lessons from the successes of business communities such as Parsees, Chettiars etc. The fourth track on Impact of Business Clusters / Ecosystems in India looked at the impact of business clusters on Indian economy for use in modern management. It also looked at cluster evolution, growth, decadence and competitiveness of clusters. The fifth track on Practises of Indian Businesses was dedicated to family business practices.

The sixth track on Growing Indian Multinationals looked at experiences from Indian IT sector, pharmaceutical sector and the competitiveness of Indian Exports. The seventh track on Leadership lessons from India looked at the India Way to Jugaad to the different operating models in India.



INTERNSHIP EXPERIENCES

My takeaways from summer internship

Sri Raghava Mukku (2011-13 batch)

In continuation of the last issue of *Raconteur* (July 2012), we are giving the experiences of Sri Raghava Mukku in this issue in his own words.

I did my summer internship at Boston Scientific India Pvt. Ltd., Gurgaon. I was selected for a marketing profile at the medical devices company. The project consisted of three assignments and a field trip. Though I met my mentor not more than five times during the entire 9 week internship period, he was readily available over phone or on mail. All the employees of the organization were very friendly and helpful. To put it simply, the experience in all felt like a dream come true.

I dreamt of an internship that would give me an overview of the industry and a focused hands-on experience in a business unit. I consider myself lucky because that is exactly what my mentor gave me in the form of different assignments. For about a couple of days, I was taken through each of the business units about what they were all about. Later, I worked on three assignments: (1) segment size forecast for the business, (2) launch preparation for a new product, and (3) marketing campaign planning for the products from a BU.

The first assignment was based on a lot of secondary research and I needed to make a presentation to my mentor at the end of it. He listened through the entire presentation and suggested me that I should better tailor the presentation for executive audience. The presentation should start with an executive summary; it should state the assumptions clearly and succinctly, quote references wherever required and give recommendations.

Product launch preparation required a marketing research exercise and a survey was conducted accordingly among various physicians by the sales executives. There are a couple of things I would like to mention here. Sales executives are on the field most of the time and hence most of them check their mails only at the end of the day. They would be so preoccupied with their work that a request from an intern would be mostly likely brushed aside unless it is directed from their bosses. Even if it is directed from the top, because of the monthly targets set to them, the sales executives may not be in a position to visit and collect opinions from the desired set of customers. Well, coming to the physicians like cardiologists, most of them would not answer the questionnaire if it takes more than a couple of minutes. At times, it might be required to take an appointment with a physician and pay the prescription fee. The questionnaire design and distribution of physicians to the sales executives have to be made keeping all these

in mind. Field work is undoubtedly the toughest marketing activity. Once the data was collected, it took a day to organize and analyze the data and coming up with insights. It took a couple of more days to make a presentation out of it.

If everything went on so smoothly, meeting your expectations, what would be so special about it? There are a couple of instances when I felt disappointed. First instance was when I found that many private hospitals inflate the prices of medical devices to as high as 200% of the original cost before they bill patients. This shock hit me just a few days before Aamir Khan targeted corruption in the medical fraternity in *Satyameva Jayate*. I had really high expectations on the healthcare industry... I believed that they were the most ethical among all professionals who serve the mankind.

Second instance of disappointment was when things were moving really slowly when it came to data collection. My mentor explained that the delays were partly because the company was still in a start-up mode (in India) and partly because the real world differed a lot from academia. Third, I could not get a chance to make a presentation on my work to the MD. He was a busy person, travelling all the time, and it was tough to get a slot when both the MD and my mentor were available. There is however a silver lining. The MD asked me for a report and said he would go through it.

There are a few key takeaways from the entire experience:

- (1) Soft skills matter a lot. Almost 75% of the time I spent with my mentor was into general discussions. This helped in building a good rapport with him in a short span of time.
- (2) Keep your mentor up to date. Sending a weekly status update helped my mentor monitor my progress and redefine tasks if required. Escalation was immensely helpful when I hit a roadblock.
- (3) Do not procrastinate. Though one of the assignments required a lot of secondary research, rationing the work and doing it daily gave a clear direction. Because I worked on it every day, I could also get a few insights which I am sure I would not have gotten otherwise.
- (4) Document your work whenever you reach a milestone. Making a word document or a presentation came handy in two ways. I could cut down on the time I needed to spend for making my final report. I could send the report immediately when people from the top management asked for it.



Business Analytics Conclave

The Analytics Conclave held on the 17th of August, 2012 at Radisson, organized by IIM-Ranchi was a huge success as it saw the integration of the knowledge resource from the experts and the eager minds of the students of IIM-Ranchi.

With the wide scope that Analytics has, the director of IIM-Ranchi, Prof. M.J.Xavier brought in the realm of business analytics as the theme for the conclave, which saw two knowledge-rich sessions. The conclave was chaired by Prof. Pradip Kumar Bala, Chairperson of the Business Analytics Centre at IIM-Ranchi.

The Memorandum of Understanding signed by IIM-Ranchi with IBM today marks the start of a Business Analytics Centre at the institute. It is a brilliant start to a long-lasting relationship of knowledge and facilities exchange. The Business analytics Centre at IIM-Ranchi has been set up with the purpose of developing a repository of analytical frameworks and in contribution to the society.

Mr.Kunal Dureja, the country manager of Career Education, IBM, spoke about live case studies and the importance of data from various industries to arrive at solutions. Mr. Prashant Tiwari, Country Manager, Business Analytics and Optimization highlighted the significance of differentiation in marketing and the scope of analytics in taxation and other governmental functions.

The first session was crafted around the theme of Re-defining the Learning Paradigm with Business Analytics; which saw some eminent experts from the analytics field share their useful insights with the students. The speakers included Professor Ganesha Kannabiran, Dean,

Research and Consulting, NIT Trichy, Mr.Ajay Lakhani from CapitalOne, Mr. Deric Jose from Flutura, Mr.A. J. Sainath and Mr.Nitin Godawat from A.T. Kearney.

The topics ranged from the relevance of analytics in the curriculum to the various trends in analytics that show signs of growth.

The post-lunch session of the day-long conclave revolved around the theme of 'Aligning Analytics Skills to meet the Market Needs'. It saw the participation of noted personalities from the analytics segment of the industry like Dr. Randhir Mishra of Protrack Education, Mr.Dheeraj Awasthi, Senior VP, Risk Analytics, HSBC, Mr.Rajeev Baphna, CEO, Analytica, Mr.Aditya Khandekar (CFA) Senior GM, Banking Analytics, Ms. Gitali Halder and Mr.Aseem Ali Kidwai from the Global Analytics Group, HP.

During this session, the students were exposed to the finer nuances of what the analytics profession demands, specially the significance of visioning and consulting skills in the domain of analytics. With a number of interactive and insightful sessions and vibrant talks, the conclave had a lot to offer to all present.



HR CONCLAVE



2nd HR Conclave

IIM Ranchi organized its second two-day annual HR Conclave on 21st September 2012. The theme of the conclave was 'Turning the Tide on Unrest in Workforce'. Eminent leaders across different industries discussed extensively on the challenges being faced by the organizations in today's world. The conclave focused on the role of HR manager in turning the tide

The event commenced with the welcome address by Prof. M.J Xavier, Director, IIM Ranchi and key-note address by Prof. Bijaya Mishra, followed by the unveiling of the 1st Edition of HR Magazine of HR Club, IIM Ranchi called 'People Shastra'.

The first session of the conclave, chaired by Mr. Allen Sequeria, Advisor, Mahindra and Mahindra, discussed at length the various factors

leading to dissonance in workforce and how HR managers play an important role in solving the problem. Mr. Allen spoke about the increased aspirations of workforce across different levels and stressed on the importance of communication, both top-down, as well as bottom-up, which would greatly reduce the dissonance among workforce. Mr. K.A. Narayan, President-HR, Raymond, and Mr. Sandeep Choudhary, Partner, Aon Hewitt also shared their experiences with the students.

The second session was chaired by Ms. Padmaja Alaganandan, Executive Director, PwC, who highlighted the fact that in an ecosystem with high growth inequitable distribution of wealth will always lead to dissonance in employees. Mr. Anadorup Ghosh, Director, Aon Hewitt, Mr. Biplob



Banerjee, Executive Director-HR, GSK Ltd. and Mr. Sebi Chacko, VP HR, Thomson Reuters discussed about the compensation practices across different industries.

The post lunch session began with a panel discussion on work-life balance. The panel comprised of Mr. Partha Dasgupta, CEO, Apogee Leads, Mr. R. Sridhar, Vice President-HR, ITC Limited and Dr. Daljeet Singh, President, Fortis Healthcare. Dr. Daljeet Singh brought forth the importance of making a choice based on one's interest which would ultimately result in happiness and ensure work-life balance.

The concluding session of the day was moderated by Mr. S Venkatesh, CEO Swanishtha. The panel including Mr. Vikas Shirodkar, General Manager-HR, General Motors and Mr. Sarab Preet Singh, Head-Learning and Development, Citibank, discussed the importance of strategic alignment in the field of HR. Mr. Singh demystified the field of HR and told the students of IIM Ranchi about the exact responsibilities associated with the job of being an HR personnel, thereby encouraging them to join the field for the right reasons. Mr. Shirodkar talked about the core issues faced by CEOs today and the importance of HRM in the industry to provide solutions to the problems.

The conclave also showcased the various videos which it had received as entries to a nation-wide video making competition. The theme of the competition was "Work life balance" and saw participation from various B-schools across the country.

All in all, the conclave was an extremely enriching experience for all those present and provided them with an opportunity to gain valuable insights from the wide spectrum of renowned industry leaders who attended the conclave.



CULTURAL PROGRAM



Pandit Chetan Joshi

A programme was organized by the Sports and Cultural Society of IIM Ranchi on October 13, 2012 by the great flutist Pt. Chetan Joshi. He mesmerised the audience by his performance.

Chetan Joshi and his golden bamboo flute are so compatible with each other that one loses a meaning without the other. A strong exponent of the purity of the Classicism, Chetan Joshi handles very difficult themes with ease and that tells of his training and rigorous riyaz that he goes through. He had the training under renowned gurus, like Pt Bholanath Prasanna, Allahabad, Pandit Raghunath Seth, Mumbai, Pandit Ajoy Chakraborty, Kolkata and Acharya Jagdish, Bokaro Steel City. He has been awarded the Sangeet Praveen from Prayaag Sangeet Samiti, Allahabad. His awards include **Sur Mani** (1992) - Mumbai, **Bismillah Samman** (1992) - Bihar, **Sangam Samman** (2005) - Ranchi, Praveer **Pratibha Samman** (2005) – Bokaro Steel City, **Rajakiya Sanskritik Samman** (2006)-Jharkhand, **Best Teacher Award** (2007)–Ranchi, **Swar Sangam Samman** (2008) – Dhanbad, **Kala Ratna Samman** (2010) – Bokaro Steel City, **Swami Sahajanand Saraswati Sewa Samman** (2011) – Bokaro Steel City. He was also felicitated by the **Governor of Bihar**, Patna (1998), **Antarang Foundation**, Bokaro Steel City (2002), **Delhi Public School**, Bokaro Steel City (2002), **Psychographic Society**, Bokaro Steel City (2004), **Chas Bokaro Gujrati Samaj**, Bokaro (2004), **the Governor of Jharkhand**, Ranchi (2005), **Sanskar Bharti**, Guwahati (2009).

Pandit Chetan Joshi



AWARDS & ACCOLADES

DR M J XAVIER

1. Education Leadership Award

Prof M J Xavier was the recipient of “**Education Leadership Award**”. The award was given on September 25, 2012 at Taj Palace Hotel, Dubai. The Award consists of a Trophy and a Citation. The Asian Education Leadership Awards are presented by Asian Confederation of Businesses with CMO Asia



as its Strategic Partner and Stars of the Industry Group as a research partner. The Awards of the highest stature are presented to Individuals and Institutions who have surpassed several levels of its excellence and set an example of being a role model and Exemplary Leadership. Individuals behind the Institution who are building their Institutions through Leadership, Innovation, Academic and Industry Interface and a supreme objective of Building future leaders.

2. Pride of Jharkhand

Prof M J Xavier, Director of IIM Ranchi was the Chief Guest at the “**9th Foundation Day Celebrations**” to felicitate parents & students who have performed very well in different competitive exams, and has also received the Pride of Jharkhand award organized by Pshychographic Society, Ranchi.



ACHIEVEMENTS

NCMS-2012

Hanu Prateek Kunduru & Vaibhav Kumar (PGDM 2011-13 batch) participated in the AIMA-9th National Competition for Management Students (NCMS-2012) held on 8th September, 2012 at New Delhi and adjudged the National 1st Runner up at the Grand Finale. They have been given a cash award of Rs.10,000 each and a certificate.



Hanu Prateek Kunduru



Vaibhav Kumar

Foodkhoj.com

Foodkhoj.com running under the holding company AlphaBeta Labs Pvt. Ltd. co-founded by Hanu Prateek Kunduru, Swetansu Mohapatra and Pradeep Kumar, was selected by Start-up Chile for a Global Business Accelerator Program and will be shifting its operations to Chile. AlphaBeta Labs Pvt. Ltd. is a company working on building innovative solutions with analytics and automation and has also developed the MailSynchr technology for managing group emails and conceptualized Fuzzy Angles, a platform to connect bootstrapped entrepreneurs and students in universities.

FoodKhoj was a brainchild of Hanu Prateek Kunduru, one of the co-founders of the company and was originally envisioned as a group buying food delivery portal connecting eateries to customers through an online channel, automating the ordering and delivery process.



Hanu Prateek Kunduru
Co-Founder
Foodkhoj.com

What started off as an enabler for students to get access to easy food options eventually evolved into an eRestro – a SaaS (Software as a Service) based turnkey solution for restaurants and takeaway places.

Among the 656 startups which applied to the accelerator program, FoodKhoj was one of the 100 startups chosen from 25 different countries to be offered \$40,000 equity free seed capital to move operations to Chile for a minimum period of six months and a chance for further rounds of raising VC funding and incubation.

About Start-Up Chile

Start-Up Chile is a program created by the Chilean Government, initiated by the Ministry of Economy and executed by Corfo that seeks to attract early-stage high potential entrepreneurs to bootstrap their startups using Chile as a platform to go global. In line with the national goal of converting Chile into the innovation and entrepreneurship hub of Latin America, the program plans to bring 1,000 startups to Chile by 2014.

During the six months the participants must be in Chile– for which they receive US\$40k of equity-free seed capital, a 1-year work visa, and access to local financial and social networks– the objective is to raise funds, hire talent, create networks, and to launch their businesses from Chile while leveraging and interacting fully with the local entrepreneurship ecosystem.

The program, unique in the world, and catalyst of similar initiatives such as Startup America, Britain, and Greece, is the ideal opportunity for bootstrappers to receive funding without ceding equity while utilizing one of the strongest Latin American economies as their launching/development platform. Start-Up Chile has been featured in The Economist, Business Week, Tech Crunch, and Forbes, among others.

OPJEM Scholarship

It is with pride that we announced the inclusion of IIM Ranchi for OP Jindal Engineering and Management Scholarships given by OPJEMS & OP Jindal Group Companies. The amount of each scholarship is Rs.1.25 lakhs. The following schedule was given by them for the scholarship:

Last Date for Registration	28 th August 2012
Administration of Online tests at campus	7 th September 2012
Announcement of shortlisted students for interview	11 th September 2012
Interview Dates	23 th & 24 th September 2012
Announcement of Results	0 st October 2012



Congratulations



The criteria for the scholarship was top 20 students from 2nd year (based on their CGPA in 1st year) and top 20 students from 1st year (based on their overall admission score). From 2nd year 21 students and from 1st year 20 students appeared for the online test on 7th September. The interviews were conducted on September 23rd & 24th September, 2012. The following three students from 1st year have been selected for the scholarship for 2012:



Pulkit Mathur



Anant Shukla



Nipun Bansal

We congratulate all three students for their achievement.

Inquization '12

Paras Bhatia and Akashdeep Sah of PGDM 2011-13 batch won the 1st prize in the online round of InQuizition '12 organised by IIFT, Kolkata.



Paras Bhatia



Akashdeep Sah

The team qualified for the stage finals along with one more team comprising of Avishek Basu Mallick and Sameer Agrawal of PGDM 2011-13 batch.

The final was hosted by Mr. Joy Bhattacharya, Director of the Kolkata Knight Riders. Sameer and Avishek's team won the 3rd prize in the finals of the competition.



Sameer Agrawal



Avishek Basu Mallick

OUTREACH PROGRAM

THE BAREFOOT MANAGER

Dr Arpita Sutradhar, Program In-charge

Social Responsibility has always been one of the core areas of Management

The Triple bottom Line of Profit, People and Planet has been successfully explored in the area of Social Responsibility by IIM Ranchi. Putting it into perspective resulted in ‘**The Barefoot Manager Programme**’, which is driven by the need to address livelihoods through market knowledge irrespective of the literacy level of the people.

The program envisages bringing about a change in the existing livelihood gaps that are faced by the urban and rural poor and take forward the program into every nook and corner of Jharkhand. Based on a module started by Prof Madhubalan Vishwanathan of University of Illinois, Urbana Champaign on ‘Market Place Literacy’, the Barefoot Manager lifts off in Jharkhand on scaling livelihoods by bringing in awareness on the market skill gaps, and also addresses consumer awareness issues. To make the program accessible, IIM Ranchi launched a short film on the ABC of starting a business and making it a reality. To give a better understanding, ten mini cases were filmed with rural and urban entrepreneurs in various businesses. Not even one entrepreneur was literate!

As Prof M.J. Xavier, Director IIM Ranchi says “the beauty of the program is that it can be understood even by illiterates. One need not be educated to understand the program”.

Based on this understanding, the first dry run of the Program was conducted at KochBong in Namkum, Ranchi where 24 semi literate and illiterate women of the participating NGO, South Vihar Welfare Society for Empowerment of Tribals, participated in a 4 day intensive audio visual/trainer based module at the end of which they were awarded the IIM Barefoot Manager certificate. The training was received extremely well and the women spoke about the gaps they could see in their livelihood business ventures.

The training program received a good response from the Government. IIM Ranchi is poised to take forward the program to the all districts of Jharkhand with the assistance of the Jharkhand Government and other Corporate houses/ organizations. The Institute now seeks to address the ‘next frontiers of socio-economic change.



HINDI PAKHWADA

छात्र वर्ग

आशुभाषण (Extempore) 07 Sept 2012

1	विजेता (Winner)	अभिषेक कौशल (Abhishek Kaushal)
2	उप विजेता (Runner)	अभिलाषा भट्ट (Abhilasha Bhatt)

वर्ग पहेली (Cross Words Puzzle) 10 Sept 2012

1	विजेता (Winner)	समीर अग्रवाल (Sameer Agarwal)
2	उप विजेता (Runner)	प्रमित अग्रवाल (Pramit Agrawal)

कविता पाठ (Recitation) 11 Sept 2012

1	विजेता (Winner)	आशीष मिश्रा (Ashish Mishra)
2	उप विजेता (Runner)	प्राची जयसवाल (Prachi Jaiswal)

कहानी लेखन (Story Writing) 13 Sept 2012

1	विजेता (Winner)	सौरभ बारापात्रे (Sourabh Barapatre)
2	उप विजेता (Runner)	दीपक चतुर्वेदी (Deepak Chaturvedi)

स्टॉफ वर्ग

श्रुति लेखन (Dictation)

1	विजेता (Winner)	सुप्रिया सिन्हा (Supriya Sinha)
2	उप विजेता (Runner)	अरुण तिवारी (Arun Tiwari)

कविता पाठ (Recitation)

1	विजेता (Winner)	रचना शर्मा (Rachna Sharma)
2	उप विजेता (Runner)	शोभना सामन्ता (Shovona Samanta)

आशुभाषण (Extempore)

1	विजेता (Winner)	गैब्रियल साह (Gabriel Shah)
2	उप विजेता (Runner)	शोभना सामन्ता (Shovona Samanta)

सहभागिता पुरस्कार (Participation Award)

स्टॉफ वर्ग

1	मुकेश कुमार यादव (Mukesh Kr. Yadav)
2	जयन्ता कुमार त्रिपाठी (Jayantha Kumar Tripathy)
3	दिलीप कुमार पाठक (Dilip Kumar Pathak)
4	डॉल रोजलिन लकड़ा (Doll Roseline Lakra)
5	मानस बैनर्जी (Manas Banerjee)
6	शिवशंकर कुमार (Shivshankar Kumar)
7	जया मेहरोत्रा (Jaya Mehrotra)
8	प्रभात रंजन (Prabhat Ranjan)

राजभाषा परववाड़ा

Official Night Celebration



DIAN INSTITUTE OF MANAGEMENT RANCHI

14 सितंबर/ Sept. 2012

MANAGEMENT DEVELOPMENT PROGRAMS

Fundamental of Project Management Professional

Indian Institute of Management, Ranchi in association with the University of Houston conducted a program on “**Fundamental of Project Management Professional**” on July 20th and 21st in Hotel Radisson. This program was all about streamlining a project/work in a structured way to make sure it is completed on time and under the stipulated budget.. The objective of this course was to help prepare participants for PMP exam as well as introduce them to Energy Management.

This course covered many areas of project management but primarily the most focus was on time, cost and quality management. The program was delivered in a freewheeling American way where most of the

materials were covered using practical examples and activities. The participants not only took part in each and every learning activity, but also came up with some of their company's and local issues to get a practical solution. They learned and implemented a unique problem solving technique during this program and were determined to use it at their work place.

The program was conducted by Dr. Binay Anand from University of Houston in a lively atmosphere and all sixty four participants enjoyed thoroughly. TATA Steel, TELCO and CIL wanted this program to be conducted for their employees also and IIM has assured them to conduct it again next year.



MANAGEMENT DEVELOPMENT PROGRAMS



Finance for Medical Professionals

IIM Ranchi conducted a 5 day Management Development Program on "Finance for Medical Professionals" from August 31 to September 5, 2012. The program was designed to give medical professionals inputs and core concepts in the areas of accounting, costing, investment and financial decision making besides hospital administration and management. These inputs gave the medical professionals a framework for better decision making keeping financial aspects in mind.

15 reputed medical professionals including Director, Rajendra Institute of Medical Science, Ranchi; Director, Alam Hospital, Ranchi and other organizations such as CCL, Rani Hospital, ShriJaganath Hospital, AVT, etc. attended the MDP.

Shri. R.R. Mishra, Director Personnel, CCL delivered the Inaugural address on August 31, 2012 and Prof. M.J. Xavier, Director, IIM Ranchi gave the valedictory address on September 5, 2012.

Col. B. K. Nair, VP (Admin), IIM Ranchi distributed the certificates to the participants. The program was coordinated by Prof. Vikas Srivastava and Prof. N. Sivasankaran, IIM Ranchi. Dr. R.K. Rai, President, Indian Hospital Association, Jharkhand Chapter and a well known authority on Hospital Administration also took key sessions in the program.

Management Development Programs December 2012 - May 2013

After successfully conducting two programs for executives of various organizations and keeping in view the ever changing business environment and the demands on business/professional executives, IIM Ranchi is announcing short duration Management Development Programs (MDPs). The objective of the MDPs is to help improve management systems and practices by providing relevant training to the executives of different sectors of the economy operating at different levels in the organizational hierarchy. The participants will be equipped with the latest tools, techniques and skills spanning different streams of management such as General Management, Human Resources, Organizational Behaviour, Marketing, Finance, Operations Management, Information Systems, Strategic Management and Industrial Relations.

The program calendar is given below:

MDP Nos.	Program Titles	Dates	Program Co-ordinator(s)	No. of Days	Fee (Rs.)*
01	Finance for Medical Professionals	Dec 15-16, 2012	Dr N Sivasankaran Dr Vikas, Srivastava Dr Anand	2	18,000/-
02	Negotiating to Win-Win	Feb 07-08, 2013	Dr Subir Verma	2	17,000/-
03	Business-Government Relations	Dec 20, 2012	Prof Ashish Hajela	1	13,500/-
04	Strategic Intution for Effective Leadership	Jan 10, 2013	Prof Ashish Hajela	1	13,500/-
05	Finance for Non-Finance Professionals	Jan 10-12, 2013	Dr N Sivasankaran Dr Vikas Srivastava Dr Anand	3	17,000/-
06	Economics for Managers	Jan 14-18, 2013	Dr Amarendu Nandy	5	22,500/-
07	Media Management for Senior Corporates	Jan 19-21, 2013	Dr Arpita Sutradhar	3	17,000/-
08	Financing Public Private Partnership Projects	Jan 20, 2013	Dr Vikas Srivastava	1	13,500/-
09	Business Valuation	Jan 24-25, 2013	Dr N Sivasankaran Dr Anand	2	17,000/-
10	Managing and Leading Teams to Performance Excellence	Feb 04-05, 2013	Dr Subir Verma	2	22,500/-
11	Advanced Project Financing	Feb 11-13, 2013	Dr Vikas Srivastava Dr Anand	3	17,000/-
12	Business-Government Relations	Feb 14, 2013	Prof Ashish Hajela	1	13,500/-
13	Credit Management in Banks	Feb 16-19, 2013	Dr Vikas Srivastava Dr N Sivasankaran	4	22,500/-
14	Supply Chain Management	Feb 20-21, 2013	Dr Vinod Lall Dr Amit Sachan	2	22,500/-
15	Strategic Management of Alliances	Feb 27-28, 2013	Dr AshishHajela	2	13,500/-
16	Management for Excellence	Mar 06-10, 2013	Dr M J Xavier Dr Amarendu Nandy Dr N Sivasankaran	5	28,500/-
17	Strategy for Managing Change & Turnaround	Mar 07-08, 2013	Prof Ashish Hajela	2	13,500/-
18	Project Finance and Loan Syndication	Mar 16-19, 2013	Dr Vikas Srivastava	4	20,500/-
19	Business Analytics for Managers	Mar 23-24, 2013	Dr M J Xavier Dr Pradip Kumar Bala	2	22,500/-
20	M & A Ready HR Managers	Mar 30-31, 2013	Prof Bijaya Mishra Prof A Uday Bhaskar	2	25,500/-

Management Development Programs December 2012 - May 2013

MDP Nos.	Program Titles	Dates	Program Co-ordinator(s)	No. of Days	Fee (Rs.)*
21	Enhancing Managerial Performance through Stress Management	Apr 02, 2013	Dr Tanushree Dutta Dr Mousumi Padhi	1	15,000/-
22	Personal Growth through Self-Exploration	Apr 03-04, 2013	Dr Mousumi Padhi Dr Tanushree Dutta	2	15,000/-
23	Strategy for Managing Change & Turnaround	Apr 04-05, 2013	Prof Ashish Hajela	2	13,500/-
24	Economics for Managers	Apr 08-12, 2013	Dr Amarendu Nandy	5	22,500/-
25	Fundamental & Technical Analysis for Equity Trading and Investment	Apr 08-13, 2013	Dr Anand Dr N Sivasankaran	6	22,500/-
26	Six Sigma for Business Excellence	Apr 13-14, 2013	Dr Pradip K Bala	2	17,000/-
27	Strategic Management of Alliances	Apr 18-19, 2013	Prof Ashish Hajela	2	13,500/-
28	Neuromarketing: Understanding Consumers Using Neurology	Apr 19-20, 2013	Dr M J Xavier Dr Tanushree Dutta	2	22,500/-
29	Management for Excellence	Apr 25-29, 2013	Dr M J Xavier Dr Amarendu Nandy Dr N Sivasankaran	5	28,500/-
30	Techniques for Marketing for HR Professionals	Apr 26-27, 2013	Dr Madhurima Deb Dr Tanushree Dutta	2	22,500/-
31	Sales & Distributions for IT Professionals	May 04-05, 2013	Dr Shibashish Chakraborty	2	13,500/-
32	Financial Analysis Using Spreadsheet	May 07-10, 2013	Dr Anand Dr N Sivasankaran	4	16,000/-
33	HR Skills for Line Managers	May 13-14, 2013	Prof Bijaya Mishra Prof A Uday Bhaskar	2	25,500/-

The one-day or two-day programs would be held in IIM Ranchi, while the rest of the programs would be held at local hotels as well as in other prominent cities. All programs are non-residential. However, accommodation can be arranged on request (participants need to pay as per actuals).

Fee per participant (non-residential) is inclusive of Service Tax @12.36%.

Nominations:

Filled-in Nomination Forms (along with the fee) must reach the MDP Office before the commencement of the program. To download the Nomination Form, please visit: <http://www.iimranchi.ac.in/mdp/>

In-Company Training Programs:

IIM Ranchi is open to accept requests from organizations for conducting customized training programs for their executives at different levels to suit their requirements.

The duration of these programs may range from one day to six days depending upon the variety, magnitude and complexity of topics being offered. These programs can be held in the premises of the client organizations also.

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July 2012

- Chief Guest for the Inauguration of Mangalam Institute of Management, Ranchi (Jul 4, 2012)
- Speaker for the Panel Discussion on **Jharkhand Power Scenario & Preparation to meet future power demand** - an exclusive review & analysis with policy makers & industry leaders, powered by Z Business & organized by CNFC Media Pvt Ltd (Jul 12, 2012)
- Keynote Speaker on **Leadership : Reinforcing Values and Ethics in Organization** at the Advanced Management Programme for the General Managers-SAIL, organized by MTI-SAIL, Ranchi (Jul 21, 2012)
- Guest of Honor at the **Achievers' Award Ceremony**, organized by Prabhat Khabhar (Jul 22, 2012)
- Keynote Speaker for Industry-Academia collaborations for gearing up competencies at the first edition of "**Infocom 2012: Advantage Jharkhand**", organized by Business World, The Telegraph and The Govt of Jharkhand (Jul 25, 2012)

August 2012

- Keynote speaker at the Annual Indian Management Conclave in Delhi on the topic **Collaboration and Competition: The IIM Way**, organized by MBA Universe.com (Aug.9, 2012)
- Panel Member for Emerging Jharkhand **Times Impact Awards**, moderated by Shri Jairam Ramesh, organized by Times of India (Aug.11, 2012)
- Participated in the one day conference on **Exploring e-services through CSCs for rural citizens in Jharkhand - Jharkhand Right to Service Delivery Act and Jharkhand Electronic Service Delivery Act** (Aug.22, 2012).

September 2012

- Panel Member for the Structure of Panel discussion on **Nurturing the Next Generation** at the VC's Retreat, organized by EDU, a 9.9 Media Publication, Noida (Sep.2, 2012)
- Special invitee at IBM Conference on "e-Governance", organized by IBM in New Delhi (Sep. 13, 2012)
- Guest of Honour at **89th Foundation Day and Award Ceremony** of Indian Institute of Natural Resins and Gums, Namkum, Ranchi (Sep.20, 2012)





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