

वार्षिक प्रतिवेदन
Annual Report
2012-13



भारतीय प्रबंध संस्थान रायपुर
Indian Institute of Management Raipur

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Board of Governors

Chairman



Shri Hari S. Bhartia
Co-Chairman and Managing Director
Jubilant Life Sciences Ltd.

Members



Shri Ashok Thakur
Secretary (Higher Education)
Ministry of HRD



Shri Sunil Kumar
Chief Secretary
Government of Chhattisgarh



Mr. J.S. Mathur
Joint Advisor & FA
Ministry of HRD



Smt. Chokila Iyer
Former Foreign Secretary



Smt. Nidhi Chhibber
Secretary, Dept. of Tech. Edn
Govt. of Chhattisgarh



Prof. Lakshman Chaturvedi
Vice-Chancellor
Guru Ghasidas Vishwavidyalaya



Shri Siddharth Shriram
Chairman & MD
Mawana Sugars Ltd



Dr. S.C. Vats
Ex. MLA., Delhi



Shri Kewal Handa
Managing Director
Pfizer Ltd.



Dr. D.K. Paliwal
Member Secretary
National Board of Accreditation



Shri C.S. Verma
Chairman
Steel Authority of India



Shri Raj Kumar Saraf
Chairman & MD
Zenith Computers Ltd.



Prof. B.S. Sahay
Director
IIM Raipur



Prof. Ajit Prasad
Dean
IIM Raipur

2.0 Society Members

Chairman



Shri Hari S. Bhartia
Co-Chairman and Managing Director
Jubilant Life Sciences Ltd.

Members



Shri Ashok Thakur
Secretary (Higher Education)
Ministry of HRD



Shri Sunil Kumar
Chief Secretary
Government of Chhattisgarh



Smt. Amita Sharma
Addl. Secretary (TE)
Ministry of HRD



Shri J.S. Mathur
Joint Secretary & FA
Ministry of HRD



Smt. Nidhi Chhibber
Secretary, Dept. of Tech. Edn
Govt. of Chhattisgarh



Prof. Lakshman Chaturvedi
Vice-Chancellor
Guru Ghasidas Vishwavidyalaya



Dr. D.K. Paliwal
Member Secretary
National Board of Accreditation



Prof. B.S. Sahay
Director
IIM Raipur



Shri Shailendra Kumar
Deputy Secretary
Dept. of Higher Education
Ministry of HRD

3.0 From the Director



The 3rd year of IIM Raipur has been momentous as we have marched steadily towards our vision and achieved many milestones. The whole year was full of activities:

IIM Raipur had two Annual Convocations during 2012-13. The 1st Annual Convocation for the pioneer PGP Batch was held on 1st May 2012. Shri Nandan M. Nilekani, Chairman, Unique Identification Authority of India, was the Chief Guest for the 1st Convocation. Shri Satyanarayan Gangaram Pitroda, Advisor to the Prime Minister on Public Information, Infrastructure & Innovations, Government of India was the Chief Guest for the 2nd Annual Convocation held on 30 th March 2013. Shri Hari S. Bhartia, Chairman, BoG, IIM Raipur presided over both the Convocations.

The number of intake in the flagship programme Post-Graduate Programme in Management (PGP) was increased from 70 to 120 students in the academic year 2012-13.

The Institute started the Fellow Programme in Management (FPM) from academic year 2012-13 with an initial intake of five scholars. FPM is a full-time doctoral programme that offers students opportunities for advanced studies and research in different area of management.

IIM Raipur started Post Graduate Program for Working Executives (PGPWE) with first batch of 37 professionals for meeting the growing needs and demands of business. The PGPWE is designed for those mid/senior level working professionals who are looking for mid-career change without disrupting their work and personal pursuits.

IIM Raipur received a very good response from recruiters. Despite the economic slowdown, a total of 52 companies had shown interest. Some of the prominent companies which participated in the process were HSBC, Ernst & Young, Ranbaxy, JSPL, Hero MotoCorp, Maruti Suzuki, Godrej & Boyce, Vedanta, ICICI Bank, Yes Bank, Usha International, HT Media, BPCL, Infosys BPO etc.

IIM Raipur has signed MoUs with six business schools in the world in the area of students exchange, faculty exchange, collaborative research, joint conferences and programmes. These institutions are:

- Asian Institute of Technology, Bangkok
- Grenoble Business School, France
- IESEG School of Management, France
- HHL Leipzig Graduate School of Management, Germany
- ALBA Graduate Business School, Greece
- IPADE Business School, Mexico City, Mexico

Four students of 2nd Batch of PGP underwent student exchange programme at France and Germany, whereas six students from France and Mexico are coming under exchange programme to complete one term here.

The Institute signed an MoU with the Government of Chhattisgarh on December 1, 2012 in the area of executive education, research and consultancy. Similarly, the Institute is exploring signing of MoU with national level institutions and organisations like Indian Institute of Corporate Affairs under Ministry of Corporate Affairs; National Law School of India University, Bangalore; All India Institute of Medical Sciences, Raipur in the area of joint research & publications, executive education, organizing joint programmes and conferences etc.

The Institute organised Leadership Programmes for Principals of high schools sponsored by State Council of Educational Research & Training (SCERT), management development programme for officers of Chhattisgarh State Civil Supply Corporation Ltd (CGSCSC), Government of Chhattisgarh. IIM Raipur has undertaken several consultancy assignments like Raipur Dugdh Sahakari Mahasangh Maryadit on Business Process Reengineering and Thakur Pyarelal Institute of Panchyat & Rural Development on Impact Assessment of BRGF in Chhattisgarh.

IIM Raipur was the 'Academic partner' at the 'Global Investors Meet 2012' organized by the State Government to showcase the potential of Chhattisgarh for business opportunities and investment. The event witnessed active participation of students and faculty.

During the year, faculty members have authored about 2 books and, published and presented 24 research papers in national/international journals & conferences, and 9 cases in Richard Ivey School of Business. One of the faculty members is on the editorial board of four international journals.

The Institute nominated two faculty members to 'Global Colloquium on Participant Centered Learning' programme organized by HBS in Boston, USA in July 2012 and one faculty to present paper in Japan.

The library at IIM Raipur subscribes to periodicals, newspapers and journals like Harvard Business Review in particular. IIM Raipur subscribes to online resources. The library has successfully built up a comprehensive collection of around 5805 books and subscribes more than 12,000 electronic journals 30 magazines and 18 newspapers covering different branches of knowledge within a short span of two years.

Our Computer Centre with 72 PCs connected on LAN and online UPS has been successfully setup with latest configuration of Firewall, Routers and Switches.

The students' hostel is located in the current campus to accommodate approximately 275 students including foreign students. The rooms are provided with beds, mattresses, wardrobe, study tables, chairs and side tables. Mess and Gymnasium facilities exist at lower ground floor.

Under the Thought Leadership Lecture Series, many distinguished leaders were invited. Some of the prominents included Mr. Shekhar Dutt, Hon'ble Governor of Chhattisgarh; Dr. D. Subbarao, Governor, Reserve Bank of India; Dr. Kiranmayee Nayak, Mayor of Raipur; Mr. P Joy Oommen, Mr. Sunil Kumar, Chief Secretary, Government of Chhattisgarh; Mr. M.V. Nair, Chairman and Managing Director, Union Bank of India; Dr. H.K. Mittal, Advisor & Member Secretary, Department of Science and Technology, Govt. of India; Mr. Binay Sahay, Director (Sales), Orckit - Corrigent; Mr. Ajay Kaul, CEO, Jubliant Foodworks; Dr. S.V. Bhawe, Vice President (HR), Bharat Forge; Mr. Manish Kharbanda, Executive Director (HR), Jindal Steel and Power Limited; Mr. Mukesh Mathur, Director & Business Head, Oracle Retail India; Mr. Rajesh Jain, Vice President (Sales), Daikin; Mr. Nitin Singh, KPMG; Mr. Nikhil Parulkar, Kotak Mahindra Bank.

The Institute is developing comprehensively its new campus over 200 acres of area at Naya Raipur. The work of boundary wall has been taken up and selection of campus designer is under progress.

These achievements were possible only with active support & guidance of Ministry of Human Resources Development, Board of Governors, State Government, our stakeholders, faculty and students. I look forward to the continued support and guidance from all stake holders to make IIM Raipur as one of the best business schools in the world.

Prof. B. S. Sahay

4.0 About IIM Raipur

The Indian Institute of Management (IIM) brand has now become synonymous to innovation, talent and zeal for success and contribution in management. The IIM Raipur has been set up by the Government of India, Ministry of Human Resource Development at Raipur in the state of Chhattisgarh - one of the fastest growing states of India with its rich mineral, forest, natural and local resources. The first batch of flagship programme 'Post-Graduate Programme in Management' was started in 2010.

Presently IIM Raipur operates from the Government Engineering College Campus, Sejbahar, Raipur. The Government of Chhattisgarh has allotted 200 acres of land for the proposed IIM Raipur campus at Naya Raipur. The proposed campus will be a state-of-the-art campus presenting a blissful mix of modern architecture, culture & heritage of Chhattisgarh.

The Institute aims at bringing a global prospective to all its programmes and activities in a fast changing global economic environment. The institute also encourages an overseas exposure for its students with the belief that it will help them to assimilate best management practices and understand the importance of cross - culture management issues.

Right from its inception, the Institute focuses on contributing to the growth and development of the Nation, region and society at large. As such it gives importance to courses and managerial trainings that are moulded in a way true to the culture and unique requirements of the state and organisations herein. Ethical practices in management, grooming socially responsible leaders for today and tomorrow are also the primary goals of the Institute

It is keeping in mind these aims IIM Raipur offers following programmes:

i. **Doctoral Programmes**

- Fellow Programme in Management (FPM)
- Executive Fellow Programme in Management (EFPM)

ii. **Post-Graduate Programmes**

- Post-Graduate Programme in Management (PGP)
- Post-Graduate Programme in Management for Working Executives (PGPWE)

iii. **Executive Education**

- Open Programmes
- In-company Programmes



5.0 Academic Programmes

5.1 Admissions:

In the session 2012-13 admissions are given in the following three courses:

1. Post Graduate Programme in Management (PGP)
2. Fellow Programme in Management (FPM)
3. Post-Graduate Programme in Management for Working Executives (PGPWE)

5.1.1 PGP Admissions

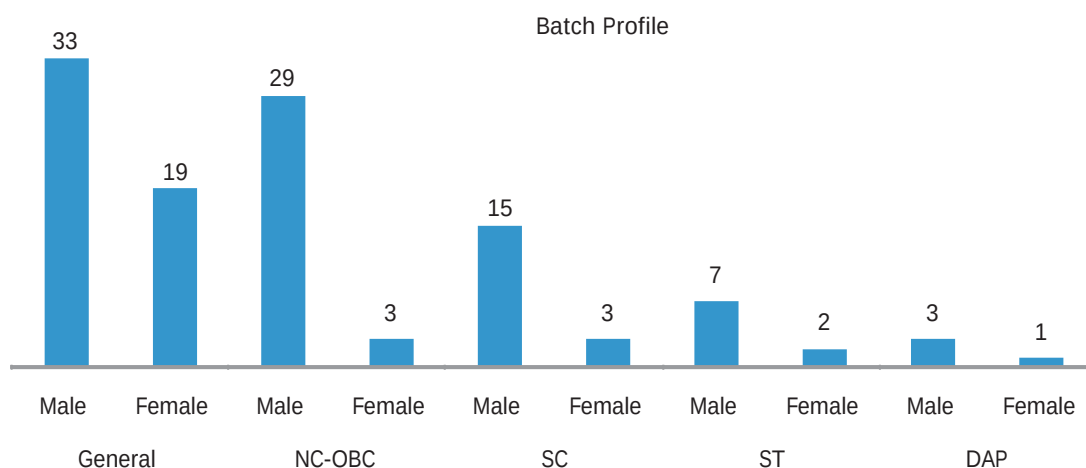
The basic objective of PGP admission process is to identify meritorious candidates for admission under each category of admission, viz., General, OBC, SC, ST and PWD/DAP. The admission process of IIM Raipur consists of:

- (a) CAT Examination
- (b) Short listing for Personal Appearance (PA) process
- (c) Conducting the PA process. PA process is composed of Written Analysis (WA) and Personal Interview (PI), and
- (d) Preparing the Merit List based on CAT score, PI & WA score and Profile score as indicated in following tables.

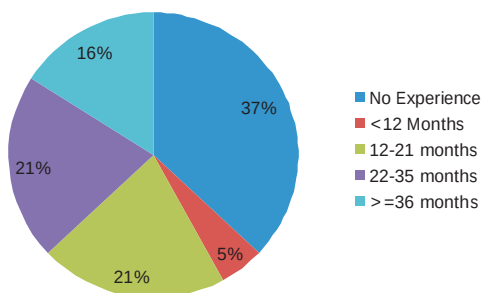
The details of 3rd Batch PGP 2012-14 admissions are given below:

Batch Profile

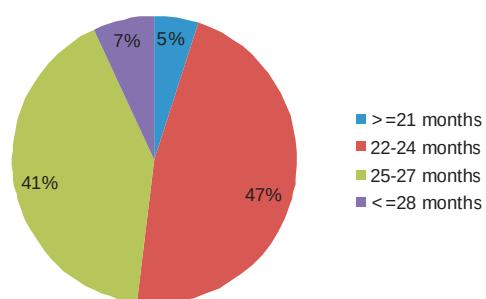
General		NC - OBC		SC		ST		DAP		Total
Male	Female	Male	Female	Male	Female	Male	Female	Male	Female	115
33	19	29	3	15	3	7	2	3	1	



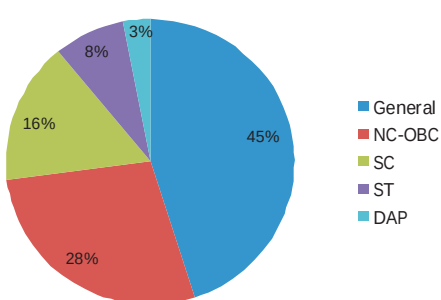
Work Experience



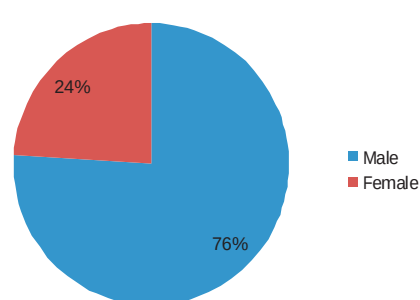
Age Profile



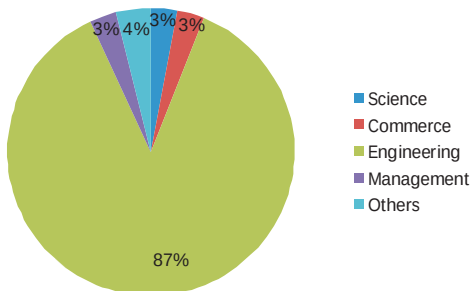
Category Profile



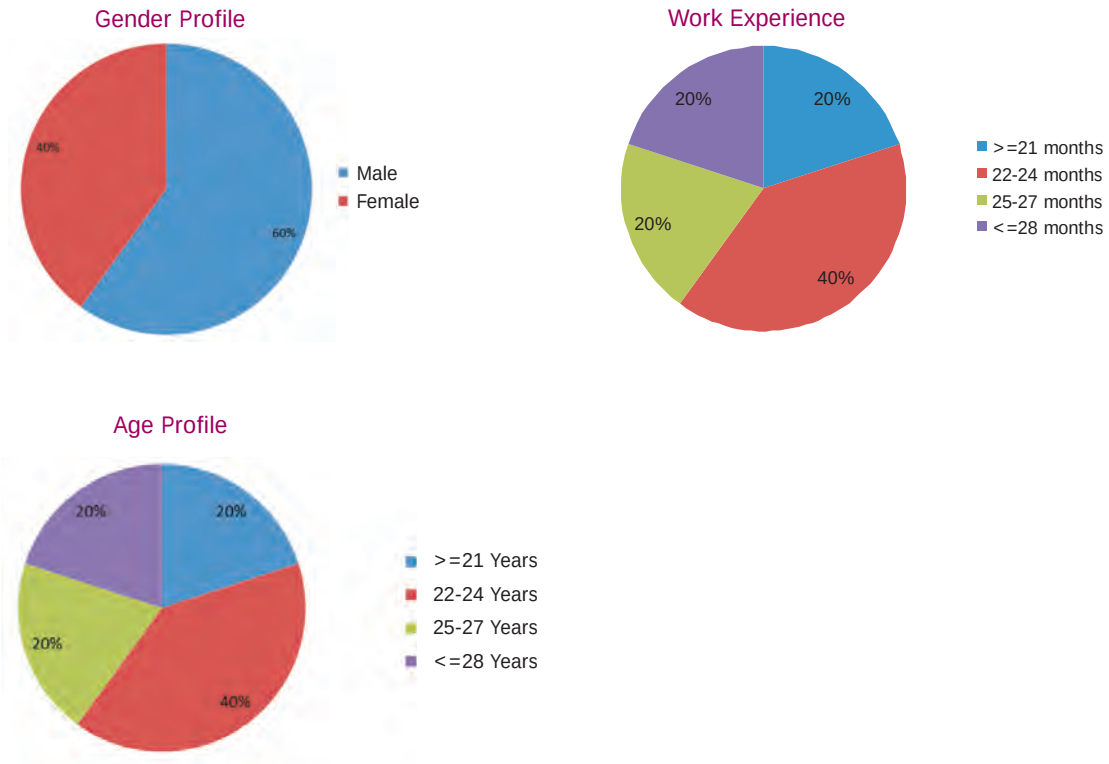
Gender Profile



Educational Profile

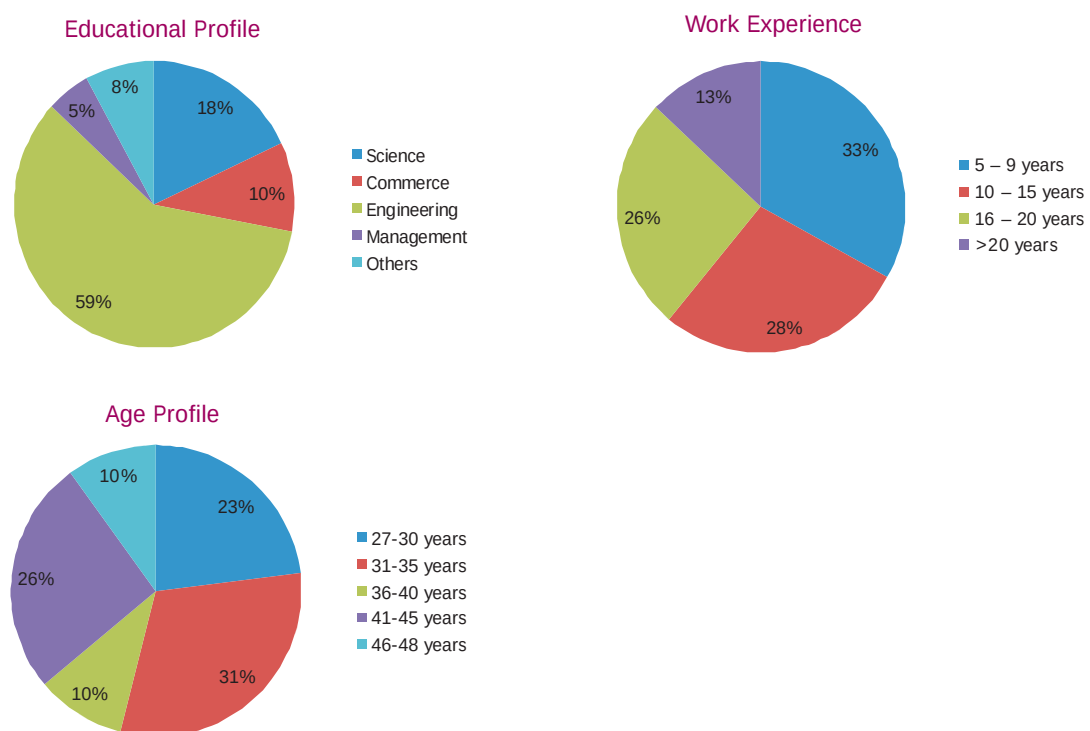


5.1.2 FPM Admissions



5.1.3 PGPWE Admissions

The details of 1st batch PGPWE 2012-14 admissions are given below:



5.2 Post-Graduate Programme in Management (PGP)



Mr. Sunil Kumar Chief Secretary Govt. of Chhattisgarh
giving inaugural address to 3rd batch of PGP

The 3rd batch of PGP was inaugurated by Shri Sunil Kumar, Chief Secretary, Government of Chhattisgarh on June 29, 2012. Shri Sunil Kumar encouraged students to think beyond themselves, to develop concern for their community and society. He exhorted that national level institutes of education have an additional responsibility of correcting regional and social imbalances by "serving the underserved", other than enhancing the quality and access to education.

Program Objectives:

The Post-Graduate Programme in Management is the flagship programme of IIM Raipur. The PGP is aimed at providing an overall development of the students and groom them as future business leaders to successfully face the challenge of global competition and dynamic market scenario.

The objectives of two year Post-Graduate Programme is:

- To understand the socio-economic, technological, ecological and political environment of India and the world.
- To hone the problem solving skills, increase the affinity to innovation and the passion for creativity.
- To develop global mind set to meet the challenges of international and work in a cross-cultural environment.
- To create socially responsible and globally competitive management graduates who can effectively contribute to inclusive growth of the society.
- To develop a sense of social purpose for managerial decision-making and to develop leadership capabilities without compromising on ethical values.

Curriculum:

The PGP extends over a period of two years, involving six trimesters with a summer internship at a prestigious organization. The programme is carefully designed keeping in view the changing needs of the global business scenario.

During the first year, students are exposed to basic concepts in the areas of Marketing, Finance, Quantitative Methods, Operations, Behavioural Sciences and Strategy through the core courses. These lay the foundations for all the functional areas of management and help the students develop an intricate understanding about the different facets involved.

In the second year, students choose from a range of electives to specialize in functional areas of their interest. They are given the choice of doing a major and minor specialization and also a dual specialization if they choose to. The areas offered at present are Finance, Operations, Marketing, Human Resources, Strategy and General Management.

A lot of emphasis during the PGP has been laid on industry based and research projects. The students, over the period of years are expected to conduct research on various aspects of management and subject it to the scrutiny and evaluation of the faculty. This is aimed at increasing the levels of comprehension the students possess in the respective topics.

PGP-Year I

Term I	Term II	Term III
Microeconomics	Macroeconomics	Human Resource Management
Marketing Management-I	Marketing Management – II	Strategic Management - I
Managerial Accounting – I	Managerial Accounting – II	Management Information Systems
Economics Environment for Business	Legal Aspects of Business	Business Ethics & Corporate Social Responsibility
Organizational Behaviour – I	Organizational Behaviour – II	Operations Management – II
Operations Management – I	Finance – I	Finance – II
Quantitative Techniques – I	Quantitative Methods	Research Methodology
Business Communication - I	Business Communication – II	Written Analysis & Communication - II

PGP-Year II

Term IV	Term V	Term VI
Brand Management	Advertising & Sales Promotion	Customer Relationship Management
Business Analysis and Valuation	Services Marketing	Managing and Enhancing Overall Corporate Performance
Enterprise Solutions	Consumer Behaviour	Mergers, Acquisitions & Corporate Restructuring
International Corporate Finance	Financial Derivatives, Options and Futures	Quantitative Analysis of Financial Decisions
New Product Development	Financial Risk Management	Rural Marketing
Sales and Distribution Management	Financial Services and Institutions	Retail Management
Security Analysis and Portfolio Management	Supply Chain Modelling	Service Operations
Supply Chain Management	Total Quality Management	
Project Management	Advanced Competitive Strategy	
	Conflict and Negotiation	

Pedagogy:

The pedagogy at IIM Raipur presents a mix of lectures, case studies (both Harvard, International and Indian cases), business games, simulation exercises, roll plays, group discussions, field visits, industry based projects and a lot of self-realized conceptual reflection. It has been designed keeping in mind the effect each of these methods have on moulding the minds of young and self-motivated students. The case studies help the students to keep in touch with the best predicaments faced in the world of management. The most interesting part of learning comes from the brainstorming sessions amongst the students themselves regarding various issues.

5.3 Fellow Programme in Management (FPM)

The 1st batch of FPM was inaugurated by Shri. Sunil Kumar, Chief Secretary, Government of Chhattisgarh on June 29, 2012. Shri Sunil Kumar encouraged students to think beyond themselves, to develop concern for their community and society.

Objective of the Fellow Programme

The objectives of the programme are:

- To provide students with necessary skills to identify and research complex issues in the field of management
- To contribute to the creation, transmission and application of knowledge in the field of management
- To do research and publications of international standard in inter-disciplinary areas of management that will add value to the society and to the body of knowledge.
- To meet the teaching and research manpower needs of academia and industry by producing highly skilled individuals with exceptional analytical ability and training.

Program Structure

The fellow programme at IIM Raipur has been categorized into following three phases:

- Phase I (Fundamentals of Management)
- Phase II (Specialization)
- Phase III (Doctoral Thesis)

FPM Students will spend generally a little over four years that includes two years of rigorous course work. Course work in the first year provides a general management overview and develops basic skills for analysing managerial problems. In the second year, students will take advanced doctoral level courses in the area of specialization; followed by the doctoral thesis, for the next couple of years. The thesis is aimed to provide with an opportunity to make original contribution to an area of management or to one of its source disciplines. In the following lines we provide the glimpses of these phases

Phase I: Fundamentals of Management

This phase is usually completed in the first year. The programme in this year is designed for developing the required proficiency in general management and a broad understanding in the area of specialization. All students, irrespective of their areas of specialization, take most of the courses offered in the first year of the Post-Graduate Programme. Students take courses in major functional and general management areas such as accounting and control, finance, information systems, marketing, operations, personnel and industrial relations, and strategy. Students are also exposed to basic disciplines of economics, behavioural sciences, and quantitative methods.

Phase II: Specialization

In the second year, students take advanced courses in their area of specialization and related fields for the purpose of acquiring in-depth knowledge. In addition, all students have to take a compulsory package of FPM courses, which are specially designed to develop teaching and research skills and an ability to integrate their learning. During this phase students interact closely with their area faculty and are encouraged to start exploring areas of research in their specialization. The programme beginning 2012 offers specialization in the following areas:

- Business Policy and Strategy
- Economics and Business Environment
- Finance and Accounting
- Marketing
- Operations Management
- Organisational Behaviour & HRM

Phase III: Doctoral Thesis

The thesis provides the student with an opportunity to undertake original research in the area of interest. The thesis should be a scholarly contribution to the knowledge pertinent to the understanding and resolution of management problems. The student develops a written proposal and with the agreement of the thesis advisor gives a seminar on the thesis proposal. The proposal has to be approved by the Doctoral Research Committee (DRC). From then onwards, the student works closely with her/his supervisor on the thesis. When the candidate's supervisor judges that the thesis is complete, the student gives a seminar on the thesis work and subsequently defends orally the thesis before a thesis examination committee. The FPM Chairperson appoints the thesis examination committee comprising the thesis advisor and other members. While the course work formally gets over with the completion of Phase II, students are encouraged to continue taking advanced courses of interest even during this last stage of study.

Five scholars joined Fellow Programme in academic year 2012-13. These students did their first year with first year of PGP students. After the first year the FPM students will have to undergo a 8-10 weeks of summer internship.



5.4 Post-Graduate Programme for Working Executives (PGPWE)

The 1st Batch of PGPWE was inaugurated by Shri. Sekhar Dutt, Hon'ble Governor of Chhattisgarh on October 27, 2012. Hon'ble Governor focussed on innovation and leadership capabilities of the students. He also urged the students to take responsibility on their shoulders for development of this region.



From L to R Dr. M. Kannadhasan, Chairman (PGPWE), Prof. B.S. Sahay, Director IIM Raipur, Shri Shekhar Dutt, Hon'ble Governor, Chhattisgarh, Prof. Ajit Prasad, Dean (Academics), Dr. Pradyumna Dash, Chairman (Admissions)

Programme Objective:

The overall goal of the programme is to broaden core leadership competencies to further enhance the professional growth of participants. The specific objectives of the programme are to:

- Provide participants with the fundamental principles of effective management of modern business organizations.
- Develop understanding of the roles and responsibilities of business managers in increasingly global nature of social and economic orders and corporate operations
- Sharpen diagnostic and analytical skills for effective decision making in complex business perspectives.
- Sensitise participants to the issues of cultural diversity and develop skills for effective management within multi-cultural work environments.
- Develop leadership capabilities to act as change agents and be a source of motivation in the organizations.

Programme Structure

The 18 months Post Graduate Programme in Management for Working Executives (PGPWE) has two sections of three terms each:

I. Foundation Courses

Foundation Courses will focus on creating a strong base of understanding the fundamental principles of effective management in modern business organizations. This section will also focus on developing understanding of the business in increasingly globalised economic and political environment. This will help to crystallise the fundamental conceptual and analytical knowledge. The courses will be aimed to:

- Create Foundation to understand business
- Building Blocks of business activities
- Preparing the candidate for Leadership Position

II. Advanced Courses for Leadership Positions

Advanced level courses will prepare the student for taking up higher responsibility and leadership position. International Immersion will supplement the leadership quality of the students to work in a cross-cultural and global environment. At the end, capstone programme will provide an opportunity to the student to integrate the learning from the programme to take the challenge and lead under uncertain global environment. It will consist of:

- Elective Courses
- International Immersion or Rural immersion programme
- Capstone

Foundation Courses	Advanced Courses
Term I Managerial Economics Organizational Behaviour Accounting for Decision Making Decision Analysis	Term IV Leadership, Values and Ethics International Economic and Political Environment Elective 1 Elective 2
Term II Financial Management Cost Accounting For Decision Making Operations Management Marketing Management	Term V International / Rural Immersion Programme* Elective 3 Elective 4 Elective 5
Term III Supply Chain Management Strategic Financial Management Strategic Human Resource Management Strategic Management	Term IV Elective 6 Elective 7 Elective 8 / Capstones ** Dissertation

List of Electives

The elective courses will be offered in disciplines like Marketing, Finance, Operations, Strategy and HRM. It will be designed based on the profile of the executives.

Marketing

- Advertising & Sales Promotion
- Consumer Behaviour
- Brand Management
- Sales & Distribution Management
- Retail Management
- Services Marketing

Finance

- Business Analysis & Valuation
- Security Analysis & Portfolio Management
- Financial Derivatives
- Project Appraisal & Finance
- Strategic Cost Management

Operations

- Project Management
- Manufacturing Systems Design
- Service Operations
- Quality Management
- Operations Strategy
- Supply Chain Modelling

Strategy

- Merger, Acquisitions & Corporate Restructuring
- Strategic Alliance & Joint Ventures
- Advance Competitive Strategy

HRM

- Conflict & Negotiations
- Performance Management

Pedagogy

The pedagogy at IIM Raipur presents a mix of case studies, lecture sessions by faculty, live interactions with industry experts, business games, simulation exercises and field visits. This has been designed keeping in mind the effect each of these methods have on moulding the minds of young and self-motivated managers.

5.5 Summer Internship

Indian Institute of Management Raipur concluded its Summer Placement for PGP 2012-14, with batch size of 111 students, keeping in trend with last year's success. The institute successfully managed to place a batch more than 2.3 times larger than the previous one. This year 69 companies participated in the placement process making 111 offers. This included 23 last year's recruiters and 46 new companies.

IIM Raipur gathered stupendous support from industry this season. It established fresh industry relations and reinforced the existing ones making the process a success. With an average work experience of 22 months, the current batch has experience in varied areas such as Consulting, Automobile, IT, Banking, Construction and Consumer Electronics. The students forayed into diverse domains such as Marketing, Finance, HR, General Management and Operations for their summer internships.

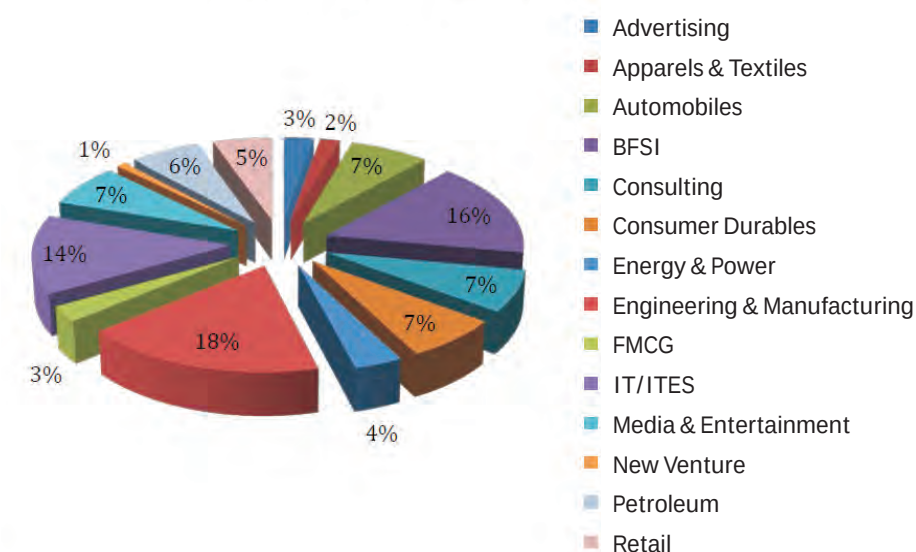
The placement season started in the grandest possible way with the participation of top notch multinational and Indian organizations from diverse sectors ranging from consulting firms, FMCG, consumer durables, IT giants and many more. Marketing sector attracted maximum talent with a multitude of firms and variety of profiles. One student decided to start a new venture during summers, with plans to nurture it during second year, and take it up as a full time opportunity upon graduating.

Sectors

Students were offered summer internships by organizations belonging to diverse sectors such as Banking & Finance, Engineering & Manufacturing, Automobiles, Media & Entertainment, FMCG, E-Commerce, Advertising, IT, Consumer Durables, Consulting.

Majority of the offers were made by the Engineering & Manufacturing sector (20%), closely followed by BFSI sector (17%). Automobiles and Consumer Durables along with Media & Entertainment were the next prominent sectors (8% each).

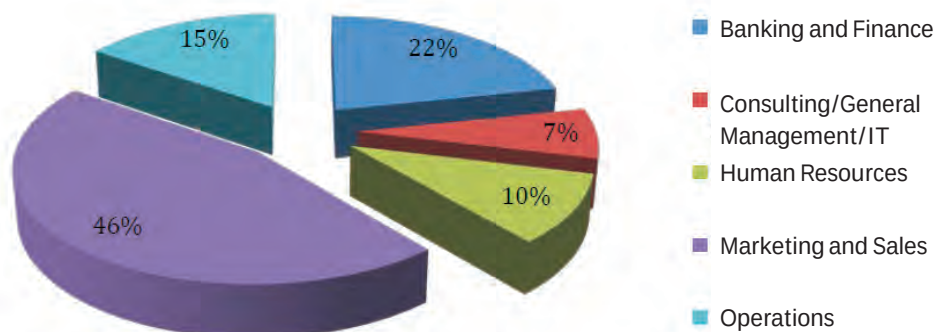
Sector Wise Distribution



Profiles

Marketing (46%) was the most preferred profile by the students, followed by Finance (22%), Operations (15%), HR (10%) and Consulting/General Management (7%).

Profile Wise Distribution



Marketing and Sales:

Marketing and Sales profile was offered by a diverse portfolio of companies which belongs to a wide array of industrial sectors. Many reputed firms amongst the first time recruiters, signified the recognition of IIM Raipur corporate. Starbucks, making its presence felt in India, provided IIM Raipur opportunity for Summer Internship. Profiles offered included the likes of Research, Rural Marketing, Advertising, Brand Management, Brand So Sales, Business Development, Media Marketing, Digital Marketing etc. Ogilvy & Mather, a first time recruiter at IIM Raipur, recruited interns in advertising domain. A much sought after Brand Management profile was by a dynamic brand consulting company. Another exciting profile for pen in new markets was also offered. HT Media and Zee Networks were on largest recruiters in this domain. Some of the prominent companies where the students did internship include Arvin Blue Star, Bharat Petroleum Corporation Limited, Britannia, Café Coffee DCM Shriram Consolidated Limited, Engineers India Limited, Exide Ind Hindustan Coca Cola Beverages, HT Media, Jindal Steel & Power Limit, Maruti Suzuki India Limited, NIIT Limited, Ogilvy & Mather, Pepsico, P Somany Ceramics, Starbucks, Vedanta, Walchandnagar Industries, Zee Net

Consulting/General Management/IT:

Students of IIM Raipur also bagged a variety of profiles with profession recruiters in this domain. PwC, a first time recruiter, offered Tec Consultant profiles. Ernst & Young had offered winter internships in government advisory profile for 12 students. For the first time, a student of IIM Raipur be interning with McKinsey & Company for a financial consulting domain. Growth at IIM Raipur was well appreciated by the esteemed firms such as Redseer con NBC Bearings, CLSA, Hero Moto Corp etc. Prominent companies where the students did internship for short term projects. They include Business Consulting, Ernst & Young, Globals Inc, HPCL-Creda, KPMG, McK Company, Nodwin Group, PricewaterhouseCoopers.

Banking & Finance:

A wide array of organizations offered most sought after finance profiles such as Risk Management, Equity Research, Treasury Management, Corporate Finance, Wealth Management, Financial Consulting and Commodity Trading. Students were offered financial modeling and equity research profiles. An Equity Research and Advisory enterprise that specializes in providing market and stock specific solutions recruited students for financial consulting profile. A private equity based out of Mauritius and a venture capital firm based out of Mumbai participated in the summer internship process for the first time at IIM Raipur. Emkay Global offered an exclusive Wealth Management role to summer interns at IIM Raipur. Prominent companies where the students did their internships include ARC Financial Services, Bank of Baroda, Dion Global, Emkay Global, First Capital, Fino, Globe Capital, HPCL Creda, ICICI Bank, Murugappa Group, NCDEX, Reserve Bank of India, Renault Nissan.

Operations:

Operations had seen a rapid rise as a preferred profile amongst the students at IIM Raipur. Matching with the enthusiasm of students, several big manufacturing and automobile firms recruited from the campus. Some of the most coveted profiles were offered to the students of IIM Raipur. Niche profiles such as Inventory Management Modeling and Supply chain modeling were offered. Some of the prominent companies where the students did internships include Asahi Glass, DCM Shriram Consolidated Limited, Exide Industries, Future Group, Hira Group, Hero MotoCorp, Hindustan Power Corporation Limited, Jindal Steel & Power Limited, Maruti Suzuki India Limited, Somany Ceramics.

Human Resource:

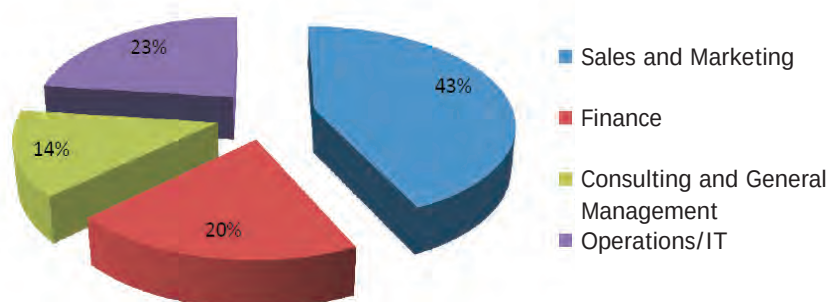
In addition to Operations, HR also saw a marked increase as a preferred profile by the students. The major recruiters hailed from varied sectors such as Automobiles, Energy & Power, Consumer Durables, Apparels and Manufacturing & Engineering. Some of the major firms participated in the process include Arvind Mills, Blue Star, Engineers India Limited, Hindustan Petroleum Corporation Limited, IBM, JSW Energy, PMI- NTPC, Oil India Limited, Renault Nissan, TVS Automobile Solutions

5.6 Final Placement

IIM Raipur is proud to announce its successful completion of the placement process for the second batch of its flagship program - PGP 2011-2013. Out of the 45 eligible students, one had opted out to pursue his career as an entrepreneur. The response received from the industry was overwhelming with prominent recruiters participating in Final Placements 2012 - 13. A total of 52 companies from diverse sectors participated in the process, of which offers from 24 companies were accepted.

The prominent recruiting companies were HSBC STG, Ernst and Young, Ranbaxy Laboratories, Jindal Steel and Power Limited, IBM, Hero MotoCorp, Maruti Suzuki, Godrej & Boyce, Vedanta, ICICI Bank, Yes Bank, Usha International, HT Media, Bharat Petroleum, Hindustan Petroleum, Infosys BPO, Power Finance Corporation etc. Varied profiles offered to the students included elite Global Leadership position by a pharmaceutical company, AVP - Strategy & Operations by an emerging IT company and Executive Assistant to top management by one of the leaders in Infrastructure sector. Other profiles include Leadership Development, International Marketing, Investment Banking, Corporate Planning, International Business, Quality Management and Marketing and Commercial. IBM was the largest recruiter with 4 students accepting the offers made in the area of Operations. Vedanta Group, Hero MotoCorp and Usha International made three offers each with profiles such as Strategic Sourcing, International Sales & Marketing and Commercial. 43% of the accepted profiles were from Sales and Marketing followed by Operations/IT (23%) and from Finance (20%).

Profile Wise Distribution



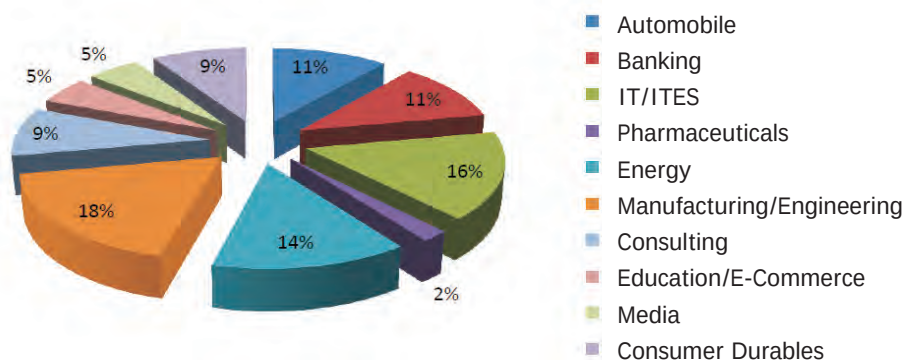
Lateral Placement Process

Lateral placement process started in the grandest manner with leadership profiles being offered by Jindal Steel and Power Limited and Ranbaxy Laboratories. A total of 14 offers were accepted in lateral placement process. One of the world's largest retailers Tesco HSC participated in the placement process with its coveted Strategic Business Consultant profile. IIM Raipur also witnessed profiles such as Executive Assistant to top management, Strategic Sourcing, Corporate Planning, Solutions Design, Business Consultant, IT Consultant etc. The major companies that had participated in this process included Infosys BPO, Ernst and Young, Tesco HSC, Hero MotoCorp, Ranbaxy Laboratories and Jindal Steel and Power Limited. Acumen of the students and academic excellence was lauded by the industry as 85% of students with prior experience of one year or more successfully shifted their careers to a different sector. Continuing with the trend of last year's Final Placement, one student chose the path less travelled - "Entrepreneurship" in Education space. IIM Raipur has seen the emergence of young, innovative Entrepreneurs and would be delighted to encourage entrepreneurs in the coming years.

Sectorwise Placements

Students accepted offers from companies from diverse sectors such as Manufacturing/ Engineering, IT/ITES, and Energy. These sectors were closely followed by Automobile, Banking and Finance and Consulting.

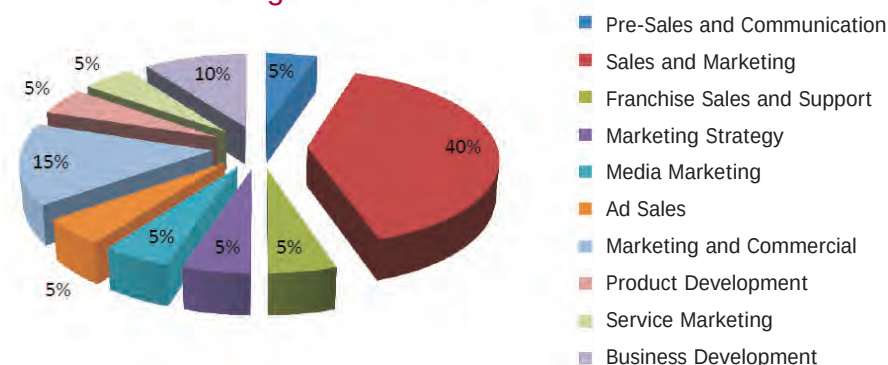
Sector Wise Distribution



Sales and Marketing

Riding on the success of last year's placements in the area of marketing, the batch of 2012-13 also had the highest number of offers (43%) in Sales & Marketing. Automobile, IT, Oil & Gas, Banking, BPO, Consumer Durables and Media companies offered roles such as Sales & Marketing, International Marketing, Business Development, Online Marketing, Dealer Development, Media Marketing and Circulation. One of the international giants provided exclusive International Marketing role. People Group recruited for its Product Management profile. A social entrepreneurship company participated in the process with a unique Branding and Communication profile. Linde India recruited for its Marketing Strategy, Sales and Commercial profiles. A PPO from Tata Motors was accepted in this domain. Prominent Companies - Bharat Petroleum, Godrej & Boyce, Hero MotoCorp, Hindustan Petroleum, HT Media, Linde India, Maruti Suzuki, Mawana Sugars, People Group, Tata Motors, Usha International and Vedanta Group.

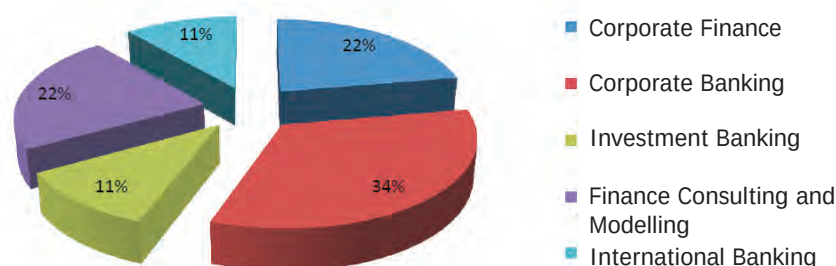
Marketing Domain Profiles



Finance

Out of the entire batch, 20% of the candidates opted for profiles in the financial sector. Investment Banking, Corporate Banking, Valuation, Risk Management, Emerging Corporate Banking, International Banking, Trading, Debt Capital Market, Loan Syndications were the roles offered to the candidates. A niche financial consulting profile in the transportation industry was also offered. A consulting firm based out of Mumbai participated in the placement process with a unique senior analyst profile in treasury and trading. Yes Bank offered International Banking and Emergent Corporate Banking profiles. Prominent Companies - HSBC STG, ICICI Bank, Power Finance Corporation, RITES, Tata Power, Trident Group and Yes Bank.

Finance Domain Profiles



Operations / IT

23% of the batch chose Operations and IT profiles. Profiles such as Quality Management, Strategic Sourcing, Merchandise Operations and Strategy were offered in Operations. Hero MotoCorp offered a senior Strategic Sourcing role to students of IIM Raipur with prior experience. An emerging IT company participated in the placement process by offering its AVP - Strategy and Operations profile. An offshore IT company of one of the world's largest insurance company participated in the placement process with its unique Business Transformation Analyst profile. Prominent Companies - Hero MotoCorp, IBM, Infosys BPO, L&T Hydrocarbon, Maruti Suzuki, Walchand Nagar Industries.

Consulting and General Management

Ranbaxy Laboratories hired for its coveted Global Leadership Program. Executive Assistant to top management profile by a conglomerate and a leading infrastructure firm was a feather in the cap in the lateral placement process of the institute. Jindal Steel and Power Limited recruited for its Jindal Lead Management Trainee (JLMT) program. An emerging data analytics company offered its senior project manager profile as a part of lateral placement process. Ernst and Young offered its Business Consultant role to the students after the exuberant performance of twelve students during their winter internship with E&Y Government Advisory.

Prominent Companies - Ernst and Young, I-Maritime Consulting, Infosys BPO, Jindal Steel and Power Limited, MuSigma and Ranbaxy Laboratories

A Snapshot of the Final Placement 2013

- Total number of companies participated in the process: 52
- Total number of companies whose offers were accepted: 24
- Total number of PPOs/ total number of accepted PPOs: 4/1
- Participation of companies from a variety of sectors offering various attractive and niche profiles.

Some of the profiles that were offered include Investment Banking, Corporate Banking, Transaction Banking, Trading, Brand Management, International Marketing, Strategic Vendor Sourcing, Corporate Planning and Leadership Profile.

The feedback from the recruiters had been encouraging and many of them have promised to participate in the process in coming years. We thank all those who were associated with us and helped us in the process. Without the help of esteemed corporate recruiters, the Director, Faculty Colleagues, Placement Committee members, administrative staff and the cooperation of the media, this wouldn't have been possible.

5.7 Annual Convocation

5.7.1 1st Annual Convocation in May 2012

The First Annual Convocation of Indian Institute of Management- Raipur, was held at its Sejabahar Campus on 1st May, 2012 amidst much anticipation, excitement, joy, and pride. Decked in their graduation robes, the 1st batch of new, enthusiastic managers listened patiently to the words of wisdom from some of the most respected names of the country- Shri Nandan Nilekani the Chief Guest and Shri Hari S. Bharita-Chairman, Board of Governors, Indian Institute of Management, Raipur.



Group photograph of 1st Batch of PGP 2010-12

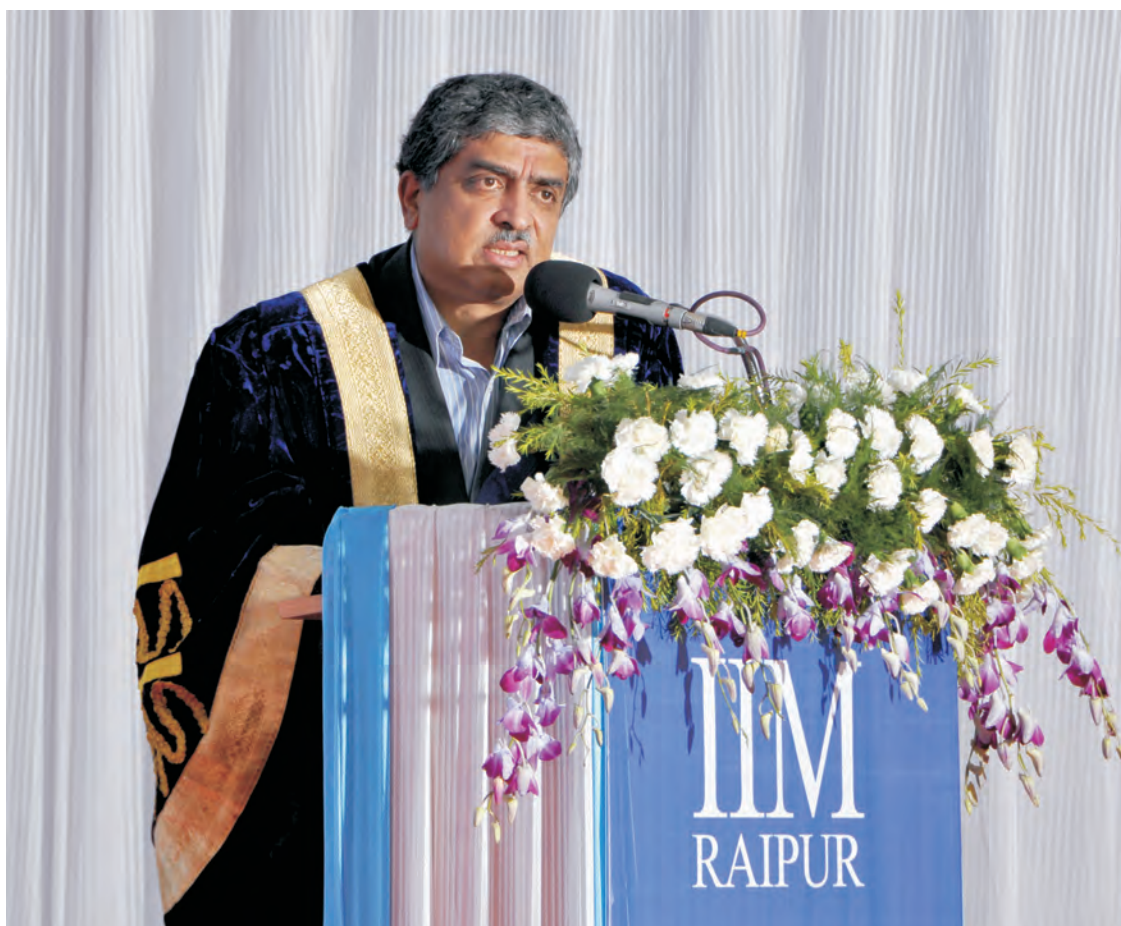
The Convocation began with traditional lighting of the lamp and with an invocation to the Goddess of Learning and Knowledge- Goddess Saraswati. Director of the Institute Prof. B. S. Sahay presented his first Report. He emphasized the philosophy of the Institute of nurturing and developing the best of managerial talent, with aim of contributing ethically to the growth and development of the nation, organization and all its stakeholders. Prof. Sahay highlighted the Institute's continuous endeavour to promote excellence in academics, research, executive education, international linkages and maintaining strong industry interface. He informed that IIM Raipur received very encouraging response from recruiters that are market leaders in their segments.



Photograph of 1st Annual Convocation of IIM Raipur

Shri Hari S. Bhartia, Chairman, Board of Governors, Indian Institute of Management, Raipur applauded the cooperation from the Central Government, Ministry of HRD, the State Government, students, faculty members, Board of Governors in setting a new standard in management education. In keeping with the foundation principle of IIM Raipur he asked the students to be step into the world with a commitment to use the knowledge they have acquired at the Institute and transform the society. With anecdotes from his personal experience he shared with the students some tips for a rewarding personal and professional life. Amidst between thunderous applause from students and their beaming parents, diplomas were awarded by Shri Hari S. Bhartia to the 66 students of the passing out batch. Four Gold medals for outstanding performance were given by the Chief Guest Shri Nandan Nilekani adding to the excitement of the students.

Shri Nandan Nilekani between much accolades, in his convocation address most eloquently carved out the special importance that the first convocation holds for the Institute. He pressed the need for high quality management education that meets the unique challenges of India and helps "ushers in a brighter future for every Indian." Emphasizing on the role and importance of identity for every Indian he believed that the most important task is of providing digital infrastructure that gives Indians an access to all facilities as well as provide a forum to communicate. At the end he asked the students to form an identity of their own in the rapid changing world. The function was attended by 400 invitees & dignitaries prominent among them were BoG & IIM Society Shri Hari S. Bhartia Chairman, Board of Governors, Shri Sunil Kumar, Chief Secretary, Government of Chhattisgarh, Ms. Chokila Iyer Former Foreign Secretary Prof. Lakshman Chaturvedi, Vice-Chancellor, Guru Ghasidas Vishwavidyalaya Dr. S.C. Vats, Dr. D.K. Paliwal, Member Secretary, National Board of Accreditation, Ms. Nidhi Chhibber, Secretary (Technical Education) Government of Chhattisgarh.



5.7.2 2nd Annual Convocation 30th March 2013

It was an event that marked the first step for fresh graduates to step out into the world and stand true to their lessons and learning at IIM Raipur. 41 students of the Post Graduate Programme in Management (PGP) were awarded their diplomas at the 2nd Annual Convocation held on Saturday, March 30, 2013.

Decked in their robes, the students of the graduating batch were addressed and motivated by none other than Shri Sam Pitroda, Advisor to the Prime Minister, the Chief Guest for the solemn occasion. The students were also encouraged by Shri Hari S Bhartia, Chairman, Board of Governors (BoG) and Prof. B. S. Sahay, Director IIM Raipur.

Prof. B. S. Sahay, Director IIM Raipur, presented the Director's Report where he informed of various achievements made by the Institute in the year. Predominantly he stressed on several new courses being started at IIM Raipur in keeping with its core values of providing world class management education and training, to produce relevant and high quality research and groom future academicians. He also informed that IIM Raipur had associated with international institutes of repute for encouraging flow and constructive sharing of cross cultural knowledge and sustaining faculty and students exchange and exposure.

The Director thanked the management of 52 companies who had shown interest in IIM Raipur in placement of our students. Some of the prominent companies which participated in the process were HSBC, Ranbaxy, JSPL, Hero Moto Corp, Maruti Suzuki, Godrej & Boyce, Vedanta, ICICI Bank, Yes Bank, Usha International, HT Media, BPCL, Infosys BPO etc.

Shri Hari S. Bhartia, Chairman, Board of Governors thanked the Central and State Government for its continuous support and encouragement. He said that one of the ideals of the Institute which believed in creating ethical leaders who are not only committed to business, commerce and industry but are also socially conscious towards their contribution in nation building and bring in name for the country globally.



Group photograph of 2nd Batch of PGP 2011-13

The Chief Guest Shri Sam Pitroda, an internationally respected development thinker, policy maker, telecom inventor and entrepreneur credited with India's technology and telecommunications revolution in the 1980s, has been a leading campaigner to bridge the global digital divide. As Adviser to the Prime Minister of India on Public Information Infrastructure and Innovations and as Chairman of the National Innovation Council he has undertaken the ambitious task of providing a plan for creating digital infrastructure in the country for enhancing governance and improving delivery of public services. He is working on several initiatives to boost innovation performance in the country. He holds close to 100 worldwide patents and has published and lectured widely in the US, Europe, Latin America and Asia.

Delivering the convocation address, he asked the students to dream, dare and share their dreams and have faith in them, "The time to take a step forward to do 'crazy' stuff is now, because if you don't do it now, you will not be able to accomplish it ever. Dream and don't give heed to those who say that you are on a wrong track,.... believe in the might of self and the power of dreams, of a vision which will help you achieve whatever you want to achieve in life" He also shared with the students the lessons he had learnt in his life, he urged the students to:

- Focus on Job,
- Focus and develop a Disciplined life,
- Cultivate a Positive attitude, remember that "the glass is always half full"
- Understand and follow Corporate Roles and Relationships,
- Be a team player,
- Innovate, develop a multidisciplinary approach and sharp analytical abilities and
- Develop the art of self-review. "Develop a sense of what you are, where have you reached and what you have to do."



Excitement filled the air as the students were awarded medals and their diplomas with proud parents beaming with joy. Amidst thunderous applause the medals were awarded by Shri Sam Pitroda who stood as an ideal and icon for the young minds. Medals for meritorious performance and all round leadership potential were awarded namely:

- The Board of Governor's Chairman Gold medal for best academic performance in the graduating class was awarded to Kanika Khandelwal.
- The Director's Gold Medal for second best academic performance in the graduating class was awarded to Navjeet Siddhu.
- The Post-Graduation Programme Chairman Gold Medal for the third best academic performance in the graduating class was awarded to Mayank Raizada and Amit Singh.
- Best overall performance medal for outstanding all round performance including excellent organizational abilities, leadership qualities, overall conduct, institution building and active participation in extra-curricular activities was awarded to Srinath Vijayan.

The function was attended by around 450 invitees and guests, senior functionaries of Central & State Governments and members of IIM Society Raipur and Board of Governors. Prominent among them were Shri Hari S. Bhartia, Chairman, Board of Governors Shri Sunil Kumar, Chief Secretary, Government of Chhattisgarh Prof. Lakshman Chaturvedi, Vice-Chancellor, Guru Ghasidas Vishwavidyalaya, Shri Kewal Handa, Managing Director, Pfizer Ltd., Ms. Nidhi Chhibber, Secretary (Technical Education) Government of Chhattisgarh

6.0 Faculty

The details of the full time and visiting faculty are as under:

6.1 Full Time Faculty

Prof. B. S. Sahay, Director IIM Raipur

B.Tech.(BIT Sindri), M.Tech (IIT Delhi), Ph.D. (IIT Delhi)

Past Association: Director of MDI Gurgaon and IMT Ghaziabad

Interest Areas: Supply Chain Management, World Class Manufacturing, Productivity Management, Business Modeling

Prof. Ajit Prasad, Professor & Dean (Academics)

M.A. (Delhi School of Economics), M.Sc (London School of Economics),

PGDM (IMI), Ph.D. (Patna University)

Past Association: SPJIMR Mumbai, IMI, MDI, SAIL, SBI, Planning Commission

Interest Areas: Strategic Management

Prof. Vinita Sahay, Professor & Chairperson (Fellow Programmes & Students Affairs)

PGDBA (Marketing), M.A. (Economics) Gold Medallist, Ph.D. (Customer Value)

Past Association: IMT Ghaziabad

Interest Areas: Marketing of Services, Product & Brand Management, Retailing & Supply Chain Management, Customer Relationship Management

Prof. Sanjeev Prashar, Professor & Chairman (Placement & Corporate Communications)

MBA (Marketing), MBF (Finance), Ph.D. (Exports Management)

Past Association: IMT Ghaziabad

Interest Areas: Sales Management, Rural Marketing, Marketing Management, International Marketing

Prof. Subrata K. Mitra, Associate Professor & Chairman (Library & ITS)

MCM, CFA, Ph.D. (University of Pune)

Past Association: IMT Nagpur, IRMA

Interest Areas: Corporate Finance, Financial Modeling, Empirical Finance, Investment Analysis & Portfolio Management

Prof. Naval Bajpai, Associate Professor

M.Sc. (Stat), MBA, Ph.D. (RSU)

Past Association: ABV-IIIITM, IIIT, BIT Durg

Interest Areas: Business Statistics, Business Research Methods

Prof. Pradyumna Dash, Associate Professor, Chairman (Admissions & International Relations),

M.A (Economics) Gold Medallist, Ph.D. (IIT Bombay)

Past Association: IIM Indore, IBS Mumbai

Interest Areas: Applied Econometrics, Macro Economics

Prof. M. Kannadhasan, Assistant Professor & Chairman (PGPWE)

MBA, MFT, M.Phil, Ph.D.

Past Association: Bharathidasan Institute of Management

Interest Areas: Capital Markets, Behavioural Finance, Corporate Finance

Prof. Omkarprasad Vaidya, Assistant Professor

M.E. (Production), Fellow (NITIE)

Past Association: SCMHRD, Army Institute of Technology

Interest Areas: Operations Management, Supply Chain, Six Sigma

Prof. B. Pavan Kumar, Assistant Professor & Coordinator (ITS)

MBA, Ph.D. (IIT KGP)

Interest Areas: Organizational Behavior, Human Resource Management, Industrial Relations, Compensation Management, Emotional Intelligence

Prof. ShubhraHajela, Assistant Professor & Coordinator (Corporate Communications)

M.A, D.Phil (Psychology)

Past Association: IPE (Hyderabad), NIRD

Interest Areas: Organizational Behavior, Human Resources Management

6.2 Visiting Faculty

Prof. C.P. Gupta (MDI Gurgaon)

M. Phil. (Finance), PG Dip. O.R., Ph.D. (Finance)

Interest Areas: Investment Decisions, Investment and Portfolio Management, Quantitative Finance, Fuzzy Decision Making and Financial Modeling

Prof. Charanpreet (Praxis)

B.Tech (IIT Kanpur), MBA (University of Iowa)

Interest Areas: Marketing, Information Technology and Strategic Management

Dr. Dinesh Kumar Likhi (MIDHANI)

IIT Delhi, Maastricht School of Management, AIMA, IIT Roorkee

Interest Areas: Strategy, Operations Management, Specialist Metal and Mineral Industry, SBU Management, Operations Management, Project Management, HR Management, SCM, Marketing of Industrial Products

Prof. Govindrajan (Praxis)

B.Com (Utkal University), PGDM (IIM Ahmedabad)

Interest Areas: Marketing, Brand Management and Sales & Distribution Management

Prof. Himanshu Rai (IIM Lucknow)

Fellow (IIM Ahmedabad), B.E. (NITSurathkal)

Interest Areas: Human Resource Management, Managerial written and oral communication, Negotiation, Human Resource Planning, Advanced Business Research Methodology, Leadership, Developing Negotiating Ability, Cross-Cultural Issues in Conflict Management, Spirituality and Management, Management in Indian Scriptures

Prof. Mala Sinha (FMS Delhi)

Ph.D. (Psychology)

Interest Areas: Organizational Behavior, Organizational Effectiveness and Change, Cross Cultural Management

Prof. Nitender Dhillon (Ex-MDI Gurgaon)

Fellowship in Management (Finance and accounting), IIM Ahmedabad

Interest Areas: Financial Accounting, Cost Accounting, Corporate Finance and Capital Market Behavior

Prof. Rashmi Aggarwal (IMT Ghaziabad)

LLB, LLM, Ph.D. (Punjab University)

Interest Areas: Legal Issues in Business

Prof. Ravi Shankar (IIT Delhi)

MBA (Telecommunications Systems Management), IIT Delhi; Ph.D. (IIT Delhi)

Interest Areas: Supply Chain Management, Operations Management, Project Management, Total Quality Management and Six Sigma, Strategic Technology Management, Quantitative Modeling, Knowledge Management

Prof. Rohit Mehtani (IIFT Delhi)

Masters (Global Political Economy), University of Hull, England
Interest Areas: International Business Diplomacy & Negotiation

Prof. Ruppal W Sharma (IIFT Delhi)

BA (Hons.) Economics (LSR, Delhi University); MBA (International Business), IIFT Delhi
Interest Areas: Brand Management, Marketing Communication

Mr. SnehanandSinha (Freelancer)

PGDBM (Marketing, HR), XLRI Jamshedpur
Interest Areas: Consulting, Outsourcing, Investments, Retirement, Health & Benefits, Human Capital, Communication, Mergers & Acquisitions

Prof. Sushil Kumar (IIM Lucknow)

Bachelor of Science, Haryana Agricultural University, Hisar, India; Master of Science, Indira Gandhi National Forest Academy, Dehradun, India; Master of Science, Indian Agriculture Research Institute, New Delhi; Doctor of Philosophy, University of Toronto, Toronto, Canada; SSHRC Post Doctoral Fellow, University of Toronto, Toronto, Canada
Interest Areas: E-governance, Competitiveness, Change Management

Prof. Mayank Joshipura (NMIMS, Mumbai)

MBA (Finance), Ph.D.
Interest Areas: Areas of Derivatives, Portfolio Management, Quantitative Applications in Finance, Financial Risk Management and Corporate Finance

Prof. KoilakuntlaMaddulety (NITIE)

B. Tech., DIM, PGDIM, PGDOM, MBA, M Phil., Ph. D.
Interest Areas: Production & Operations Management, Applied Statistics, Business Statistics, Total Quality Management and Six Sigma, Design of Experiments and Quality Management, Operations Research, Quantitative Methods

Prof. ShaliniVerma (Consultant)

Ph.D., Communications
Interest Areas: English Literature, Human Rights, Communication & Journalism, Communication Strategies, Emotional Intelligence, Employability Enhancement, Soft Skills, Inter personal relationship Management, Image Management and Personal Branding

Prof. Seema Singh (IIT, Kharagpur)

Ph.D., BHU
Interest Areas: English Language Teaching, Managerial Communication Styles, Communication Skills

Prof. Abhijit Roy (Ex-SBI)

BSc. (Physics Hons.), M.A. (Econ), Diploma in Management
Interest Areas: Corporate Finance, Project Finance, Capital Market Instruments, International Banking, Branch Banking, Commercial Banking Insurance and Asset Management, Risk and Asset Management

Prof. Harsh Verma (FMS)

M.Phil., Ph.D.
Interest Areas: Marketing Management, Consumer Behavior, Marketing of Services, Brand Management

Prof. MadhuVij (FMS)

Ph.D., FMS
Interest Areas: Financial Management, Financial and Management Accounting, International Financial Management, Management of Financial Institutions, Management of Financial Services, Financial Decision Analysis

Prof. Rajan Chhibba (MD, IBA, Delhi)

MMS, Marketing, B.Tech (IIT Delhi)

Interest Areas: Entrepreneurship; Consumer Behaviour; Government Policy; Business Strategy; Logistics and Supply Chain

6.3 Officers

The details of the Non faculty officers are as under:

1. **Shri B R Khairnar**
Advisor (Administration, Finance & Accounts)
2. **Dr Chandrakanta Swain**
Librarian
3. **Shri H K Debata, Financial**
Financial Advisor & Chief Account Officer
4. **Shri Biswanath Behera**
Administrative Officer (Programmes)



7.0 Research Publications and Conferences

Research is at heart of IIM Raipur. IIM Raipur has introduced research policy and incentive for doing research to give impetus to high quality research and publications. As per our research policy, if any faculty member from IIM Raipur publishes in the A-class journals, faculty will get cash reward of Rs. 5.00 lacs and one additional chance to present paper in an international conference. Similarly for publishing in B and C class journals, faculty will get cash reward of Rs. 3.00 Lacs and Rs. 1.00 Lac respectively.

During the year, faculty members have authored about 2 book and, published and presented 24 research papers in national & international journals & conferences and 9 cases in Richard Ivey School of Business. One of the faculty members is on the editorial board of four international journals. List of books, cases and papers published/presented by the faculty members are given below:

7.1 Books Published

Miti Garg, Sumeet Gupta, (2012), "Cases on Supply Chain and Distribution Management: Issues and Principles," IGI Global, Hershey, USA.

M. Kannadhasan, (2012), Risk Analysis in Strategic Investment Decisions - A Contingency Approach, Lap Lambert Academic Publishing, Germany -(ISBN 978-3-8484-1959-3).

7.2 Research Papers Published

Mohammed Laeequddin, B.S. Sahay, Vinita Sahay, Waheed Kareem Abdul, "Trust Building in Supply Chain Partners Relationship - An Integrated Conceptual Model", Journal of Management Development, Vol. 31 Iss: 6, 2012.

Singh Harvinder and Sahay, Vinita, (2012) "Determinants of shopping experience: Exploring the mall shoppers of national capital region (NCR) of India" International Journal of Retail & Distribution Management, Emerald Group Publishing Limited,. Volume: 40 Issue: 3, 2012, pp. 235-248.

Chunjie Xiang, Yaobin Lu, Sumeet Gupta, (2013) "Knowledge Sharing in Information System Development Teams: Examining the Impact of Shared Mental Model from a Social Capital Theory Perspective", Behavior and Information Technology, Published online on 15 Jan, (DOI 10.1080/0144929X.2012.745901).

Rajeev Roy, (2012), Moving to products: entrepreneurial IT firms in India, International Journal Project Organisation and Management, Vol. , No. , pp.

Hee-Woong Kim, Sumeet Gupta, So-Hyun Lee, (2013) "Examining the Effect of Online Switching Cost on Customers' Willingness to Pay More", Asia Pacific Journal of Information Systems, 23 (1), pp. 21-43.

Khendelwal, U. and Bajpai, N. (2012): Price fairness and its linear dependence on consumer attitude: A comparative study in metro and non metro city, European Journal of Business and Management, Vol. 4, No.10, pp 94-101

Hee-Woong Kim, Yunjie Xu, and Sumeet Gupta, (2012) "Which is more important in Internet Shopping, perceived price or trust?" Electronic Commerce Research and Applications, 11, pp. 241-252.

O.P. Vaidya, (2012), Performance Evaluation in Indian Corporate Organizations: A Survey, Procedia- Social and Behavioral Sciences, Vol. 37, pp. 38-45, Elsevier Publications, May.

O.P. Vaidya, (2012), Study of Emerging Issues in Supply Risk Management in India, Procedia- Social and Behavioral Sciences, Vol. 37, pp. 57-66, Elsevier Publications, May.

O.P. Vaidya, (2013), An Application of TOPSIS in Evaluating Retail Business Decisions, The journal of National Institute of Quality and Reliability, Vol 6, Issue No 1, Jan.

Shuiqing Yang, Yaobin Lu, Ling Zhao, Sumeet Gupta, (2012), "Does Context Matter? The Impact of Use Context on Mobile Internet Adoption, International Journal of Human-Computer Interaction, 28 (8), pp. 530-541.

Ling Zhao, Yaobin Lu, Sumeet Gupta, (2012) "Disclosure Intention of Location-Related Information in Location-Based Social Network Services," International Journal of Electronic Commerce, 16(4), pp.63-89.

Yaobin Lu, Sumeet Gupta, (2012), Mobile payment services adoption across time: an empirical study of the effects of behavioural beliefs, social influences, and personal traits, Computers in Human Behavior, Vol., No. pp.

Dash, P. and Bhole, L. M. (2012). "Measuring the Natural Rate of Interest for India"

Shuiqing Yang, Yaobin Lu, Ling Zhao, Sumeet Gupta, (2012), 'Empirical investigation of customers' channel extension behavior: Perceptions shift toward the online channel', Computers in Human Behavior, Vol. No. , 2012

Hee-Woong Kim and Sumeet Gupta, (2012) "Investigating customer resistance to change in transaction relationship with an Internet vendor," Psychology & Marketing, 29(4), pp. 257-269.

Venkata Viajya Kumar P, (2013), "Value-Based Accounting: A Performance Analysis of Indian Industry" published in IUP Journal of Accounting Research & Audit Practices, 12(1), pp.7-20.

L.M. Bhole and P. Dash (2012) "Measuring the Natural Rate of Interest for India" published in Indian Economic Journal, Vol. 59(3), pp 38-55.

7.3 Cases Published

Subrat K. Mitra, (2012), Valuing Rajat Bhatia's Business Plan, Richard Ivey School of Business

Sanjeev Prashar, (2012), 9labels - Is Social Media Leading the way to Success?, European Case Clearing House

Sanjeev Prashar, (2012), Inking Fruits: Showing the way with Social Media, European Case Clearing House

Sanjeev Prashar (2012), Jaypee Cement: Amalgamation of Two Brands, Ivey Publishing

Sanjeev Prashar , (2012), Apple iPad in India: Was there a Way out?, Ivey Publishing

Sanjeev Prashar, (2012), Low Cost Carriers in India, SpiceJet's Perspective, Ivey Publishing

Note on the Evaluation of Mutual Fund Performance (Simplified Chinese version), IVEY publishing, Product Number: 9B11NC20, Publication Date: 5/30/2012

Frozen Food Products: Cost of Capital, IVEY publishing, Product Number: 9B12N028, Publication Date: 11/22/2012

Frozen Food Products: Cost of Capital (Teaching Note), IVEY publishing Publication Date: 11/22/2012

7.4 Papers Presented

Heng Xu, Sumeet Gupta, Mary Beth Rosson, Jack Carroll, (2012), Measuring Mobile Users' Concerns For Information Privacy, International Conference on Information Systems ICIS 2012, Dec. 16-19, Florida, USA

Kannadhasan M, (2013) Does Financial Leverage influence Investment Decision? - The case of Pharmaceutical firms in India, India Finance conference, at IIM Ahmedabad.

Kannadhasan M and Venkata Viajya Kumar P, (2013), "The role of Financial Performance as a Moderator on the relationship between financial leverage and total shareholders' return" 2013 India Accounting & Finance Conference, IIM Lucknow during September 9-11.

O.P. Vaidya, (2012), An approach for multi-dimensional performance using DEA and TOPSIS, XVI International Conference of the Society of Operations Management, IIT Delhi, December

O.P. Vaidya, (2012), A Multi Criteria Framework for Evaluating Supplier Risk, XVI International Conference of the Society of Operations Management, IIT Delhi, December

O.P. Vaidya, (2012), Evaluating Tourism Performance of Various States: A DEA Approach, 54 th National Convention of Indian Institution of Industrial Engineering, Bangalore, October.

7.5 Member of Editorial Board

Prof. B.S. Sahay is on the Editorial Advisory Board of International Journal of Logistics Management, Emerald Publishing, ISSN: 0957-4093

Prof. B.S. Sahay is on the Editorial Advisory Board of Supply Chain Management: An International Journal, Emerald Publishing, ISSN: 1359-8546

Prof. B.S. Sahay is on the Editorial Advisory Board of Business Process Management Journal, Emerald Publishing, ISSN: 1463-7154

Prof. B.S. Sahay is on the Editorial Advisory Board of Journal of Indian Business Research, Emerald Publishing, ISSN: 1755-4195



8.0 Executive Education and Consultancy

8.1 Executive Education (MDP)

Executive education is one of the vital components of IIMs offerings. Organisations are increasingly recognising executive education as a crucial tool for developing their managers and executives. The underlying assumption is that it can improve managerial decision making, by creating and transmitting knowledge, which in turn has a positive impact on company performance. In terms of faculty delivering executive education programs, IIM Raipur highlights the importance of concerned faculty having relevant knowledge and experience of various business and organizational contexts as a key success factor in executive education. This means that faculty involved in executive education need to develop the capacity not only to apply their own research to the organizational and individual context, but also to create research content that matters to practice. Thus, the production and diffusion of knowledge is not treated as separate realms; instead, their capacity to cross-fertilise each other is more widely appreciated and utilized at IIM Raipur.

Executive Education program of IIM Raipur aims at broadening the horizon of participants and strengthening their skills to prepare them to face the challenges of the global business. IIM Raipur offers programs at the senior and middle management level participants also gain new insights from fellow participants from other organizations.

The institute offer tailor made in-company executive development programs for executives for middle and senior level management of different organizations including private sectors, Public sectors and Government. The Institute offered following programmes during 2012-13.



IIM Raipur organised five MDPs for Sochool Leadership & Management for Principals of Secondary Schools (State Council for Education Research and Training) and the programe was co-ordinated by Prof. Ajit Prasad, Prof Vinita Sahay, Prof Sanjeev Prashar, Prof S.K. Mitra, Prof Shubhra Hajela

MDP on General Mangement Programme for Working Executives of Chhattisgarh Government (Chhattisgarh State Civil Supplies Corporation Limited) was co-ordinated by Prof. P Dash and Prof O.P. Vaidya

8.2 Consulting Projects Detailed Status Report

At IIM Raipur, consultancy and professional activities are to be encouraged since these form integral parts of education, training and research activities both of the Institute as well as of individual faculty. The objective behind undertaking consultancy and professional activities is to help improve management systems in various work organizations, and there from acquire insights into the knowledge application and problem solving. It is envisaged that learning derived from consultancy and/or professional activities would be made use of in class-room teaching and training sessions, and also in publication and research. At the same time, given the multiple demands on the faculty time, appropriate balance needs to be maintained between various activities so as to ensure that any one task is not performed at the cost of others. The Institute did following consulting assignments during the year 2012-13:

1. BRGF impact assessment study by the team comprising of Prof. S.K. Mitra and Prof. Subhra Hajela.

The main objective of the project was to assess the impact of various aspects of the scheme (BRGF) in order to ascertain its effectiveness and guide the changes required to increase its effectiveness. The study will measure the impact of various aspect of the scheme with respect to the :

- Program objectives: how far has BRGF been able to accomplish the goals it aimed at fulfilling
- Highlight what has worked: this will involve developing case studies/caselets to highlight the aspects that have worked.
- Identify Challenges: challenges/shortcomings will be identified and noted
- Offer suggestions for improvement: on the basis of the above suggestions will be given.

2. Developing Business Plan, Marketing Strategy & Process Re-engineering for Achieving Excellence (Raipur Dugdh Sahakari Mahasangh Maryadit) by the team comprising of Prof. Sanjeev Prashar, Prof. Vinita Sahay and Prof. Sumeet Gupta.

The objective of the progrme was to develop Business Plan Marketing Strategy & Process Re-engineering for achieving excellence, Detailed study of the business, in-bound supply chain (procurement, societies), out-bound supply chain (distribution, marketing), plant operations (processing, chilling and quality management).

3. Commercial and Financial management in Procurement and settlement of Paddy of Public Distribution System in Chhattisgarh by the team comprising of Prof. Vinita Sahay, Prof. K.K. Ray and Prof. Sumeet Gupta.

The objective of the project was to conduct a detailed process study of paddy procurement, storage, milling and distribution of rice, to identify the inefficiencies if any in the procurement system and suggest improvement plans, to identify the issues relating to paddy storage and suggest some scientific way of storage. To identify the issues relating to milling process and suggest the process improvements, to study the deficiencies if any in financial management of MARKFED in paddy procurement and disbursement and suggest alternative approaches.

4. Raipur Nagar Nigam City Transport Study

The project is to asses the impact of city buses under JNNURM. The project is being co-ordinated by Prof. Rajeev Roy.

9.0 Collaboration & Partnership

9.1 International Collaboration & Partnership

IIM Raipur aims to be one of the top business schools in the world, offering world-class research environments and programmes. In an increasingly globalized world close international cooperation at all levels will play a vital role for IIM Raipur's possibility of producing quality research and education that meet the contemporary requirements of the government, business community and contribute immensely towards innovation, competitiveness and value creations. IIM Raipur wishes to strengthen its international position and branding:

- to enhance its International Relations with internationally recognized business schools and universities across the world.
- to build the study environment of global standards.
- to develop and strengthen the level of cooperation on research and education with International business world.
- to participate in the International Rankings for Post Graduate Programme and Executive Post Graduate Programmes.
- to develop its areas of cooperation such as Faculty Exchange, Student Exchange, Joint and Collaborative Research, Joint Conferences, Joint Seminars, Joint Workshop and Symposium with internationally recognized business schools and universities across the world.
- to encourage administrative staff to get international exposure in order to ensure efficient and professional commitment.

IIM Raipur signed six MoUs during the period of 1 April 2012 to 31 March 2013 in the area of students exchange, faculty exchange, collaborative research and joint conferences & programmes:

IESEG School of Management, Paris, France

Indian Institute of Management (IIM), Raipur, has signed a Memorandum of Understanding (MoU) with the IESEG School of Management seeking student and faculty exchange programs, collaborative research projects and organization of joint academic and scientific activities. The MoU was signed by Prof. B S. Sahay, Director, IIM, Raipur and Prof. Jean-Philippe AMMEUX, Director General & Dean, IESEG School of Management, Lille & Paris. Each institution will accept Post-Graduate students from the other institution starting from the academic year 2013-14. They have agreed to exchange up to five students for one semester/term of study per academic year. No tuition fee will be charged by the partner or host institution. IESEG and IIM Raipur will also exchange faculty members, which will create a strong basis for the development of joint training programs, formulating joint research projects, exchange of teaching materials, and so on. Under this agreement IESEG and IIM Raipur may invite faculty members from the partner School to teach part of a course or a full course



Prof. B.S. Sahay, Director, IIM, Raipur and Prof. Jean-Philippe AMMEUX, Director General & Dean, IESEG School of Management, Lille & Paris signing MoU.

Grenoble Ecole de management, Grenoble, France

Indian Institute of Management (IIM), Raipur, has signed a Memorandum of Understanding (MoU) with the Grenoble Ecole de Management seeking student and faculty exchange programs, collaborative research projects and organization of joint academic and scientific activities. The MoU was signed by Prof. B.S. Sahay, Director, IIM, Raipur and Prof. Loick Roche, Dean, Grenoble Ecole de Management, Grenoble, France. Grenoble Ecole de Management is one of the leading business schools in France. The institute has ten sites abroad. They are based in China, Georgia, Lebanon, Morocco, Russia, Saudi Arabia, Singapore, Switzerland, UK - London, and USA. The co-operation program aims to foster advancement in teaching, research, cultural understanding, as well as international reputations of both institutions through: the exchange of postgraduate students, faculty members, and academic information and materials; the organisation of joint corporate training programs, joint research programs, joint conferences; and other academic exchanges that both institutions agree to. Each institution will accept Post-Graduate students from the other institution starting from the academic year 2013-14. They have agreed to exchange up to five students for one semester/term of study per academic year. No tuition fee will be charged by the partner or host institution. Grenoble Ecole de Management and IIM Raipur will also exchange faculty members, which will create a strong basis for the development of joint training programs, formulating joint research projects, exchange of teaching materials, and so on. Under this agreement Grenoble Ecole de Management and IIM Raipur may invite faculty members from the partner School to teach part of a course or a full course. Grenoble Ecole de Management has been accredited by AACSB, EQUIS and AMBA and has collaborations with IIM Bangalore and IIM Lucknow.

HHL Graduate School of Management Leipzig, Germany

Indian Institute of Management (IIM), Raipur, has signed a Memorandum of Understanding (MoU) with the HLL Leipzig Graduate School of Management seeking student and faculty exchange programs, collaborative research projects and organization of joint academic and scientific activities. The MoU was signed by Prof. B. S. Sahay, Director, IIM, Raipur and Mr. Frank Hoffmann, Director, International Relations, HLL. Cooperation should mainly be concentrated on the exchange of students which should give students the opportunity to pass an acknowledged and integrated study term in a partner institution abroad. HLL Leipzig Graduate School of Management is accredited by AACSB and has collaborations with IIM Ahmedabad, IIM Bangalore, IIM Calcutta, IIM Lucknow and IIM Kozikode.



Prof. B. S. Sahay, Director, IIM, Raipur and Prof. Frank Hoffmann, Director, International Relations, HLL exchanging copies of MoU.

ALBA Graduate Business School Athens, Greece

Indian Institute of Management (IIM), Raipur, has signed a Memorandum of Understanding (MoU) with the ALBA Graduate Business School seeking student and faculty exchange programs, collaborative research projects and organization of joint academic and scientific activities. The MoU was signed by Prof. B S. Sahay, Director, IIM, Raipur and Prof. Nickolas G. Travlos, Dean, ALBA Graduate Business School, Athenes.



Prof. Sahay with Prof. Nicholas signing MoU

The co-operation program aims to foster advancement in teaching, research, cultural understanding, as well as international reputations of both institutions through: the exchange of postgraduate students, faculty members, and academic information and materials; the organisation of joint corporate training programs, joint research programs, joint conferences; and other academic exchanges that both institutions. ALBA Graduate Business School, Greece has been accredited by AMBA and EFMD-EPAS. ALBA has collaboration with IIM Indore.

Asian Institute of Technology, Bangkok, Thailand

Indian Institute of Management (IIM), Raipur, has signed a Memorandum of Understanding (MoU) with the Asian Institute of Technology (AIT) Bangkok seeking student and faculty exchange programs, collaborative research projects and organization of joint academic and scientific activities. The MoU was signed by Prof. B. S. Sahay, Director, IIM, Raipur and Prof. Said Iraandoust, President, AIT



From left: Ms. Binita Gurung, Mr. Ahmed Amjad Ali, Prof. B.S.Sahay, Prof. Sid Iraandoust, Prof. I.M. Pandey, and Mr. Tenzin Rabgyal after signing MoU

IPADE Business School, Mexico City, Mexico

Indian Institute of Management Raipur has signed a Memorandum of Understanding (MoU) with the IPADE Business School seeking student exchange programs. The MoU was signed by Prof. B S. Sahay, Director, IIM Raipur and Rafael Gomez Nava, Dean, IPADE Business School, Mexico. IPADE Business School is one of the best business schools in whole of Latin America. It was founded in 1967 by a notable group of Mexican businessmen. It has three campuses which are located in Mexico City, Guadalajara and Monterrey. IPADE has been accredited by AACSB. It also holds 95th rank as per the Financial Times.

Student Exchange Programme

As a result of signing of MoUs, four students of IIM Raipur went under exchange programme during 2012-13. One student went to HHL, Germany, whereas three students went IESEG France under exchange programme. Similarly six students are coming to IIM Raipur from IESEG France and one student from IPADE Mexico.

9.2 Collaboration & Partnership with Government of Chhattisgarh

IIM Raipur and Government of Chhattisgarh have signed a Memorandum of Understanding. The MoU was signed by Prof. B.S.Sahay, Director IIM Raipur and Ms. Nidhi Chibber, Secretary, Department of Technical Education, Govt. of Chhattisgarh in presence of Shri Ram Vichar Netam, Hon'ble Minister of Technical Education. The Government of Chhattisgarh aims at developing the capacity of human resources in technical, managerial and other positions requiring expertise within the departments of the state government as well as public authorities and agencies such as urban and rural self-government institutions and state public sector organisations. It through this MoU, the state government favours pursuing a policy to partner with IIM Raipur to utilize its scientific, technological and managerial skills for introducing modern technology for accelerating economic development and updating the skills of its employees. Broadly the MoU is a reflection of the State Government's and IIM Raipur's desire to have a long term academic collaboration in areas that can contribute to the furtherance of knowledge based enterprises and apt management skills for future economic development of the state.



MoU between IIM Raipur and Government of Chhattisgarh was signed by Prof. B.S. Sahay, Director, IIM Raipur and Mrs. Nidhi Chibber, Secretary, Department of Technical Education in the presence of Shri Ramvichar Netam Hon'ble Minister, Technical Education Government of Chhattisgarh

10.0 Library

Library acts as the main learning resource centre of the institute. It has been providing up to date and nascent information resources and services both in hard and soft forms to the academic and administrative communities since 2010 being housed in a modern and well equipped furniture. Moreover, it has become an indispensable learning resource centre for students, researchers and faculty members of Business Management and allied subjects of the institute. The library has over the years built a robust collection of books, subscription to print journals, magazines, newspapers, and many e-resources.

The Library offers its users the convenient access to the best of Business Management related digital resources through its subscription to e-databases and e-journals consisting of scholarly contents round the clock all across the campus via wi-fi network as well as Local Area Network.

10.1 Services

- Reference Services
- Circulation
- Inter library Loan Facilities
- Current Awareness Services
- Information Alert Services
- Selective Dissemination of Information Services
- Web based Digital Library Services
- Offline Search Services
- User Awareness Programs
- Authentication Testing of In house publications
- Book Display
- Photocopy Services

10.2 Resources

The swift progression of Information and Communication Technology has brought a radical change in information and knowledge scenario giving rise to a number of options to the user communities to retrieve pertinent information both in the form of hard and soft documents at their ease. To this effect, the library has adopted a sound and user responsive collection building policy. It has been constantly acquiring, organizing and processing conventional as well as electronic learning resources for its user community

Books

The library has successfully built up a comprehensive collection of over 5500 books covering different branches of knowledge. Besides, there are more than 70,000 books available in electronic form covering varied subjects.

Journals

The library subscribes to 30 print journals (both Indian and Foreign) specific to the academic and research needs of the academic community of the institute. There are more than 12000 electronic resources (e-journals, theses & dissertations, company reports, annual reports, industry reports, etc.) available in full-text through the online databases subscribed by the library.

Magazines and Newspapers

The library subscribes to 30 magazines and 18 newspapers to cater to the needs of the students and academic community.

E- Resources

The library subscribes to a number of important databases that are accessible on the campus network.

E-DATABASES

Company/Industry/Country Databases

- Capitaline
- Crisil Research
- CMIE- Economic Outlook, Capex, Industry Outlook and Prowess,
- Euromonitor
- FT.Com
- Insight
- India Stat.com

E-Books

- E-brary.

E-JOURNALS

- EBSCO - Business Source Complete,
- EBSCO - Econolit Full Text,
- Proquest - ABI/Inform Complete
- Elsevier's Science Direct - Business Management and Accounting; Economics, Econometrics and Finance; Decision science; Computer Science
- Emerald Management Extra,
- Informs Pubsuite,
- Sage Humanities and Social Science,
- Macmillan Online Dictionary of Economics
- Oxford Management Journals.

Turnitin - Anti-Plagiarism Tool

Harvard Business School Publishing: Case Studies and Notes



10.3 Library Committee & Staff

Library Committee consists of five members. Prof. S.K. Mitra acts as the Chairman Library Committee and the librarian acts as the convener of the committee. There are three other members from faculty who helps in smooth functioning of the library. Library provides its services with the help of four staff members which includes one librarian and three well qualified trainees.

11.0 Seminar and Workshop

11.1 Global Investors Meet 2012

IIM Raipur was the Academic Partner for the Global Investors Meet 2012, organized by the Government of Chhattisgarh. The Meet was held at Naya Raipur on November 2-3, 2012. It was an attempt on the part of the State Government to showcase abundant available natural resources in the state to the potential investor. This thus focused on investment opportunities at Chhattisgarh and primed the local, regional, national and international entrepreneur to the state's potential towards industrial growth and development. Chhattisgarh has been ranked among the top investment destinations in the country. The state is now diversifying into new strategic sectors for which various policies have been devised. The focus sectors encompass IT and ITeS, Engineering and Automotive, New and Renewable Energy Sector, Tourism and Healthcare, Urban infrastructure, Biotechnology and Pharmaceuticals, Handicrafts, Agro and Food Processing and Minor Forest Produce.



Prof. B.S. Sahay, Director IIM Raipur addressing the Global Investors Meet 2012

As knowledge partners IIM Raipur was involved at three major levels:

- Participation of students' right from the inception and planning stages to the executive at the final days.
- Participation of faculty at the meet contributing to and moderating various panel discussions on investment potential in various sectors of the economy.
- IIM Raipur's reiteration of its continued support to the Government of Chhattisgarh and partnering every step in the growth and development of the state in the address of the Prof. B.S.Sahay, Director IIM Raipur.



IIM Raipur was the academic partner of the Global Investors Meet 2012

11.2 Business Plan workshop at IIM Raipur

A business plan workshop was conducted at IIM Raipur by Mr. Shantanu Bhagwat, a leading venture capitalist and advisor, who is associated with firms like Mantra.com, Elements Akademia, and MilkMantra. Mr. Bhagwat had taken similar workshops at institutes like IIM Indore and IIT Bombay. This workshop was organized to promote and instill the spirit of Entrepreneurship across the state. Mr. Bhagwat helped participants to conceptualize new ideas and opportunities that are emerging.

Mr. Bhagwat talked about the importance of efforts required to be put in the next 15-20 years by budding entrepreneurs as this will be a crucial phase in the growth story of the nation. Prof. Sanjeev Prashar, Chairman of Placement Committee at IIM Raipur thanked Mr. Bhagwat for conducting the workshop at IIM Raipur campus and in helping participants understand the idea of entrepreneurship so that more jobs can be created in the state and the nation at large.



Mr. Shantanu Bhagwat addressing students
IIM Raipur

11.3 TATA First Dot - B Plan Workshop

Consulting and Entrepreneurship Club of IIM Raipur acted as the host partner for 'TATA First Dot Powered by NEN' held on 24 November 2012. The one-day workshop focused on the successful progression of idea into a business model which can evolve into a fruitful venture. It was open to student entrepreneurs and was targeted to be beneficial to those who have already developed an idea. This workshop also served as a precursor to the participants for entry into the Pan-India Competition held by TATA First Dot. The top 30 entrepreneurs from the competition would be mentored by NEN.

The workshop was held by Dr. Radhika Meenakshi Shankar, Founder, Wise Owl Consultancy and Kalpana Sinha, Senior Consultant, NEN. Dr. Radhika Shankar guided the participants regarding how to develop their ideas by using different frameworks, business models and writing an effective business plan for successful pitching to the various stakeholders in the project. Students from IIM Raipur, IIT BHU, NIT Raipur, Disha College of Management, Future Institute of Engineering Technology, CAHCET, Centre for Modelling and Simulation and DIMAT participated in this event.



Dr. Radhika Meenakshi Shankar addressing students IIM Raipur

11.4 A Symposium on "Impact of the Budget on Aam Admi and Industries in Chhattisgarh"

The PGPWE (Post Graduate Programme in Management for Working Executives) 2012 Batch of IIM Raipur organized a Symposium on "Impact of the Budget on Aam Admi and Industries in Chhattisgarh" on 2nd March 2013. The symposium commenced with Prof. B.S Sahay, Director, IIM Raipur emphasizing on the importance of pre-budget and post-budget analysis by the students. According to Prof. Ajit Prasad, Dean, IIM Raipur, "This budget is just a series of numbers and not really a budget per se where major policies are missing. Government still doesn't have enough tools to combat 2 flaming issues of the country: inflation and unemployment."



Dr. M. Kannadashan, Ms. Ritu Jain Mr. Hanumant Yadav, Prof. B.S. Sahay, Mr. Rajesh B. Doshi, Mr. S.K. Goel

Dr. Hanumant Yadav, Ex. Member, Chhattisgarh Planning Commission started with the definition of Aam Aadmi as given by R.K Laxman. Aam Aadmi is a person who is just a spectator but has no role in the budget. Dr.Yadav focused his talk on economic aspects of the budget. He said that the goal of the economy is higher economic growth with inclusive development. He further talked about the upcoming project 'National Institute of Biotech Stress Management' in Chhattisgarh. Ms. Ritu Jain, FCA, Consultant emphasized on the need for greater transparency in the income tax payment process. Mr. Rajesh B Doshi, FC (Sr. CA) highlighted that no retrospective amendments have been made in the finance bill which is a positive point. Mr. S.K.Goel, Director, Goel Group of Companies presented his views from the industry perspective. He emphasized on the increase in incentives in green energy sector due to the high cost of production. He said that skill development and job training is the need of the hour in Chhattisgarh. He also stated that there is huge scope for IT Industry, Auto industry and Agriculture industry in Chhattisgarh.

12.0 Visitors to IIM Raipur

Shri Kaushlendra Singh, Managing Director of Chhattisgarh State Civil Supplies Corporation Limited



Shri Kaushlendra Singh, IFS, Managing Director of Chhattisgarh State Civil Supplies Corporation Limited addressed the students at IIM Raipur Campus on "Public Distribution System of Chhattisgarh" on October 3, 2012. The lecture focused on the Evolution of best practices in Food grain management through procurement and Public distribution systems in Chhattisgarh. The lecture discussed various aspects of public distribution system, and the usage of information technology and logistic facilities for effective and efficient collection and distribution of food grains throughout the state of Chhattisgarh.

Mr Amitabh Pandey, President and Head of E-Business for Thomas Cook India

IIM Raipur students were graced by the presence of the man behind implementation of online railway reservation system in India, Mr Amitabh Pandey. Mr Amitabh was here to deliver a guest lecture about the future of e-commerce in India. Mr Amitabh, who has also been the President and Head of E-Business for Thomas Cook India, concentrated on the learning from his real life projects. The students were fortunate enough to know about the implementation of one of the earliest internet based commerce project in India and the lessons learnt from it



Mr. Deepak Bhojwani, Ex-Secretary & Ambassador from Indian Foreign Service (IFS)



Mr Deepak Bhojwani , a career diplomat who has been the Ambassador to several countries in the Latin America in the last 12 years prominent being Venezuela, Columbia, Cuba among others and Consul General at Sao Polo, Brazil addressed the students about the opportunities in Latin America. The theme of his lecture was "India Brazil Economic Cooperation" on 15th November 2012. He urged the students to shun the myths around Latin America, which appears remote to most Indians. Mr Bhojwani described it as a land of 600 million people with per capita income as high as \$15,000 which has great opportunities for business. Mr Bhojwani explained the difference in colonization of Asia, Africa and South

America. He pointed out the difference between the inhabitants of Caribbean and parts of This in turn has had a great influence in the way Latin America behaves and thinks. The influence United States has had on the region and the rise and fall of left leaning dictators. Mr Bhojwani elucidated the numerous reasons why Latin America needs to be looked in a new light and highlighted the absence of credible sources on the region.

Mrs Josaine O'Brien and Mr John O'Brien, ESCP France

Indian Institute of Management Raipur conducted guest lectures on 'Managing across Culture' by Mrs Josiane O'Brien and 'Global Leadership' Mr John O'Brien of ESCP Europe, one of the leading International B-Schools. The lectures focused on the cultural diversity in organizations and business, Leadership that is global in scope. The students had the opportunity to glean a unique insight into the evolution of management and business in Europe, and the growing importance of cultural aspects in the corporate.



Mrs Josiane O'Brien and Mr John O'Brien, ESCP Europe addressing the students

Mr John O'Brien discussed the various aspects of Global Leadership, which he had researched upon, and interacted with the students on the same subject. Mrs Josiane O'Brien discussed the European business and the cultural aspects involved therein. In further interaction with the students on how the theories and practices that are universal and differ, the Indian business leadership and cultural implications were discussed.

Ms. Shobhana Radhakrishna, Eminent Citizen to the Ministry of Rural Development, Govt. of India

Ms. Shobhana Radhakrishna, Eminent Citizen to the Ministry of Rural Development, Govt. of India. & Shri Ravi Chopra, Founder Secretary of the Centre for Gandhian Vision & Values delivered a talk at IIM Raipur on "Ethical leadership and values in management practices based on the ideology of Mahatma Gandhi."

Smt. Shobhana Radhakrishna and Mr. Ravi Chopra from the Centre for Gandhian Vision and Values visited IIM Raipur campus on 20th Nov 2012. Smt. Shobhana Radhakrishna enlightened the students about Mahatma Gandhi's ideology in the area of ethical leadership. She emphasized on the fact that the Gandhian era has not ended and the Gandhian principles and values are still relevant. She urged students to focus on increasing their efficiency. One should always spend one's time for useful purposes because time is the most valuable resource in one's life. She further mentioned the three principles that governed Gandhi's time management techniques: Be Quick, Be Brief and Be Gone. Efficiency includes adherence to truth and avoidance of negligence. Smt. Radhakrishna demonstrated how to spin thread with a 'charkha' and 'takli'. The students travelled back in time to the 1950's and witnessed the state of our country back then, compared to the present and it dawned upon them how Gandhian principles acted as a transformational tool in the development of the country.



Mr. K.P. Shashidharan, Director General, Comptroller & Auditor General of India (CAG)

A guest lecture on "Three Phased Audit of Annual Accounts of PSUs" was conducted by Mr. K.P. Shashidharan, Director General, Comptroller & Auditor General of India (CAG) for PGP 2012-14 batch students.

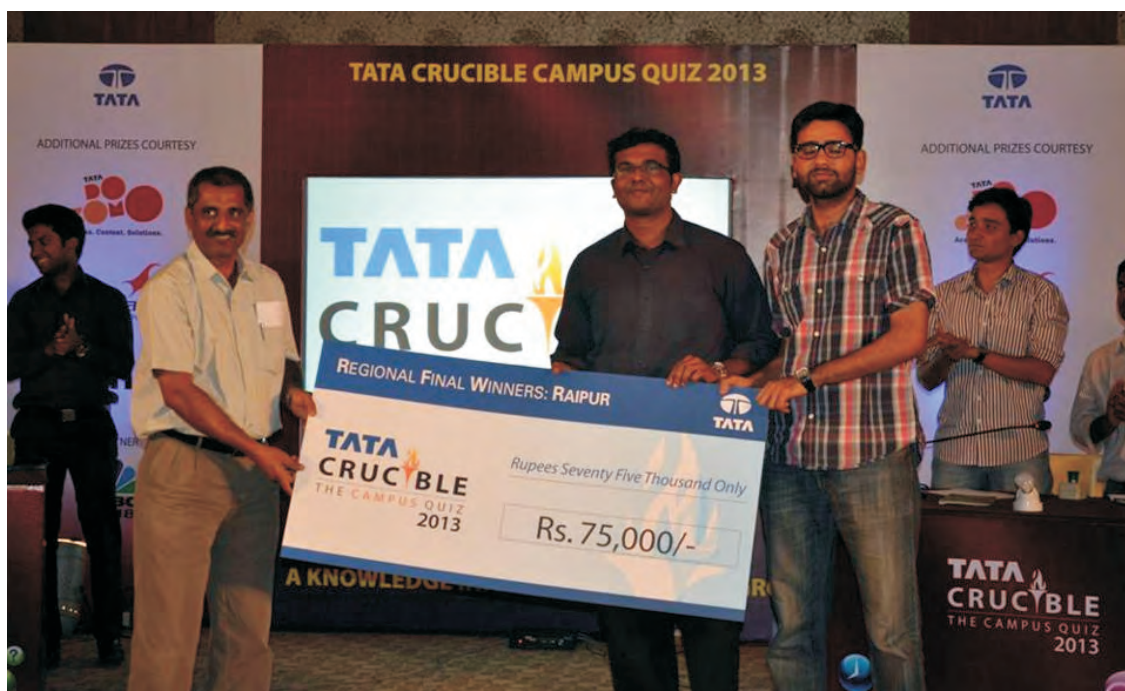


13.0 Student Activities & Achievements

Indian Institute of Management Raipur believes in preparing ethical leaders who are not only committed to business, commerce and industry but are also socially conscious towards their contribution in nation building and bring in name for the country globally. The institute is abuzz with activities carried by the student clubs which are now expanding their scope of activity and bringing luminaries from the corporate. Student affairs under the supervision & encouragement of Prof. Vinita Sahay, Chairperson, Students' Affairs is heading towards the accomplishment of the Institute's vision. Various clubs of students have been formed for the welfare of the students such as Admission committee, Hostel & Mess committee, Academic committee, Cultural & sports club etc. These clubs play a vital role in the overall development of the students & student affairs' administration. In the Academic year 2012-13, various initiatives were taken by students clubs such as:

Quizzing:

The TATA Crucible Campus Edition is one of the most prestigious quizzing events in the country, and certainly the biggest in the B-school category. The Raipur Edition was launched last year and 9 teams from IIM Raipur participated in it. Three teams reached the finals, and two other teams reached the Wildcard round in the event. The registration and co-ordinating the participants were taken care of by the Quizzing Club, so that we had a decent turnout at the event which is extremely vital to bring IIM Raipur in the National Quizzing Map.



Mantra:

Brand Quiz:

This is the quiz which checks participants' awareness about various brands. This is usually conducted to act as an elimination round for the recruitment purpose at start of the session.

Mark'ACT'ing:

This particular event aims at testing the marketing awareness and advertisement creation abilities of the students. It has two rounds, the first which is an elimination round based on general awareness around marketing brands and the second, which is about making an advertisement for the given product.

Xplorer:

One of the most happening events in IIM Raipur that generated a mix of curiosity, excitement and nervousness to all the participants. It was a treasure hunt which involves clues based on marketing concepts and brand names. Contestants have to use their marketing skills to solve this maze.

'Adstorm':

It is an event which involves profound analysis of interesting and most talked about ads. It tends to initiate intellectual discussions about the brand advertisements.

Online print Ad competition:

Here participants were given a theme for which they have to make a print advertisement. Contestant getting the maximum number of likes was declared the winner.

FINATIX:**FLIP and Bloomberg Assessment Test:**

FLIP is a pioneer professional employability enhancement firm, in Banking and Financial Services. It imparts training via e-learning and certification that is practical and relevant to the work that you will do in a Bank / Financial Institution. This has provided a great platform for the students of IIM Raipur to prove their zeal in the area of Finance. During the initial days of course itself, one of the bright students of IIM Raipur stood in top 10 of FLIP test. He got the opportunity to interact with Standard Charter's Asia Managing Director and understand their operation in Treasury Department. It also proved to be a great platform to showcase the talent of Finance enthusiast in Business World.

OPEP:**Strive**

OPEP took a huge leap in November 2011, with the launch of its bi-annual magazine Strive, which was unveiled in a Tablet Friendly version by internationally acclaimed expert Dr E. Peacock and Business India's B-school ranking expert A T Raman. The second issue of Strive focused on Retail and was launched during Enspirit, the annual entrepreneurship summit of IIM Raipur. The third issue, focused on manufacturing sector was released in Management confluence of IIM Raipur. The fourth issue of the magazine which was recently released threw light on role of IT in Operations and Supply chain.

Bhilai Steel Plant visit:

Industrial visit to Bhilai Steel Plant, a Government of India undertaking had been organized by OPEP club of Indian Institute of Management Raipur on 18th Oct'12. A batch of 57 students, 55 from Post Graduate program and 2 from Fellowship program participated in the industrial visit. It was a great opportunity for all of us to gain knowledge about the technical and managerial work flow and operations of manufacturing industry. Bhilai Steel Plant is one of the largest producers of Steel rails in the country with annual production capacity of 3.153 MT of saleable steel. It was established in 1955, with the collaboration of India and Russia.

In the industrial visit students were accompanied by Mr. Panna Lal, to be with the students and explain the processes, and functioning of the departments. First department which we came across was Rail & Structural Mill, students were explained how raw material is converted in to the rails of various length. The set-up of the process was autonomous and so well designed that it was self-illustrative in itself. Students saw the complete production line of the rails and also the raw material and finished goods inventory. The other products manufactured in this department were angle, rods and TMT bars.

Then students headed to Blast Furnace, there were 6 Blast Furnaces. It was a fantasy to watch hot sparkling metal flowing and getting collected into a container. It was amazing to witness the performance of those tough and automatic processes, one need to appreciate the human precision and brain who have designed them, which made all the complex process simple and perfect. The next department in line was coke oven, where students saw how COKE is prepared, which is the input for the blast furnace and the purest form of coal. Apart from these we also visited Merchant Mill, Wire Rod Mill, Steel Melting Shops and Plate Mill. The industrial tour was concluded by the warm and energetic interaction with the DGM-HRD Mr. TCS Prasad, who had promptly arranged all the necessities for the tour.

CUSP:

Flash Mob:

Students of IIM Raipur organized a Flash Mob at City Center Mall, Raipur to create awareness about the Eye Donation Registration Camp organized by Kartavya, the CSR Club of IIM Raipur. The Camp was a huge success with more than 350 Registrations.



Students of IIM Raipur organized a Flash Mob at City Center Mall, Raipur

SPIC MACAY

Indian Institute of Management Raipur, in coordination with SPIC MACAY Raipur Chapter, organized a Kathakali dance performance at IIM Raipur campus. The performance was headed by world famous Kathakali artist honorable Guru Kalamandalam Kuttan Ashan Ji along with his group. Guru Kalamandalam Kuttan Ashan Ji has contributed to Kathakali for more than thirty years now and is awarded with Sangeet Natak Academy Award and Kerela Kalamandalam award for his contribution to the Indian classical dance.



Guru Kala Mandala Asanji performing Katthakali at IIM Raipur

Independence Day

On 15th August 2012 Independence Day was celebrated. First of all flag was hoisted followed by Director's speech. The students also performed cultural events such as singing and dancing.



Students performing cultural programme on Independence Day

Freesbie Workshop

Students at Indian Institute of Management, Raipur witnessed a spectacle from Mr. Brodie Smith, the Frisbee legend who visited the campus on invitation from Prof. Vinita Sahay, Chairperson, Student Affairs. He was also accompanied by Mr. Praveen Prakash, Senior manager, HR, Usha international which is an active partner of Ultimate Frisbee matches. Mr. Smith is well renowned world over for being a 2-Time National Champion in Ultimate Frisbee. The students got an opportunity to interact with Mr. Smith, and Mr. Praveen Prakash, Senior manager, HR, Usha international and know more about the game.



Freesbie legend Brodie Smith with students of IIM Raipur

KARTAVYA:

Visit to SOS Children's Village

Kartavya organized an educational and recreational event for children on its visit to SOS village on 20th August 2012. Kartavya conducted various events like quizzes, painting competition, dance competition, antakshari etc. This event was a full day event and it was learning with fun for students. The event in SOS village was a great deal of learning along with fun for children. Students participated in huge number for quiz and other recreational activities.

VIHAAN - Eye Donation Registration

Vihaan - Eye Donation Registration Camp organized by Kartavya. Vihaan means 'The first ray of light'. The event was organized on 11th October 2012 to create awareness about eye donation and to ensure that maximum people participated in eye donation registration. Kartavya collaborated with Aurobindo Netralaya for this event. Over 200 people got registered to donate their eyes to the people who suffer from corneal blindness. Kartavya members visited other colleges such as NIT Raipur, Pragati College and GEC College to get maximum participation. 80 students as well as faculty members from IIM Raipur got registered. Free Eye Checkup and counseling from Optician at IIM Raipur campus. Students were made aware about how they can help others even after they are no longer a part of this world.

Blood Donation Camp

Kartavya, organized a blood donation camp at their campus on 27th February, 2013 in collaboration with the Indian Red Cross Society. The students and staff of IIM Raipur as well as the neighboring GEC College participated wholeheartedly in the event, with more than 100 of them turning up to donate their blood.



Students of IIM Raipur donating blood at Blood Donation Camp

EQUINOX'13

EQUINOX'13, the 3rd annual Business cum Cultural festival of IIM Raipur, was held from 17th Feb 2013 to 19th Feb 2013. IIM Raipur utilized the services of biggest on line portal Dare2Compete for holding B'school business events organized by various clubs. This ensured the wide publicity and participation from across the country and globe. This event was supported by ONGC as Gold Sponsor and SAIL as Silver sponsor. Others included Union Bank Of India, Central Bank of India, IDBI, Safex, VW Canyon etc.

IIM Raipur has Six Students Clubs which conducted various activities in this three day Extravaganza Various Clubs (Six : Mantra, Finatix, Kartavya, OPEP, Quizzing Club , Consulting & Entrepreneurship and CUSP) which witnessed great participation from various B-schools with attractive prizes. Club wise various Events are listed below:

1. **X-Quiz-It**, the flagship event of Equinox '13 was organized by Quizzing Club of IIM Raipur in association with Dare2Compete on line platform. There were almost 600 participants who took part in the online prelim round, out of which top three teams qualified to the finals for on-campus quiz competition. It was an engrossing contest among the teams on stage and finally, a team from IIM Raipur won the quiz. The runner-up was LNMIIT, Jaipur.
2. **ENSPiRiT'13** - A two day annual entrepreneurship event was organized by Consulting & Entrepreneurship Club of IIM Raipur. On first day there was an Entrepreneurship Summit and Mentorship clinic for budding and aspiring entrepreneurs from brightest names in the industry. On next day, there will be Business Plan Competition (Udyam-The Business Plan) event where students got an opportunity to present their ideas to a panel of judges comprising industry stalwarts, entrepreneurs, and Venture Capital firms. 4 teams from different B-schools were shortlisted for the final round of & BIM Trichy was declared winner. Another event was Vriddhi where 4 teams were shortlisted for & SIBM was declared winner.
3. **The Finatix club** of IIM Raipur organized the event Arthsankalp to provide a platform to participate in the panel discussion for students from various B-schools of India. The event witnessed both competitive spirit as well as knowledge sharing spirit. The finalists were chosen after immense scrutiny in the first 2 rounds. First round was a quiz on economics in business environment. 54 teams participated in the first round. Out of these 54 teams, 13 teams were shortlisted for the second round. 4 teams got shortlisted for the final round which involved a presentation by individual team followed by a brain storming panel discussion on the topic "Macro economic analysis of recent reforms in retail, energy and financial sector in India." Team Birbulz from IIFT, Delhi was declared winner and Team Econometric were first runner-up. Vangvriti was a quizzing cum online trading competition & Vardushik was a pitch-book making competition. The preliminary rounds of the events received participation from more than 728 students from pan-India B-schools. Team Birbulz from IIFT, Delhi was declared winner for Vardhushik as well.
4. **Mantra**- the Marketing Club of IIM Raipur organized a case-study competition "Case Files". 22 teams were shortlisted for the second round. 5 teams got shortlisted for the final round which involved a presentation of the case study. Team Birbulz, IIFT Delhi was the winner for the event. "Seeker" an online treasure hunt event & Umang Agrawal from IIM Raipur was the winner.
5. **XPLORYZE** is a case analysis competition in which teams from premium B-schools of the country compete against each other & Cogitate, The online caselets competition organized by OPEP Club, IIM Raipur, as a part of Equinox 2013, received overwhelming participation from premium B-schools from across the country. In the first round of Xploryze, students from all B-schools across the country were invited to send their case analysis. On the basis of the analysis top 5 teams were selected for presenting their solution in front of judges and audience at IIM Raipur camps. A total of 37 entries in the first round out of which top 5 teams were selected to present their analysis in the on-campus finale. Team Voyager from IIM Raipur stood first & Team Whistlers from Narsee Monjee Institute of Management Studies were adjudged the first runners-up. In cogitate, Team Leagile, SJMSOM IIT Bombay stood first & Team Lastbenchers, IMT Ghaziabad was runner-up.

Cultural & sports Club of IIM Raipur provided a fitting FINALE to Equinox'13 by organizing the concert of Dr Palash Sen's "Euphoria Band" which attracted footfalls of thousands in the Police grounds in the heart of Raipur City. This also included the CSR club of IIM Raipur - "KARTAVYA" organizing an awareness drive for Akshaypatra programme for Mid-day meal.

6. **EUPHORIA IN RAIPUR:** Annual cultural fest 'Equinox' finally ended with the performance by Euphoria on 19th of February. The night began with their blockbuster composition 'Dhoom Pichak Dhoom'. He added charm with his witty comments and interactions with the audience. The energy of the band was infectious. Towards the end he actually changed the concert into a party by singing some of the all-time Bollywood hits. Dr. Palash and his band have a great stage presence. They seemed to be chilled out and down to earth guys. You could tell that they were very appreciative of their fans and everything they have been given.



Achievements by Students

- Pausali Chakraborty won a prize of Rs. 3 Lakh & earned a PPI in the finale of mUreka, Case study competition held at IIM Lucknow.
- TATA Crucible 2013 (Inaugural edition at Raipur): Navjeet Sidhu & Srinath V - Winners.
- X-Quiz-IT, National level Business Quiz as part of Equinox 2013: Arjun KP & Srinath V - Winners.
- Environment Quiz held by Environment Conservation Board of Chhattisgarh: Tarang Singhal - Winner
- Winners of Online Quizzes on Infinite Bounce & Dare2compete.com: Vijay Krishnan & Thousif Mohammed - Quizzes held by IIT Bombay, SIMC Pune and MDI Gurgaon.
- Organized EQUINOX'13, The Business and Cultural Fest of IIM Raipur, The first of its kind among 6 new IIMs
- IIM Raipur to become Nodal Centre for SPICMACAY chapter in C.G and organized Kathakali folk dance at IIM Raipur.
- Navjeet Sidhu, Tarang Singhal, PGP 2011-13 bagged second prize in online quiz by Zenesys consulting
- Aditi Chauhan and Pavan Subhas, PGP 2012-14 qualified for the prestigious OP Jindal Engineering and Management Scholarship (OPJEMS) for the Year 2012.

14.0 Awards and Recognitions

Prof. B.S. Sahay has been appointed as Member of the highest body of All India Institute of Management Studies, Raipur setup by the Ministry of Health and Family Welfare, Government of India, w.e.f. July 2013.

Prof.B.S. Sahay has been appointed as Member of the General Council, National Board of Accreditation w.e.f. July 2013 for three years.

Prof. B.S. Sahay has been appointed as Member of the Governing Council, Chhattisgarh Infotech & Biotech Promotion Society (CHIPS), Government of Chhattisgarh w.e.f. July 2012.

Prof. B.S. Sahay has been appointed as BoG Memembr of BIT Sindri, Government of Jharkhand w.e.f. 2012

Prof. B.S. Sahay has been appointed as Member of State Innovation Council, Government of Chhattisgarh, 2013 w.e.f. March 2013

Prof. O.P. Vaidya received Best Paper Award for his paper "Select Issues and Challenges in Public Distribution System: Case of Mid-day Meal Schemes to School Children" , in XVI International Conference of the Society of Operations Management, IIT Delhi, December 2012.

IIM Raipur signs MoU with National Entrepreneurship Network (NEN) , focus to develop content and programs for Entrepreneurship in and around campus, 2012.

15.0 Infrastructure Development

15.1 Initiative for New Campus

200 acres of land has been allotted to IIM Raipur in Paunta-Cheria villages of Naya Raipur. The acquisition process was given to Naya Raipur Development Authority (NRDA). NRDA completed major part of the acquisition proceedings during 2011 and handed over an area of 77.03 Hectares to IIM Raipur Society on 9.11.2011. The acquisition proceedings for 1.97 Hact. of Pvt. Land were also completed by June, 2012 and the area was handed over to IIM Raipur Society. The remaining area of 1.92 hact. of Govt. land is still to be received as the transfer proceedings are still in progress at Govt. level. Immediately on receiving 79 Hactares of possession, CPWD was given the work of construction of wall in July, 2012 after obtaining approval of Campus Construction Committee (CCC), Finance & Audit Committee (FAC) and Board of Governors (BoG).

Process was also initiated to for appointment of Consultant Architect and Project Management Consultant. Expression of Interest (EoI) was advertised in August, 2012. In response 43 bids were received which were submitted to Scrutiny Committee consisting of experts. The Committee finalized the list of 15 bidders on 23.12.2013 who were provided with Request for Proposals (RFP); the second stage of bidding. on 30.3.2013.

■ Projections of fund requirements

Projections of funds requirement for new campus is based on estimates of Rs.33300/- lakhs (cost index-2008-09). An exercise was made by MHRD to revise the estimates as per current cost index. MHRD has called for certain details in Nov.2012 for revision of estimates given in Draft Project Report of the Ministry on New IIMs circulated on 4th June, 2009. The revision work has been entrusted to Ed-CIL the details stand submitted to the Ministry on 8th Dec.2012. These revised estimates have been finalized by MHRD in Oct., 2013. At the current index, the cost is likely to exceed Rs.650 crores.

■ Construction of the Boundary Wall

The work of construction of boundary wall around the land allotted by Govt.of Chhattisgarh has been allotted to CPWD in July 2012 at an estimated cost of Rs.5,62,27,400/- and funds of Rs.300 lakhs have been released to them. The CPWD has started the work in Feb. 2013 and by end of Sept. 2013, the progress of completion is 65 percent.

■ Appointment of Project Management Consultant (PMC)

Director met CMD, RITES in June, 2012 and requested for visit to site. RITES officials visited site and conveyed their interest in taking up PMC and made presentation before Campus Construction Committee on 14th August, 2012 inter alia quoting their rate as percentage of the total cost of construction. The Committee found RITES suitable as PMC and made recommendation to BoG which was accepted but the offer was not issued to RITES as appointment of Architect was in process. It was however apprised by Director to BoG that IIM Trichy had negotiated with RITES to retain as PMC for a period of 30 months at a lump sum fee plus Taxes, if any, for similar nature of work. If the project duration exceeds 30 months, it will be paid on actual for additional period. IIM Raipur therefore plans to renegotiate the rates and terms & conditions on above lines with RITES failing which offer will be made to a Govt. owned to take up PMC.

■ Construction of Main Building at Proposed Campus at Naya Raipur:

The preparation of details of drawing & design, BoQ and estimates is the responsibility of the Technical Consultant (Architect). As per RFP the Institute proposes their appointment is under process and expected to be released by end of October, 2013.

Chronological Events starting from approval

Date	Events(Activity initiated/completed)
26.04.2010	IIM Raipur Society gets Registered under Societies Registration Act, 1973(No.CG State-2886) together with MoA & Rules.
11.10.2010	IIM Raipur was inaugurated and started functioning.
11.01.2011	Process of demarcation of land initiated by NRDA.
03.11.2011	Process of acquisition & demarcation of land completed by NRDA/CPWD
09.11.2011	Possession of 77.03 Hac. of land taken over by IIM Raipur Society.
09.12.2011	Estimates for construction of boundary wall received from CPWD
21.03.2012	Revised estimates for construction of boundary wall as per suggestion of BoG received from CPWD
19.06.2012	Fresh revised estimates for construction of boundary wall as per changed design suggested BoG received from CPWD
20.06.2012	Possession of 1.97 Hac. of additional land received by IIM Raipur Society.
09.07.2012	Ministry writes to Ed-CIL to take up revision of DPRs
14.07.2012	Construction of boundary wall work allotted to CPWD
05.08.2012	Advertisement inviting Expression of interest for appointment of consultant Architect released in newspaper.
14.08.2012	ITES, a PSU of central Govt. invited to make presentation before Campus Construction Committee
05.10.2012	BoG approves RITES as Project Management consultant. However appointment order deferred for want of selection of Architect.
06.11.2012/ 23.11.2012	Ministry asks IIM Raipur to supply certain details in connection with revision of DPR
08.12.2012	Desired details as above sent to MHRD.
23.12.2012	43 proposal of EoIs for appointment of consultant Architect presented before Scrutiny Committee on 28 th & 29 th Sept, 29 th Oct. and 23.12.2012 examined and 15 firms/individuals shortlisted by Committee.(The second stage of processing i.e. issue of RFPs withheld for want of legal advice on objections raised by CoA & others.
13.01.2013	CPWD finalized tender & allotted Construction of boundary wall work to Contractor Shri P.D.Agrawal of Raipur.
11.03.2013	Legal advice from Advocate Ravindra Shrivastav, former Advocate General Chhattisgarh received.
30.03.2013	Request for Proposals issued to 15 selected Technical Consultants on receipt of legal advice with last date of submission on 18.6.2013

15.2 Infrastructure Development at present campus

Creation of Hostel accommodation for 110 students

As per DPR the Institute planned increase in strength of student intake from existing 170 (PGP) plus 5(FPM) students to a total of 265 (240 for PGP and 15 FPM and 10 EFPM) during year 2013-14. This required augmentation of hostel and classroom facilities. The matter was discussed in of the Campus Construction Committee (CCC) as well as in BoG meetings. Different alternative in the matter like constructing of additional floor on existing building for creating around 20-25000 sq. ft. with pre-fab structure, hiring a suitable accommodation to house approx 110 students in nearby locality with transport arrangements were considered but were not found feasible. Hence decision was taken to augment the facilities by partitioning the halls on lower ground floor of the existing building. Accordingly BSNL Civil Construction authorities were invited and plan was drawn for creation of 40 rooms with aluminum partition and adequate Nos. of bathrooms and toilets and the work executed at the cost of Rs.125.75 lakhs including cost of internal electrical wiring. With additional cost of approx. Rs.66 lakhs these rooms were provided with minimum required furniture items such as beds, mattresses, study tables/side tables with chairs, wardrobe etc. The provision for water-supply has also been augmented with sinking of couple of tube-wells and laying of pipelines at a cost of Rs.15.22 lakhs. This work is being executed by the Public Health Engineering Deptt. and is in progress.

Developing Play Grounds and Horticulture

As approved by BoG development of play grounds such as basket-ball, volley ball, lawn tennis etc and horticulture development etc. at cost of Rs.36.12 lakhs have been awarded to State Public Works Department and the works are in progress.

16.0 Grant-in-Aid & Corpus

16.1 Grant-in-Aid

During the financial year 2012-13, the Institute received the following grant -in-aid from Ministry of Human Resources Development (MHRD), Government of India:

Sl No	Particular	Received in FY 2012-13 (₹ in lakhs)
1	Plan Grant – a) Recurring Expenditures – i. Other than salary & wages ii. Salary and Wages b) Non- Recurring Expenditures -	 135.10 100.55 898.03
2	OSC Grant	0.00
3	Non Plan Grant	0.00
	Total	1133.68

Note* - A sum of ₹ 394.68 lakh has been transferred from GIA - 31 to GIA - 35, vide F. No 9/1/2012-TS.V/ dated 24th January 2013.

16.2 Corpus Fund

The Institute has accounted ₹ 10,06,67,680.58 towards student's fee and other income predominantly from interest in the FY 2012-13. The total amount constitutes as part of Corpus Fund as on 31.03.2013 amount to ₹ 18,59,66,680.58.

17.0 Audit Report



OFFICE OF THE DIRECTOR GENERAL OF AUDIT
(CENTRAL RECEIPT), NEW DELHI
BRANCH-GWALIOR
Audit Bhawan , Jhansi Road,
Gwalior - 474002 (M.P.)

No. AMG-II/SAR/IIM.Raipur/2012-13/166

Date: 19.12.2013

To,

The Director,
Indian Institute of Management,
GEC Campus, Sejbahar,
Raipur-492015(Chhatisgarh)

Subject:- Separate Audit Report on the accounts of Indian Institute of Management, Raipur for the year 2012-13.

Sir,

Please find enclosed herewith Separate Audit Report on the accounts of Indian Institute of management, Raipur for the year 2012-13. You are requested to ensure that the audited accounts are adopted by the Board of Governors before placing the same before the Parliament.

2. The date of placement of the above report on the table of both houses of the parliament may please be intimated and a copy of the printed material may be provided to the undersigned for information.

Encl:- 1. Separate Audit Report
with Annexure

Yours faithfully,

sd/-
Director (Central)

Separate Audit Report of the Comptroller and Auditor General of India on the accounts of the Indian Institute of Management, Raipur for the year ended 31 March 2013.

1. We have audited the attached balance Sheet of Indian Institute Of Management, (IIM) Raipur as on 31 March 2013 and the Income & Expenditure Account for the year ended on that date under Section 20(1) of the Comptroller & Auditor General's (Duties, Power & Conditions of Service) Act, 1971. The audit has been entrusted for the period up to 2014-15. These financial statements are the responsibility of the IIM's management. Our responsibility is to express an opinion on these financial statement based on our audit.
2. This Separate Audit Report contains the comments of the Comptroller & Auditor General of India (C&AG) on the accounting treatment only with regard to classification, conformity with the best accounting practices, accounting standards and disclosure norms, etc. Audit observations on financial transactions with regard to compliance with the law, Rules 7 Regulations (Propriety and Regularity) and efficiency - cum - performance aspects etc. if any are reported through Inspection Reports/CAG's audit Reports separately.
3. We have conducted our audit in accordance with auditing standards generally accepted in India. These standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatements. An audit includes examining on a test basis, evidences supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluation of the overall presentation of financial statements. We believe that our audit provides a reasonable basis for our opinion.
4. Based on our audit, we report that:
 - (i) We have obtained all the information and explanations, which to the best of our knowledge and belief were necessary for the purpose of our audit;
 - (ii) The Balance Sheet, Income & Expenditure Account dealt with by this report have not been drawn up in the format approved by the Ministry of Finance, Government of India.
 - (iii) In our opinion, and subject to comments in this report, proper books of account and other relevant records have been maintained by the IIM, Raipur in so far as it appears from our examination of such books.
 - (iv) We further report that:

A Balance Sheet

Liabilities

1. Current Liabilities and Provisions (Shedule-3)- 3.01 crore

This does not include provision for retirement benefits such as, pension, gratuity and leave encashment, which needs to be provided on actuarial basis as per instructions contained in the uniform Format of Account and also as per AS-15.

B General

Accounts of the Institute for the year 2012-13 has been prepared in the new format of accounts introduced by the Ministry of Human Resources Development, Government of India instead of Uniform Format of accounts approved by Ministry of Finance, Government of India in the year 2002 for all Central Autonomous Bodies. No Receipt and Payment Accounts had been prepared. Further changes in format of accounts resulted in creation of new account heads of Liabilities and Assets side of Balance Sheet and Income & Expenditure account.

C Grants-in-aid

During the year the IIM received grant-in-aid of Rs. 11.33 crore (Plan) and there was an unspent balance of Rs. 6.47 crore of previous year. Out of the total available grant of Rs.17.80 crore, the IIM could utilize an amount of Rs. 14.76 crore leaving an unutilized balance of rs. 3.04 crore.

- (v) Subject to our observations in the preceding paragraphs, we report that the Balance Sheet, Income & Expenditure Account dealt with by this report are in agreement with the books of accounts.
- (vi) In our opinion and to the best of our information and according to the explanation given to us , the said financial statements read together with the Accounting Policies and Notes on Accounts and subject to the significant matters stated above and other matters mentioned in Annexure to this audit Report give a true and fair view in conformity with accounting principles generally accepted in India:
 - a. In so far as it relates to the Balance Sheet, of the state of affairs of the Indian Institute of Management, Raipur as at 31 March; and
 - b. In so far as it relates to Income & Expenditure account of the surplus for the year ended on that date.

Place : New Delhi
Dated: 19.12.2013

For and on behalf of CAG of India

sd/-
Director General of Audit

Annexure

1. Adequacy of Internal Audit system:

A Chartered Accountant firm has been assigned the job of internal audit. The firm has submitted the internal audit report up to 31.03.13. Follow up action has been taken by the institute: hence the internal audit system was adequate.

2. Adequacy of Internal control system:

As per its Memorandum of Association, the IIM was required to make the rules and bye-laws for the conduct of the affairs of the Institute. The IIM was yet to devise its own set of rules /regulation for carrying out its affairs. The accounting manual was also not prepared.

3. System of Physical Verification of fixed assets:

Physical verification of fixed assets has been conducted during the year. No deficiency was found.

4. System of Physical of inventories:

Audit was informed that there is no inventory in IIM, Raipur.

5. Regularity in payment of statutory dues:

No statutory dues were pending for payment.

sd/-
Audit Officer (AMG-II)

18.0 Balance Sheet

A copy of the Balance sheet as approved by Board of Governors in 12th BoG meeting dated 03rd October 2013 and certified by the Comptroller & Auditor General of India, is annexed to this report.

Indian Institute of Management Raipur Balance Sheet as at 31st March 2013

SOURCE OF FUNDS	Sch. No	(Amount in ₹)	
		As at 31.03.2013	As at 31.03.2012
UNRESTRICTED FUNDS			
Corpus	1	18,59,66,680.58	8,52,99,000.00
General Fund	2	13,59,26,256.24	9,17,89,143.47
CURRENT LIABILITIES & PROVISIONS	3	3,00,79,747.66	1,37,38,497.00
TOTAL		35,19,72,684.48	19,08,26,640.47
APPLICATION OF FUNDS		As at 31.03.2013	As at 31.03.2012
FIXED ASSET			
Tangible Assets	4	3,16,28,387.83	2,76,47,770.00
Capital Work in Progress - Permanent Campus		5,25,00,000.00	0.00
INVESTMENTS			
Long Term	5	8,52,99,000.00	5,00,00,000.00
CURRENT ASSETS	6	15,29,26,037.22	7,00,22,712.47
LOANS, ADVANCES AND DEPOSITS	7	2,96,19,259.43	4,31,56,158.00
TOTAL		35,19,72,684.48	19,08,26,640.47
Significant Accounting Policies and Notes forming part of Accounts	18		

For and on Behalf of Indian Institute of Management , Raipur

sd/-
Prof. B.S. Sahay
(Director)

sd/-
Vivek Dubey
(Chief Admn. Officer)

sd/-
Hemanta Kumar Debata
(FA & CAO)

Internal Auditor has also assisted in preparation of the above Balance Sheet and its Schedule.

C.M.R.S. & Associates
(Internal Auditor)

Indian Institute of Management, Raipur
Income and Expenditure Accounts for the Year ended 31st March 2013

Particulars	Schedule	(Amount in ₹)	
		For the year ended 31st March 2013	For the year ended 31st March 2012
<u>INCOME</u>			
Academic Receipts	8	8,50,33,325.00	4,93,65,300.00
Grant & Donations	9	11,33,68,000.00	13,42,16,000.00
Income from Investments	10	52,62,623.00	11,54,370.00
Other Income	11	1,61,50,343.64	19,26,007.00
-			
TOTAL (A)		21,98,14,291.64	18,66,61,677.00
<u>EXPENDITURE</u>			
Staff Payments & Benefits	12	2,27,71,957.63	1,30,45,344.00
Academic Expenses	13	2,14,27,789.87	55,01,342.75
Administrative and General Expenses	14	2,79,69,659.37	1,69,25,212.18
Repairs & Maintenance	15	2,15,192.45	2,58,133.60
Finance costs	16	12,518.97	5,491.00
Other Expenses	17	26,12,380.00	40,36,125.00
-			
TOTAL (B)		7,50,09,498.29	3,97,71,648.53
Balance being excess of Income over Expenditure (A-B)		14,48,04,793.35	14,68,90,028.47
Transfer to Corpus Funds		10,06,67,680.58	6,09,33,567.00
Balance Being Surplus/(Deficit) Carried to General Funds		4,41,37,112.77	8,59,56,461.47
Significant Accounting Policies and Notes forming part of Accounts	18		

For and on Behalf of Indian Institute of Management, Raipur

sd/-
Prof. B.S. Sahay
(Director)

sd/-
Vivek Dubey
(Chief Admn. Officer)

sd/-
Hemanta Kumar Debata
(FA & CAO)

Internal Auditor has also assisted in preparation of the above Balance Sheet and its Schedule.

C.M.R.S. & Associates
(Internal Auditor)

Indian Institute of Management, Raipur
Cash Flow statement for the year ended 31.03.2013

PARTICULARS	Amount (₹)	Amount (₹)
Cash Flow from Operating Activities:		
Surplus/(deficit) for the year		14,48,04,793.35
Adjustments for the non-operating incomes/expenses		
Depreciation on Fixed Assets as per Schedule no. 4	84,32,872.00	
Write offs on Fees Receivable	2,32,000.00	
Interest expenses on loans	-	
(Interest Income)	(1,64,40,186.00)	
(Dividend Income)	-	
(Grants relating to assets to the extent recognised as	(5,03,35,000.00)	
income in the Income & Expenditure Account)		(5,81,10,314.00)
Surplus /(deficit) before changes in the Current Assets/Current Liabilities		
(Increase)/Decrease in Current Assets	1,16,44,507.57	
Increase/(Decrease) in Current Liabilities	1,63,41,250.66	2,79,85,758.23
Net Cash from Operating Activities (A)		11,46,80,237.58
Cash Flow from Investing Activities:		
(Purchase)/Sale of fixed assets	(1,24,13,489.83)	
(Purchase)of investments	(8,52,99,000.00)	
Sale of investments	5,00,00,000.00	
Increase in Capital WIP	(5,25,00,000.00)	
Interest received	1,64,40,186.00	
Dividend received	-	
Net Cash from Investing Activities (B)		(8,37,72,303.83)
Cash Flow from Financing Activities:		
Grants/funds related to assets not requiring fulfillment of any obligation	5,03,35,000.00	
	-	
Net Cash from Financing Activities (C)		5,03,35,000.00
Net Increase /Decrease in Cash equivalents (A+B+C)		8,12,42,933.75
Cash and Cash equivalent at the beginning of the period		6,92,46,712.47
Cash and Cash equivalent at the end of the period		15,04,89,646.22

For and on Behalf of Indian Institute of Management, Raipur

sd/-
Prof. B.S. Sahay
(Director)

sd/-
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(Chief Admn. Officer)

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Hemanta Kumar Debata
(FA & CAO)

Internal Auditor has also assisted in preparation of the above Balance Sheet and its Schedule.

C.M.R.S. & Associates
(Internal Auditor)

Indian Institute of Management Raipur
Schedules Forming Part of the Accounts

Schedule - 1 : Corpus Fund

PARTICULARS	(Amount in ₹)	
	AS AT 31.03.2013	AS AT 31.03.2012
Corpus Fund		
Balance as at the beginning of the year	8,52,99,000.00	2,43,65,433.00
Add: Contribution towards Corpus Funds	10,06,67,680.58	6,09,33,567.00
BALANCE AT THE YEAR END	18,59,66,680.58	8,52,99,000.00

Schedule - 2 : General Fund

PARTICULARS	AS AT 31.03.2013	AS AT 31.03.2012
Balance as at the beginning of the year	9,17,89,143.47	58,32,682.00
Add/(Deduct): Balance of net income/(expenditure) transferred from the Income and Expenditure Account	4,41,37,112.77	8,59,56,461.47
BALANCE AT THE YEAR END	13,59,26,256.24	9,17,89,143.47

Schedule -3 : Current Liabilities & Provisions

PARTICULARS	AS AT 31.03.2013	AS AT 31.03.2012
A. Current Liabilities		
1. Deposit from Student (caution money)	12,12,000.00	18,94,000.00
2. Sundry Creditors		
a) For goods & Services	1,52,37,062.76	52,27,022.00
b) Others	2,08,885.00	0.00
3. Advance received from debtors	12,45,995.00	0.00
4. Statutory Liabilities		
a) overdue	32,89,724.20	8,17,482.00
b) others	4,37,523.00	1,78,385.00
5. Other Current Liabilities		
a) Salaries	27,737.00	22,049.00
b) EMD and Performance Guarantee	5,10,281.00	5,33,266.00
c) Payable to staff and faculty (imprest)	62,825.70	0.00
d) Fees and scholarship	14,45,253.00	16,91,860.00
TOTAL (A)	2,36,77,286.66	1,03,64,064.00
PROVISIONS		
1. Expenses payable	64,02,461.00	33,74,433.00
TOTAL (B)	64,02,461.00	33,74,433.00
GRAND TOTAL (A+B)	3,00,79,747.66	1,37,38,497.00

Schedule 4 : Fixed Assets

S. No.	Description of Assets	Rate of % Depreciation	WDV as on 01.04.2012	Additions during the year		Total Amount	Depreciation	WDV as on 31.03.2013
				equal or more than 180 days	less than 180 days			
1	Furniture & Fixture	10	1,96,87,715.00	22,45,684.83	1,78,733.00	2,21,12,132.83	22,02,277.00	1,99,09,855.83
2	Vehicle	15	6,51,207.00	0.00	0.00	6,51,207.00	97,681.00	5,53,526.00
3	Office Equipment	15	22,58,829.00	21,86,996.00	15,44,486.00	59,90,311.00	7,82,710.00	52,07,601.00
4	Computer	60	32,06,176.00	14,71,567.00	18,90,545.00	65,68,288.00	33,73,809.00	31,94,479.00
5	Books	60	18,43,843.00	4,818.00	28,90,660.00	47,39,321.00	19,76,395.00	27,62,926.00
	Total		2,76,47,770.00	59,09,065.83	65,04,424.00	4,00,61,259.83	84,32,872.00	3,16,28,387.83

Schedule - 5 : Investments

Particulars	(Amt in ₹)	
	AS AT 31.03.2013	AS AT 31.03.2012
Fixed deposit with IDBI / UBI	8,52,99,000.00	5,00,00,000.00
TOTAL (A)	8,52,99,000.00	5,00,00,000.00

Schedule - 6 : Current Assets

Particulars	AS AT 31.03.2013	AS AT 31.03.2012
1. Sundry Debtors:		
a) Debts Outstanding for a period exceeding 6 Month	0.00	0.00
b) Others	24,36,391.00	7,76,000.00
2. Cash Balance In Hand	22,280.00	7,260.00
3. Bank Balance		
a) With Scheduled Banks:		
- In Saving Accounts	15,04,67,366.22	6,92,39,452.47
TOTAL	15,29,26,037.22	7,00,22,712.47

Schedule - 7 : Loans, Advance And Deposit

Particulars	(Amount in ₹)	
	AS AT 31.03.2013	AS AT 31.03.2012
1. Advance to employee		
a) Imprest	42,755.00	0.00
2. Advance and other amounts recoverable in cash or in kind or for value to be received		
a) to Supplier	2,06,54,546.00	30,93,958.00
b) Tution and other fees recievale from student	6,73,000.00	2,74,800.00
c) Recievale from staff and faculty	1,135.00	0.00
3. Prepaid Expenses		
a) Insurance	10,264.00	0.00
b) Other expenses	59,59,654.00	19,60,398.00
4. Deposit		
a) Telephone	11,000.00	0.00
b) Others	2,81,580.00	2,75,580.00
5. Income Accured		
a) Interaset accured on fixed Deposit	12,82,328.00	10,38,933.00
6. Other Receivable		
a) Grant Recoverable	0.00	3,50,00,000.00
b) TDS and service tax receivable	7,02,997.43	1,58,883.00
c) Scholarship Receivable	0.00	13,06,560.00
d) Other Debit Balance	0.00	47,046.00
TOTAL	2,96,19,259.43	4,31,56,158.00

Schedule - 8 : Academic Receipt

PARTICULARS	(Amount in ₹)	
	For the year ended 31.03.2013	For the year ended 31.03.2012
FEE FROM STUDENTS		
Academic		
1. Tution fee	5,86,50,000.00	3,62,50,000.00
TOTAL (A)	5,86,50,000.00	3,62,50,000.00
Other fees		
1. Hostel fee (Lodging fess)	43,37,736.00	70,65,300.00
2. Other Fees	2,20,45,589.00	60,50,000.00
TOTAL (B)	2,63,83,325.00	1,31,15,300.00
Grant Total (A+B)	8,50,33,325.00	4,93,65,300.00

Schedule - 9 Grants and Donations

PARTICULARS	(Amount in ₹)	
	For the year ended 31.03.2013	For the year ended 31.03.2012
1. Central Government	11,33,68,000.00	13,42,16,000.00
TOTAL	11,33,68,000.00	13,42,16,000.00

Schedule - 10 : Income From Investments

PARTICULARS	For the year ended 31.03.2013	For the year ended 31.03.2012
1. Interest		
a) Interest on Fixed deposit	39,80,295.00	1,15,437.00
2. Income Accrued	12,82,328.00	10,38,933.00
TOTAL	52,62,623.00	11,54,370.00

Schedule - 11 : Other Income

PARTICULARS	For the year ended 31.03.2013	For the year ended 31.03.2012
1. Interest On saving Deposit	1,11,77,563.00	17,30,826.00
2. Others		
a) Income from consultancy	46,93,210.27	-
b) Misc. Recpt.	2,79,570.37	1,95,181.00
TOTAL	1,61,50,343.64	19,26,007.00

Schedule -12 Staff Payment and Benefits

PARTICULARS	(Amt in ₹)	
	For the year ended 31.03.2013	For the year ended 31.03.2012
a) Salary and wages	2,05,67,693.00	1,25,71,373.00
b) allowances and Bonus	12,014.00	0.00
c)Contribution to Provident fund	64,173.00	0.00
d) Contribution to other fund (NPS)	12,36,416.00	4,21,471.00
e) Staff welfare expenses	2,00,945.63	0.00
f) Retirement and terminal benefits	0.00	0.00
g) LTC Facility	1,00,856.00	0.00
h) Children education allowance	1,63,650.00	52,500.00
I) Medical Reimbursement	45,260.00	0.00
j)Relocation expenses	3,80,950.00	0.00
TOTAL	2,27,71,957.63	1,30,45,344.00

Schedule - 13 : Academic Expenses

PARTICULARS	For the year ended 31.03.2013	For the year ended 31.03.2012
a) Academic Expenses	1,10,65,511.94	52,97,653.75
b) Student Welfare expenses	61,742.00	2,03,689.00
c) Admission expenses	57,85,850.80	0.00
d) Convocation expenses	13,85,547.50	0.00
e) Alumni expenses	68,512.00	0.00
f) Faculty Development programme	10,93,864.00	0.00
g) Others	19,66,761.63	0.00
TOTAL	2,14,27,789.87	55,01,342.75

Schedule - 14 : Administrative and General Expenses

PARTICULARS	(Amt in ₹)	
	For the year ended 31.03.2013	For the year ended 31.03.2012
a) Electricity and power	15,00,000.00	20,63,443.00
b) Postage & telegram	1,10,200.00	1,03,600.00
c) Telephone and Internet Charges	19,13,842.15	12,77,088.04
d) Printing and Stationary	5,89,707.70	4,78,015.00
e) Traveling and Conveyance Expenses	7,98,478.00	7,05,560.00
f) Expenses on Seminar/Workshops	3,06,500.00	0.00
g) House keeping	8,88,488.80	6,84,219.00
h) Auditors Remuneration	78,148.00	44,120.00
i) Professional Charges	1,41,617.00	51,950.00
j) Advertisement and Publicity	41,32,068.00	44,78,180.14
k) Magazines & Journals	1,08,227.00	0.00
l) Board meeting expenses	9,59,676.13	0.00
m) Office and Misc. Expenses	44,672.00	4,18,841.00
n) E-Library, Database & Journal Expenses	59,95,834.59	21,39,951.00
o) Security Charges	3,71,316.00	3,19,364.00
p) Cutural and sports club expenses	14,30,386.00	8,22,439.00
q) Horticulture - GEC campus	1,67,626.00	35,329.00
r) Deperciation	84,32,872.00	33,03,113.00
TOTAL	2,79,69,659.37	1,69,25,212.18

Schedule - 15 Repairs & Maintenance

PARTICULARS	For the year ended 31.03.2013	For the year ended 31.03.2012
a) Vehicle Maintainence	1,25,749.45	1,18,886.60
b) Other Repair And Maintenance	89,443.00	1,39,247.00
TOTAL	2,15,192.45	2,58,133.60

Schedule - 16 Finance Cost

PARTICULARS	For the year ended 31.03.2013	For the year ended 31.03.2012
a) Bank charges	12,518.97	5,491.00
TOTAL	12,518.97	5,491.00

Schedule - 17 Other Expenses

PARTICULARS	For the year ended 31.03.2013	For the year ended 31.03.2012
a) Irrecoverable Balances Written -off	2,32,000.00	0.00
b) Suspense (Abnormal Loss)	9,00,000.00	0.00
c) Pre construction Expenditure	14,80,380.00	0.00
d) Others	0.00	40,36,125.00
TOTAL	26,12,380.00	40,36,125.00

Schedule - 18 Notes On Accounts**1. Significant Accounting Policies**■ **System of Accounting:**

The balance and Income and Expenditure Account have been prepared in accordance with the accrual system of Accounting.

■ **Fixed Asset:**

Tangible Fixed Asset are Stated at cost less depreciation. Cost comprises purchase price and inward freight, duties, taxes and incidental expenses related to acquisition if any.

■ **Depreciation:**

Depreciation is charged on written down value Method at the rates and in the manner specified in the Income Tax Act, 1961.

- The institute is established as on 26.04.2010 in the name and style as "INDIAN INSTITUTE OF MANAGEMENT SOCIETY, RAIPUR" vide certificate No. 2886 dated 26.04.2010.
- Grant received from Ministry of Human Resources Department is accounted and credited to "Capital/Corpus Fund" of the Institute.
- No provision for Rent of the building and infrastructure provided by the Govt. Engineering College (GEC) has been made at the same is free of charges.
- Mobilization Advance ₹ 525 lacs Paid to CPWD towards the construction of boundary wall at permanent campus during the Financial Year 2012-13 has been disclosed under the head of Capital WIP and classified accordingly in the Financial Statement.
- The Last Year figure is regrouped as per the Format of the Financial Statement prescribed by Ministry of Human Resources.

7. Related Party Disclosure:

Name of the Related Party	Relationship	Nature of Transaction	Amt. (in ₹)	Outstanding as on 31 st March 2013 (Amt. in ₹)
IIM Ahmedabad	Other Educational Institution	Seminar/ Workshop Organized by IIM Ahmedabad	23,036	0.00
IIM Kashipur	Other Educational Institution	Sharing of common admission expenditure PGP 2012-14 batch	1,09,093	0.00
IIM Lucknow	Other Educational Institution	Seminar/ Workshop Organized by IIM Lucknow	11,798	0.00
IIM Ranchi	Other Educational Institution	Sharing of common admission expenditure PGP 2012-14 batch	7,74,428	0.00
IIM Rohtak	Other Educational Institution	Sharing of common admission expenditure PGP 2012-14 batch	1,09,093	6,667
IIM Udaipur	Other Educational Institution	Sharing of common admission expenditure PGP 2012-14 batch	1,09,093	1,09,093
IIM Trichy	Other Educational Institution	Sharing of common admission expenditure PGP 2012-14 batch	1,09,093	1,09,093
Total			12,45,634	2,24,853

For and on Behalf of Indian Institute of Management, Raipur

sd/-
Prof. B.S. Sahay
(Director)

sd/-
Vivek Dubey
(Chief Admn. Officer)

sd/-
Hemanta Kumar Debata
(FA & CAO)



भारतीय प्रबंध संस्थान रायपुर

Indian Institute of Management Raipur

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