

**IIM**  
RAIPUR

वार्षिक प्रतिवेदन  
**Annual Report**  
2013-14

भारतीय प्रबंध संस्थान रायपुर  
**Indian Institute of Management Raipur**

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## 1.0 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 Vivek Kumar Dhand  
Chief Secretary,  
Government of Chhattisgarh



Shri Yogendra Tripathi  
Joint Secretary & Financial  
Adviser, Ministry of HRD



Shri Amit Agrawal  
Secretary, Technical Education  
Govt. of Chhattisgarh



Smt. Chokila Iyer  
Former Foreign Secretary



Prof. M S K Khokhar  
Acting Vice-Chancellor  
Guru Ghasidas Vishwavidyalaya



Shri Siddharth Shriram  
Chairman & MD  
Mawana Sugars Ltd.



Dr. S. C. Vats  
Maharana Pratap Enclave  
Pritampura, New Delhi



Shri Kewal Handa  
Former 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



## 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 Vivek Kumar Dhand  
Chief Secretary  
Government of Chhattisgarh



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



Shri Yogendra Tripathi  
Joint Secretary & Financial Adviser  
Ministry of HRD



Shri Amit Agrawal  
Secretary, Technical Education  
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Prof. M S K Khokhar  
Acting Vice-Chancellor  
Guru Ghasidas Vishwavidyalaya



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



Shri Shailendra Kumar  
Director  
Department of Higher Education  
Ministry of HRD



Prof. B.S. Sahay  
Director  
IIM Raipur

### 3.0 From the Director



The fourth year of IIM Raipur has been full of excitement and productive academic activities throughout the year and is marked by many new beginnings which will be remembered in the times to come.

The 4th Batch (2013-15) of Post Graduate Programme in Management (PGP) started with an intake of 120 students adequately representing all sections of society and also having a healthy gender balance. The intake in Fellow Programme in Management (FPM) was pegged at 10 whereas 39 students were admitted in the weekend course of Post Graduate Programme for Working Executives (PGPWE).

IIM Raipur started Executive Fellow Program in Management (EFPM) in 2013 with an intake of 9 students to meet the growing demand and supply gap of good faculty members and researchers. This Programme has been conceived with an aim to promote research among working executives who have a sound academic background and inclination towards research from industry (both public and private sectors), government organisations, and social sectors. This initiative will go a long way in addressing the much talked about and perennial problem of acute shortage of good faculty members in B Schools of the country. This Programme will not only be sustained in the near future but will also see an increased intake of students.

The Institute organized two international conferences last year. The first conference, ICHL 2013: International Conference on Humanitarian Logistics was organised on 2<sup>nd</sup> and 3<sup>rd</sup> Dec 2013 and focused primarily on Disaster Management and dwelt on developing credible mechanisms and standard operating procedures to deal with natural calamities and man-made disasters. The Conference, first of its kind in India, featured four power packed panel discussions, six technical sessions and six plenary sessions. Over 250 delegates from India and abroad including 37 Key Speakers, 56 researchers, policy makers, armed forces, Government agencies, academicians, corporate leaders, leading thinkers, humanitarian logistics & disaster management practitioners and students participated in this conference. The Co-chairs of Conference were Prof. B.S. Sahay, Prof. Vinod Menon and Mr. N.M. Prusty whereas Programme Co-chairs were Prof. Sumeet Gupta and Prof. Parikshit Charan.

The second conference, ICSM 2014: An International Conference on Social Media for Business was organized by IIM Raipur on 10th and 11th January 2014. During ICSM 2014 - learning, sharing and exploring all happened at the same time. The conference featured four power packed panel discussions, eight technical sessions and eight plenary sessions. The conference was participated by over 250 delegates from across India including 26 key Speakers, 95 paper presenters, marketing professionals, industry practitioners, SME/ SMB owners/ entrepreneurs/ management students, academicians and researchers in the area of Social Media and Digital Marketing and executives responsible for brand building, business generation, bottom line improvements and brand expansion. The conference was a grand success. The Co-chairs of the Conference were Prof. Vinita Sahay and Prof. Sanjeev Prashar.

Like the previous years, IIM Raipur kept up the tempo this year too in maintaining an active international cooperation with a view to achieving excellence in all its academic endeavours and matching global standards. Towards this mission, the Institute has signed eight MoUs with Asian Institute of Technology, Bangkok, Thailand; Grenoble Ecole de management, Grenoble, France; IESEG School of Management, Paris, France; HHL Graduate School of Management Leipzig, Germany; Alba Graduate Business School Athens, Greece; IPADE Business School, Mexico City, Mexico; University of Newcastle, Australia Yonsei University, Seoul, Korea

The Institute received the Associate membership of the Association to Advance Collegiate Schools of Business AACSB in Jan 2014 and also initiated the necessary processes to get the membership of European Foundation of Management Development (EFMD). IIM Raipur has also initiated the process of international accreditation by Association of MBAs (AMBA), UK.

The Institute had many eminent visitors to its premises during the year who enthusiastically interacted with the students and faculty members and enriched the vision and aspirations of the students. A visit which deserves a special mention is the visit of Dr. Raghuram Rajan, Governor, Reserve Bank of India, who addressed the students & faculty members and touched upon the thrust areas of good fiscal management.

IIM Raipur can proudly boast of a very impressive placement record in this academic year. A total of 43 companies participated in the on campus recruitment drive in spite of unfavourable market conditions.

The students organised many social and cultural activities throughout the year with much zeal and vigour through various clubs constituted for cultural and sports activities. Our students won as many as 18 awards and prizes in sports, cultural events, photography, quiz competition, business games, etc.

The design of the New Campus of IIM Raipur has been finalized. Other preparatory work for ensuring an early commencement of construction work is also in full swing. Many improvements have also been brought about in the current campus to make it as comfortable and convenient as is possible under the present circumstances.

These achievements were possible only with support from all stakeholders including students, faculty members, Corporates, Board of Governors, Ministry of Human Resource Development (MHRD), Government of India and the State Government. I sincerely look forward to their continued support and guidance in making IIM Raipur a world Class Institute.

Prof. B. S. Sahay

## 4.0 About IIM Raipur

The Indian Institute of Management Raipur was setup by the Government of India, Ministry of Human Resource Development to meet the growing demand for top quality professionals 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 the flagship programme Post-Graduate Programme in Management of IIM Raipur was started in 2010.

Currently IIM Raipur operates from the Government Engineering College Campus, Sejbahar, Raipur. The Government of Chhattisgarh has identified 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 through its activities in a fast changing global environment. The institute 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 issues management.

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

Keeping these aims in mind, IIM offers following programmes:

### i. Doctoral Programmes

- Fellow Programme in Management (FPM) (2012)
- Executive Fellow Programme in Management (EFPM) (2013)

### ii. Post-Graduate Programmes

- Post-Graduate Programme in Management (PGP) (2010)
- Post-Graduate Programme in Management for Working Executives (PGPWE) (2012)

### iii. Executive Education

- Open Programmes (2012)
- In-company Programmes (2012)



Proposed New Campus of IIM Raipur



## 5.0 Academic Programmes

### 5.1 Admissions

During the session 2013-14, admissions were made in the following programmes:

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

Details of admission to these programmes are given in subsequent sections.

#### 5.1.1 PGP Admission

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

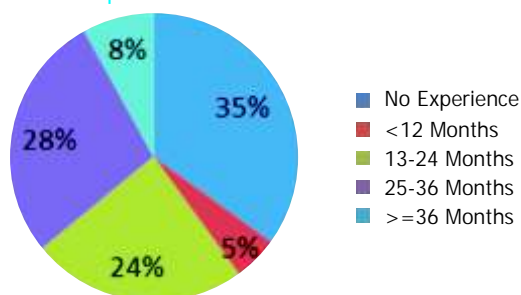
- (a) CAT examination
- (b) Short listing of Personal Appearance (PA) process
- (c) Conducting the PA process. PA process is composed of Written Ability Test (WAT) and Personal Interview (PI), and
- (d) Preparing the merit list based on CAT score, PI and WA score as indicated in the following tables and graphs.

The details of PGP 2013-14 batch admissions are given below:

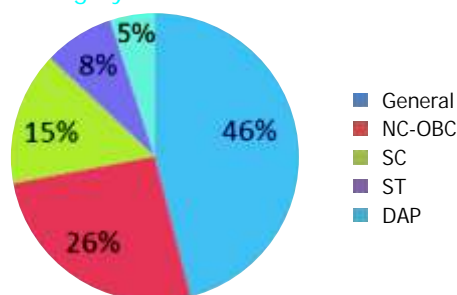
#### Batch Profile

General		NC-OBC		SC		ST		DAP		Total
Male	Female	Male	Female	Male	Female	Male	Female	Male	Female	
35	20	25	6	7	10	5	5	5	1	119

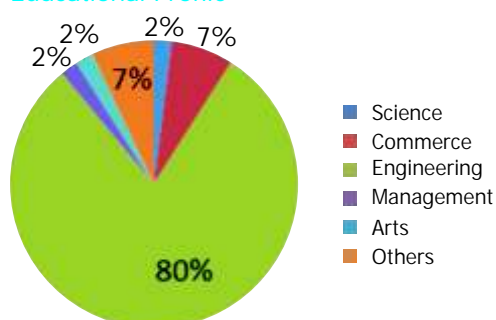
#### Work Experience



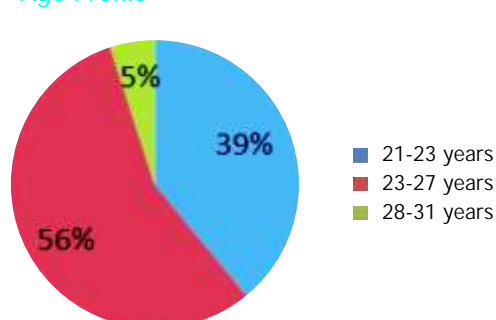
#### Category Profile



#### Educational Profile



#### Age Profile



### 5.1.2 FPM Admission

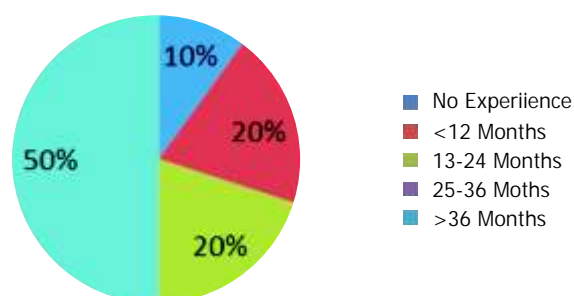
IIM Raipur's doctoral programme aims to admit individuals with exceptional academic background, strong motivation and discipline, and potential to become excellent researchers at the international level.

The admission process of FPM at IIM Raipur consists of:

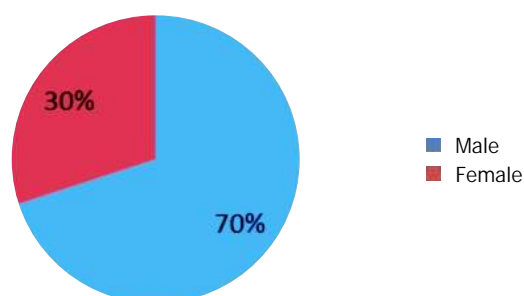
- CAT/GMAT/GRE/GATE/UGC-JRF Score
- Short listing Candidates for Personal Interview (PI) process
- Conducting the Personal Interview (PI), and
- Preparing the admission list based on test (CAT/GMAT/GRE/GATE/UGC-JRF) score, PI, Reference Letter, Academic Qualification and Work Experience.

The details of FPM 2013 admissions are given below:

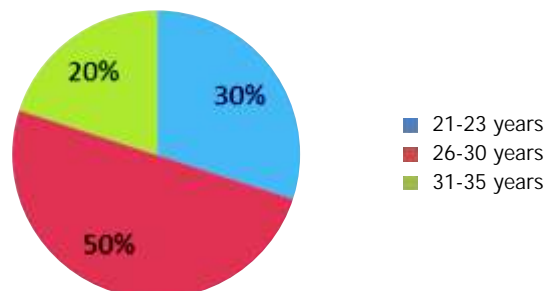
Work Experience



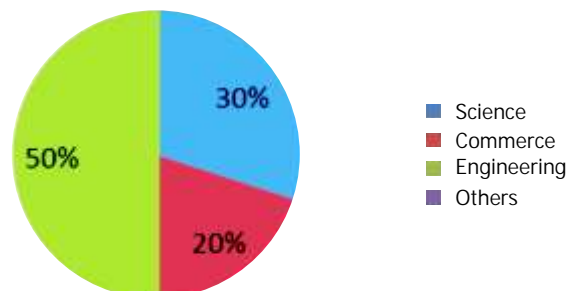
Gender Profile



Age Profile



Educational Profile



### 5.1.3 PGPWE Admissions

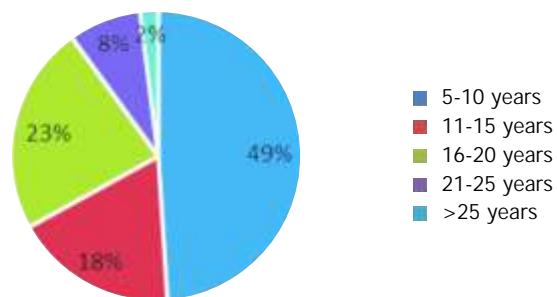
The basic objective of admission process of PGPWE is to admit a diverse group of participants. The candidates could be from both the private and public sectors, NGOs etc. They could be professionals like doctors, architects, consultants, defence personnel, civil servants or entrepreneurs.

The admission process of PGPWE at IIM Raipur consists of:

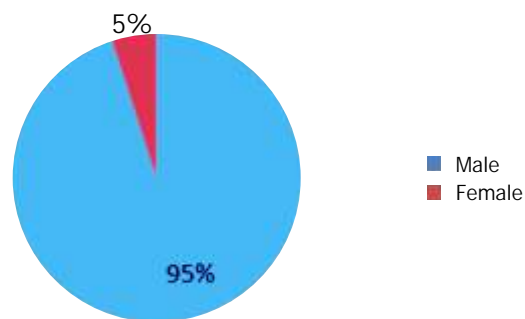
- CAT/GMAT or Business Aptitude Test (BAT) Score
- Short listing Candidates for written test (BAT)/ Personal Interview (PI) process.
- Conducting the BAT/Personal Interview (PI), and
- Preparing the admission list based on test (CAT/GMAT/BAT) score, PI, Academic Qualification and Work Experience.

The details of PGPWE 2013-15 admissions are given below:

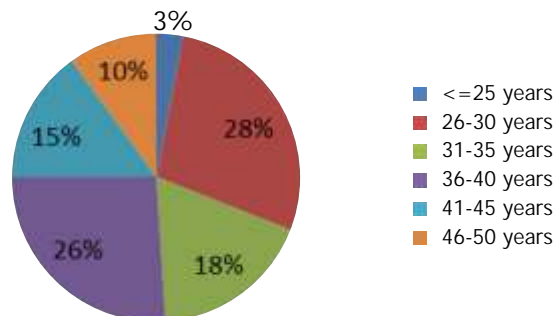
Work Experience



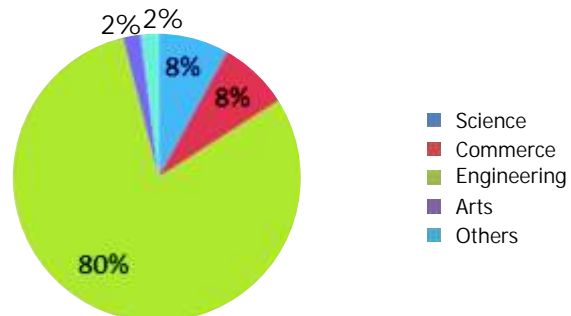
Gender Profile



Age Profile



Educational Profile





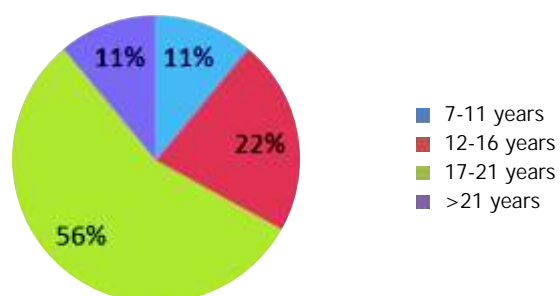
#### 5.1.4 EFPM Admission

IIM Raipur's EFPM aims to admit individuals with exceptional academic background and strong motivation for research. The admission process of EFPM at IIM Raipur consists of:

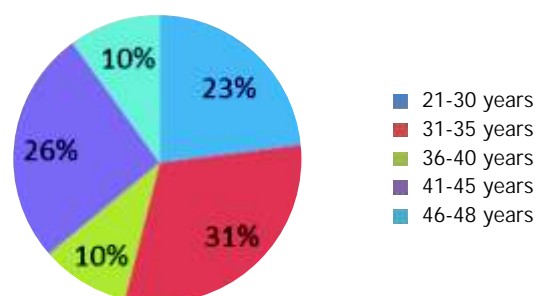
- CAT/GMAT/GRE/GATE/UGC-JRF or Research Aptitude Test (RAT) Score.
- Short listing Candidates for written test (RAT) /Personal Interview (PI) process.
- Conducting the RAT/Personal Interview (PI), and
- Preparing the admission list based on test (CAT/GMAT/GRE/GATE/UGC-JRF/RAT) score, PI, Reference Letter, Academic Qualification and Work Experience.

The details of EFPM 2013 admissions are given below:

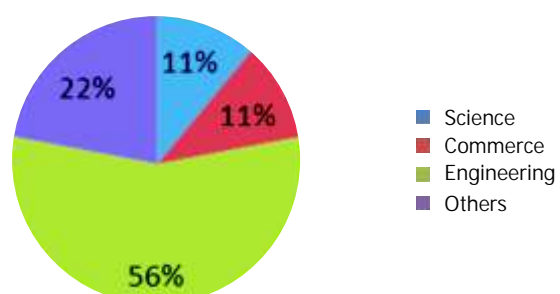
Work Experience



Age Profile



Educational Profile





## 5.2 Post Graduate Programme in Management (PGPM)

The 4<sup>th</sup> Batch of PGP was inaugurated by the Chief Guest, Prof. Lakshman Chaturvedi, Vice-Chancellor, Guru Ghasidas Vishwavidyalaya, Central University, Bilaspur and BoG member of the IIM Raipur. Prof. Chaturvedi added patriotic taste to the interaction by bringing forth the fresh insight of balancing our needs with the expectations of our nation. He urged students to be active players and reduce 'adulteration' from all walks of life. He concluded by advising the students to never lose hope when they face problems because "where there is a will, there is a way."



From L to R - Prof. Pradyumna Dash, Prof. Sanjeev Prashar, Prof. B.S. Sahay, Prof. Lakshman Chaturvedi, Prof. Nitin Nagarkar, Prof. Ajit Prasad and Prof. Vinita Sahay

Prof. Nitin Madhusudan Nagarkar, Director, All India Institute of Medical Sciences, Raipur delivered the Keynote Address. He advised the new batch of PGP and FPM students to be ambitious managers but at the same time the local issues of the region should be addressed. While delivering the welcome address, Prof. B. S. Sahay, Director, presented visit of IIM Raipur and explained on the role of students and faculty the making of IIM Raipur a great school.

Some of the prominent speakers who were invited to share their experiences and motivate our young great minds include Mr. Tarun Chauhan, Managing Partner, JWT; Dr. S. Chandrasekhar, Vice President India & South Asia, IBM; Mr. Pradeep Tandon, Executive Vice President, Jindal Steel & Power Ltd.; Mr. Ramkumar, Executive Director and Board Member, ICICI Bank; Prof. Ajay Khare, Director, School of Planning and Architecture, Bhopal; Mr. Aman Singh, Secretary, Govt. of Chhattisgarh; Dr. B. L. Tiwari, Divisional Commissioner; Mr. Amit Agnihotri, the founder of MBAUniverse.com. Some of the faculty members who spoke on the occasion include Prof. Ajit Prasad, Dean (Academics); Prof. Pradyumna Das, Chairperson (Admissions); Prof. Sanjeev Parashar, Chairperson (PGP); Prof. Vinita Sahay; Chairperson (FPM) and Student Affairs. Dr. Shubhra Hajela; Prof. Rajeev Roy, Chairman (Placement). These inspiring sessions were followed by a unique Outbound training by M/s. Praxis-EL "Activity enabled learning for lasting first impressions."

Swami Vyomapada Dasji (ISCKON) shared his experiences, and journey from the corporate world to be a part of ISCKON fraternity. The importance of ethical values in professional life was shared by Swamy Satyarupanandaji from Ramakrishna Mission. "Change Film Project 2013" by Yes Foundation served the purpose by finding new and powerful means to drive this message home.

The Valedictory address was given by Chief Guest, Mr. Vivek Dhand, Additional Chief Secretary, Government of Chhattisgarh. The Key Note Address was given by Mr. B. L. Agrawal, Managing Director, Godawari Power and Ispat Limited.

## Program Objectives

The Post-Graduate Programme in Management (PGP) 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 are:

- To understand the socio-economic, technological, ecological and political environment of India and the world.
- To hone the problem solving skills, increase the affinity for innovation and the passion for creativity.
- To develop global mind set to meet the challenges of international level 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 two years, involving six trimesters with a Summer Internship in industry. 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 foundation for all functional areas of management and help the students develop an intricate understanding about the different facets involved.

### PGP 1<sup>st</sup> Year

Term I	Term II	Term III
<ul style="list-style-type: none"> <li>■ Accounting for Decision Making</li> <li>■ Business communication</li> <li>■ Legal Aspect of Business</li> <li>■ Marketing Management-I</li> <li>■ Micro Economics for Managers</li> <li>■ Operational Management-I</li> <li>■ Organisational Behaviour-I</li> <li>■ Quantitative Techniques-I</li> </ul>	<ul style="list-style-type: none"> <li>■ Business Communication-II</li> <li>■ Cost Accounting and Decision Making</li> <li>■ Financial Management-I</li> <li>■ Macroeconomics</li> <li>■ Management Information Systems</li> <li>■ Marketing management-II</li> <li>■ Operations Research</li> <li>■ Organisational Behaviour-II</li> </ul>	<ul style="list-style-type: none"> <li>■ Business ethics &amp; Corporate Social Responsibility</li> <li>■ Business Communication-3 (WAC)</li> <li>■ Economic Environment</li> <li>■ Financial Management-II</li> <li>■ Human Resource Management</li> <li>■ Operation Management-II</li> <li>■ Research Methodology</li> <li>■ Strategic management-I</li> </ul>

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 are expected to conduct research on various aspects of management under the supervisor of the faculty. This is aimed at increasing the levels of comprehension the students possess in the respective topics.

Term IV	Term V	Term VI
<b>Core</b> <ul style="list-style-type: none"> <li>Strategic Management-II</li> </ul> <b>Electives</b> (6 or 7 to be chosen) <ul style="list-style-type: none"> <li>Business Analysis and Valuation</li> <li>Security Analysis and Portfolio Management</li> <li>Project Appraisal and Finance</li> <li>Entrepreneurship &amp; New Ventures</li> <li>Performance Management and Appraisal</li> <li>Training and Development</li> <li>Decision Support Systems</li> <li>Data Mining and Business Intelligence</li> <li>Services Marketing</li> <li>Essentials of Marketing Research</li> <li>Consumer Behaviour</li> <li>Sales &amp; Distribution Management</li> <li>Service Operations</li> <li>Project Management</li> <li>Supply Chain Management</li> <li>Strategic Management-I (Core)</li> </ul>	<b>Electives</b> (6 or 7 to be chosen) <ul style="list-style-type: none"> <li>Financial Derivatives, Futures &amp; Options</li> <li>Financial Risk Management</li> <li>A Warrior's Art: Skills and Craft of leadership</li> <li>Conflict &amp; Negotiation</li> <li>Compensation Management</li> <li>Industrial Relations</li> <li>Enterprise Solutions</li> <li>Brand Management</li> <li>Advertising and Sales Promotion (Integrated Marketing Communication)</li> <li>B2B Marketing</li> <li>Customer Relationship Management</li> <li>Rural Marketing</li> <li>Total Quality Management and Six Sigma</li> <li>Supply Chain Modelling</li> <li>New Product Development</li> <li>Advanced Competitive Strategy</li> <li>Merger Acquisitions &amp; Corporate Restructuring</li> </ul>	<b>Electives</b> (3 to be chosen) <ul style="list-style-type: none"> <li>Managing and Enhancing Overall Corporate Performance</li> <li>International Corporate Finance</li> <li>Management of Banking and Financial Services</li> <li>Financial Modelling and Simulation</li> <li>East is East, West is West Understanding Cross Cultural Management Practices</li> <li>Business Models for Electronic Commerce</li> <li>Retail Management</li> <li>Social Media Marketing</li> <li>Logistics &amp; Distribution</li> <li>Manufacturing Systems Design</li> </ul>

Total 16 Electives are to be chosen by the students in the term IV, V and VI

## Pedagogy

The pedagogy at IIM Raipur presents a mix of lectures, case studies (both International and Indian cases), business games, simulation exercises, role 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. 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)

Second Batch of FPM was inaugurated by the Chief Guest Prof. Lakshman Chaturvedi, Vice-Chancellor, Guru Ghasidas Vishwavidyalaya, Central University, Bilaspur and BoG member of the IIM Raipur. Prof. Nitin Madhusudan Nagalkar, Director, All India Institute of Medical Sciences, Raipur delivered the Keynote Address. Prof. B.S. Sahay, Director, delivered a welcome address.

## 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 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 the 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.

During Summer Internship, at the end of the first year of course work, all students complete a research project either with a faculty member at the Institute or in any other organization. Phase I ends with successful completion of all the courses with a minimum prescribed proficiency and the completion of the summer project. While students need to meet certain academic requirements across all courses, a higher performance is required in certain area specified courses.

### Phase II: Specialization

In the second year, students take advanced courses at IIM Bangalore in their area of specialization and related fields for the purpose of acquiring in-depth knowledge. During this phase students interact closely with their area faculty and are encouraged to start exploring areas of research in their specialization. The programme offers specialization in the following areas:

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

Once Phase II courses are successfully completed, the student undertakes an area comprehensive examination. This examination is administered at the end of the second year and tests whether the student has obtained a satisfactory level of knowledge in her/his area of specialization. Comprehensive examination requirements are specified by the FPM Chairperson.



### 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.

Phase III begins with the formation of the Thesis Advisory Committee (TAC) in the beginning of the third year. Students are encouraged to meet faculty members with whom they share research interests and seek their assistance in identifying a thesis topic as early as possible. The thesis advisor advises the student on his thesis and chairs the Thesis Advisory Committee comprising at least two other members.

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.

### First year

Ten students joined Fellow Programme in the academic year 2013-14. These students did their first year course work with the first year of PGP students.

### Summer Internship

After the first year the FPM students undertake 8-10 weeks of summer internship. The FPM Chairperson can recommend the students to either take up summer internship or a guided research project under a faculty member.

### Second year

During the second year the students have to go IIM Bangalore to complete their part of doctoral level courses.

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

The 2nd batch of PGPWE was inaugurated by Chief Guest Dr. Arup Roy Choudhury, Chairman & Managing Director, NTPC Ltd. on July 27, 2013. Mr. U.P. Pani, Director (HR) NTPC Ltd. also addressed the PGPWE 2013-15 students with his enlightened speech. Keynote address was delivered by Mr. Ramesh Nair, CEO, Bharat Aluminium Co. Ltd. Mr. Nair 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.

### Objective of the programme

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

## Diploma

Students would be awarded the "Post Graduate Diploma in Management for Working Executives" on successful completion of the Programme. The First batch has successfully completed the course requirements and will be convocated along with the PGPWE 2013-15 batch.

## 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



From L to R - Prof. K K Ray, Mr. U P Pani, Mr. Arup Roy Choudhury, Prof. B S Sahay, Mr. Ramesh Nair

### II. Advanced Courses for Leadership Positions

Advanced level courses will prepare the student for taking up higher responsibility and leadership position. 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
- Rural immersion programme
- Capstone

### Foundation Courses

Term I	Term II	Term III
<ul style="list-style-type: none"> <li>■ Managerial Economics</li> <li>■ Organizational Behaviour</li> <li>■ Accounting for Decision Making</li> <li>■ Decision Analysis</li> </ul>	<ul style="list-style-type: none"> <li>■ Financial Management</li> <li>■ Cost Accounting For Decision Making</li> <li>■ Operations Management</li> <li>■ Marketing Management</li> </ul>	<ul style="list-style-type: none"> <li>■ Supply Chain Management</li> <li>■ Strategic Financial Management</li> <li>■ Strategic Human Resource Management</li> <li>■ Strategic Management</li> </ul>

### Advanced Courses

Term IV	Term V	Term VI
<p><b>Core</b></p> <ul style="list-style-type: none"> <li>■ Leadership, Values and Ethics</li> <li>■ International Economic and Political Environment</li> </ul> <p><b>Electives</b> (2 to be chosen)</p> <ul style="list-style-type: none"> <li>■ Business Analysis &amp; Valuation</li> <li>■ Consumer Behaviour</li> <li>■ Merger, Acquisitions &amp; Corporate Restructuring</li> <li>■ Sales &amp; Distribution Management</li> <li>■ Service Operations</li> </ul>	<p><b>Core</b></p> <ul style="list-style-type: none"> <li>■ Capstone</li> <li>■ Dissertation</li> </ul> <p><b>Electives</b> (2 to be chosen)</p> <ul style="list-style-type: none"> <li>■ Advertising &amp; Sales Promotion</li> <li>■ Financial Modelling &amp; Simulation</li> <li>■ East is East, West is West Understanding Cross Cultural Management Practices</li> <li>■ Total Quality Management</li> <li>■ Strategic Alliance &amp; Joint Ventures</li> </ul>	<p><b>Core</b></p> <ul style="list-style-type: none"> <li>■ International/Rural Immersion Programme</li> </ul> <p><b>Electives</b> (3 to be chosen)</p> <ul style="list-style-type: none"> <li>■ Brand Management</li> <li>■ Advance Competitive Strategy</li> <li>■ Security Analysis &amp; Portfolio Management</li> <li>■ Operations Strategy</li> <li>■ Project Appraisal &amp; Finance</li> <li>■ Project Management</li> <li>■ Services Marketing</li> </ul>



## 5.5 Executive Fellow Programme in Management (EFPM)

The first batch of Executive Fellow Programme in Management (EFPM) was inaugurated by Prof. B. S. Sahay, Director IIM Raipur on 17th June, 2013. Inaugurating the programme Prof. Sahay raised his concerns regarding the acute shortage of good faculty members and researchers in the country. He said that this demand and supply gap is increasing day by day. There are many great minds with sound academic background and inclination towards research in industry (both public and private sectors), government organisations, and social sectors. In this regard, IIM Raipur, through this programme, aims at tapping such great minds to create an avenue for high quality research. He also emphasized on the uniqueness of this programme as it allows experienced professionals to pursue research with minimum disruption of their work to achieve personal pursuits.

Prof. Vinita Sahay Chairperson (FPM) introduced the aims and objectives of the programme to the executives. She emphasized on the expectations from the pioneer EFPM Team as it is definitely very high and they have the onerous task of building high quality research culture at IIM Raipur.

### Profile of the EFPM Students

Roll No.	Name	Qualification	Years of experience	Designation & Organization Working
13EFPM001	Ajay Kumar Dubey	BE (Ravishankar University, PGDM (MDI Gurgaon)	28 Years 2 Months	Executive Director, Chhattisgarh State Power Holding Co. Ltd.
13EFPM003	Awadhesh Pratap Singh	B.E (Dr.Hari Singh Gaur Sagar), EPGP IIMK	12 Years 9 Months	Vice President, Societe Generale
13EFPM004	Byju John	MPM (Poona Univ.), PHD (Mats Univ.)	18 Years 11 Months	Pro-Vice Chancellor, Mats University Chhattisgarh
13EFPM005	G. Ranjeet Kumar	BSC (Osmania University), EXEC. PGDM (NMIMS)	14 Years 6 Months	Associate Professor, Holy Grace Academy of Management Studies, Thrissur Kerala
13EFPM006	Nitin Tiwari	B. Com, MCOM (Pt. Ravishankar Shukla Univ.), MBA (IT)	15 Years 9 Months	Accenture Service Pvt Limited, Lower Parel Mumbai
13EFPM007	Pradeep Gupta	BE, M.Tech. (IIT Delhi), MBA	18 Years 1 Month	Chief Project Manager, Indian Railways
13EFPM008	Rajesh Kumar Singh	BE (NIT Jamshedpur), EPGP (IIM Kozikode)	19 Years 3 Months	Technical Director Mindtree Ltd.
13EFPM009	Ranbir Singh Sodhi	B.E. (Punjab University)	18 Years 8 Months	Assistant Professor, Goa Institute of Mgmt., Sanquelim Campus





## About Executive Fellow Program in Management

Executive Fellow Program in Management (EFPM) is a unique doctoral programme in management specifically designed for working professionals with more than 10 years of work experience in industry.

With the rapid expansion of management education in India, it has become inevitable that top business schools cater to the need of the faculty by producing excellent researchers and academicians who have a strong practical experience of the corporate world. Management education will only be powerful and effective if the people with their real life experiences are brought to the academic forefront. Executive EFPM at IIM Raipur is an attempt in that direction. The Programme is intended to bring industry and academia close to each other. By providing scholarly inputs to those who already have domain knowledge of their discipline, the programme will offer prospects of a full time/part time career within academia or in research positions outside the academia world.

## Objective of the Executive Fellow Programme

The major objective of this programme is to develop high quality researches in all areas of management. The specific objectives of the programme are:

- a. To provide scholars with necessary skills to identify and research complex issues in the field of management in real life world
- b. To contribute to the creation, transmission and application of knowledge in the field of management
- c. 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
- d. To meet the teaching and research manpower needs of academia and industry by producing highly skilled individuals with exceptional analytical ability and training in conducting applied research

## Program Structure

The programme has two components. The first component of the programme consists of an on-campus course work involving a series of courses followed by a comprehensive examination. The second component of the programme consists of thesis work.

### The on-campus course work has three modules:

#### Module 1: Foundation in Management:

This is eight week integrated course on foundation of management. This module can be waived for students with PGP/EPGP/ from IIM's. The following courses are in the Module 1:

- Economics
- Decision Analysis
- Cost Accounting
- Organization Behaviour
- Financial Accounting and Decision Making
- Research Methodology
- Marketing Management
- Human Resource Management
- Operations Management
- Financial Management
- Supply Chain Management

## Module 2: Core courses :

This is a four weeks integrated course on core subjects in management research. This module contains the following subjects that will create foundation to research:

- Philosophy of Social Sciences
- Quantitative Methodology
- Grounded Theory and Case Method Research

## Module 3: Area Courses :

This is a four weeks integrated course on area specifically chosen by the candidate. This module comprises of area seminars, related area seminars and assignment presentation.

## Comprehensive examination

Two months after the completion of the course work, a candidate has to take a comprehensive examination to assess the suitability of his candidature for the thesis work.

If a candidate is declared pass, he/she goes to the next stage, else he/she may be asked to do a term paper and on the completion of the term paper withdraws from the programme by getting a certificate titled "Certificate in Management Teaching."

## Thesis Work

This phase embarks students on his/her doctoral level research, comprising of thesis proposal defence, thesis writing, and thesis examination. The thesis should be a scholarly contribution to the knowledge pertinent to the understanding and resolution of management problems.

## Specialization

The institute currently offers Executive FPM in the following area of specialization:

- i. Business Policy and Strategy
- ii. Economics and Business Environment
- iii. Finance and Accounting
- iv. Information Technology and System
- v. Marketing Management
- vi. Operations Management
- vii. Organisational Behaviour & HRM



## 5.6 Summer Internship of PGP 2013 - 15 Batch

At IIM Raipur, the pedagogy aims at an engaged learning approach. Thus, as part of the curriculum, the students join various organizations at the end of their first year to gain a first-hand industry experience. The Summer Internship Season this year saw a surfeit of companies visiting IIM Raipur, offering various niche profiles to our highly talented students. The 2013-15 Batch at IIM Raipur has witnessed unprecedented success and reaffirmed IIM Raipur's stature as one of the premier B-Schools in the country.

IIM Raipur gathered stupendous support from industry this season. It established fresh industry relations and reinforced the existing ones making the process a memorable one. More heartening was the addition of a number of new recruiters, who trusted the quality of students, sensing a potential value in addition to their respective firms offering exciting profiles.

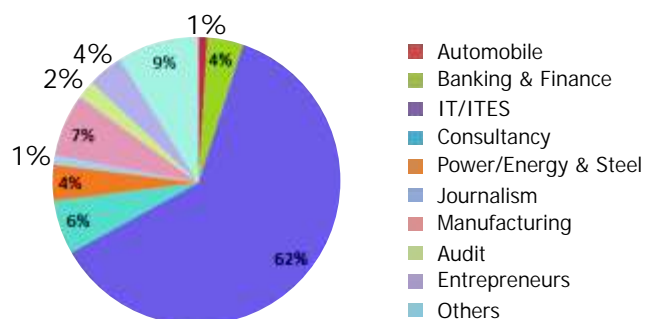
With more than 75 companies participating in the Summer Internship Process, the fourth batch of IIM Raipur, is now ready to further climb the corporate ladder. The batch of 118 students, with an average work experience of 23 months, has been placed across various domains like consulting, banking & finance, IT, human resources, operations and sales & marketing. As a testament to the quality of talent pool offered by IIM Raipur to the industry over the years and their recognition of the same, 100% placements continued to be the norm and tradition, with a total of 118 offers. With the unique diversity that the 2013-15 batch reflects, the students have gained opportunities in esteemed organizations like Fitch Ratings, Deloitte Haskin & Sales, EMEL Group, ICICI Bank, Hero MotoCorp, AgroTech Foods, Mapro, Draft FCB Ulka, Larsen & Toubro, JSPL and many more.

### Highlights of the SIP

This year's Summer Placement witnessed some of the world's biggest firms like Microsoft, GlaxoSmithKline, SBI General Life Insurance, ING Vysya Life Insurance, NABARD, Publicis, JWT, Draft FCB Ulka, Trident Group and many more showing their interest in recruiting students. A few of our students bagged international internship opportunities offered by EMEL Group. Niche profiles like media and advertising, digital marketing, marine consulting, equity research, brand strategy and financial consulting were offered in line with the changing trends.

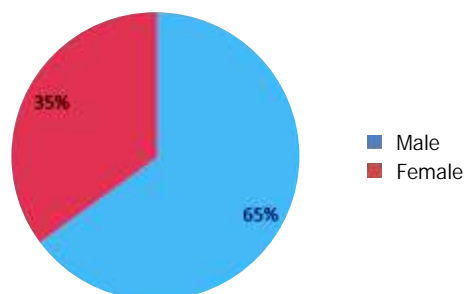
### Profiles

The students of the 2013-15 are a mix of fresh graduates as well as experienced professionals who have worked in varied domains. A snapshot of the experience is as follows:



### Gender

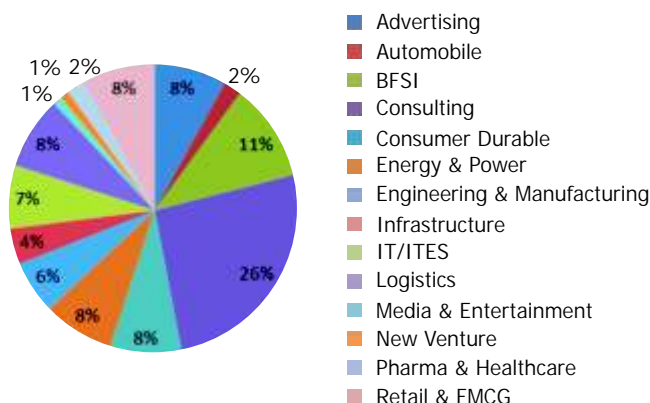
Speaking of Gender Diversity, the ratio of female students to male students this year stands as a testament to the rising number of prospective female managers in the corporate world.



## Sectors

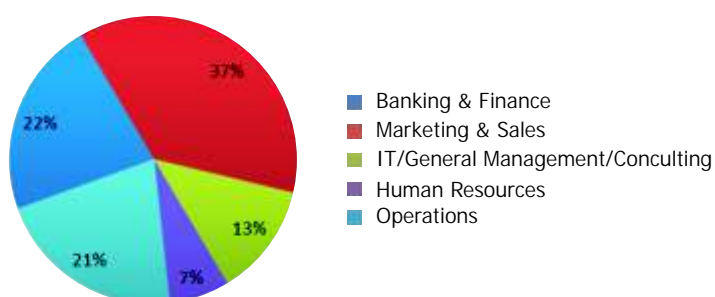
Students were offered summer internships by organizations belonging to diverse sectors such as Banking & Finance, Engineering & Manufacturing, Automobiles, Media & Entertainment, Retail & FMCG, Advertising, IT/ITES, Consumer Durables, and Consulting.

Majority of the offers were made by the Consulting sector (26%), followed by BFSI sector (11%), Retail & FMCG, Advertising and Consumer Durables along with Energy & Power were the next prominent sectors (8% each).



## Profiles

Marketing (37%) was the most preferred profile by the students, followed by Finance (22%), Operations (21%), Consulting/General Management (13%) and HR (7%).



## Marketing & Sales

Marketing and Sales profile was offered by a diverse portfolio of companies, which belong to a wide array of industrial sectors. Our students bagged international opportunities at EMEL Group and interned at Lagos. Draft FCB Ulka, making its presence felt in India, provided IIM Raipur an opportunity for Summer Internship. Profiles offered included the likes of Market Intelligence, Digital Branding, Social Media Marketing, Retail Marketing, Content Marketing, Institutional Sales, Business Development, Media Marketing, Product Development, Market Research, Sales Strategy, B2B Sales, and Direct Marketing etc. Some of the prominent companies where the students did internship include EMEL Group, Pepsi Co., HCL, AgroTech Foods, HT Media, Mapro, Daily Bread (A Britannia subsidiary), Wildcraft, Dr. Reddy's, Draft FCB Ulka, Blue Star, Carrier, ACC Limited, BPCL, HPCL, Central Coalfields Ltd., Simplify 360, Kalpataru, ACH Consulting, Connecting Dots, Digital My Biz, Media Agility, Blue Star, Globals Inc. and NDDB Dairy Services.

## Consulting/General Management/IT

Students also bagged a variety of profiles with prominent recruiters in this domain. Consulting domain growth at IIM Raipur was well appreciated by the industry. The prominent companies where the students did internship include HCL, Deloitte Haskin & Sales, Aricent Group, Explico Consulting, Yodlee Infotech, ACH Management Consultants, Rajiv Gandhi Shiksha Mission and iMaritime Consultancy.

## Banking & Finance

A wide array of organizations offered most sought after finance profiles such as Risk Management, Financial Modelling, Equity Research, IT Risk Compliance, Bank Loan Rating, Portfolio Fund Management, Investment Banking and Corporate Finance Advisory. An Equity Research and Advisory enterprise that specializes in providing market and stock specific solutions recruited students for financial consulting profile. The major companies where the students did internship include ICICI Bank, Fitch Ratings (India Ratings), NSE Infotech, Tata Power, Varhad Capital, Singhi Advisors, Larsen & Toubro, Yodlee Infotech, Explico Consulting, Dion Global Solution, Dynamic Equities Pvt. Ltd. and Religare Fincare.



## Operations

Operations has seen a rapid rise as a preferred profile among 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 which included international opportunities as well. Niche profiles such as Operational Planning, Supply Chain Management, Efficiency Solutions, and Process Design were also offered. The prominent companies where the students did internship include JSPL, DSCL, Hero Motocorp., HPCL, ACC Ltd., TCIL, iMaritime Consultancy and 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 and offered some of the most sought after profiles such as Talent Hunting, HR Strategy Consulting, Developing Loyalty Programme and Opportunity Identifying were offered. The prominent companies where the students did internship include NTPC PMI, HPCL, BPCL, Tata Power, NDDDB and Daily Bread.

## 5.7 Final Placement of PGP 2012-14 Batch

IIM Raipur is proud to announce the successful completion of its placement process for the 3rd Batch of its flagship program PGP 2012-2014. The Class of 2014 has had students from diverse academic backgrounds and work experience. This translated into companies from a variety of sectors showing interest in our placements. Several middle and senior management level offers were rolled out to match the expertise and preferences of the batch.

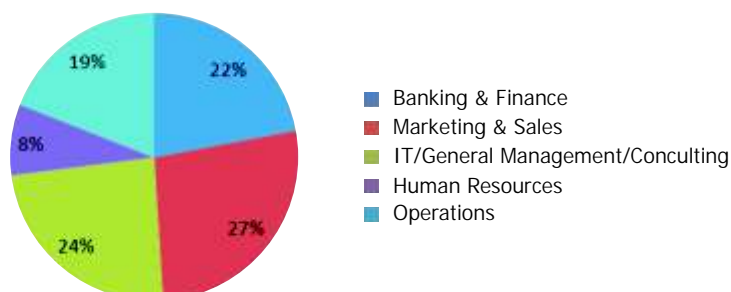
IIM Raipur has continued to strengthen the relationship with past recruiters. The students of PGP 2012-14 were offered roles in the firms like CRISIL, Dabur, Dr. Reddy's, E&Y, Godrej & Boyce, Groupon, Hero MotoCorp, HT Media, HCL Technologies, Infosys BPO, ICICI Bank, JP Morgan Chase, JSPL, Kadence International, KPMG, L&T Hydrocarbon, Maruti Suzuki, Shapoorji Pallonji, Trident Group, Tata Steel, Mawana Sugars and Yes Bank.

International placements were the toast this year at IIM Raipur. A world's leading independent marketing insight agency offered exclusive Marketing Advisory profiles, a Nigerian conglomerate offered a role in Market Strategy and an Indian powerhouse in the Manufacturing domain offered roles in International Business to our students. In total, 7 students from the Class of 2014 pocketed international profiles of repute.

Candidates were keen to explore career paths which were a little different from the norm and were helped in their course by niche investment firms and a well-known firm offering the role of an Executive Assistant to the CEO. One of our students bagged the prestigious Leadership Management profile offered by JSPL. Some of the other coveted profiles that were offered to the students include Strategic Leadership, Business Development, Internet Marketing, Market Research Analyst, Operational Risk, Institutional Sales and Talent Acquisition.

## Profile

In the year 2013-14 final placement, the Sales & Marketing domain emerged as the most preferred domain with 27% of the students opting for it. This was closely followed by IT/General Management/Consulting (24%) and Banking & Finance (22%). The roles in Operations domain were received by 19% of the students whereas 8% of the students bagged roles in HR.

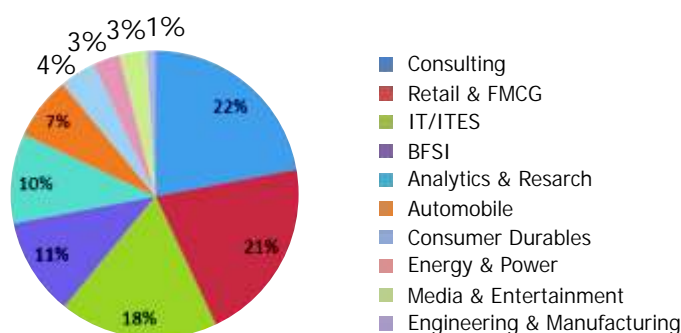


## Lateral Placement Process

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 20 offers were accepted in lateral placement process. IIM Raipur also witnessed profiles such as Executive Assistant to top management, Strategic Sourcing, Corporate Planning, Business Consultant, IT Consultant etc. The major companies that had participated in this process included Infosys BPO, Ernst and Young, KPMG, Maruti Suzuki, Ranbaxy Laboratories and JSPL. Acumen of the students and academic excellence was lauded by the industry as 90% of students with prior experience of one year or more successfully shifted their careers to a different sector.

## Sector Wise Placements

The Consulting sector dominated the participation of the companies for the Class of 2014 closely followed by the Retail & FMCG and IT/ITES sectors. These sectors were closely followed by BFSI, Analytics & Research and Automobile. Consumer Durables, Energy & Power, Engineering & Manufacturing and Media & Entertainment sectors made up the rest.



## Sales & Marketing

Continuing with last year's trend, this domain has seen participation from companies belonging to different sectors. The batch of 2012-14 had the highest number of offers made in the Sales & Marketing domain. Around 27% of the students from the batch of 2014, were placed in this sector. Companies from Automobile, IT, Banking, Manufacturing, Consumer Durables and Consulting industry offered roles like Market Research & Technical Advisory, Institutional Sales, Branding & Advertising, B2B & B2C Marketing, Internet Marketing, Digital Marketing Specialist, Relationship Management, International Business, Business Development and Media Marketing. One of our students received the role of a Marketing Strategist at a leading Power and Automation Technology company. One of India's largest Automobile company offered Marketing profiles in Rural Marketing & Sales, Dealership Management and Institutional Sales. One of the largest private sector sugar manufacturers in India offered roles in its Marketing wing for Modern Retailing and Branding. Most of the International offers for this year were also made in this domain. The prominent companies offered positions in this area are ABB, Crompton Greaves, Godrej & Boyce, HT Media, HCL Technologies, Kadence International, Maruti Suzuki, Mawana Sugars, Tata Steel.

## Finance

IIM Raipur witnessed the presence of some of the most sought after finance companies on the campus this year. A few of the largest firms of India like HSBC offered the role of Investment banking to the students, Operational Risk profile was offered by JP Morgan Chase while ICICI Bank offered Customer Relation Management profile. A reputed Financial Services provider offered roles in its Risk-Business Intelligence Team. An emerging Hedge Fund establishment recruited for its Global Portfolio Management and Financial Accounting roles. Yes Bank offered the roles of Emerging Corporate Banking and International Banking to students of this domain. Few other profiles included Advance Analytics, Corporate Finance, Financial Valuation, Credit Ratings, Financial Research, Risk & Policy Advisory and many more. Around 22% of the students were placed in the finance sector.

The important companies offered final placement includes HDFC, CRISIL, ICICI Bank, JP Morgan Chase, Shapoorji Pallonji, Trident, Tata Capital, Yes Bank.

## Operations & HR

A good number of recruiters appreciated the passion and rigour of the students and praised for opting a career in these domains. Operations had 19% of the overall offers and covered different areas such as Supply Chain Management, Procurement, Logistics and Infrastructure Management etc. Infosys BPO continued its tryst with IIM Raipur for the third consecutive year and was one of the largest recruiters with offers for its roles: Strategic Sourcing & Procurement Specialist, BPO Specialist and Category Management Expert. Future Supply Chain, a new addition to our recruiters this year, recruited for its Supply Chain profile. Other major recruiters were Infosys BPO, Daimler and Cheers Interactive. A pre-placement offer made by Hero MotoCorp and an international offer by EMEL group provided the icing on the cake for recruitments in this domain.

The interest in Human Resource Management has increased tremendously among the students and several major companies showed interest in this domain. Trident Group offered roles in Talent Acquisition, Strategic HR & Industrial Relations. We have seen a steady growth in the recruitments in this domain with profiles offered in HR Operations, Corporate HR and Compensation & Benefits.

The offer made by the prominent companies in this areas are ACH Management Consultants, Cheers Interactive, Daimler, EMEL Group, Future Supply Chain, GATI KWE, Hero MotoCorp, Infosys BPO, Trident Group.

## General Management/Consulting/IT

As testimony to the participant's leadership qualities there was a sharp increase in the offers made for General Management roles. With close to 24% of overall offers, a substantial number of students bagged roles in this domain. Participants were offered leadership roles by several industry majors such as Trident, CSS Corp and JSPL. Trident offered an exclusive Strategy profile to two of our students. Ranbaxy Laboratories offered its coveted Global Leadership Program and an emerging National Testing Portal hired for its positions of Regional Head, Business Development & Strategy Manager. In the Consulting domain, KPMG, E&Y were some of the big names in the consulting sector that participated and offered roles of Analysts and Consultants to our students.

In the wake of the rapid growth of new firms witnessed by IT/ITES sector, 24% of the final offers were made in this domain. Analytics and IT profiles were offered by companies like Yodlee Infotech, Analytics Quotient, Maveric Systems and MAQ Software.

Students accepted the offers from the Companies like CSS Corp, E&Y, JSPL, KPMG, MAQ Software, Maveric Systems, Matrix Cellular, Ranbaxy, Rankjunction, Yodlee Infotech in this area.

Continuing the trend from the past few years, there was an abundance of companies spanning across industries and sectors offering the candidates roles in a host of domains. The entire IIM Raipur fraternity would like to take this opportunity to thank all the regular recruiters for their continued faith in the students at our campus. We are also proud to associate with our new recruiters and welcome them with a hope to strengthen this relationship in the years to come. We thank all those who were associated with us and helped us in the process. Without the help of the Director, Faculty Colleagues, Placement Committee members, Administrative staff and the co-operation of the media, this wouldn't have been possible.





## 5.8 3rd Annual Convocation

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. 98 students of the Post Graduate Programme in Management (PGP) were awarded their diplomas at the 3rd Annual Convocation held on Monday, March 24, 2014.

Decked in their robes, the students of the graduating batch were addressed by Shri Sunil Kant Munjal, Joint Managing Director, Hero MotoCorp Ltd., & Chairman, Hero Corporate Service Ltd. 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. He emphasized the philosophy of the Institute of nurturing and developing the best of managerial talents that contribute ethically and fairly to the growth of the nation. Prof. Sahay highlighted the Institute's continuous endeavour to promote excellence in academics, research, executive education, international relations, and maintaining a strong industry interface. He also emphasized the vision of IIM Raipur to emerge as one of the top business schools in the world. He has a strong belief that any top business school in the world is known by the quality of its faculty and students and IIM Raipur is very strong in both these areas. He informed that IIM Raipur's scholastic and research environment has been instrumental in attracting the most competent, qualified and experienced faculty.



Shri Hari S. Bhartia, Board of Governor asked the students to step into the world with a commitment to use the knowledge they acquired at the institute and transform the society for betterment. With anecdote like "Service before Self", he encouraged the batch to move ahead with confidence and conquer life's battles without giving up. He said that the Institute also believes 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 bringing laurels for the country globally. He advised the students to take an informed choice and to always remember that success is measured in terms of 'character' for which they were groomed at IIM Raipur.

Shri Sunil Kant Munjal, Jt. MD, Hero MotoCorp Ltd. & Chairman, Hero Corporate Services Ltd, delivering the convocation address most eloquently shared with the students that great work is performed not by strength but by perseverance. He highlighted the need for the graduating class to be job creators and not just job seekers. The students felt every bit inspired to take with confidence their initial tread in the corporate world. He congratulated the graduates and asked them to think big, dream big and to follow their dreams with utmost dedication and perseverance. He illustrated the importance of setting goals as the first step towards turning dreams into reality. There are fantastic opportunities ahead of us. Millions of young people coming into the workforce need to be skilled. What you make of yourself will depend on you. Hyper-connectivity has increased the pace and doubled the amount of information available on this earth every 5 years. Do something or get snowed under it-this required a speed of reaction or action like never before. The focus has always been on "don't" as we grew up. Best revenge is massive success chooses to do what you like. If you can make that choice, you are blessed. India is the world's oldest and youngest nation. We need to address the needs of a large society who will live longer. Treat this as an opportunity. Try and find solutions to make the people's life longer, healthier and more meaningful. As you step out into the world, give yourself the opportunity to do something special that will bring joy to you and those around you.

The medals were awarded by Shri Sunil Kant Munjal who stood as an ideal and icon for the young minds. Medals for meritorious performance were awarded to the following students:

- The Board of Governor's Chairman Gold medal for best academic performance in the graduating class was awarded to Rohit Garg
- The Director's Gold Medal for second best academic performance in the graduating class was awarded to A. Sindhuja
- The Post-Graduation Programme Chairman Gold Medal for the third best academic performance in the graduating class was awarded to Arnab Kundu

The function was attended by around 500 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 Vivek Dhand, Chief Secretary, Government of Chhattisgarh, Smt. Chokila Iyer, Former Foreign Secretary, Dr. S.C. Vats, Shri Kewal Handa, Former 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 & Professor  
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 Modelling, Higher Education & Accreditation

**Prof. Anagha Shukre**, Assistant Professor  
Ph. D. (Consumer Behaviour), M.Phil.), MA (Economics)  
Past Association: Institute of Management Studies, Ghaziabad  
Interest Areas: Retail Management, Digital marketing, Entertainment & sports' marketing, Consumer Behaviour, Integrated Marketing Communications

**Prof. Ashish Kumar Garg**, Assistant Professor & Chairman (Students Affairs)  
Ph.D (GJUST)  
Past Association: Lal Bahadur Shastri Institute of Management (Delhi)  
Interest Areas: Behavioral Finance, Foreign Institutional Investment, Capital Market

**Prof. Debdatta Pal**, Assistant Professor  
FPM (IIM Ahmedabad)  
Past Association: IIM Indore  
Interest Areas: Agricultural Credit and Insurance, Developmental Banking and Microfinance, Agricultural Household Modelling, Transaction Cost Economics, Choice Modelling

**Prof. Koustubh Kanti Ray**, Associate Professor & Chairman (PGPWE)  
Ph.D. (Utkal University)  
Past Association: IIFM Bhopal  
Interest Areas: Financial Markets, Environment Finance & Valuation, Corporate Finance, Behavioural Finance, Sustainable Investment Analysis

**Prof. M. Kannadhasan**, Associate Professor & Chairman EEC  
Ph.D. (Anna University), Chennai  
Past Association: Bharathidasan Institute of Management,  
Interest Areas: Capital Budgeting & Capital Structure Decisions, Capital Market and Portfolio Management, Risk Behaviour of Indian Managers & Retail Investors, Entrepreneurs' risk behavior in Investments Decisions

**Prof. Parikshit Charan**, Assistant Professor  
Ph.D. (IIT Delhi), M.E. (MNIT, Jaipur), B.E. (J. N. V. University)  
Past Association: IIM Rohtak  
Interest Areas: Supply Chain Management, Supply Chain Performance Measurement System, Performance Measurement System, Productivity Measurement and Management

**Prof. Pradyumna Dash**, Associate Professor & Chairman (Admissions)  
Ph.D. (IIT Bombay)  
Past Association: IIM Indore  
Interest Areas: Macroeconomics, Monetary Economics, Applied Econometrics

**Prof. P. R. S. SARMA**, Assistant Professor & Chairman (PGP)  
Ph.D (IIT Delhi), M.B.A (IIT Delhi), B.E., Andhra University  
Past Association: GITAM University, TCIL Interest Areas: Green Project Management, Green Logistics, Supply Chain Management

**Prof. Sanjeev Prashar** , Professor & Chairman (Placement)  
MBA (Marketing), MBF (Finance), Ph.D. (Exports Management)  
Past Association: IMT Ghaziabad  
Interest Areas: Sales Management, Rural Marketing, Marketing Management, International Marketing

**Prof. Satyasiba Das** , Assistant Professor & Chairman (International Relations)  
Post Doc, National University of Ireland  
Past Association: XIMB, Bhubaneshwar, Midland and Western Regional Assembly (Ireland),  
National University of Ireland (Ireland), SINTEF (Norway)  
Interest Areas: Corporate Strategy, Innovation and Industrial Dynamics,  
Commercialization and Marketing of Innovation and Scientific Outputs,  
Innovation matrix and Knowledge Transfer Actions, Government Relations,  
Public Sector and Social Capital Innovation, Urbanization and Sustainability

**Prof. Subrata Kumar Mitra** , Assistant Professor & Chairman (Library)  
Ph.D. (University of Pune), CFA (The Institute of Chartered Financial Analysts of India)  
Past Association: IMT Nagpur, IRMA  
Interest Areas: Corporate Finance, Financial Modelling, Empirical Finance,  
Investment Analysis and Portfolio Management

**Prof. Sumeet Gupta** , Associate Professor & Chairman (Research)  
PhD. Information Systems (National University of Singapore), MBA (National University of Singapore),  
B.E., Mining (GEC Raipur)  
Past Association: The Logistics Institute Asia-Pacific, (Singapore), Larsen and Toubro Limited,  
India Interest Areas: Technology Adoption, Mobile Commerce and Electronic Commerce,  
Virtual Communities, Supply Chain Management

**Prof. Umesh Bamel** , Assistant Professor  
Ph.D. (Organizational Behavior), IIT Roorkee, M.Phil (HR), MBA (HR)  
Past Association: Narsee Monjee Institute of Management Studies (Mumbai), IIT Roorkee  
Interest Areas: Organizational Climate, Positive Organizational Behaviour, Managerial Flexibility,  
Workplace Diversity

**Prof. Venkata Vijay Kumar P** , Assistant Professor  
FPM (IIM Indore), B. Tech. (NIT Warangal)  
Interest Areas: Primary Security Markets, Micro Finance

**Prof. Vinita Sahay** , Professor & Chairperson (Fellow Programmes)  
PGDBA (Marketing), M.A. (Economics) Gold Medallist, Ph.D. (Customer Value)  
Past Association: IMT Ghaziabad, Aarhus School of Business, Denmark  
Interest Areas: Marketing of Services, Product & Brand Management,  
Retailing & Supply Chain Management, Customer Relationship Management



## 6.2 Visiting Faculty

**Prof. Ajit Kumar Pandey**, AECOM Hyderabad

M.A., M.Phil, Ph.D. (Sociology)

Interest Area: Sociological Theory and Research Methodology,  
Kinship and Tribal Polity and social development

**Prof. Amit Mukherjee**, IIM Lucknow

Ph.D. (Management)

Interest Areas: Customer Relationships: Profitability/CLV drivers, Satisfaction, Trust, Commitment,  
Loyalty Consumer Research: Geo-demographic consumption patterns, Customer Value,  
involvement Value orientation, drivers of adoption, demographic-values-lifestyles linkage in India

**Prof. Biswatosh Saha**

Ph.D. (Management), IIM Calcutta, FPM IIM Calcutta

Interest Areas: Institutional analysis, critical management studies, theories of practice,  
knowledge/technology and power

**Prof. Charanpreet Singh**, Praxis

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

Interest Areas: Marketing, Information Technology and Strategic Management

**Prof. D. N. Panigrahi**

CFA, MBA (Finance), Faculty of Management Studies (FMS), Delhi University.

Interest Area: Bank Management, Insurance & Actuarial Science, Retirement Planning & Pensions

**Prof. 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. Ganatantra Ojha**

Former Director (Personnel) & Board Member of Steel Authority of India Limited (SAIL)

Qualification: LLB, PGDPM & IR, MA (Gold Medalist)

Interest Area: Industrial Relations, Conflict Management and Negotiation, Organization Development

**Prof. Himanshu Rai**, IIM Lucknow

Fellow (IIM Ahmedabad), B.E. (NIT Surathkal)

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. Jitendra Sharma**, IMT Nagpur

M. Tech. (Mech. Engg), Nagpur University, Ph. D. (Mech. Engg.), NIT, Raipur

Interest Area: Process Management; Quality Engineering; Six Sigma; QFD; Strategy in Operations

**Prof. Koilakuntla Maddulety**, NITIE Mumbai

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. Mala Sinha**, FMS Delhi

Ph.D. (Psychology)

Interest Areas: Organizational Behaviour, Organizational Effectiveness and Change,  
Cross Cultural 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. Monika Sethi** , SP Jain

MA (Economics), MBA (HRM), Ph.D. (HRM)

Interest Areas: Organizational Behaviour, Leadership, Change Management, OD

**Prof. Moutusy Maity**

Ph.D., University of Georgia, Athens, GA, USA

Interest Areas: Technology adoption by consumers, Multichannel marketing; E-commerce; M-commerce, Mobile technologies and users at the bottom of the pyramid (BoP)

**Dr. Mrinalini Shah** , IMT Ghaziabad

Ph. D., Kumaun University

Postdoctoral: Under European commission fellowship (ERASMUS MUNDAS) School of Management, University of Warsaw, Poland

Interest Area: Supply chain, Inventory Management, Intelligent Management model, Business Analytics, Innovation Management, Entrepreneurship Development

**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. Pankaj Sinha** , FMS New Delhi

Ph.D (Bayesian Econometrics), Delhi University

Interest areas: Bayesian econometrics, forecasting, financial econometrics, financial engineering, financial markets, financial mathematics, computational finance, financial risk management and investment analysis

**Prof. Rajnandan Patnaik** , IMT Nagpur

Ph.D. (Business Management)

Interest Areas: Complex Adaptive Systems, Evolution of Industry through Punctuated Equilibrium, Industry Dynamics, Competitive Strategy, Corporate Strategy, Case Research

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 Modelling, Knowledge Management

**Prof. Rohit Mehtani** , IIFT Delhi

Masters (Global Political Economy), University of Hull, England

Interest Areas: International Business Diplomacy & Negotiation

**Prof. Roma Mitra Debnath** , IIPA, New Delhi

Ph.D. (Management), M.Phil. (Statistics), M.A. (statistics)

Interest Areas: Managerial Statistics, Operations Research, Business Research, Six Sigma

**Prof. Ruppel W. Sharma** , IIFT Delhi

BA (Hons.) Economics (LSR, Delhi University); MBA (International Business), IIFT Delhi

Interest Areas: Brand Management, Marketing Communication

[Prof. S. Govindrajan](#) , Praxis  
B.Com (Utkal University), PGDM (IIM Ahmedabad)  
Interest Areas: Marketing, Brand Management and Sales & Distribution Management

[Prof. S. B. Mohanty](#) , XIMB Bhubaneswar  
PGDM, B.Sc.  
Interest areas: Marketing (Advertising & Sales Promotions)

[Prof. Shalini Verma](#) , 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. Shubhra Hajela](#) , TISS Hyderabad  
M.A., D. Phil. (University of Allahabad)  
Interest Area: Philosophy, theory and practice of qualitative research

[Prof. Snehanand Sinha](#) , Consultant  
PGDBM (Marketing, HR), XLRI Jamshedpur  
Interest Areas: Consulting, Outsourcing, Investments, Retirement, Health & Benefits, Human Capital,  
Communication, Mergers & Acquisitions

[Prof. Subodh Tagare](#) , IMT Nagpur  
PGDIM in 1993 from International Management Institute, New Delhi  
B. Com (H) in 1989 from Osmania University, Hyderabad  
Interest Area: Marketing, Brand Management

[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  
Interest Areas: E-governance, Competitiveness, Change Management

## 6.3 Officers

[Group Captain \(Retd.\) Vivek Dubey](#)  
Chief Administrative Officer

[Dr. Chandrakanta Swain](#)  
Librarian

[Mr. H. K. Debata](#)  
FA & Chief Accounts Officer

[Mr. Shaji Mathai](#)  
Administrative Officer (Academic)

[Mr. Amit Chanpuriya](#)  
Administrative Officer (Executive Education and Consulting)



## 7.0 Research and Publications

Research is at the 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, the faculty will get a cash reward of Rs. 5.00 lacs and an additional chance to present a paper in an international conference. Similarly for publishing in a B and C class journals, the faculty will get cash rewards of Rs. 3.00 Lacs and Rs. 1.00 Lac respectively.

During the year 2013-14, the faculty members authored 17 papers in refereed journals, 3 cases publish and presented, 6 in International Conferences and 2 in National Conferences.

IIM Raipur organized two International Conferences. ICHL2013: International Conference on Humanitarian Logistics on December 2-3, 2013 and ICSM2014: International Conference on Social Media on January 10-11, 2014.

The details of the publications are appended below:

### 7.1 Paper Publications in Referred Journals

Aihui Chen, Yaobin Lu, Gupta, S., Qi Xiaolin, 2013, "Can Customer Satisfaction and Dissatisfaction Coexist? An Issue of Telecommunication Service in China", *Journal of Information Technology*, DOI: 10.1057/jit.2013.26.

Chunjie Xiang, Yaobin Lu and Gupta, S., 2013, "Knowledge sharing in information system development teams: examining the impact of shared mental model from a social capital theory perspective", *Behaviour and Information Technology*, Vol. 32, pp. 1024-1040.

Das, S., 2013, "Cultural Due diligence for Global Operation: Basic Steps", *Vilakshan - XIMB Journal of Management*, Vol. 10, pp. 159-174.

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

Hee-Woong Kim, Gupta, S., Yoon-Seung Jeon, 2013, "User Continuance Intention towards Mobile Internet Service: The Case of WiMax in Korea", *Journal of Global Information Management*, Vol. 21, pp. 121-142.

Hong Zhang, Yaobin Lu, Ling Zhao, Gupta, S., Aihui Chen, Han Huang, "Understanding the antecedents of customer loyalty in the Chinese mobile service industry: A Push-Pull-Mooring framework", *International Journal of Mobile Communications*, In Press.

Kannadhasan, M., Aramvalathan, S., 2013, "Perceived Environmental Uncertainty & Company Performance: Effect on Strategic Investment Decisions", *International Journal of Accounting and Financial Management Research*, Vol. 3, pp. 107-118.

Khan, S., 2013, "O. P. Bhatnagar as a Modern Poet", *Anveshi*, Vol. 1, pp. 55- 59.

Khan, S., 2013, "Othering the Disabled Body: Omkara, Othello and Politics", *Critical Space*, Vol. 2, pp. 71-75.

Khan, S., 2013, "Teaching Business Communication to Engineering Students by Information and Communication Technology (ICT) Framed Techniques", *The Challenge Journal*, Vol. 22, pp. 118-125.

Prashar, S., 2013, "Factors Defining Shopping Experience: An Analytical Study of Dubai", *Asian Journal of Business Research*, Vol. 3. No. 1.

Prashar, S., 2013, "Anatomy of Shopping Experience for Malls in Mumbai: A Confirmatory Factor Analysis Approach", *Journal of Retailing and Consumer Services*, Published Online, [http:// dx.doi.org/10.1016/j.jretconser.2013.08.002](http://dx.doi.org/10.1016/j.jretconser.2013.08.002).

Shuiqing Yang, Yaobin Lu, Gupta, S., 2013, "Empirical Investigation of Online Products Cross-Category Promotions: Attitude Shift toward the Promoted Product", *International Journal of Mobile Communications*, Vol. 11, pp. 580-596.

Shukre A., 2014, "Factors Affecting the Use of E-Newspapers amongst Indian MBA Students", Manthan: Journal of Commerce and Management, Jan-Jun.

Vaidya, O. P., 2013, "An Application of TOPSIS in Evaluating Retail Business Decisions", The Journal of National Institute of Quality and Reliability, Vol. 6.

Venkata V. K. P., (2013), "Value-Based Accounting: A Performance Analysis of Indian Industry", IUP Journal of Accounting Research & Audit Practices, Vol. 12, pp.7-20.

Yuzhi Cao, Yaobin Lu, Shuiqing Yang, Gupta, S., "The effects of differences between e-commerce and m-commerce on the consumers' usage transfer from online to mobile channel", International Journal of Mobile Communications, In Press.

## 7.2 Case Publications

Mitra S. K., Hazela, S., 2013, "Fly Ash Brick Project: Feasibility Study using CVP Analysis", Ivey Publishing, Case No. 9B13B022.

Prashar, S., 2013, "AirAsia: India Entry", The Case Centre, Case Reference no. 313-281-1.

Prashar, S., 2013, "Dove Hair Oil: Marketing in India", Emerald-Emerging Markets Case Studies Collection. Volume 4, Issue 3, ISSN: 2045-0621

## 7.3 Papers Presented in International Conferences

Charan, P., Madaan. J., and Mishra, R., 2013. "Flexible Procurement Outsourcing in an Automotive Air Conditioner Manufacturer in India: A SAP-LAP Analysis", GLOGIFT 13-Thirteenth Global Conference on Flexible Systems Management, Organized by Indian Institute of Technology Delhi and International Federation of Systems Research, held at Department of Management Studies, IIT Delhi, New Delhi, India, 13th -15th December.

Sahay, B. S., Menon, Vinod, Charan, P., and Gupta, S., 2013. "Aligning Humanitarian Logistics Strategies with Supply and Demand Uncertainties", International Conference on Humanitarian Logistics, Organized by Indian Institute of Management Raipur, held at Raipur, Chhattisgarh, India, 2nd -3rd December.

Gupta, S., Sahay, B. S., and Charan, P., 2013. "Relief network model for efficient disaster management and disaster recovery, International Conference on Humanitarian Logistics", Organized by Indian Institute of Management Raipur, held at Raipur, Chhattisgarh, India 2nd -3rd December.

Kundu, T., Lunkad, S., Gupta, S. and Charan, P., 2013, "A Framework for Emergency Public Procurement during Natural Disasters", International Conference on Humanitarian Logistics, Organized by Indian Institute of Management Raipur, held at Raipur, Chhattisgarh, India 2nd - 3rd December.

Roy, V., Agarwal, S., Kumar, S. and Charan, P., 2013, "Selection of Post Disaster Humanitarian Logistics Structure Using AHP Approach", International Conference on Humanitarian Logistics, Organized by Indian Institute of Management Raipur, held at Raipur, Chhattisgarh, India 2nd -3rd December.

Shukre, A., 2014, "New Age Consumers' Affinity for SMS advertising", International Conference on Social Media in Business, Organised by IIM Raipur, Jan, 10-11, 2014.

## 7.4 Papers Presented in National Conferences

Kannadhasan, M., and Venkata, V. K. 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.

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

## 8.0 Executive Education & Consultancy

### 8.1 Executive Education

The present business scenario demands a new approach of developing leaders. Research shows that top executives in large companies and a variety of sectors around the world believe that the following challenges reveal leadership shortages that put their business success at risk:

- increased competitive pressures
- rapidly changing market conditions
- failure to innovate
- satisfying customer demands

The shortage of leadership talent and the complexity of leadership skills are driving growth in development activities for executives and managers. These investments are intended to create bench strength based on unity and alignment within management teams as well as enhanced individual skills and abilities. As a result, companies turn to universities for more tailored and customized learning experiences that universities have provided in the past. IIMR is responding to these requirements by preparing managers for the accelerating impact of technology on business and the changes in the competitive environment.

#### i) MDP on Increasing Effectiveness in Selling Jan 17-18 2014

IIM Raipur organized their first sales MDP on "Increasing Effectiveness in Sales". This was designed for sales executives, sales managers and sales trainers performing their present roles on any one or more of selling strategies ranging from the basic communication, persuasion and negotiation to the most complex ones of client profit planning and business development. Participants from various corporate sectors attended the program. Prof. Sanjeev Prashar and Prof. Vinita Sahay coordinated this programme.



## ii) Financial Modelling Using Excel March 06-08 2014

The Second Program was held in the area of Finance and was titled "Financial Modelling using Excel". The program was designed to be jargon free and non-mathematical and useful for anyone using Excel for day to day financial applications. Participants from growth Government and Private sectors, to name a few, Chhattisgarh Power Generation Company Limited, Housing Urban Development Corporation attended the program. Dr. M. Kannadhasan, Dr. S. K. Mitra, and Dr. Venkata Vijay Kumar P coordinated this programme.



## 8.2 Consultancy Projects Detailed Status Report

In addition to the training programs, IIM Raipur experts and strategic partners worked closely with clients, bringing their expertise and experience to deliver discipline-specific solutions to their most urgent problems. In the year 2013-14 a number of consulting projects were offered to IIM Raipur. But, after due evaluation, the institute accepted the following two projects.

### 1. World Bank Procurement Observatory by the team comprising of Prof. Pradyumna Dash, Prof. Sumeet Gupta and Prof. Parikshit Charan

The main objective of the project was to improve the procurement practices and the consequent public service delivery in the state. The World Bank aims to establish a procurement observatory in the Capital City of Chhattisgarh. Towards this aim the World Bank approached IIM Raipur, which acted as the procurement observatory in the state of Chhattisgarh. The aims of this procurement observatory and our approach to fulfil these objectives were as follows:

- Study of existing procurement practices in the State of Chhattisgarh
- Comparative study with the best practices in procurement practices in other states of India and abroad
- Education on best practices in procurement
- Conducting workshops and seminars with state agencies for efficient dissemination of such practices

### 2. Value for Money Analysis for biomedical waste Management in Chhattisgarh under Public - Private Partnership (PPP) model by the team comprising of Prof. M. Kannadhasan and Prof. Parikshit Charan

The objective of the study was value for money analysis for biomedical waste management, recognizing the need for large scale investments in the health sector to cater to the needs of people and understanding the limited resources that the state has, the government has decided to utilize the managerial ability available in the private sector and hence the government of Chhattisgarh is promoting the Public-Private Partnership (PPP) for implementation of various projects in health services.



## 9.0 Collaboration & Partnership

### 9.1 Collaboration with International Business Schools

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 creation. IIM Raipur wishes to strengthen its international position and branding:

- To enhance its International Relation 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 Ranking 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 Conference, 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 8 Memorandum of Understandings with following international organisations for Academic Collaboration.

- Grenoble Ecole de management, Grenoble, France
- IESEG School of Management, Paris, France
- HHL Graduate School of Management Leipzig, Germany
- Alba Graduate Business School Athens, Greece
- Asian Institute of Technology, Bangkok, Thailand
- IPADE Business School, Mexico City, Mexico
- Yonsei University, Seoul, Korea
- University of Newcastle, Australia

In the year 2013-14 following two MoUs were signed for academic collaboration, research and student exchange with International organisations.

#### Yonsei University, Seoul, Korea

Indian Institute of management Raipur signed a Memorandum of Understanding (MoU) with Yonsei University, Seoul, Korea for student and faculty exchange programme, collaborative research, and organisation of joint academic activities. The MoU was signed by Prof. B. S. Sahay, Director, IIM Raipur and Prof. Kyung Kyu Kim, Dean, Graduate School of Information, Yonsei University, Seoul, Korea.

#### University of Newcastle, Australia

Indian Institute of management Raipur also signed a Memorandum of Understanding (MoU) with University of Newcastle, Australia during the year 2013-14 for academic activities and student exchange. The MoU was signed by Prof. B. S. Sahay, Director, IIM Raipur and Prof. Richard Dunford, Pro Vice Chancellor, Faculty of Business and Law, University of Newcastle, Australia

Various steps were taken to increase the International Collaboration between various organisations of Europe, USA and other Asian countries.

## 9.2 Student Exchange

### Exchange of Students (Incoming)

A Number of applications of students from partner institutes to join the 5th term under the students exchange programme was received during the year 2013-14. After due verification and scrutiny, 6 students were permitted to join, out of which 5 students were from IESEG Paris and 1 student was from IPADE Mexico.

### Exchange of Students (Outgoing)

Sixteen students from PGP- 2012-14 batch were selected to participate in student exchange with our international partner institutions during academic year 2013-14. Under this provision five students joined IESEG, France and four students joined Grenoble, France, one student joined HHL Germany and six students joined ALBA Greece in different academic terms. During this year the institute decided to provide financial support of 15 lakh rupees to students for participating in International exchange program as per the special grant scheme of IIM Raipur.

Apart from the special grant for the international exchange program, IIM Raipur is also providing an additional special grant of 15 Lakh to support students for participating in specific International events of academic nature.

## 9.3 Accreditation

Receiving Accreditation is an important part of our international strategy. To realise that objective, which will bring quality in education & research, International recognition of the Institute, a detail action plan was initiated in the year 2013-14. As a part of International Accreditation, IIM Raipur has taken a bold step to get accreditation from AMBA in near future. IIM Raipur has also planned to be accredited with EQUIS and AACSB in next few years. The first step of this International Accreditation started with the receipt of Associate Membership of AACSB in January 2014. The Institute also expected to get Associate Membership of EFMD by the second quarter of 2014. Associate Membership of these two International Bodies will provide us with necessary information and guidance to get Accreditation in time.

## Collaboration with National Institution

IIM Raipur signed MoU with the following national level institutions:

1. Indian Institute of Corporate Affairs: Under Ministry of Corporate Affairs, Government of India.
2. National Law School of India University, Bangalore: No. 1 Law School in India to offer a course on "Legal Aspects of Business, do joint research and organize conferences and programmes.
3. All India Institute of Medical Sciences, Raipur: This was the first of its kind in India when IIMR collaborated with AIIMS to carry out joint research and programmes in the area of Health Management in India.



From L To R: Prof. B S Sahay and Prof. N M Nagarkar at MoU Signing Ceremony

## 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. It has thus become an indispensable learning resource centre for students, researchers and faculty members of the institute. The library has built a robust collection of books, subscription to print journals, magazines, newspapers, and many other resources like student's project reports, CDs/DVDs etc. The library has been automated with Libsys 7 LMS and RFID Systems. 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.



### 10.1 Services

- Reference Services
- Circulation
- Fully automated Library Operation
- 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
- Remote Access Service
- Book Display
- Photocopy Services

### 10.2 Timing

Library opens from 9 a.m. to 10 p.m. on all working days and from 9.30 a.m. to 6 p.m. on Saturdays and Sundays. Digital Library is available round the clock.

### 10.3 Resources

#### Books

The library has successfully built up a comprehensive collection of over 86000 books from which 80,000 books are available in electronic form and 6000 books are in the print format.

#### Dissertation and Theses

The Library subscribes to 15 lakh Dissertation and Theses on management and its allied areas.

## Journals & Magazines

Library subscribes to more than 14000 journals in the electronic format and 30 print magazines specific to the academic and research needs of the institute.

## Newspapers

The library subscribes to 2318 newspapers to cater to the needs of the students and academic community. Out of which 2300 are available in the electronic format and 18 in the print format.

## 10.4 E-Resources

The library subscribes to a number of important databases that are accessible on the campus network as well as through remote access.

### E-Databases

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

### 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
- Springer Journals
- Informs Pubsuite,
- Sage Humanities and Social Science,
- Wiley Journals
- Taylor and Francis Journals
- Emerald Management Extra,
- Oxford Management Journals
- JSTOR

### E-Books

- E-brary
- Springer E-Books
- Emerald E-Books
- Proquest-Dissertation and Theses
- Macmillan Online Dictionary of Economics

## Turnitin-Anti-Plagiarism Tool

## Harvard Business School Publishing: Case Studies and Notes

## 10.5 Staff

Library provides its services with the help of four staff members which includes one Librarian and three trainees.

## 10.6 Library Committee

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 four other members from faculty who helps in smooth functioning of the library.



## 11.0 International Conference, Seminars and Workshops

As provided in the Memorandum of Association of IIM Raipur Society Registered in April, 2010. IIM Raipur Society is bound to contribute to the national and regional policy making and to the management literature and strengthening the existing management process through continuing educational programmes. Indian Institute of Management Raipur is committed to play Proactive role in this regard. The Institute is holding regular consultations with Corporate and Industry in this direction.

### ICHL 2013: International Conference on Humanitarian Logistics 2<sup>nd</sup> and 3<sup>rd</sup> December 2013.



Left to Right: Mr. N M Prusty, Prof. Gyongyi Kovacs, Prof. B S Sahay, Shri Shekhar Dutt Hon'ble Governor of Chhattisgarh, Mr. J K Sinha, Mr. Sudhir Vasudeva, Prof. Sumeet Gupta.

The world-wide rise in natural and man-made disasters in the last two decades has questioned the very preparedness to cope with them. Although less frequent, such disasters occur with high impact and completely disrupt the daily lives of people and result in huge loss of lives and capital to the extent of wiping out the entire city. Countries world over have been developing mechanisms to deal with such disasters but the previous disasters reveal that the existing preparedness is far below normal. Particularly in emerging economies like India. Such preparedness is hardly given any preference. The key to cope with such disasters is Logistics, termed as Humanitarian Logistics organized to make the lifesaving drugs, food products, and other necessary amenities available to the affected people. The time has come when policy makers, Government bodies, academia, and practitioners should meet on a common platform to deliberate on this key and other relevant issues of Humanitarian Logistics.

The Conference, first of its kind in India, featured four power packed panel discussions, six technical sessions and six plenary sessions. The Conference was participated by over 250 delegates from India and abroad including 37 Key Speakers, 56 researchers, policy makers, armed forces, Government agencies, academics, researchers, corporate, leading thinkers, humanitarian logistics & disaster management practitioners and students. The Co-chair of Conference were Prof. B.S. Sahay, Prof. Vinod Menon and Mr. N.M. Prusty whereas Programme Co-chair were Prof. Sumeet Gupta and Prof. Parikshit Charan.

Some of the Key Speakers from India and abroad include:

#### Chief Guest of the Inaugural Session

1. Mr. Shekhar Dutt, Hon'ble Governor of Chhattisgarh





Left to Right: Dr. Anil Kakodkar, Prof. B.S. Sahay

### Chief Guest of the Valedictory Session

2. Dr. Anil Kakodkar, Chairman, DAE Homi Bhabha Chair Professor Former Chairman, Atomic Energy Commission

### Key Speakers

3. Mr. Ali Illiassou H.E. Ambassador, Embassy of Niger, New Delhi
4. Lt. Gen Anil Chait, CISC, Headquarters-IDS, New Delhi
5. Mr. Anil Kumar Sinha Vice Chairman, Bihar Disaster Management Authority
6. VADM Anurag G. Thapliyal, Director General, Indian Coast Guard
7. Mr. Ashutosh Bajpai Director-India Operations, DHL Express
8. Mr. Aslam Perwaiz, Head, Disaster Risk Management Systems, Asian Disaster Preparedness Center, Bangkok
9. Mr. B. Bhattacharjee, Member, National Disaster Management Authority (NDMA)
10. Prof. Bernhard Blessing, Professor (FH), FH Vorarlberg, Austria
11. Mr. Bhaskar Barua Former Secretary, Food & Agriculture, GOI, FAO Team Leader, Myanmar
12. Prof. B.S. Sahay, Director, IIM Raipur
13. Mr. Derek Glass, Programme Director, ADRA
14. Prof. Devanath Tirupati Director, IIM Bangalore
15. Prof. G. Raghuram Professor, IIM Ahmedabad
16. Prof. Gautam Sinha, Director, IIM Kashipur
17. Prof. Gyongyi Kovacs Director, Humanitarian Logistics & Supply Chairn Research Institute, Finland
18. Mr. J.K. Sinha, Member, National Disaster Management Authority (NDMA)
19. Prof. Janki Andharia Dean, Tata Institute of Social Science, Mumbai
20. Air Marshal J. Chauhan, Central Air Command
21. Ms. Margerita Tileva, Chief, Disaster Risk Reduction, UNICEF
22. Mr. Kuldip Nar, Managing Director, Aidmatrix
23. Dr. N. M. Nagarkar, Director, AIIMS Raipur
24. Mr. N. M. Prusty, Conference Co-Chair & Founding Chairperson, Sphere India
25. Prof. N.V.C. Menon, Conference Co-Chair & Former Member, National Disaster Management Authority
26. Mr. P. P. Shrivastava, Former Member, North East Council
27. Mr. Pierangelo Gandini In-charge Consular Affairs, Embassy of Columbia

28. Dr. P.K. Mishra, Director General, Gujarat Institute of Disaster Management
29. Prof. Prafulla Agnihotri Director, IIM Trichy
30. Prof. Prem Vrat, Former Director, IIT Roorkee & VC, ITM Gurgaon
31. Mr. R. Bannerji, CEO, Gujarat State Disaster Management Authority
32. Dr. Ram Boojh, Programme Specialist, Natural Sciences, UNESCO
33. Prof. Ravi Shankar, Professor, IIT Delhi
34. Dr. Richard Olorunboba University of New Castle, Australia
35. Dr. Santosh Kumar, Director, SAARC Centre for Disaster Management
36. Mr. Sudhir Vasudeva Chairman & Managing Director, ONGC
37. Mr. Vikas Sheel, Secertary, Govt. of Chhattisgarh

ICHL 2013 was inaugurated by the Chief Guest Shri Shekhar Dutt, Hon'ble Governor of Chhattisgarh. The Valedictory Address was delivered by Dr. Anil Kakodkar, DAE Homi Bhabha Chair Professor Former Chairman, Atomic Energy Commission. Key Note Addresses were delivered by Mr. Sudhir Vasudeva, CMD, ONGC, Prof. Gyongyi Kovacs Director, Humanitarian Logistics & Supply Chain Research Institute, Finland; Mr. J. K. Sinha, Member, NDMA and Mr. B. Bhattacharya, Member, NDMA.

'ICHL 2013 Award for Excellence in Humanitarian Action' was given to nine organizations in five categories viz. 1) Early Warning and Dissemination 2) Disaster Preparedness 3) Search, Rescue and Evacuation 4) Post-Disaster Relief Operations, and 5) Rehabilitation and Reconstruction. A high powered three member Jury was constituted under the Chairmanship of Gen. N.C. Viji, Former Chief of Army Staff and Former Vice Chairman, National Disaster Management Authority, Government of India and two members Shri K M Singh, Hon'ble Member, National Disaster Management Authority, Government of India and Shri P. P. Shrivastav, IAS (Retd.), Former Member, North Eastern Council, Government of India to finalize the awardees.

Hon'ble Governor gave the Pre-Conference dinner in the honour of all the Key Speakers on 1st 2013 at Raj Bhawan. ONGC was the Platinum Sponsor, whereas NDMA was the Gold Sponsor and UNICEF was the Silver Sponsor. Cultural Programme was sponsored by the Government of Chhattisgarh.

Summary of the proceedings highlighting the recommendations and outcome of the Conference has been circulated to all concerned.

### Outcome of the Conference:

IIM Raipur is planning to set up a "Centre for Humanitarian Logistics" with the support of National Disaster Management Authority, Armed Forces (Indian Army, Indian Air Force, Indian Navy, Coast Guard). Indian Metrological Department, State Disaster Management Authorities, UN Agencies, International & National Research Institutions working in the area of Humanitarian Logistics and Disaster Management and NGOs.

The Centre will do serious research and provide management solution to the Central and State Governments; National Disaster Management Authority etc:

- Early warning and Dissemination
- Disaster Preparedness
- Search, Rescue and Evacuation
- Post-Disaster Relief Operations, and
- Rehabilitation and Reconstruction.
- Develop Case studies and teaching aids for capacity building at national and state level
- Publication of research papers in top class journals.
- Publication of research papers, working papers, books and monographs.

We have discussed the possible cooperation and collaboration with different agencies/organisation in setting up the Centre. Detailed proposal will be submitted to the Board for consideration and approval.

## ICSM 2014: International conference on Social Media for Business

ICSM 2014: An International Conference on Social Media for Business was organized by IIM Raipur on 10th and 11th January, 2014. ICSM 2014 - where learning, sharing and exploring all happened at the same time, intended to attain following objectives owing to world-wide rise in the popularity of Social Media and Digital Marketing a) To provide an inter-disciplinary forum across different sectors for professionals, academicians, researchers and scholars on emerging roles and trends in Social Media and Internet Marketing b) To voice the issues and concerns emanating from digital marketing landscape and developing an ideal eco-system through and c) To voice the issues and concerns emanating from digital marketing landscape and developing ideal eco-system through colloquial. The Co-chair of the Conference were Prof. Vinita Sahay and Prof. Sanjeev Prashar.

The conference featured four power packed panel discussions, eight technical sessions and eight plenary sessions. The conference was participated by over 250 delegates from across India including 26 key Speakers, 95 paper presenters, marketing professionals, industry practitioners, SME/SMB owners/entrepreneurs/management students, academicians and researchers in the area of Social Media and Digital Marketing and executives responsible for brand building, business generation, bottom line improvements and Brand Expansion. The conference was a grand success.



Left to Right: Prof. Vinita Sahay, Mr. Tushar Vyas, Mr. Nitin Bhagwat, Prof. B S Sahay, Prof. Sanjeev Prashar

### Chief Guest and Key Note Speaker of the Inaugural Session:

1. Mr. Niteen Bhagwat, Managing Director, Asterii Analytics
2. Mr. Tushar Vyas, Managing Partner, South-Asia, GroupM

### Chief Guest & Key Note Speaker of the Valedictory Session:

3. Mr. Aman Singh, Principal Secretary, Government of Chhattisgarh
4. Mr. Anand K Pillai, CLO, Reliance and Member, WEF

### Key Speakers:

5. Mr. Aman Singh, Principal Secretary, Government of Chhattisgarh
6. Mr. A.M. Parial, CEO, CHIPS
7. Mr. Amitabha Sinha, Head Technology & Business Practice, IT & Digital, ABP Pvt. Ltd.
8. Mr. Anand K Pillai, CLO, Reliance and Member, WEF
9. Mr. Anant Goenka, Director and Head, New Media, Indian Express Ltd.
10. Mr. Ankit Kathuria, Marketing Manager - South Asia, OLX
11. Mr. Apurva Chamaria, Director & Head of Global Brand, HCL Technologies



12. Mr. Ashwath Ganesan, National Strategy Director, Social@Ogilvy, Ogilvy & Mather
13. Mr. Atulit Saxena, COO, Future Brands
14. Ms. Deepa Thomas, eCommerce Evangelist, eBay India
15. Ms. Gargi Banerjee, Managing Consultant, PWC India
16. Mr. Gaurava Yadav, Founder, UPEPL
17. Mr. Manuj Bajaj, Vice President (Marketing), GreyBox Technologies
18. Mr. Niteen Bhagwat, Managing Director, Asterii Analytics
19. Mr. Rakesh Varma, AVP - Ad Sales, Naukri.com
20. Mr. Rohit Bansal, CEO, India Strategy Group
21. Mr. Sandeep Nagpal, Director - Marketing, SAP India
22. Mr. Sanjay Mehta, CEO, Social Wavelength
23. Prof. Sanjeev Prashar, IIM Raipur & Conference Co-Chair
24. Ms. Sweta Sharma, COO and Co-Founder, Simplify360
25. Mr. Sudhir Sharma, CEO, INDI Design
26. Mr. Thennavan Subbiah, Head, Digital Marketing, Adobe
27. Mr. Tushar Vyas, Managing Partner, South-Asia, GroupM
28. Mr. Ummed Singh, Head -Marketing, Color Plus Fashion Ltd.
29. Mr. Varun Gupta, Marketing Manager, Dharma Productions
30. Prof. Vinita Sahay, IIM Raipur & Conference Co-Chair

ICSM 2014 was inaugurated by the Chief Guest Shri Niteen Bhagwat, Managing Director, Asterii Analytics. The Valedictory Address was delivered by Shri Aman Singh, Principal Secretary, Government Chhattisgarh and Mr. Anand Pillai, CLO, Reliance and Member of WEF.



### Outcome of the Conference:

We are working on the summary of the proceedings highlighting the recommendations and outcome of the Conference. We also intend to bring out an edited book out of scholarly research papers on Social Media and Digital Marketing to be published by an international publisher and a special issue of International Journal (Yet to be Confirmed). We also plan to setup a research centre and make ICSM an annual event around social media. We have uploaded the photographs at ICSM 2014's Facebook account at <https://www.facebook.com/icsm.iimraipur>

## 12.0 Visitors to IIM Raipur

During the year 2013-14, eminent CEOs, Academicians, Corporate leaders, Administrators interacted with students of IIM Raipur and shared their valuable thoughts. Some important dignitaries who visited this year are:

1. Dr. Aman Singh, Principal Secretary, Govt. of Chhattisgarh
2. Mr. Anil Agrawal, CEO, Vedanta Group
3. Dr. Arup Roy Choudhury, CMD, NTPC
4. Mr. Abhisek Agrawal, Director, Makemytrip.com
5. Mr. Anil Agnihotri, MBA Universe.com
6. Mr. Anil Rai, Director, AAI, Raipur
7. Mr. Anirban Sanyal, Sr. Manager, HCL
8. Mr. Atul Joshi, MD & CEO, Indian Rating Research
9. Mr. B. L. Agrawal, Managing Director, Hira Group
10. Mr. Jaydeep Mandal, MD, Aaker Innovating Pvt. Ltd.
11. Mr. K. Ramakrishna, President Marketing, Cafe Coffee Day
12. Prof. Laxman Chaturvedi, Vice Chancellor, Guru Ghasidas University, Bilaspur
13. Mr. Krishna Sankar, MD, Eastern Power System Pvt. Ltd.
14. Dr. Nitin Nagarkar, Director, AIIMS, Raipur
15. Mr. Parag Agrawal, HT Media
16. Mr. Perses Billmoria
17. Mr. Pradeep Kumar, Commissioner, Central Excise and Service Tax, Raipur
18. Mr. Ram Niwas, Director General of Police, Chhattisgarh
19. Mr. Ranganayakulu Bodavala, Founder President, THRIVE
20. Dr. Raghuram Rajan, Governor, Reserve Bank of India
21. Dr. Sougat Mukherji, Regional Director, CII
22. Mr. Sachin Iyer, Executive Director, TIE
23. Mr. Sudhir Vasudev, CMD, ONGC
24. Mr. U. P. Pani, Director (Personnel), NTPC
25. Mr. Vivek Mathai
26. Mr. Vivek Dhand, Chief Secretary, Government of Chhattisgarh
27. Swami Vyompad Das, ISKCON





## 13.0 Student Activities and Achievements

IIM 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 bringing glory for the country. 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. Students Affairs under the supervision & encouragement of Prof. Vinita Sahay, Chairperson (Student Affairs) was heading towards the accomplishment of the Institute's vision. Various clubs of students have been formed for the welfare of the students such as Finance Club, Marketing Club, Operations and Supply Chain Club, HR Club, Digital Media and Design Club, Quizzing Club, Consulting and Entrepreneurship Club, CSR Club, Cultural Club, Sports Club, Maintenance Club, Music Club and Eco Green Club. These clubs play a vital role in the overall development of the students and student affair's administration. In the Academic Year 2013-2014, various initiatives taken by the Students' Clubs were:

### Quizzing:

#### Chhattisgarh State Level Quiz:

On the auspicious occasion of Gandhi Jayanti, Quizzing Club of IIM Raipur conducted the inaugural edition of the Chhattisgarh State Level Quiz for all the schools and colleges across the state at the Queens Club of India, Raipur. We witnessed an overwhelming response with the participation of around 200 teams at the College Level and 50 teams at the school level, thereby making the event a tremendous success.



### Mantra:

#### MarkACTing:

The event "MarkACTing" aims at testing the marketing awareness and advertisement creating ability of the students. It has two rounds, the first is an elimination round based on general awareness around marketing brands and the second, which is about making an advertisement for the given product.

### Digital Vidya Workshop:

The event is a one day workshop on social media. It covers basic concepts of SEM, SEO, and usage of Twitter and Facebook in business. The Marketing Club of IIM Raipur conducted the workshop on 13th Nov 2013.



### Social Media Marketing Workshop:

It's a one day workshop conducted for the students of IIM Raipur. Industry expert from Digital Vidya will be interacting with the students in this workshop. This workshop covers basic concepts of SEM, SEO, and usage of Twitter and Facebook in business. It is generally conducted in the month of February. The number of participants last year were 40. Highlight: Trending of IIM Raipur Hashtag.

### Seeker:

An online treasure hunt which involves quizzes, puzzle solving, cross word, random codes, crazy googling etc. This is an online event which goes on for 3 days. This event happens during Equinox, which is the annual business cum cultural festival of IIM Raipur. The Number of registrations for this event was 400 during the year. There has been participation from international colleges like London Business School in this event.

### Ad-Strom:

The discussion and analysis of contemporary television advertisements revealing interesting insights on why ads are the way they are. This provides the insights on how the theoretical knowledge learnt is applied practically by industries. This is generally conducted in October. It is an in-house event conducted for the PGP students, the number of participants for this event was 100.

### FINATIX: FLIP National Challenge 2013:

FLIP is an industry leader in providing training and certification related to field of Banking and Finance. FLIP National Challenge 2013 is an all India, fiercely fought contest where B-School students write select FLIP Certifications, to benchmark themselves, against their peers. This challenge was conducted from 7th August to 27th September 2013. FLIP challenge offers a unique opportunity for the students to get selected for internship and PPI.

### Bloomberg Aptitude Test (BAT):

BAT was conducted at IIM Raipur on 28th September 2013 with over 150 students participating in the test. BAT helped students of 1st and 2nd year PGP connect with financial employers worldwide for internship and final placements opportunity. BAT helps uncover the strengths of students across a range of finance, business, career and personal competencies and gain insight into their suitability for careers in business and finance. After taking the test, students entered their scores anonymously into BAT Talent Search, a tool used by employers to identify candidates for entry-level roles in business. Employers can view student profiles anonymously and contact students with profiles complementary to their available career opportunities.



### C-FAT:

C-FAT is an Online Test conducted by Corporate Bridge across B-Schools. Internship and Live Project in the area of Investment Banking, Equity Research, Financial Modeling, Project Finance approved by CFA Institute, USA was given to the students of IIM Raipur. This test was conducted on 25th December 2013. Thousands of students from 700+ Top Colleges and B-Schools participated in this Test. Based on C-FAT, Top students are selected and certified by Corporate Bridge. Students from IIM Raipur who were toppers in the test were given scholarships in Corporate Bridge's coveted Live projects.

### CUSP:

The Cultural and Sports Club of IIM Raipur organized various events and programmes during the year. This year, the Club organised events like Independence Day, Eid-UI-Fitr Celebration, Teachers Day, TT Tournament, Diwali, Carrom, Chess Competition, Dandiya, Christmans, etc. Some of the festivals celebrated during the year were:

#### Independence Day Celebration:

On 15th August 2013, Independence Day was celebrated. First of all, there was flag hoisting followed by the Director's Speech. The Students also performed cultural events such as singing and dancing.

#### Holi Celebration:

Students at Indian Institute of Management Raipur celebrated the festival of Holi on 17th March 2014.



### Republic Day Celebration:

On 26th January 2014, The Republic Day was celebrated at Indian Institute of Management Raipur. The Director hoisted the national flag and the students and faculty members about its significance. A welcome address was delivered by Director. The Students also performed ethnic events such as singing and dancing.



### OPEP:

#### Strive:

The fifth edition of Strive, the bi annual publication from OPEP (the Operations and Supply Chain Club of IIM Raipur), was launched on the 4th of October, 2013 by Dr. Raghuram Rajan, Governor of the Reserve Bank of India.

#### OPulse:

The newsletter from OPEP contains the latest in Operations news and techniques. A new edition of the newsletter is added to the blog every fortnight.



### OPsworld:

Putting the campus on the Pan IIM Operations map, OPEP took the leap of being the first new IIM and the fourth amongst all to don the Editorship for Opsworld - The Pan IIM Magazine. Opsworld Vol. 4, a pan IIM operations magazine was launched by Prof. Prem Vrat, Former Director, IIT Roorkee & Vice chancellor ITM gurgaon & Prof. Janki Andharia, Dean, Tata Institute of Social Science on 3rd December 2013 in International Conference on Humanitarian Logistics (ICHL 2013). The central theme of magazine was productivity and efficiency.

### Events Beer Simulation Game:

The club was actively coordinating with Admission Committee in organizing - "Beer Simulation Game" for the PGP 2013-15 Batch. The simulation gave the participants a first-hand experience in managing of inventory and the bullwhip effect. The event was organized with the view to attract the best talent into the club.

### Operations and Supply Chain Quiz:

The club organized an inter house quiz competition on 18th August 2013. The Quiz had overwhelming response from the participants. The event witnessed over 30 teams taking part, including both first year and second year students. The winners were given goodies as prizes for the event.

### Impression & Outlook:

This is a pan IIM cover page design contest for the fourth edition of Opsworld- The pan IIM operations and Supply chain magazine. Also, a debate competition was organised by OPEP named "OUTLOOK" with the topic "Which has to be focused more for business improvement? - Productivity or Efficiency". The content was evaluated by professors Dr. Parikshit Charan and Dr. Sumeet Gupta.

### E-Compete:

E-Compete is a simulation game conceptualized, designed and organized by the OPEP club based on the e-tailing business model wherein the objective is to maximize profit by managing the virtual retail environment. The contestants will get to know the demand by solving problems related to operations and get the orders delivered to their respective destinations. The game covers all aspects of retailing right from forecasting demand to warehousing & transportation. It tests ones theoretical know how and applies it to real life scenarios. This event witnessed over 100 teams participating from various premier B-Schools like IIMs, XLRI, NITIE, FMS, MDI, IIFT, SIBM across the country.

### Benchmark 6 Sigma:

OPEP has provided the students of IIM Raipur the opportunity to add yet another feather in their cap with a green belt certification from benchmark 6 sigma's globally recognized certification program. Benchmark Six Sigma is a RABQSA Certified Six Sigma Training Provider. The students received a 3 day comprehensive training program conducted by Mr. Vishwadeep Khatri, CEO Benchmark 6 Sigma. The interactive sessions came to a close with a 2 hour certification exam upon clearing which the students were certified green belt practitioners.

### Industrial Visits:

#### a) Jindal Steel Plant Visit

Industrial visits provide a welcome opportunity for the management students away from the gruelling academic sessions and rushing deadlines to gain a hands on experience of a plant functioning. Continuing the tradition, the OPEP club organized the industrial visit for the current academic sessions for the whole 2013-15 PGP and 2013 FPM Batch at Jindal Steel & Power Limited Raipur Plant. The visit was scheduled from 9th Dec to 11th Dec 2013. Due to the large number of participants this year, the visit was conducted in three batches to facilitate the smooth conduct of the visit.



### b) Bhilai Steel Plant Visit

On 17th February 2014, a group of 28 students of PGP 2013 -15 went to their second industrial visit this season and to Bhilai Steel Plant (BSP - the flagship plant of SAIL). Located in Bhilai, Chhattisgarh, BSP is India's first and foremost producer of steel rails (It is the sole supplier of the country's longest rail tracks, which measure 260 metres), as well as a major producer of wide steel plates, wire rods and other steel products.

Upon arrival the students were taken to a training room where a brief video describing the various processes involved in the manufacturing of steel was shown. After the session, safety instructions were given and the students had the opportunity to visit the shop floor.

### Social Media Blog:

OPEP blog has come a long way to becoming one of the most viewed campus blogs on Operations Management. The OPEP blog is an entirely student driven initiative that serves as a portal to all the activities that are conducted by the club and is frequently updated with articles, newsletters, events and magazines. It also contains interviews from industry stalwarts sharing their experiences and insights on the current trends in the operations domain. From 120000 views in July 2013 to 150000+ views by the end of February 2014 the Starting with an overall new look and feel, the blog has evolved with a new section specifically dedicated to industrial interactions.

In order to leverage the power of social media OPEP has an active Facebook page that is updated on a daily basis. It provides a medium for interaction between the club and their audiences, wherein they too can post queries, give feedback and suggest what their expectation from the club. The page furthers the reach of the blog by intimating the audience of any recent updates or posts. The page likes have almost doubled from 350 in August 2013 to 694 in February 2014.

### Kartavya:

#### Visit to Aakanksha Lions School

On 14 February 2014, Kartavya, the CSR Club of IIM Raipur organized a visit to Aakanksha Lions School for mentally handicapped. Aakanksha is the first special school in Chhattisgarh. It is presently run by Lions Club, Raipur Sewa Samiti. Aakanksha provides parent/sibling training, Pre-vocational Training, Continuous Rehabilitation Education, etc. The students of IIM Raipur spent time, organized some games and spread love and affection among the students in the school.



### Pratigya-Oath Taking Ceremony:

The CSR Club of IIM Raipur organized "Pratigya"-Oath Taking Ceremony on 15th August 2013 wherein each student of IIM Raipur took an oath by lighting a Diya. The oath was a promise to act with utmost integrity and pursue work in an ethical manner.



### Kartavyanisht:

A Quiz based on CSR initiatives taken across the world by various companies and NGOs was organised on 3rd October 2013 at IIM Raipur by CSR Club.

### UNICEF CRC Week:

In collaboration with UNICEF, The CSR Club of IIM Raipur organised UNICEF CRC WEEK for creating awareness about Child Rights during 25th November to 1st December 2013. Letter of Appreciation from UNICEF were awarded to the participants.



### Blood Donation Camp:

Kartavya, organized a blood donation camp at Magneto The Mall on 1st December 2013 in collaboration with Red Cross Society. The Camp was organised in collaboration with Magneto Mall, Raipur. The students and staff of IIM Raipur as well as the neighbouring GEC College wholeheartedly participated in the event.



### Socialis Procurator:

The CSR Club organized Online Quiz cum Case Study event on 2nd February 2014. About 70 teams participated in the event. 6 teams qualified for the final round. The teams later visited NGOs to discuss there Case Study.





## HRidhaan:

HRidhaan, the HR club of IIM Raipur, was founded by a group of HR enthusiasts from the PGP 2012-14 batch with an aim and objective of promoting HR as an area of specialization and establishing the name of IIM Raipur as an elite institute for HR studies. The club was inaugurated by the dignitaries of HR Confluence 2013, a flagship event of IIM Raipur.



After its inception HRidhaan has successfully conducted a first of its kind national level event Anveshan, which attracted a participation of over 500 teams across all the b-schools of India. HRidhaan also conducts events like case studies, role plays, simulation games etc. within the college to develop the spirit of HR among the students.

HRidhaan, the HR club also organized various events last year such as:

- Bade Miya Chhote Miya: A Negotiation Role play Bonanza
- Concept- O-Mania
- Grey Carnage
- Mindsweeper
- Frames in Motion Galleria

## TEDx:

TEDx IIM Raipur was the first ever TEDx in Chhattisgarh. The event with the theme 'Thoughts, Actions and Beyond' was hosted at Hotel GT Star on 10th August 2013. It aimed to highlight the ideas that have been acted upon, pursued relentlessly and have yielded miraculous results. The event witnessed six speakers who shared their thoughts and the subsequent journeys undertaken.

## CEC:

### Aakash Start-up Community Meet:

Aakash is an initiative by the consulting and Entrepreneurship Club of IIM Raipur started in August 2013 to build an entrepreneurial ecosystem in Raipur. B-Plan Workshop in association with NEN and TATA First Dot was organised on 4th October 2013 at IIM Raipur.

## EQUINOX '4.0:

EQUINOX'14, the 4th Annual Business cum Cultural festival of IIM Raipur, was held from 31st January to 2nd February 2014. This event was supported by NTPC, Hia Group, IDBI Bank. Others included C.G Tourism, SAIL, Bank of Maharashtra, Dena Bank, LIC, IOCL, NABARD etc.



A Number of activities were conducted by various clubs during these three days. Various Clubs i.e. Mantra, Finatix, Kartavya, OPEP, Quizzing Club, CUSP etc. witnessed great participation from various B Schools with attractive prizes. Events conducted throughout the fest are listed below:

**Case Files:** The Marketing Club of IIM Raipur organised a case study competition "Case File" on 31 January 2014. 4 teams were shortlisted for the final round which involved a presentation of the case study. "Lakshya" team of IIM Raipur was the winner for the event.

**Phoenix:** The Marketing Club organized "Phoenix" a complete online event at IIM Raipur. Out of 207 registrations, 53 participants were present at the time from the event. Murphy's lawyers' team of IIFT Delhi was the winner of the event.

**Seeker:** The Marketing club organized "Seeker" event during 28th to 31st January 2014 at IIM Raipur. About 350 participants registered for the event. "Master" team of IIM Raipur was the winning team for the event.

**X-Quiz IT**, the flagship event of Equinox'14 was organized by Quizzing Club of IIM Raipur. The event was held on 2nd February 2014. It is a national level open business quiz for both corporates and college students. The quiz was conducted in 2 stages i.e. a prelims round and a final round. The prelims was further divided into an on-line and an on-campus round. Three teams qualified to the final round from the winners of the on-line prelims. And a further 5 teams were selected from the on-campus prelims round. The 5th team from the on-campus prelims was selected from a wild card round where 8 teams were given a chance to grab the 5th place.

**Se7en** was a seven day online quiz extravaganza conducted by the Quizzing Club in coordination with all the clubs of IIM Raipur. The event comprised of a series of online quizzes from the different functional clubs in the Institute - Finance, Marketing, Operations, HR, Consulting, CSR and Sports was organized by Quizzing Club of IIM Raipur. The Quizzes consisted of 15 questions and took place from 20/01/2014 to 26/01/2014 at 11:00 PM. It was a national level quiz and was open to both corporates and students. The winners were declared on a daily basis and the final winner was chosen from the teams which led in 5 of these 7 quizzes.



**E-Compete**, an event organized by OPEP Club is a simulation game based on the e-tailing business model wherein the objective is to maximize profit by managing the virtual retail environment. The contestants will get to know the demand by solving problems related to operations and get the orders delivered to their respective destinations. The game covers all aspects of retailing right from forecasting demand to warehousing & transportation. It tests ones theoretical know how and applies it to real life scenarios. Around 45 teams submitted their bids online on 1st November 2013. Feedback was collected from the participants of various institutes and the participants from various institutes and the average rating given by the participants to the preliminary round was 3.9/5. The results for the preliminary round was declared on 4th december 2013 with the following post on OPEP facebook page. The final round of E-Compete was held on 31st January 2014.

**COGITATE OPEP**, the Operations and Supply Chain Club of IIM Raipur organized Cogitate, an online case-lets competition as a part of Equinox'14. The event was organized in two stages. The first stage was an online crossword based on operations and supply chain management. The second round was a caselet submission. The winner was IIM Bangalore.

**I AM LEGEND** was a competition among 6 participants which went on for 9 hours at a stretch. The main objective of the event was to test decision making abilities of the participants in stressful situations. The competition comprised of 4 rounds which was held at IIM Raipur campus during Equinox 4.0. The rounds had case studies related to marketing, finance, operations and In each round the acumen of the participants in the field of management was tested. The participant with maximum cumulative points from each round declared the winner.

**UDYAM** is a B-plan competition held every year to provide an opportunity for prospective entrepreneurs to present their B-plan to the judges and gain valuable insights. Udyam comprised 3 rounds. In the first round participants were asked to submit an executive summary of the B-plan. In round-2, complete B-plans were submitted by the participants. In round-3, candidates made a presentation in front of the panelists. The winners were IMT Nagpur and IIM Raipur.

**Finatix Club** organized the events like Arthsankalp to provide a platform to participate in the panel discussion for students from various B Schools of India.

## Achievements by Students:

- Nawreen Fatima won the first prize in photography competition organized by 1Stop4photography.
- Divya Nagar bagged the first prize in the Fun on Campus quiz organized by Business Standards Campus talk Magazine, Kolkata.
- Rajandra Shahane and team were among the top 6 finalists in Eternity Case Study Competition at IIFT, Delhi.
- Amit Kumar Gandhi was the winner of the 'Deloitte - Be the One' contest organized by IIM Calcutta.
- Anuradha Shrivastava was one of the 6 finalists of HCL Meet on Emerging Women Leaders 2013.
- Alok Jyoti Paul bagged the fifth prize in the event "BARCODE 2013" organized by SIMS, Pune.
- Yogesh Gupta won the second prize at 'Deloitte - Be the One' organized by Deloitte.
- Ananya Mishra, Ankit Gupta, Sujeet Mathews, Anubhav Sood won the third prize in business plan activity "Skill City - XIMB" organized by XIMB.
- Llewellyn Fernandez received the HUL & Dewang Mehta - Best Student in Management Award.
- Kumar Saurabh, Pousali, Gagandeep Singh, Manu Dhaunna were in top 6 finalists of Mahindra War Room organized by Mahindra & Mahindra at Mumbai.
- Parthasarathi R & Vanamamalai R won the first prize and Piyush Mohit & Abhishek Reddy won the second prize at Le Journal Quiz organized by IIM Rohtak.
- Anand Sivakumar J, Abhishek Mukherjee, Pulak Jain were the winners of Philips Blue Print organized by IIM Calcutta.
- Anand Sivakumar J, Abhishek Mukherjee, Pulak Jain were the first runner up in Philips Blue Print organized by Philips HO Gurgaon.
- Anand Sivakumar J, Abhishek Mukherjee, Sowmya Chanduri, Pulak Jain were first runner up in GE Genius organized by IIM Ahmedabad.
- Ankit Gupta was first runner up in Best B School activity organized by Business Standard.
- Dushyant Panda & Smruti Prakash won the TATA Crucible Quiz organized by TATA.
- Sidhant Gupta bagged first runner up position in business activity at 'DSCL B School' organized by DCM Shriram Consolidated Limited.

## 14.0 Infrastructure Development

### 14.1 Current Campus

The current campus has been constantly renovated and revamped with a view to improving the quality of life of its residents as well as to enhance the functional convenience of students, faculty, staff and others. Towards this, various tasks were undertaken last year. A few important ones are listed below:

- Strengthening of the existing electrical infrastructure.
- Renovation of students' toilets.
- Provision of additional RO water purification systems and water coolers on all floors.
- Improvement in the sewage disposal system.
- Augmentation of the storage area.
- Repair of leakage from drainage shaft walls.
- Installation of fire extinguishers at all vulnerable places.
- Fixation of grills on the windows to enhance security.

All the above tasks were completed, while the following works have been sanctioned and are at various stages of execution:

- Internal/ external finishing of the entire building.
- Construction of additional cubicles for faculty.
- Renovation of faculty and student toilets with modern specifications.
- Provision of the Teraflex Flooring at the existing badminton court.

Progress of the works sanctioned last year:

- Water Supply Augmentation Major portion of this work has been completed.
- Development of playground and horticulture The progress of this work is slow in spite of regular follow up and reminders at every level. The execution of the work so far is only 40%. The matter is being taken up at the highest level to expedite the work and ensure its early completion.

### 14.2 New campus

The State Govt. on the instance of MHRD, had approved allotment of 200 acres (80.92 Hectares) of open land for the Institute in Pota-Cheria villages of Naya Raipur in Dec 2008. The process of acquisition was given to Naya Raipur Development Authority (NRDA). NRDA completed a major part of the acquisition proceedings and handed over an area of 79 Hectares to IIM Raipur Society in Feb 2012. The remaining area of 1.92 hectares of Govt. land is yet to be received as the transfer proceedings are still pending at Govt. level. Immediately after receiving 79 Hectares of possession, CPWD was given the work of construction of the boundary wall in July 2012 after obtaining approval of Campus Construction Committee (CCC), Finance & Audit Committee (FAC) and Board of Governors (BoG).

#### Construction of Boundary Wall

After following the laid down tender process, CPWD finalized and commenced the boundary wall work in March 2013.

#### Appointment of Technical Consultant and Campus Designer (Architects)

Having taken over 200 acres of land at Naya Raipur allotted by the CG Govt. in Jun 2012, the Institute initiated the process of appointment of a Technical Consultant & Campus Designer (Architects) in August 2012. A global EoI was issued and in response, 43 EoIs were received by the Institute, which were referred to a Scrutiny Committee comprising of experts. The Scrutiny committee shortlisted 15 firms for supply of RFPs. The proposals received from 06 firms out of 15 Shortlisted firms were further scrutinized on the basis of eligibility criteria set out in the RFP and 05 firms were shortlisted to make a presentation to a Jury comprising BoG members and independent technical experts.

On the basis of the Concept Design presented by 04 Bidders, marks were awarded to the bidders by the Jury. Subsequently, the financial bids were opened before the representatives of the firms and a composite score was arrived at on the basis of a formula described in the RFP.

## Appointment of Project Management Consultant

The BoG in its 7th Meeting held on 14th July 2012 in New Delhi decided that RITES, a GoI enterprise may be engaged as the PMC and authorized the Director to hold discussions with RITES and put up a proposal to the BoG for approval. Though the MD of RITES with a team of senior officials visited the site at Naya Raipur and held discussions, the proposal could not move ahead due to high consultancy charges of 4.8% quoted by RITES. As the negotiation did not materialize with RITES, the campus Construction Committee in its 6th meeting held in Dec 2013 passed a resolution to appoint Naya Raipur Development Authority (NRDA) as the PMC for the work. The decision was taken in view of the NRDA's Association with the project from the beginning and its domain knowledge as well as the locational advantage it had vis-a-vis others for the task.

## Chronology of events: Construction and development of New Campus of IIM Raipur:

Date	Activity
23-Dec-2008	Intimation by MHRD for allotment of 200 Acres land for establishment of IIM in Raipur.
26-Apr-2010	Society of IIM Raipur is registered under the Societies Act, 1973.
10-Oct-2010	Inauguration of IIM Raipur and Commencement of Operations.
03-Nov-2011	Process of demarcation of land completed by NRDA.
09-Nov-2011	Possession of 77.03 Hectares of land taken over by IIM Raipur Society.
14-Jul-2012	CPWD was allotted construction work of Boundary Wall in New Campus, Naya Raipur.
20-Jun-2012	Possession of 1.97 Hectares of additional land taken over by IIM Raipur Society.
05-Aug-2012	Advertisement of EoI for appointment of Technical Consultant released in the News Paper
05-Oct-2012	BoG approved RITES as the PMC after a presentation by RITES to Campus Construction Committee.
02-Feb-2013	Boundary Wall Construction work commenced by CPWD.
30-Mar-2013	Request for Proposals issued to 15 shortlisted firms out of 43 firms for appointment of Technical Consultant.
05-May-2013	Foundation laid for New Campus at Naya Raipur.
27-Jun-2013	05 proposal shortlisted for Technical Consultants by TEC.
13-Aug-2013	Presentation made by 04 shortlisted consultants to BoG. BoG suggested modification and invited all 05 for a second presentation.
03-Oct-2013	04 Consultants repeated presentation to BoG on revised design.
17-Oct-2013	Financial bids opened. Composite Scores announced to 04 consultants.
29-Dec-2013	The Campus Construction Committee in its 6 <sup>th</sup> meeting passed a resolution to appoint Naya Raipur Development Authority (NRDA) as PMC for the construction work.
29-Jan-2014	BoG accepted recommendation of Tender Committee to appoint ARCOP Associates as the Technical Consultant (L-1 Firm).
07-Feb-2014	LoI is sued to Arcop Associates as Technical Consultant.
24-Mar-2014	BoG in its 14 <sup>th</sup> Meeting, decided to call NRDA to make a presentation on the proposal of Appointment of PMC for the construction of New Campus in its next meeting on recommendation of Campus Construction Committee.

## 15.0 Grant-in-Aid and Corpus Fund

### Grant-in-Aid

During the Financial year 2013-14, the Institute received the following grant-in-aid from Ministry of Human Resources Development (MHRD), Government of India:

S. No.	Particular	Reed in FY 2013-14 (₹ in lakhs) ceiv
1	Plan Grant - a) Recurring Expenditures - i. Other than salary & wages ii. Salary & Wages b) Non-Recurring Expenditures	  550.00 168.34 590.00
2	OSC Grant	0.00
3	Non Plan Grant	0.00
	Total	1308.34

### Corpus Fund

The Institute has accounted ₹ 17,65,35,586.87 towards student's fees and other income predominantly from interest in the FY 2013-14. The total amount constitutes as a part of Corpus Fund as on 31.03.2014 amount to ₹ 35,61,62,783.65

## 16.0 Audit Report



Office of the Director General of Audit  
(Central Receipt) New Delhi,  
Branch- Gwalior,  
IV Floor, Audit Bhawan, Jhansi Road,  
Gwalior- 474002 (M.P.)

Confidential

No. AMG-II/SAR/IIM, Raipur / 2013-14/166

Date 25 NOV, 2014

To,

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

Subject :- Separate Audit Report on the accounts of Indian Institute of Management, Raipur for the year 2013-14.

Sir,

Please find enclosed herewith the Separate Audit Report (SAR) on the accounts of the Indian Institute of Management , Raipur for the year 2013-14. You are requested to ensure that the SAR and 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 2014.

1. We have audited the attached Balance Sheet of the Indian Institute of Management (IIM), Raipur as on 31 March 2014 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 statements based on our audit.
2. This Separate Audit Report contains the comments of the Comptroller & General of India (CAG) 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 & Regulations (Property and Regularity) and efficiency - cum- performance aspects, etc., if any, are reported through Inspection reports/ CAG's Audit Report 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 test basis, evidences supporting the amounts and disclosure 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 dealt with by this report has not been drawn up in the format approved by the Ministry of Finance, Government of India. Further despite being pointed out in the previous SAR, the Receipt & Payment Account has not been prepared.
  - (iii) In our opinion 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  
Sources of Funds (Liabilities)
    1. Current Liabilities and Provisions (Schedule-3) -Rs. 4.15 crore  
  
This does not include provision for retirement benefits on actuarial valuation basis which was required to be made as per AS- 15.
    - B General  
  
Ministry of Finance, GOI had introduced Uniform Format of Accounts for all Central Autonomous Bodies in 2001 in consultation with CAG of India. Accounts of the Indian Institute of Management, Raipur have been prepared in the new format of account introduced by Ministry of Human Resources Development, Government of India for institutions of Higher Education, which are still under finalization in consultation with CAG of India.
    - C Grants-in-aid
    - 1.1 The IIM received grant- in- aid of Rs. 13.08 crore (Rs. 4.33 crore in March 2014). There was unspent balance of Rs. 3.04 crore of previous year. Out of the total available grants of Rs.16.12 crore, the IIM could utilize Rs. 12.66 crore leaving an unutilized balance of Rs. 3.86 crore.
    - 1.2 In addition, the IIM received Rs. 6.35 lakh for "Technical Education Quality Improvement Programme". Out of which IIM could utilize Rs. 0.27 lakh leaving Rs. 6.08 lakh as unutilized.

- (v) subject to our observations in the preceding paragraphs, we report that the Balance Sheet and 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 explanations 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:
- In so far it relates to the Balance Sheet, of the state of affairs of the Indian Institute of Management, Raipur as at 31 March 2014; and
  - In so far as it relates to Income & Expenditure account of the surplus for the year ended on that date.

Place: New Delhi

Dated:-

For and on behalf of the C&AG of India

Sd/-

Director General of Audit

### Annexure

#### 1. Adequacy of Internal Audit System:

The internal audit was outsourced to a Chartered Accountant firm. Internal audit conducted on quarterly basis and reports received regularly. The Internal Audit System was found to be adequate.

#### 2. Adequacy of Internal control system:

The internal control system may be strengthened in following areas:-

- Register of contracts, register of refund of revenue, register of sanctions have not been maintained.
- IIM Raipur does not have its Accounting Manual.
- There is no rotation policy for officials dealing with cash, stock and other valuables.

#### 3. System of Physical Verification of fixed assets:

Physical verification of fixed assets was conducted during the year. No material discrepancies were found.

#### 4. Physical verification of inventories:

The physical verification of inventories was conducted during the year. No material discrepancies were found.

#### 5. Regularity in payment of Statutory Dues:

No irregularity was found in the payment of statutory dues.

Sd/-

Audit Officer (AMG-II)

## 17.0 Balance Sheet

Indian Institute of Management Raipur  
BALANCE SHEET AS AT 31st MARCH 2014

SOURCE OF FUNDS	Sch. No	(Amt in `)	
		As at 31.03.2014	As at 31.03.2013
UNRESTRICTED FUNDS			
Corpus	1	35,61,62,783.65	18,59,66,680.58
General Fund	2	15,91,90,118.70	13,59,26,256.24
CURRENT LIABILITIES & PROVISIONS	3	4,14,72,088.88	3,00,79,747.66
<b>TOTAL</b>		<b>55,68,24,991.23</b>	<b>35,19,72,684.48</b>
APPLICATION OF FUNDS		As at 31.03.2014	As at 31.03.2013
FIXED ASSET			
Tangible/Intangible Assets	4	4,13,68,431.27	3,16,28,387.83
Capital Work in Progress-Permanent Campus		5,25,00,000.00	5,25,00,000.00
INVESTMENTS			
Long Term	5	19,39,47,879.00	8,52,99,000.00
CURRENT ASSETS	6	17,73,67,839.22	15,29,26,037.22
LOANS, ADVANCES AND DEPOSITS	7	9,16,40,841.74	2,96,19,259.43
<b>TOTAL</b>		<b>55,68,24,991.23</b>	<b>35,19,72,684.48</b>
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/-  
Gp. Capt. (R) 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

CMRS & ASSOCIATES  
(Internal Auditor)

**Indian Institute of Management Raipur**  
**INCOME AND EXPENDITURE ACCOUNTS FOR THE YEAR ENDED 31ST MARCH 2014**

Particulars	Schedule	(Amt in `)	
		For the year ended 31st March 2014	For the year ended 31st March 2013
<b>INCOME</b>			
Academic Receipts	8	14,02,72,633.00	8,50,33,325.00
Grant & Donations	9	13,08,34,000.00	11,33,68,000.00
Income from Investments	10	95,35,754.00	52,62,623.00
Other Income	11	2,67,27,199.87	1,61,50,343.64
<b>TOTAL (A)</b>		<b>30,73,69,586.87</b>	<b>21,98,14,291.64</b>
<b>EXPENDITURE</b>			
Staff Payments & Benefits	12	3,39,52,090.83	2,27,71,957.63
Academic Expenses	13	2,86,51,760.31	2,14,27,789.87
Administrative and General Expenses	14	4,85,98,326.16	2,79,69,659.37
Repairs & Maintenance	15	3,97,105.90	2,15,192.45
Finance costs	16	46,943.11	12,518.97
Other Expenses	17	22,63,395.03	26,12,380.00
<b>TOTAL (B)</b>		<b>11,39,09,621.34</b>	<b>7,50,09,498.29</b>
Balance being excess of Income over Expenditure (A-B)		19,34,59,965.53	14,48,04,793.35
Transfer to Corpus Funds		17,01,96,103.07	10,06,67,680.58
Balance Being Surplus/(Deficit) Carried to General Funds		2,32,63,862.46	4,41,37,112.77
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/-  
Gp. Capt. (R) 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

CMRS & ASSOCIATES  
(Internal Auditor)



Indian Institute of Management Raipur  
CASH FLOW STATEMENT FOR THE YEAR ENDED 31.03.2014

	(Amt in `)	
PARTICULARS	Amount	Amount
Cash Flow from Operating Activities: Surplus/(deficit) for the year		19,34,59,965.53
Adjustments for the non-operating incomes/expenses		
Depreciation on Fixed Assets as per Schedule no. 4	1,63,73,137.00	
Write offs on Fees Receivable		
Interest expenses on loans	(3,13,75,980.00)	
(Interest Income)		
(Dividend Income)		
(Grants relating to assets to the extent recognised as income in the Income & Expenditure Account)	(8,75,00,000.00)	
Grant-in Aid MHRD Govt. of India New	(6,34,601.00)	
MDP open Programme (TEQIP)		
Surplus /(deficit) before changes in the Current Assets/Current Liabilities		(10,31,37,444.00)
(Increase)/Decrease in Current Assets		
Increase/(Decrease) in Current Liabilities	(6,17,00,346.31)	
	1,13,92,341.22	(5,03,08,005.09)
Net Cash from Operating Activities (A)		4,00,14,516.44
Cash Flow from Investing Activities:		
(Purchase)/Sale of fixed assets		
(Purchase)of investments	(2,61,13,180.44)	
Sale of investments	(19,39,47,879.00)	
Increase in Capital WIP	8,52,99,000.00	
Interest received	3,13,75,980.00	
Dividend received		
Net Cash from Investing Activities (B)		(10,33,86,079.44)
Cash Flow from Financing Activities:		
Grants/funds related to assets not requiring fulfillment of any obligation	8,81,34,601.00	
Net Cash from Financing Activities (C)		8,81,34,601.00
Net Increase /Decrease in Cash equivalents (A+B+C)		2,47,63,038.00
Cash and Cash equivalent at the beginning of the period		15,04,89,646.22
Cash and Cash equivalent at the end of the period		17,52,52,684.22

For and on Behalf of Indian Institute of Management, Raipur

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

Sd/-  
Gp. Capt. (R) 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

CMRS & ASSOCIATES  
(Internal Auditor)

**Indian Institute of Management Raipur**  
**SCHEDULES FORMING PART OF THE ACCOUNTS**

**SCHEDULE - 1 : CORPUS FUND**

(Amt in `)

PARTICULARS	AS AT 31.03.2014	AS AT 31.03.2013
Corpus Fund		
Balance as at the beginning of the year	18,59,66,680.58	8,52,99,000.00
Add: Contribution towards Corpus Funds	17,01,96,103.07	10,06,67,680.58
<b>BALANCE AT THE YEAR END</b>	<b>35,61,62,783.65</b>	<b>18,59,66,680.58</b>

**SCHEDULE - 2 : GENERAL FUND**

(Amt in `)

PARTICULARS	AS AT 31.03.2014	AS AT 31.03.2013
-		
Balance as at the beginning of the year	13,59,26,256.24	9,17,89,143.47
Add/(Deduct): Balance of net income/(expenditure) transferred from the Income and Expenditure Account	2,32,63,862.46	4,41,37,112.77
<b>BALANCE AT THE YEAR END</b>	<b>15,91,90,118.70</b>	<b>13,59,26,256.24</b>

**SCHEDULE - 3 : CURRENT LIABILITIES & PROVISIONS**

(Amt in `)

PARTICULARS	AS AT 31.03.2014	AS AT 31.03.2013
<b>A. Current Liabilities</b>		
1. Deposit from Student (caution money)	42,92,000.00	12,12,000.00
2. Sundry Creditors		
a) For goods & Services	1,67,48,805.78	1,52,37,062.76
b) Others	13,47,990.38	2,08,885.00
3. Advance received from debtors	20,10,209.00	12,45,995.00
4. Statutory Liabilities		
a) overdue	3,37,319.20	32,89,724.20
b) others	18,02,016.47	4,37,523.00
5. Other Current Liabilities		
a) Salaries	38,440.00	27,737.00
b) EMD and Performance Guarantee	14,40,912.00	5,10,281.00
c) Payable to staff and faculty (imprest)	32,865.59	62,825.70
d) Fees and scholarship	6,31,779.00	14,45,253.00
<b>TOTAL (A)</b>	<b>2,86,82,337.42</b>	<b>2,36,77,286.66</b>
<b>PROVISIONS</b>		
1. Expenses payable	1,27,89,751.46	64,02,461.00
<b>TOTAL (B)</b>	<b>1,27,89,751.46</b>	<b>64,02,461.00</b>
<b>GRAND TOTAL (A+B)</b>	<b>4,14,72,088.88</b>	<b>3,00,79,747.66</b>

Indian Institute of Management Raipur  
Schedules Forming Part of The Accounts

SCHEDULE - 4 : FIXED ASSETS

S No	Descripti on of Assets	Rate of % Deprec iation	Particulars			(Amt in `)		
			WDV as on 01.04.2013	Addition during the financial year		Total Amount	Depreciation	WDV as on 31.03.2014
				Equal or more than 180 days	Less than 180 days			
1	Furniture & Fixture	10	1,99,09,855.83	62,65,989.00	-	2,61,75,844.83	26,17,584.00	2,35,58,260.83
2	Motor Vehicle	15	5,53,526.00	-	-	5,53,526.00	83,029.00	4,70,497.00
3	Office Equip ment	15	52,07,601.00	1,18,523.00	75,142.00	54,01,266.00	8,04,554.00	45,96,712.00
4	Computer & Hardware	60	31,94,479.00	66,17,523.00	73,59,850.12	1,71,71,852.12	80,95,156.00	90,76,696.12
5	Library Books	60	27,62,926.00	47,07,373.32	9,68,780.00	84,39,079.32	47,72,814.00	36,66,265.32
	Total		3,16,28,387.83	1,77,09,408.32	84,03,772.12	5,77,41,568.27	1,63,73,137.00	4,13,68,431.27

**Indian Institute of Management Raipur**  
SCHEDULES FORMING PART OF THE ACCOUNTS

**SCHEDULE - 5 : INVESTMENTS**

(Amt in `)

Particulars	AS AT 31.03.2014	AS AT 31.03.2013
Fixed deposit with IDBI / UBI	0.00	8,52,99,000.00
Fixed Deposits 9.4% with IDBI (maturity-01.02.15)	9,32,80,199.00	0.00
Fixed Deposits 9.4% with IDBI(maturity-07.02.15)	10,06,67,680.00	0.00
<b>TOTAL (A)</b>	<b>19,39,47,879.00</b>	<b>8,52,99,000.00</b>

**SCHEDULE - 6 : CURRENT ASSETS**

(Amt in `)

Particulars	AS AT 31.03.2014	AS AT 31.03.2013
1. Sundry Debtors:		
a) Debts Outstanding for a period exceeding 6 Month	0.00	0.00
b) Others	21,15,155.00	24,36,391.00
2. Cash Balance In Hand	1,491.00	22,280.00
3. Bank Balance		
a) With Scheduled Banks:		
- In Saving Accounts	17,52,51,193.22	15,04,67,366.22
<b>TOTAL</b>	<b>17,73,67,839.22</b>	<b>15,29,26,037.22</b>

**SCHEDULE - 7 : LOANS, ADVANCE AND DEPOSIT**

(Amt in `)

Particulars	AS AT 31.03.2014	AS AT 31.03.2013
1. Advance to employee		
a) Imprest	82,718.52	42,755.00
2. Advance and other amounts recoverable in cash or in kind or for value to be received		
a) to Supplier	2,55,81,352.47	2,06,54,546.00
b) Tution and other fees recievable from student	21,75,305.00	6,73,000.00
c) Recievable from staff and faculty	54,827.00	1,135.00
3. Prepaid Expenses		
a) Insurance	13,931.00	10,264.00
b) Other expenses	1,09,51,198.80	59,59,654.00
4. Deposit		
a) Telephone	15,000.00	
b) Others	2,81,580.00	11,000.00
5. Income Accured		2,81,580.00
a) Interset accured on fixed Deposit	78,39,635.00	12,82,328.00
6. Other Receivable		
a) Grant Recoverable	4,35,18,239.00	
b) TDS and service tax recievable	11,27,054.95	7,02,997.43
c) Scholarship Receivable	0.00	0.00
d) Other Debit Balance	0.00	0.00
<b>TOTAL</b>	<b>9,16,40,841.74</b>	<b>2,96,19,259.43</b>



## SCHEDULE - 8 : ACADEMIC RECEIPT

(Amt in `)

PARTICULARS	For the year ended 31.03.2014	For the year ended 31.03.2013
FEE FROM STUDENTS Academic 1. Tuition fee	9,64,80,667.00	5,86,50,000.00
TOTAL (A)	9,64,80,667.00	5,86,50,000.00
Other fees 1. Hostel fee (Boarding Fee) 2. Other Fees	1,06,38,661.00 3,31,53,305.00	43,37,736.00 2,20,45,589.00
TOTAL (B)	4,37,91,966.00	2,63,83,325.00
Grand Total (A+B)	14,02,72,633.00	8,50,33,325.00

## SCHEDULE - 9 : GRANTS AND DONATIONS

(Amt in `)

PARTICULARS	For the year ended 31.03.2014	For the year ended 31.03.2013
Central Government	13,08,34,000.00	11,33,68,000.00
TOTAL (A)	13,08,34,000.00	11,33,68,000.00

## SCHEDULE - 10 : INCOME FROM INVESTMENTS

(Amt in `)

PARTICULARS	For the year ended 31.03.2014	For the year ended 31.03.2013
1. Interest a) Interest on Fixed deposit	66,98,871.00	39,80,295.00
2. Income Accrued	28,36,883.00	12,82,328.00
TOTAL (A)	95,35,754.00	52,62,623.00

## SCHEDULE - 11 : OTHER INCOME

(Amt in `)

PARTICULARS	For the year ended 31.03.2014	For the year ended 31.03.2013
1. Interest On saving Deposit	2,18,40,226.00	1,11,77,563.00
2. Others a) Income from consultancy b) Mish. Recpt.	35,02,600.80 13,84,373.07	46,93,210.27 2,79,570.37
TOTAL (A)	2,67,27,199.87	1,61,50,343.64

## SCHEDULE - 12 : STAFF PAYMENT AND BENEFITS

(Amt in `)

PARTICULARS	For the year ended 31.03.2014	For the year ended 31.03.2013
a) Salary and wages	2,68,29,771.28	2,05,67,693.00
b) allowances and Bonus	17,039.17	12,014.00
c) Contribution to Provident fund	0.00	64,173.00
d) Contribution to other fund (NPS)	20,66,457.00	12,36,416.00
e) Staff welfare expenses	5,45,010.42	2,00,945.63
f) Retirement and terminal benefits	35,76,932.82	0.00
g) LTC Facility	2,20,076.00	1,00,856.00
h) Children education allowance	1,78,130.00	1,63,650.00
i) Medical Reimbursement	30,657.70	45,260.00
j) Relocation expenses	4,88,016.44	3,80,950.00
<b>TOTAL</b>	<b>3,39,52,090.83</b>	<b>2,27,71,957.63</b>

## SCHEDULE - 13 : ACADEMIC EXPENSES

(Amt in `)

PARTICULARS	For the year ended 31.03.2014	For the year ended 31.03.2013
a) Academic Expenses	2,18,14,513.50	1,10,65,511.94
b) Student Welfare expenses	81,090.72	61,742.00
c) Admission expenses	17,43,016.79	57,85,850.80
d) Convocation expenses	10,35,078.00	13,85,547.50
e) Alumni expenses	2,824.00	68,512.00
f) Faculty Development programme	16,39,046.25	10,93,864.00
g) Others	23,36,191.05	19,66,761.63
<b>TOTAL</b>	<b>2,86,51,760.31</b>	<b>2,14,27,789.87</b>

## SCHEDULE - 14 : ADMINISTRATIVE AND GENERAL EXPENSES

(Amt in `)

PARTICULARS	For the year ended 31.03.2014	For the year ended 31.03.2013
a) Electricity and power	30,59,000.00	15,00,000.00
b) Postage & telegram	1,48,922.00	1,10,200.00
c) Telephone and Internet Charges	30,30,772.20	19,13,842.15
d) Printing and Stationary	7,33,218.25	5,89,707.70
e) Traveling and Conveyance Expenses	6,40,339.00	7,98,478.00
f) Expenses on Seminar/Workshops	15,44,578.93	3,06,500.00
g) House keeping	17,61,585.49	8,88,488.80
h) Auditors Fees	2,54,574.00	78,148.00
i) Professional Charges	76,068.00	1,41,617.00
j) Advertisement and Publicity	25,32,495.69	41,32,068.00
k) Magazines & Journals	52,693.00	1,08,227.00
l) Board and Other Committee meeting expenses	16,06,964.08	9,59,676.13
m) Office and Misc. Expenses	4,06,915.41	44,672.00
n) E-Library, Database & Journal Expenses	96,61,768.25	59,95,834.59
o) Security Services	25,99,862.30	3,71,316.00
p) Cultural and sports club expenses	3,90,706.00	14,30,386.00
q) Horticulture - GEC campus	82,867.00	1,67,626.00
r) Recruitment Expenses	36,41,859.56	0.00
s) Depreciation	1,63,73,137.00	84,32,872.00
<b>TOTAL</b>	<b>4,85,98,326.16</b>	<b>2,79,69,659.37</b>

# SCHEDULE - 15 : REPAIRS & MAINTENANCE

(Amt in `)

PARTICULARS	For the year ended 31.03.2014	For the year ended 31.03.2013
a) Vehicle Maintainence	1,42,492.90	1,25,749.45
b) Other Repair And Maintenance	2,54,613.00	89,443.00
<b>TOTAL</b>	<b>3,97,105.90</b>	<b>2,15,192.45</b>

# SCHEDULE - 16 : FINANCE COST

(Amt in `)

PARTICULARS	For the year ended 31.03.2014	For the year ended 31.03.2013
a) Bank charges	46,943.11	12,518.97
<b>TOTAL</b>	<b>46,943.11</b>	<b>12,518.97</b>

# SCHEDULE - 17 : OTHER EXPENSES

(Amt in `)

PARTICULARS	For the year ended 31.03.2014	For the year ended 31.03.2013
a) Irrecoverable Balances Written-off		2,32,000.00
b) Suspense (Abnormal Loss)		9,00,000.00
c) Pre construction Expenditure	22,63,395.03	14,80,380.00
d) Others	0.00	0.00
<b>TOTAL</b>	<b>22,63,395.03</b>	<b>26,12,380.00</b>