

COMMUNIQUÉ

Indian Institute of Management Raipur's Newsletter

Karmaanta 1.0

ndian Institute of Management Raipur hosted "Inaugural edition of KAR-MAANTA", its flagship management fest from 10th to 12th November 2019. The theme of the fest was "A New Beginning". The chief guest of the inauguration was Mr. Sanjeev Singhai, Co-owner, Buchanan India (TV ad & Video Content Business) and Sanjeev Digital LLP (Business Consulting & Advisory Services).



KARMAANTA witnessed more than 10 business events, sports events, fun filled cultural events and consisted of three management conclaves on Entrepreneurship, Operations and Marketing sectors with a host of industry stalwarts and eminent personalities appearing to enrich the students with their experience and their plethora of knowledge. Business events included Case Files by Mantra, MuditVriddhi and Paramarsh by the Consulting and Entrepreneurship Club, Ops-Cogitate by OPEP, HR Concours by the HRidhaan, Ignite by the Quizzing Club, Ecopolis by Prakriti, Cypher 1.0 by Anasys, Investate by Finatix, Tarkash by Provakta and Adamya by the Sports Club.

The event was inaugurated with the address by Prof. PRS Sarma, Chairman, Student Affairs Committee, IIM Raipur who spoke about the inception of the idea that is 'Karmaanta'. This was followed by an address by Prof. Bharat Bhasker, Director, IIM Raipur who expressed his views on how management fests are a great avenue to learn with fun. The chief guest, Mr. Sanjiv Singhai, CEO, Buchanan Group shared his entrepreneurial insights and commended the Karmaanta Team for organizing such a big event. The plethora of events packed for Day 1 opened with - a case study competition organized by Mantra, the Marketing Club of IIM Raipur. The event was judged by the industry expert Mr Gokul Krishnamoorthy, Founding Editor at Stimulus Mag.com.

CEC, Consulting and Entrepreneurship club of IIM Raipur conducted the first round of MUDITVRIDDHI, competition to promote products crafted by people from tribal regions of Chhattisgarh. This event spanned over a period of 3 days in three successive rounds with participation from all around the state.

This was followed by "Seedhi Baat 5.0", a panel discussion by Mantra on the topic 'Innovating your way through the Slowdown', the marketing club of IIM Raipur, with Mr Sanjeev Singhai, CEO, Buchanan Group, Mr P.K. Sundarajan, Founder and CEO, AptEner Mechatronics and Mr. Gokul Krishnamoorthy, Founding Editor, StimulusMags as the panelists and moderated by Prof. Jagrook Dawra.

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Karmaanta 1.0

HRidaan, the HR club of IIM Raipur organized HR Concours, an HR based analysis pertaining to ethics and compliances, plagiarism and people management where participants presented their views in front of judges for 10 minutes followed by Q&A round.

Rang, the Cultural Club of IIM Raipur, conducted the cultural night, which saw some amazing performances – solo and group in dance and music categories. The day concluded with a bonfire night, which was filled with music and a vibrant atmosphere.



Day two of Karmaanta, started with Paramarsh, a consulting case study challenge organized by Consulting & Entrepreneurship Club. Mr. Supriyo Sinha, CEO-Education, Pratibha at ABP Pvt. Ltd provided his valuable insights and judged the participants on several merits parameters.

This was followed by a panel discussion "Sympho-Charcha" on the topic "Future of Work and Work of Future" by Anasys, the analytics club, and Consulting & Entrepreneurship Club, IIM Raipur. The esteemed panellists were Mr. Manoj Kumar, Sr. Director Analytics, Powerschool Group LLC and Supriyo Sinha, CEO- Education, Pratibha at ABP Pvt. Ltd. The panelists spoke at length about the changing work environment and the future of work.

This was followed by Cypher 1.0, an analytics case-based event organized by Anasys, the analytics club of IIM Raipur which saw participation from leading business schools across the country where team INVICTUS of IIM Calcutta bagged the first prize and team JUNOON of IIM Raipur emerged as runners-up.

Finatix, the finance club of IIM Raipur organized a panel discussion on the topic 'Risk Management for Angel Investors', where Mr. Anuj Kalra, CFO & COO of Zeiss India interacted with students of IIM Raipur and gave his deep insights on the topic. The discussion revolved around the importance of angel investment in startups and what all risks should be evaluated before any investment.

On the other side of the campus, Adamya, the sports fest witnessed the fierce competition between the teams from various colleges in sports such as football, table tennis and a lot more.

The 9th edition of Mudit Vriddhi, was conducted by the Consulting and Entrepreneurship Club of IIM Raipur. It was an endeavour to serve the social cause and add to the well-being of the underprivileged attracting participants from the Top B schools across India, to the streets of Raipur and engaging them through strenuous tasks of real-time marketplace simulation. The aim of the event was to maximize the profit earned by selling the artifacts. All the profit earned was donated to needy children from the NGOs and livelihood schools.

This was followed by a candid conversation of radio jockeys from Radio Mirchi 98.3 FM with the students, after which the final event of the day Bingo, Comedy Adda commenced. It was a fun-filled comedy night by the renowned stand up comic Madhvendra Singh.

The third day of KARMAANTA kicked off with "IGNITE", a quiz conducted by the Quizzing Club of IIM

Finatix - The Finance Club of IIM Raipur organized "Investate": A fusion of Investment and Strategy, wherein participating college students from across the country, placed themselves in the shoes of leading businessmen and came up with a winning investment plan.

OPEP, the Operations and Supply Chain club of IIM Raipur conducted a panel discussion on the topic "Leveraging Digital Disruption in Supply Chain" as part of Karmaanta. The panel consisted of Mr. Sandeep Chatterjee - Chairman, ISCEA and Associate Director at Deloitte; Mr. Viswanathan Raju - Senior Vice President, Avvashya CCI Logistics and Mr. JPS Chauhan - GM, C&IT at SAIL. The discussion revolved around the evolution of supply chain over time with the introduction of New technologies like Blockchain, IoT and Artificial Intelligence.

PROvakta- Public Speaking Club of IIM Raipur organized Tarkash 5.0, a debate competition.

The three day cultural and business fest of IIM Raipur came to an end on a high note. The final act of Karmaanta 1.0 was a performance by international artists 'Rave Radio', performing in the DJ night where the audience swayed to peppy international numbers.

IIM Raipur Ranked 9th in Outlook-ICARE India MBA

IIM Raipur is ranked 9th in Outlook-ICARE India MBA Rankings 2020: Top Public MBA Institutions, reflecting its commitment to excellence. IIM Raipur, which has also been included in the list of 'Outlook-ICARE 2020 - Institutions of National Importance', is constantly progressing on the path of shaping the future leaders of the world and relentlessly contributing to nation-building.

Outlook-ICARE India MBA Rankings 2020 survey was released on October 4, 2019. The rankings have been analyzed and produced by the Indian Centre for Academic Rankings and Excellence (ICARE), a government-approved academic audit and ratings agency. 150 top MBA colleges in India are included in Outlook MBA India Rankings 2020.

The ranking methodology and parameters are based on Faculty-Student Ratio (FSR), Research Productivity and Quality, Faculty with Ph.D., Faculty Experience (Teaching/Corporate), Gender Diversity, Regional Diversity, Median Salary, and Employability. The Rankings are assigned based on the scores obtained on each parameter and overall score obtained out of 100.

IIM Raipur impressively scored across all the parameters: Faculty-Student Ratio – 92.8; Research – 19.51; Employability –80.9; Faculty Quality – 82.51; Inclusiveness & Diversity – 79.15, totaling to an Overall Score of 74.14 out of a total score of 100.

Faculty Publications



Prof. Sanjeev Prashar Professor

Arora, N., Prashar, S., Parsad, C., & Tata, S. V. (2019). Influence of celebrity factors, consumer attitude and involvement on shoppers' purchase intention using hierarchical regression. Decision, 46(3), 179-195.

Abstract: Upon scanning the existing literature on celebrity endorsement, it is observed that present studies have explored the influence of select celebrity endorsement factors or consumer factors on shoppers' purchase intention. However, these studies have not explored the cumulative effect of these antecedents on shoppers' intention to buy. Thus, the present study examines the impact of two celebrity endorsement factors—celebrity—product congruence and celebrity attractiveness, and three consumer factors—attitude towards the brand, attitude towards advertisement and involvement, on purchase intention. In due course, the research has also validated the measurement scales of the select constructs in Indian perspective. The paper has developed and tested the model for predicting shoppers' purchase intention using hierarchal regression.

The findings of the study indicate that celebrity attractiveness, consumers' attitude towards advertisement and attitude towards brand have a significant positive influence on consumers' purchase intention. Interestingly, the study contradicted some of the earlier papers and noted the insignificant impact of celebrity congruence and consumer involvement on purchase intention. The article closes with discussions and managerial implications.

Prashar, S., Gupta, P., Parsad, C., & Vijay, T. S. (2019). Examining the impact of mobile app features on impulsiveness: the moderating role of 'pay-more-get-more' promotion. International Journal of Mobile Communications, 17(5), 560-578.

Abstract: With the exponential growth of smart phone users, mobile applications (apps) have become an essential platform for electronic retailers. Considering the research gap in the existing literature on shoppers' impulsiveness in the context of mobile medium, the present study investigates the effect of various antecedents in triggering impulsiveness in mobile apps shopping and inducing continuous purchases. The pioneer study used the structural equation modelling to test the hypothesised research model. It is observed that antecedents like effort expectancy, apps atmosphere, user experience and user satisfaction, price and discount have influence on impulse buying intention of shoppers. The study also confirms the moderating role of pay-more-get-more' promotional offers. The paper concludes with theoretical and managerial implications.

Tata, S. V., Prashar, S., & Parsad, C. (2019). Shoppers' Intention to Provide Online Reviews: The Moderating Role of Consumer Involvement. Journal of Electronic Commerce in Organizations (JECO), 17(3), 35-53.

Abstract: With an increase in e-commerce activity, online reviews have become a pertinent source of information for shoppers. Existing research is limited to examining select predictors of shoppers' intention to write reviews; however, there exists a gap in deciphering the role of review involvement in intention to write reviews. The present study pertains to the influence of the usefulness of site and product, and shoppers' satisfaction, and also on the intention to write reviews online. Besides this, the article also explores the moderating role of review involvement on the relationship between shopper satisfaction and their intention to post reviews. The study reveals a few interesting and counter-intuitive findings that add to literature and practice in understanding online review posting behaviour. Theoretical and managerial implications based on the findings are also presented.

Corporate Guest Lecture Series



Ms. Manjit Legha, Director, Academics and Trainings interacted with the students of IIM Raipur on 6th Dec 2019. Ms. Legha talked about how education has changed to being lateral and how teachers are now multitasking between several

She focused on the phrase "creating a new box" where thinking out of the box is not enough anymore to develop skills for a changing world. Among various statistics that she mentioned she elaborated on how the EQ comes before IQ as it covers 58% of our job performance.

Therefore, the development of EQ is now being focused on while educating a student along with the IQ. The session ended with the Q&A where students of IIM Raipur asked queries about the education sector and how management students can utilize their knowledge to do well in the education sector.

Mr. Lokesh Tripathi, Group Product Manager and Mr. Aditya Dixit, Senior Product Manager at Intuit interacted with the students of IIM Raipur on 6th Dec 2019. They spoke at length about Product Management as a career choice, how to structure product strategy and

They walked the students through Intuit's different products and shared about their secret sauce of product innovation which has kept Intuit ahead of the game in the fintech industry. They also shared perspectives on the organization's values and core capabilities. Product strategy, product design and product development theories such as the Kano model were discussed at length and explained with multiple examples.



Students learnt the nuances of Intuit Product Philosophies through the Harvard Business School Case on QuickBooks. Class discussion on the case helped them to better understand product differentiation strategy, build vs buy decisions and leveraging deep customer empathy for sustained product growth and customer delight. They also shared what Intuit is doing in the area of AI and ML to take the products to the next level.

Ms. Simin Askari, Vice President-Corporate Human Resources, DS Group interacted with the students of IIM Raipur on 29th Nov 2019 as part of its campus placement drive. In her pre-placement talk for the final placement of the institute's PGP 18-20 batch, Ms. Askari shared the rich history of the company and its journey from a small perfume shop in Chandni Chowk to a global conglomerate diversified in multiple sectors including FMCG, hospitality, infrastructure and more recently rubber and steel. She then introduced the Campus recruitment programme 'A.C.E.' or 'Accelerated Corporate Expertise' to the batch. She explained the nuances of the programme and how those selected would undergo training in the different departments of the company and will do a project, after which the trainee would be officially incorporated into the company. This was followed by a short video elucidating the trainee programme, made by the very first batch of A.C.E. trainees at DS Group. Ms. Askari also emphasized the importance of collaboration, respect and contribution in the company.

The interactive session also had questions from the students where they got clarity on the type of work, company culture and the compensation package. The session ended on a positive note where Ms. Askari praised the alumni of IIM Raipur who are working at DS Group and shared her intent to recruit more talent from the coming batches of IIM Raipur.



Indian Institute of Management Raipur is currently accepting applications for

Post Graduate Program in Management for Working Executives (PGPMWE) commencing April 2020

<u>About the program</u>: An intensive twenty-four months fortnightly weekend programme designed for mid/senior level working professionals looking for mid-career change without disrupting their work and personal pursuits. The goal of the program is to enhance their skills and capabilities to take their respective organizations to higher trajectory of sustained growth. Classes would be held at IIM Raipur campus on Saturday & Sunday for 15 hours on alternate weekends.

<u>Eligibility</u>: Bachelor's degree or equivalent with minimum 50% aggregate marks. 3 years post qualification work experience as on April 1st, 2020. A Business Aptitude Test will be conducted by IIM Raipur on January 19, 2020.

How to Apply? Download application from IIM Raipur website www.iimraipur.ac.in. Submit completed application and all relevant documents with a DD of INR 500 in favor of Indian Institute of Management Raipur on or before December 13, 2019 through speed post only to the Admissions Office, IIM Raipur, Atal Nagar, PO- Kurru (Abhanpur), Raipur-493661, Chhattisgarh.

Executive Education & Consultancy (EE&C)

Faculty Development Program (FDP)

2nd Professional Development Training Programme for faculty members of CSVTU

Indian Institute of Management Raipur organized a five-days Faculty Development Program for faculty members of Chhattisgarh Swami Vivekanand Technical University (CSVTU) Bhilai affiliated institutions during November 04-08, 2019. This was the second phase of the Professional Development Training (PDT) program for faculty members of CSVTU Bhilai affiliated institutions and will continue providing training to nearly 100 faculty members in multiple programs. The PDT program was attended by more than 25 participants comprising of Professors, Associate Professors, Associate Professors from CSVTU.

The program was centered on Achieving Academic Excellence through Building Institution and Culture, Effective Use of Information and Communication Technology, Skills for Academic Leadership and Collaboration, Adapting to Fast Changing Needs, Participant Centered Learning, Assessing Strength Self, Weakness, Improving Teaching and Learning Process, Publishing in Top Class Journals,



Carrying Research and Consultancy, Understanding Institutional Needs & Communication, Preparing for Accreditation and Washington Accord and Managing People and Other Resources.

13th Professional Development Training under TEQIP-III concludes



Indian Institute of Management Raipur organized five days of "Professional Development Training" for senior faculty members under Technical Education Improvement Program (TEQIP) - III at IIM Raipur campus during November 18-22, 2019. This was the thirteenth Professional Development Training program under TEQIP-III and was conducted under the aegis of Ministry of Human Resources and Development (MHRD), Government of India, which initiated the third phase of TEQIP for faculty members of higher educational institutes.

The Program was attended by 18 participants comprising of Professors, Associate Professors, and Assistant Professors from engineering colleges across the states of Chhattisgarh, Orissa, Jharkhand, Punjab, Haryana, and Manipur.

Prof. Manojit Chattopadhyay and Prof. Salman Ali were the program directors for this training program and the TE-QIP coordinator was Prof. Sanjeev Prashar. A wide variety of sessions were covered under this program. Prof. Bharat Bhasker, Director, IIM Raipur took a session on Improving Governance System in Academia. Prof. Sanjeev Prashar took sessions on Interpersonal Relationships, and Workplace Management. Sessions on Vision, Mission and Goal in Academia, and Teaching and Learning Strategies were taken by Prof. Salman Ali. Sessions on Use of ICT, and Laboratory Management were taken by Prof. Manojit Chattopadhyay. Sessions on Industry Interaction, and Knowledge System were taken by Prof. Sumeet Gupta. Prof. Satyasiba Das took sessions on Accreditation Process, and Implementation of GIAN. Prof. Vinay Goyal, Prof. Anubha Dadhich, Prof. Archana Parashar, Prof. R K Jana, Prof. Gopal Kumar, Prof. PRS Sarma, and Prof. Mohit Goswami took sessions on Financial Aspects of Academic Administration, Building Teams for Effective Collaboration, Student-Teacher Interaction, Sponsorship for R&D Activities & Consultancy Management, Project Management, Procurement Management, and Relationship Management respectively.

3rd Professional Development Training Programme for faculty members of CSVTU



Indian Institute of Management Raipur organized a five-days Faculty Development Program for faculty members of Chhattisgarh Swami Vivekanand Technical University (CSVTU) Bhilai affiliated institutions during November 25-29, 2019. This was the third phase of the Professional Development Training (PDT) program for faculty members of CSVTU Bhilai affiliated institutions. IIM Raipur will continue to provide training to nearly 75 faculty members in multiple FDP programs. The program was attended by numerous participants comprising of Professors. Associate Professors. Assistant Professors from CSVTU.

The program was centered on Achieving Academic Excellence through Building Institution and Culture, Effective Use of Information and Communication Technology, Skills for Academic Leadership and Collaboration, Adapting to Fast Changing Needs, Participant Centered Learning, Assessing Self, Strength and Weakness, Improving Teaching and Learning Process, Publishing in Top Class Journals, Carrying Research and Consultancy, Understanding Institutional Needs & Communication, Preparing for Accreditation and Washington Accord and Managing People and Other Resources.

E-Learning / Online Courses

Current Programme under E-Learning

S.No.	Course Title	Commenced On	Programme Faculty
1	Corporate Finance and Risk Management	August 18, 2019	Prof. Vinay Goyal & Prof. Yogesh Chauhan
2	Data Analytics in R with Basic Python	August 18, 2019	Prof. Sumeet Gupta
3	Leadership and Change Management (2nd Batch)	September 01, 2019	Prof. Anubha Dadhich
4	Cyber Security Risk Management	November 16, 2019	Prof. Sourya Joyee De
5	Operations Management & Six Sigma	November 17, 2019	Prof. Mohit Goswami & Prof. Gopal Kumar
6	Business Management in Digital Economy	November 17, 2019	Prof. Rashmi Shukla & Prof. Sourya joyee De

Forthcoming Programme under E-Learning

S.No.	Course Title	Commencing From	Programme Faculty
1	Digital Marketing & Social Media	December 15, 2019	Prof. Shabbir Husain, Prof. Bharat Bhasker,
	Strategy		Prof. Sanjeev Prashar, Prof. Sumeet Gupta
2	Corporate Finance & Risk Management (2nd Batch)	January 05, 2019	Prof. Vinay Goyal & Prof. Yogesh Chauhan
3	General Management	January 19, 2020	Prof. Rashmi Shukla & Prof. Ankita Chabra
4	Data Science and Machine Learning using R and Python	January 25, 2019	Prof. Sumeet Gupta & Prof. Gopal Kumar
5	Digital Finance	April 05, 2020	Prof. Vinay Goyal & Prof. Manojit Chattopad-
			hyay

Plastic Waste Free Campaign



IIM Raipur organized Plastic Waste Free Campaign on 2nd October 2019 under Swachhata Hi Seva Movement launched by our Hon'ble Prime Minister Narendra Modi to commemorate the 150th anniversary of Mahatma Gandhi. The event 'Swachhahta hi Seva' was flagged off by Prof. Bharat Bhasker, Director IIM Raipur in the presence of Prof. PRS Sarma, Chairman Student Affairs' and faculty members. The students collected the plastic waste around the campus, took a step towards making the campus plastic free. Following which they took forward this initiative into the nearest village, Cheriya.



This movement aimed to create awareness among the masses about the need for proper waste disposal, reduced use of single-use plastics, and holistic cleanliness of our surroundings.

Integrity Pledge



Indian Institute of Management Raipur observed Vigilance Awareness Week between 28th October, 2019 and 2nd November, 2019 on theme 'Integrity-a way of life'. During the week, IIM Raipur organized activities & competitions on issues of anti-corruption.

The observance of the Vigilance Awareness Week commenced on 28th October with an Integrity-pledge to fight against corruption. All the faculty, officers and staff members assembled at the administrative block at 11am today for taking the pledge which was administered by Prof. Bharat Bhasker, Director, IIM Raipur. Vigilance Awareness Week is celebrated every year as per the directives of Central Vigilance Commission during the last week of October and coincides with the birthday of Sardar Vallabhbhai Patel, known to be a man of high integrity.

National Unity Day



IIM Raipur celebrated the 144th birth anniversary of Sardar Vallabhbhai Patel, a great leader and one of the founding fathers of the Republic of India. The event was graced by the presence of the renowned movie director, Mr. Vivek Agnihotri who reminded the students about the contribution of Sardar Patel in the formation of Union of India and reflected upon the how students can unite different sections of the society.

He put forward an interesting anecdote reminding everyone that when the world was conquering geographical locations, we were conquering the islands of our mind. He ended his address saying that we have always been a land of coexisting values and have inherited ethics, values and spirituality. Several activities were organized throughout the day to support the cause of promoting unity and celebrating "National Unity Day" in the Institute's premises.

Prof. Bharat Bhasker, Director, IIM Raipur flagged off a run in IIM Raipur called the 'Run for Unity' on the 144th birth anniversary of Sardar Vallabhbhai Patel. Students, staff and faculty members of IIM Raipur participated with enthusiasm in the run to spread the message of unity. They then took the 'Rashtriya Ekta Diwas Pledge' thus striving to unite the nation beyond all its cultural differences with a final goal of taking India to new heights.



IIM Raipur in Media





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