

ANNUAL REPORT

2015-16



Indian Institute of Management Lucknow



The National Institutional Ranking Framework (NIRF) was launched under the auspices of the Ministry of Human Resource Development, Govt. of India in 2016 to rank higher educational institutions in the country based on objective criteria to promote competitive excellence in the higher educational institutions. India Rankings 2016 announced on April 4, 2016, ranked IIM Lucknow 4th among top 10 management institutes of the country.

The Institute

The Indian Institute of Management Lucknow (1984) is fourth in the prestigious IIM family of management schools to be established in India after IIM Calcutta (1961), IIM Ahmedabad (1961) and IIM Bangalore (1973).

Indian Institute of Management Lucknow moulds its students into value driven leaders, managers and global players. The institute undertakes a diverse range of academic activities aimed at creation, dissemination and application of management knowledge and practice.

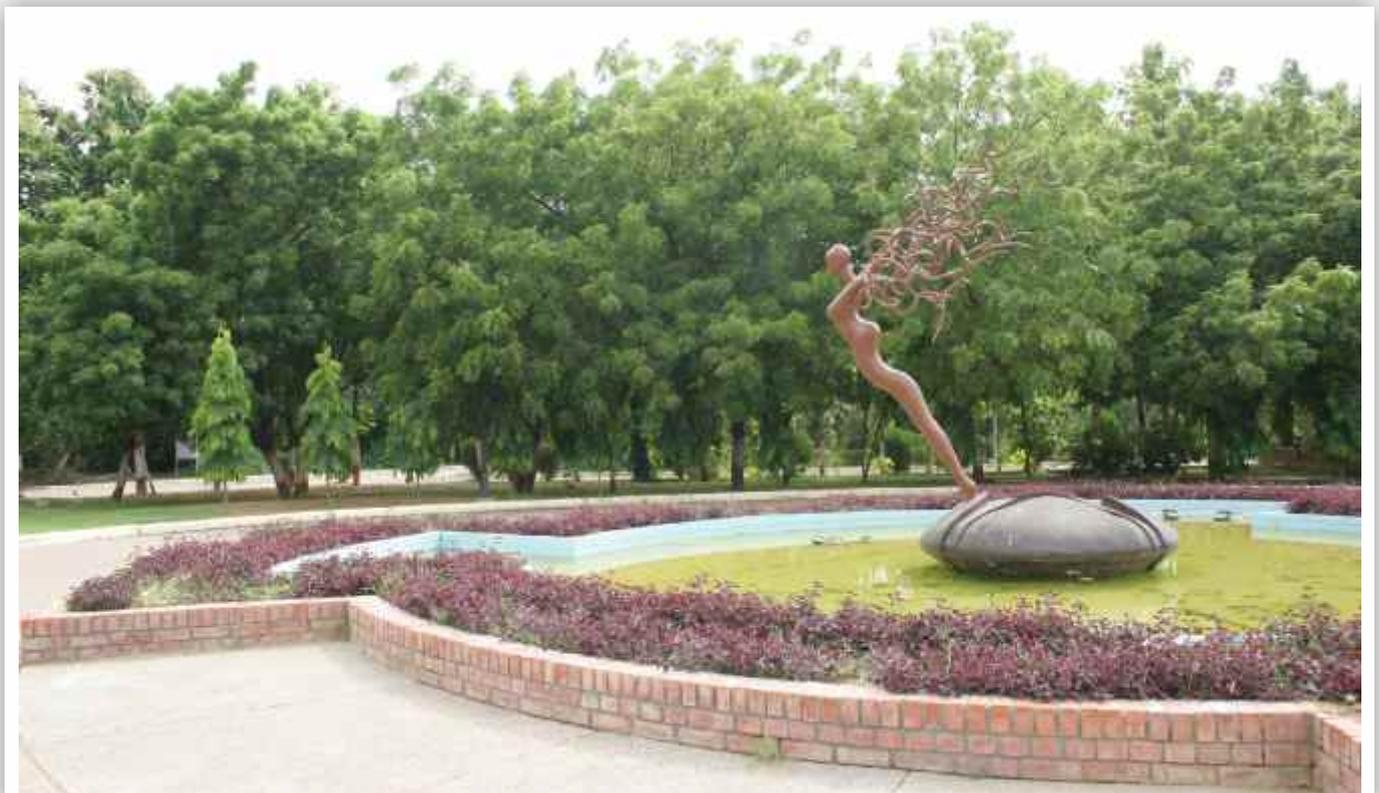
In 2005, Indian Institute of Management Lucknow expanded its area of influence in the realm of management by becoming the first IIM to set up a satellite campus at Noida.

Vision of IIM Lucknow

To be a preeminent centre of excellence, generating and imparting knowledge in management and providing socially conscious and globally relevant thought leadership.

Mission of IIM Lucknow

The mission of IIM Lucknow is to help improve management systems with regard to business, industry and public services through pursuit of excellence in management education, research, consultancy and training.



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Board of Governors

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Section 1

Academic Programmes

- Post Graduate Programme in Management
- Post Graduate Programme in Agri Business Management
- Post Graduate Programme in Management for Working Executives
- International Programme in Management for Executives
- Fellow Programme in Management
- Executive Fellow Programme in Management
- Post Graduate Programme in Sustainable Management
- Financial Assistance, Industry, Scholarships & Awards
- Placements
- Convocation



Post Graduate Programme in Management (PGPM)

"Good practice flows from strong theory" is the credo of the Post Graduate Programme (PGP) at IIM Lucknow.

The Post Graduate Programme is designed to develop professional managers with strong conceptual fundamentals and skills required to manage businesses of the future, while giving them the vision to determine what the future will be.

This programme is a two year, full time, residential program. Students meeting the programme requirements are awarded the Post Graduate Diploma in Management.

The PGP continually challenges the students to be prepared for tomorrow. Courses are redesigned every year with feedback from the industry. New courses are introduced at an impressive rate each year. This helps in incorporating the latest concepts and paradigms into the curriculum even as the world is awakening to the need.

The PGP also prepares the students to take up multiple responsibilities and energizes them for the fast-track performance expected of them. The curriculum, by any standards, is rigorous. Assignments, live and simulated projects, periodic evaluations and demanding academic schedules ensure that the student develops skills in managing time and working efficiently and effectively. This is what makes managers from IIM Lucknow a cut above the rest in challenging situations.

Batch Profile of 2015-2017

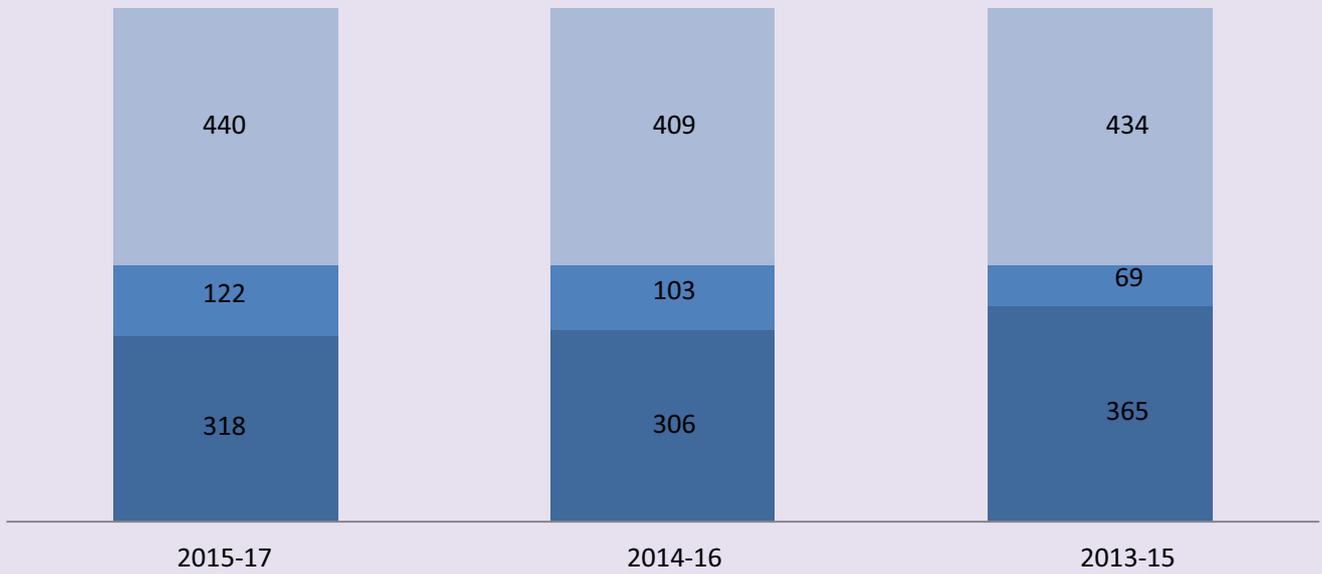
The key focus this year for the admissions in the Post Graduate Programme was to ensure diversity without compromising on merit. 440 students were admitted in PGPM in the academic year 2015-2016. 405 students graduated in the academic year 2015-2016.

Programme	Male	Female	Total
Post Graduate Programme in Management	300	140	440

Programme	Engineering	Non-Engineering	Total
Post Graduate Programme in Management	318	122	440

Educational Background

■ Engg. ■ Non-Engg. ■ Total



Post Graduate Programme in Agri Business Management (PGPABM)

The two-year Post Graduate Programme in Agri Business Management is a full-time residential course designed to develop agri-business leaders, entrepreneurs and intrapreneurs with vision, competence and appropriate attitude for promoting/growing agribusiness and agro-based enterprises with a strong international orientation.

Innovative Features of the Programme

- A significant number of compulsory foundation courses in the functional areas of management in the first year blended with agricultural/ rural context specific courses in the second year.
- Significant field exposure to give hands-on experience and action orientation.
- Global benchmarking.
- Industry partnership.

Field Visits of PGPABM Students

The Post Graduate Programme in Agribusiness Management (PGPABM) of Indian Institute of Management Lucknow has unique features to enhance practical learning through rigorous field exposure. Under its field visit programme, ABM students spend a week's time with the rural community to learn the business environment of the rural economy. The exercise is divided into two modules i.e. village study and a thematic study. In the first module, the students are required to study the village economy and resources through participatory research techniques and in the second module; they undertake pre designed research study on agri-business and rural marketing issues.

Batch Profile- Batch of 2015-2017

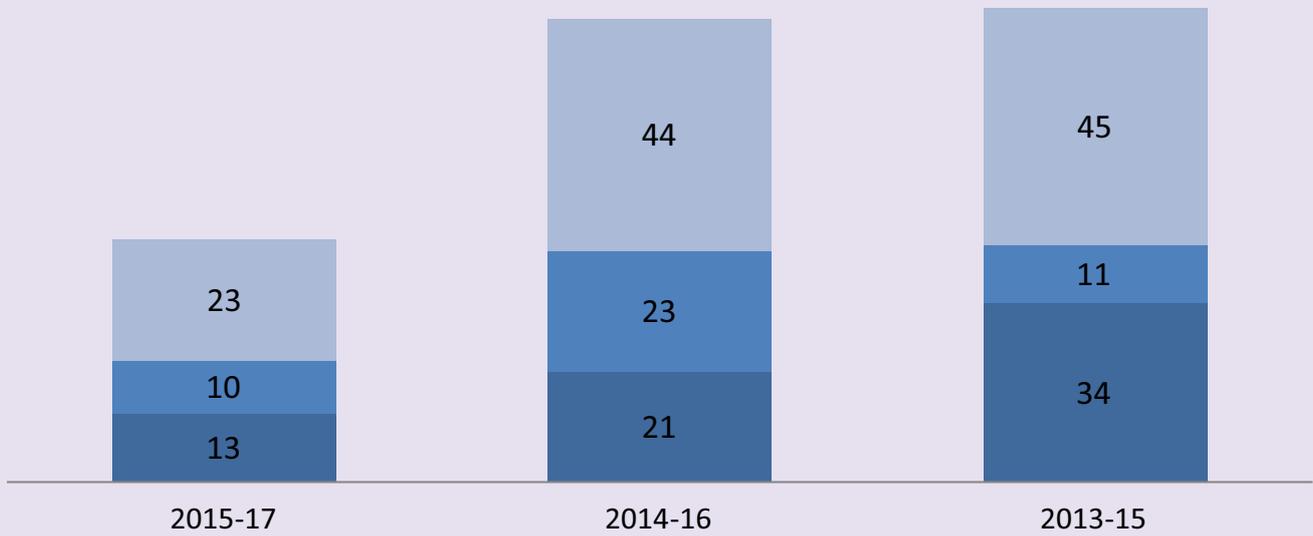
In PGPABM - a total of 23 students were inducted this year. And a total of 40 students graduated in the academic year 2015-2016.

Programme	Male	Female	Total
Post Graduate Programme in Agri-business Management	15	8	23

Programme	Engineering	Non-Engineering	Total
Post Graduate Programme in Agri-business Management	13	10	23

Educational Background

■ Engg. ■ Non-Engg. ■ Total



Post Graduate Programme in Management for Working Executives (WMP)

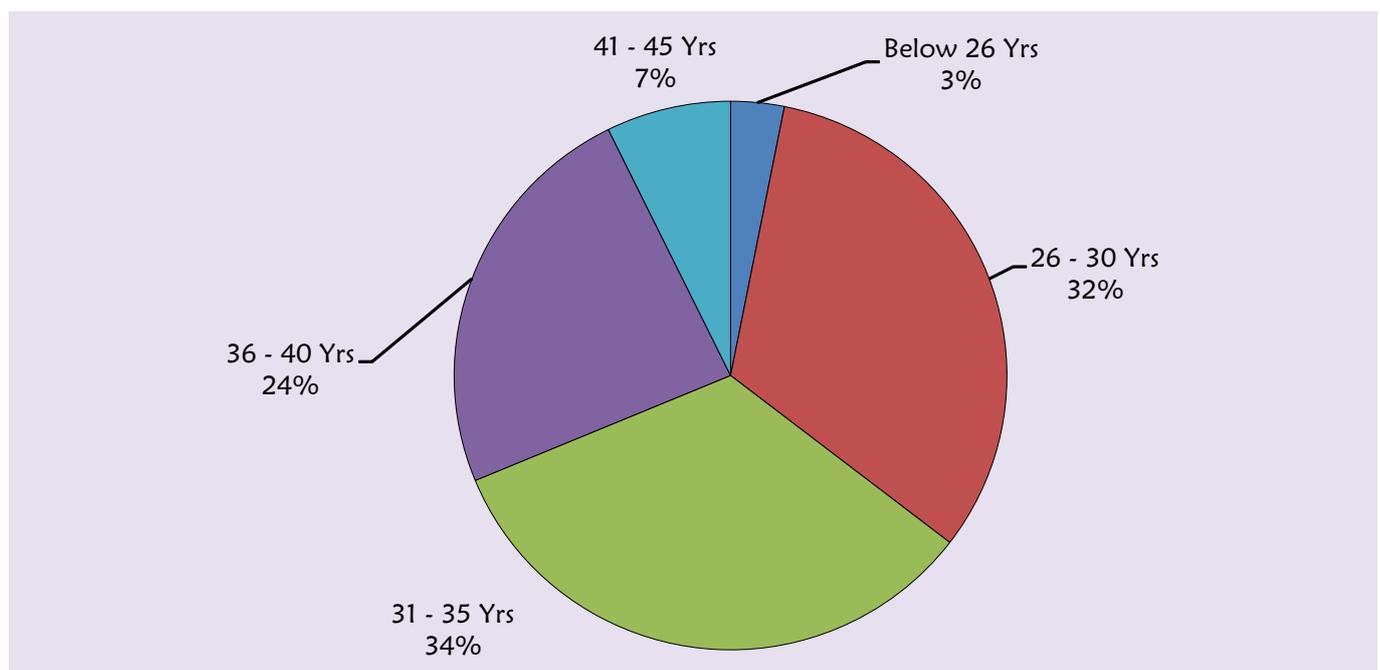
As part of the mission of NOIDA campus, in July 2005 IIM Lucknow launched the Three Year (Part Time) Post-Graduate Programme in Management for Working Executives, also popularly known as Working Managers' Programme (WMP). It is a uniquely designed programme for working executives, entrepreneurs and professionals, who desire to enhance their managerial knowledge and skills through formal management education, while continuing to work full time in their ongoing professions and businesses. The programme is structured to meet the learning needs and methodologies of those who continue to work, and engage in formal education simultaneously. It aims at developing strong conceptual fundamentals and skills required to manage businesses of the future.

96 students were admitted this year (11th batch) and a total no. of 103 students graduated in March 2016, (102 students from academic year 2015-16 and one from academic year 2014-2015) The 11th batch (2015-18) of WMP consists of 96 experienced professionals.

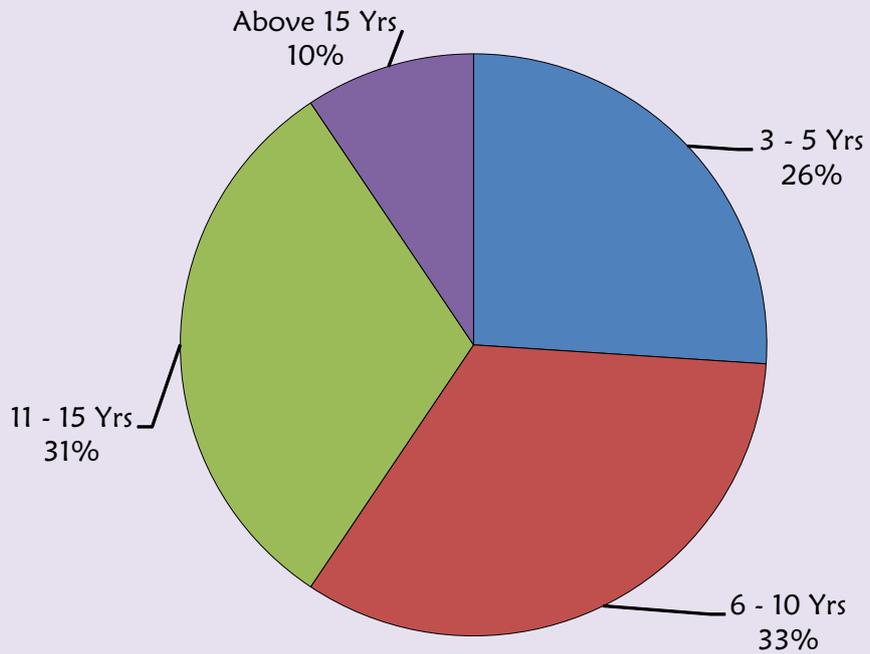
Students profile WMP 2015-18

Total number of students:	96
Male:	87
Female:	09
Average Age:	32.8 years [Range: 23 - 44 Years]
Average Work Experience:	9.3 years [Range: 03 - 19 Years].

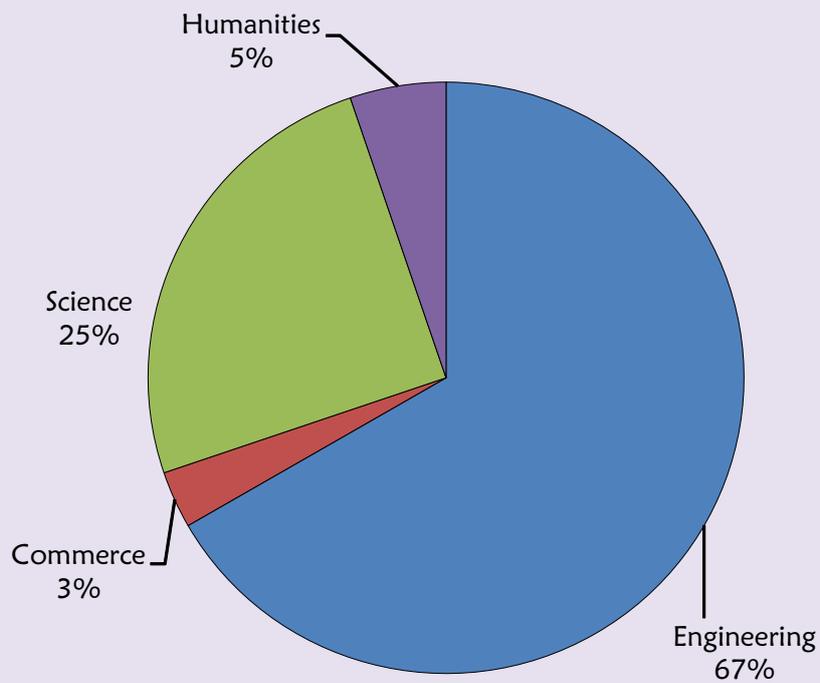
Age Profile (Yrs)



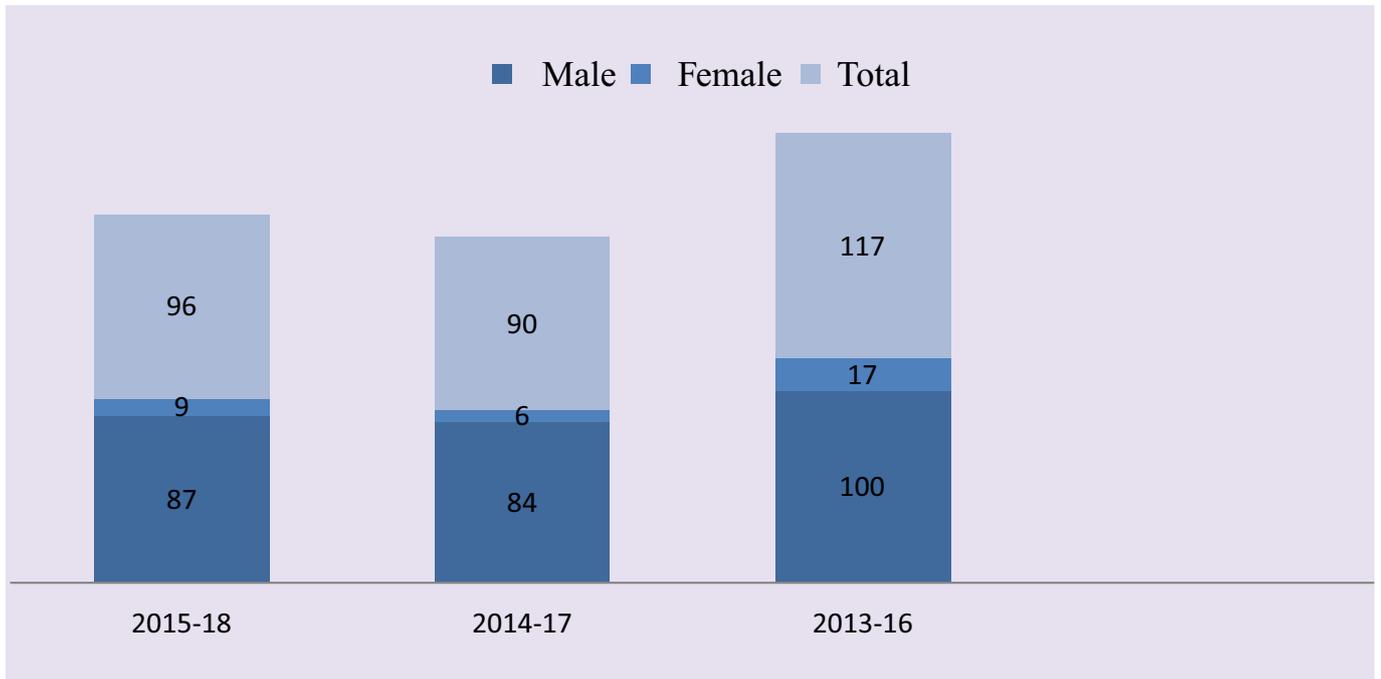
Work Experience (Yrs)



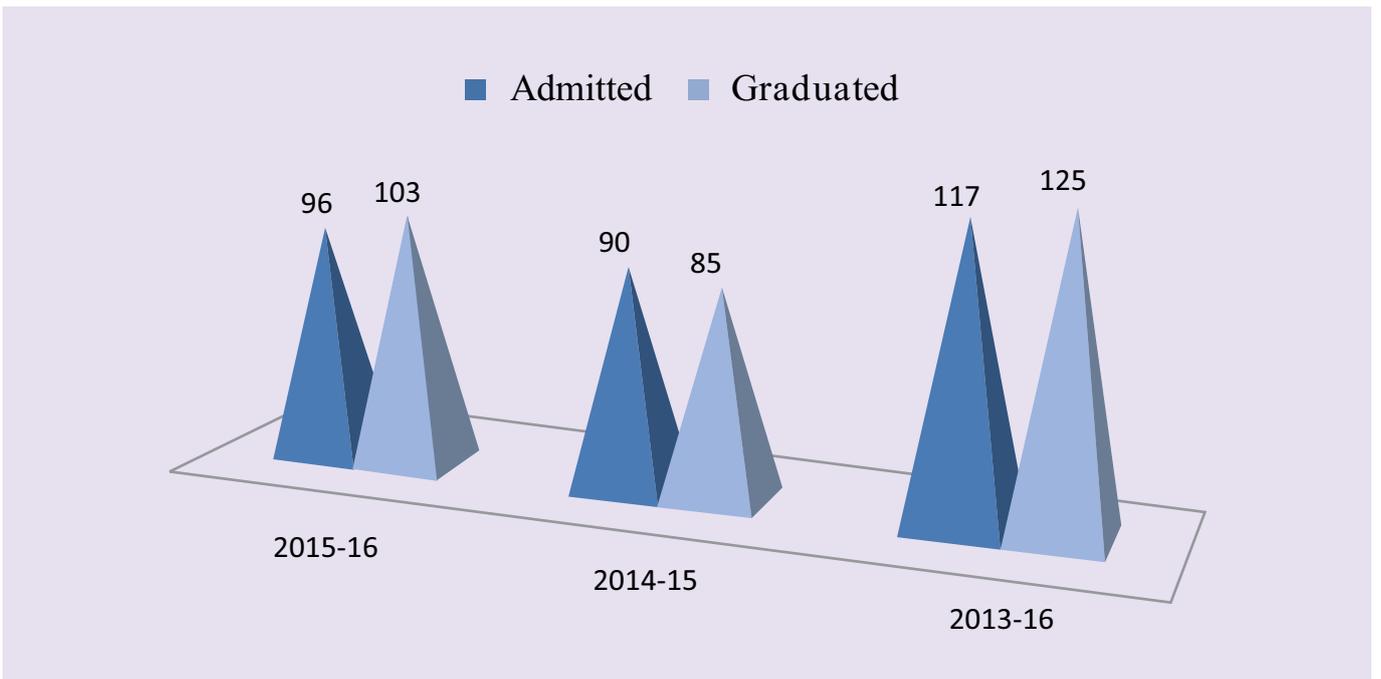
Educational Background



Students Intake



Students Admitted & Graduated



Average Age:

Year	Average Age	Age Range
2015-18	32.8 years	Range: 23 – 44 Years
2014-17	31 years	Range: 24 – 44 Years
2013-16	30 years	Range: 24 – 44 Years

Average Work Experience:

Year	Average Work Experience	Average Work Experience Range
2015-18	9.3 years	Range: 03 – 19 Years
2014-17	8.2 years	Range: 03 – 23 Years
2013-16	7.2 years	Range: 03 – 22 Years

Educational Background:

Stream	2015-18	2014-17	2013-16
Engineering	67 %	74 %	69 %
Science	25 %	17 %	15 %
Commerce	3 %	9 %	10 %
Humanities	5 %	-	-
Arts	-	-	6 %

International Programme in Management for Executives (IPMX)

The International Programme in Management for Executives is designed for mid/senior level professionals, to prepare them for leadership roles. The programme is designed to develop business education that is grounded in the Indian and international business environment. It will accelerate understanding of business at functional and strategic levels, and prepare students to manage enterprises engaged in global business. The curriculum focuses on a strategic understanding of business, rooted in practical skill development through action learning projects and industry interface. A core component of the programme is an international module to neo four partner institutes located in Europe/East Asia which provides students the opportunity for an International learning experience to equip them with the knowledge and perspective relevant to current global business issues. The delivery is oriented towards best practices, an integrated strategic perspective, project work and constant engagement with industry.

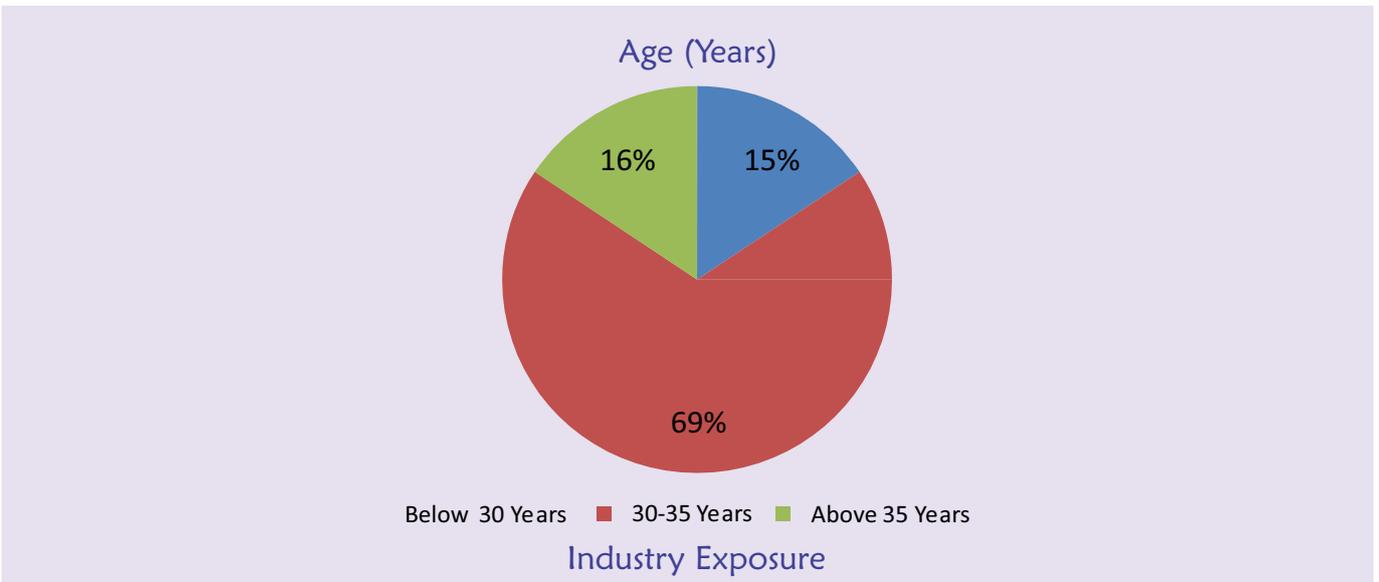
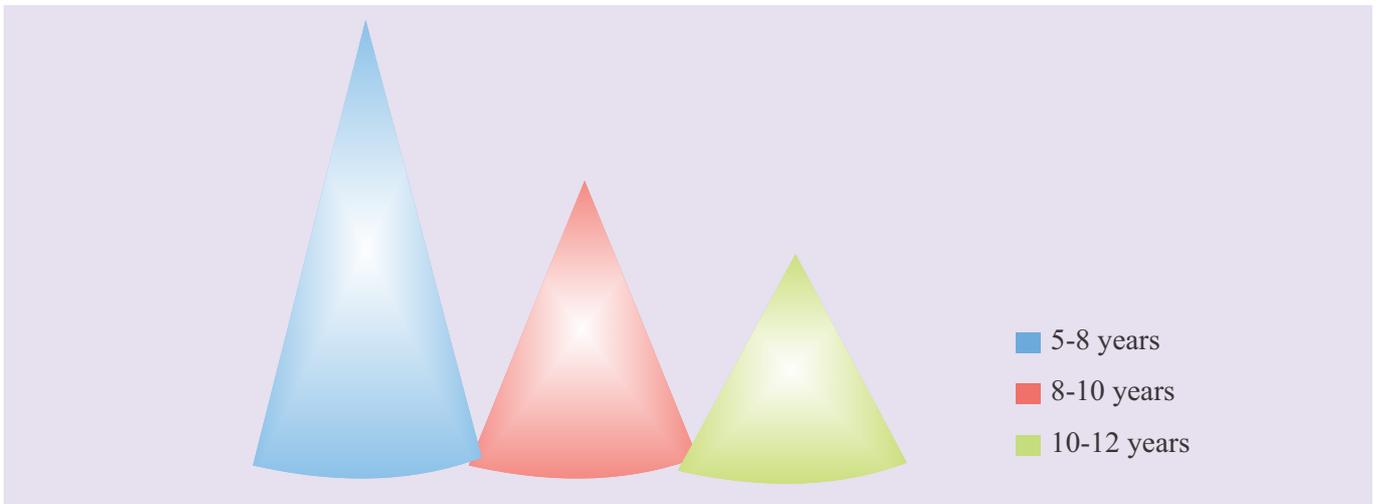
64 students were admitted in the academic year 2015-16 and a total no. of 64 students graduated in the academic year 2015-2016.

The Eighth batch of IPMX consists of 64 experienced professionals.

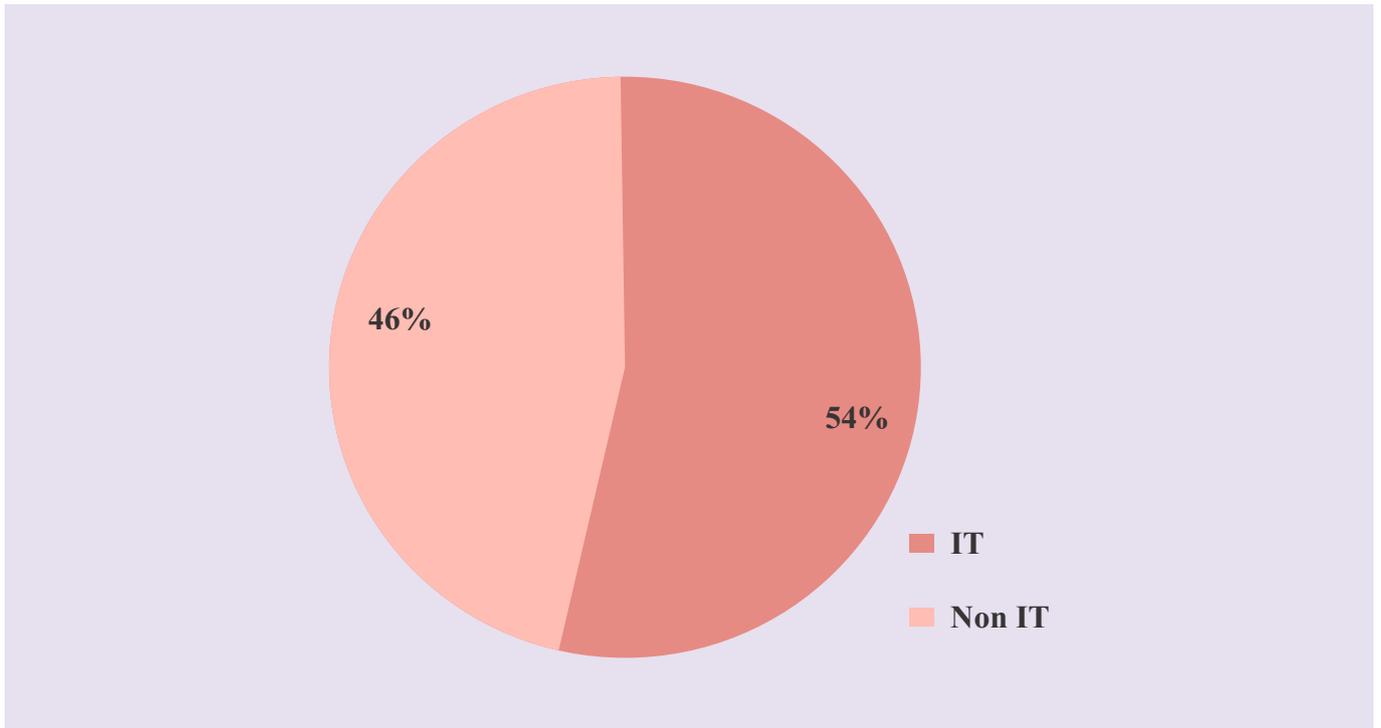
Students profile IPMX 2015-16

Total number of students:	64
Male:	57
Female:	7
Average Age:	32 years
Average Work Experience:	8 years

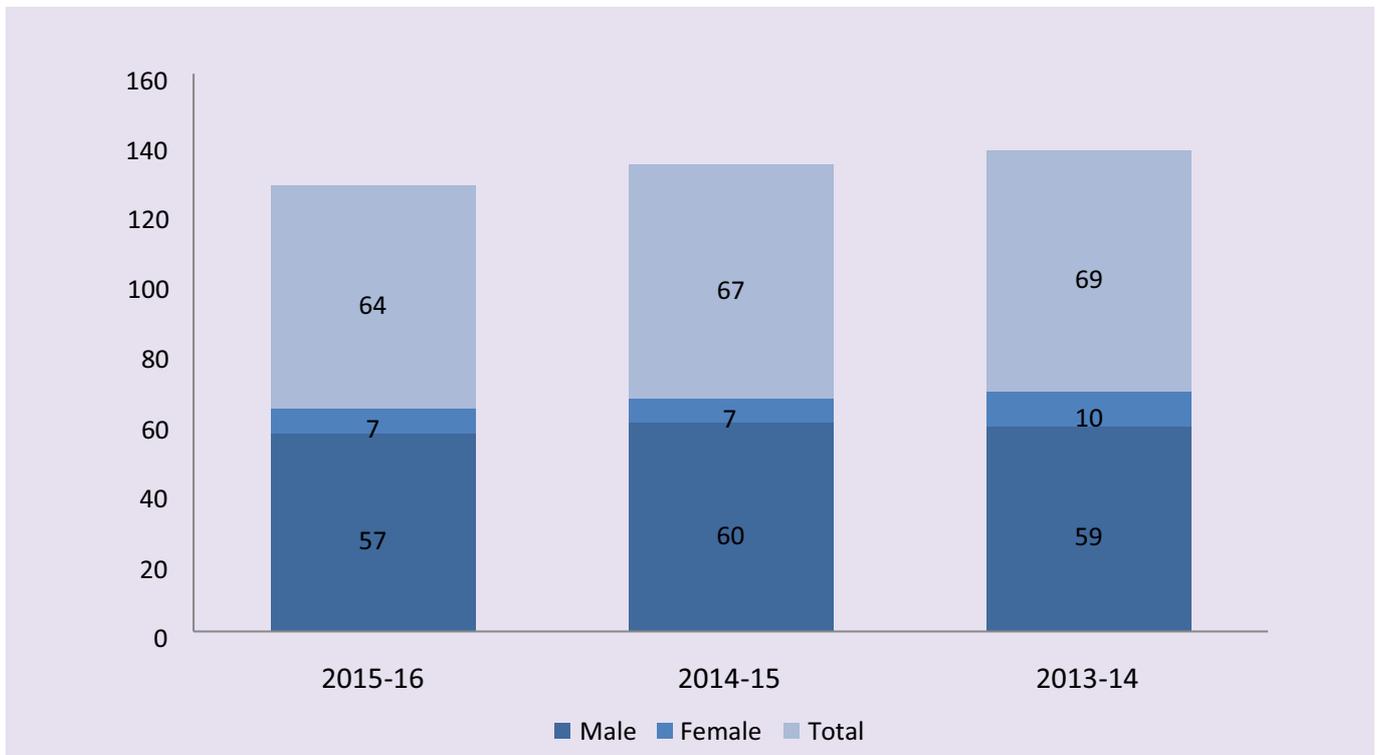
Work Experience (Years)



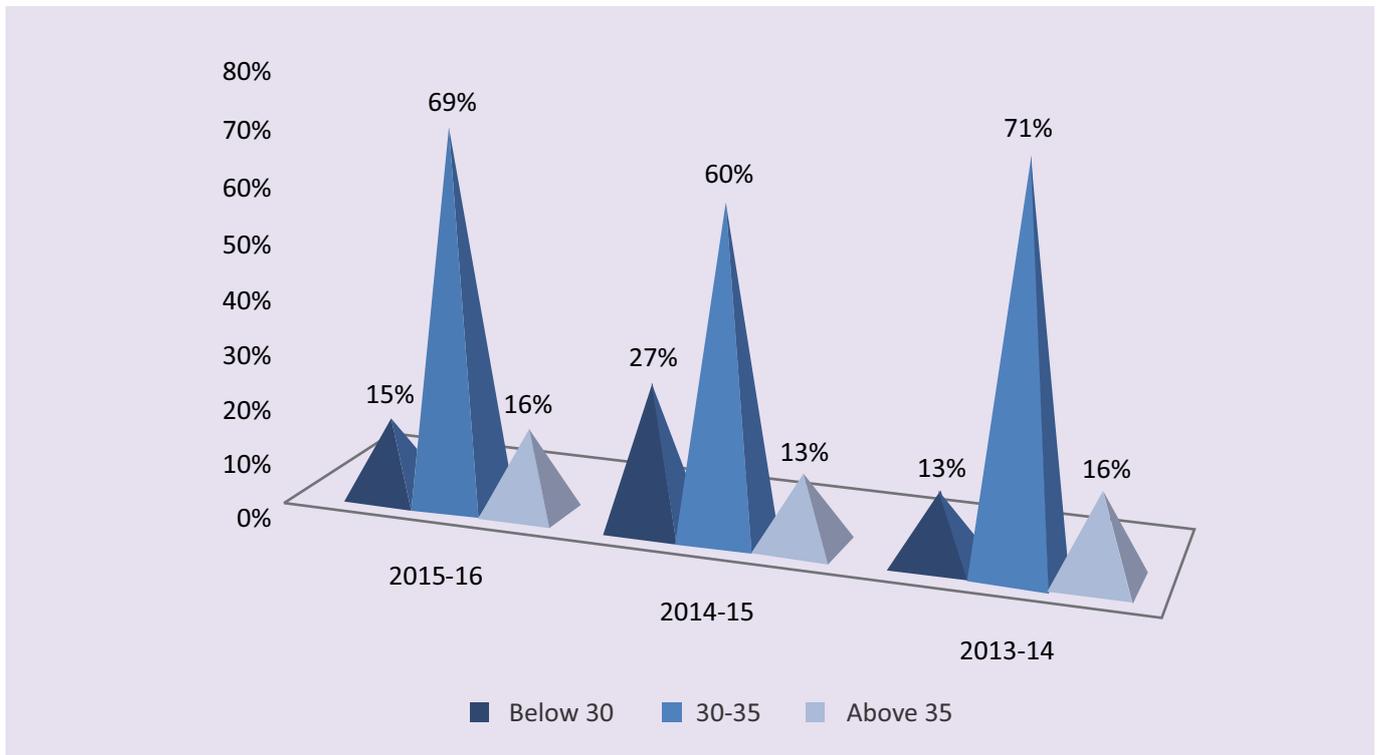
Educational Background



Student Intake



Average Age



Fellow Programme in Management (FPM)

Launched in 2000-01, the Fellow Programme in Management (FPM) is a doctoral level programme of the Indian Institute of Management Lucknow. The program offers a unique opportunity to those who wish to enhance their research capabilities and teaching talents. It is designed to develop high quality academicians, researchers and management thinkers, by providing an opportunity for inter-disciplinary education and research in management. The highly academically interactive environment at the Institute helps students to develop and sharpen their intellect. The Institute's unique pedagogy and program structure provides enriching environment for personal and professional growth.

The FPM program consists of two components: The course work exposes scholars to a variety of core and elective, fellow level area-specific courses provide exhaustive training in research methodology. A team of faculty, chaired by a principal supervisor, supervises the second component of independent research. The program, with its ample financial support, facilitates FPM scholars to present and participate in national and international conferences and doctoral consortiums. In addition, a rich tradition of internal seminars provide a perfect learning platform for FPM scholars.

No. of Students admitted in FPM

2015-16	14
2014-15	14
2013-14	13

No. of students graduated

2016	07
2015-16	08
2014-15	12



Executive Fellow Programme in Management (EFPM)

The Executive Fellow Programme in Management (EFPM) is a part-time, non-residential, doctoral program that has been specifically designed to cater to the academic needs of working executives/ managers/faculty members/researchers. EFPM Programme is open for candidates based in India or abroad.

The objective of the programme at IIML is to prepare the students for careers not only in management research and teaching but also in management practice, consulting, training, and development in a formal setting while continuing to be engaged in their ongoing professions/businesses. The EFPM program is especially structured to meet learning aspirations of enthusiastic and enlightened executives. It inculcates in them state-of-the-art research skills required for increased understanding and knowledge of today's complex business environment.

The third batch of Executive Fellow Programme in Management was inducted in the academic year 2015-2016 with a batch size of 11. The batch size for the academic year 2014-15 is 16 and 2013-14 is 13.

Research papers published/to be published or conference papers presented/accepted for presentation

2015-16 Batch

Mr. Shireesh (EFPM-03011)- BS	"Human Dimensions in Sustainability Reporting: Spotting trends in the Indian context" presented at International Journal of Arts and Sciences' Asian American Conference for Business & Economics held at Nanyang Technological University, Singapore during 12-15 January 2016.
Mr. Shireesh (EFPM-03011)- BS	"Evolution of Stakeholder Management approach in Business: A Literature Review" presented at International Conference on CSR in Globalized World: Emerging issues and challenges held at IIM Calcutta during 26-27 February 2016.
Mr. Shireesh (EFPM-03011)- BS	Evolution of Stakeholder Management approach in Business: A Literature Review (with Prof. Sushil Kumar) under review for publication in International Journal of Business and Emerging Markets, Inderscience Publishers Ltd.*
Mr. Rajesh Premchandran (EFPM-03003)- HRM	Premchandran, R. & Priyadarshi, P. The mediating impact of psychological capital (PsyCap) on mentoring outcomes of trust in management and person–organization fit (P-O fit) - a conceptual model submitted for the International Journal of Indian Culture and Business Management, currently under peer review (Jointly with Priyadarshi, P.).

*The paper is in "Category C" as per IIM Lucknow classification.

Post Graduate Programme in Sustainable Management (PGPSM)

Post Graduate Programme in Sustainable Management (PGPSM) is a two-year full time, residential programme. It is designed to help managers develop an ethos of environment and social responsibility of businesses and equip them with holistic thinking and skills to handle varied sustainability challenges in a dynamic and unpredictable environment. The curriculum is designed to develop and hone management and leadership skills to formulate and solve problems at the appropriate scale, and help students recognize the inter-connectedness of economic performance of business with social and environmental systems. Students would also be able to produce policy-relevant results.

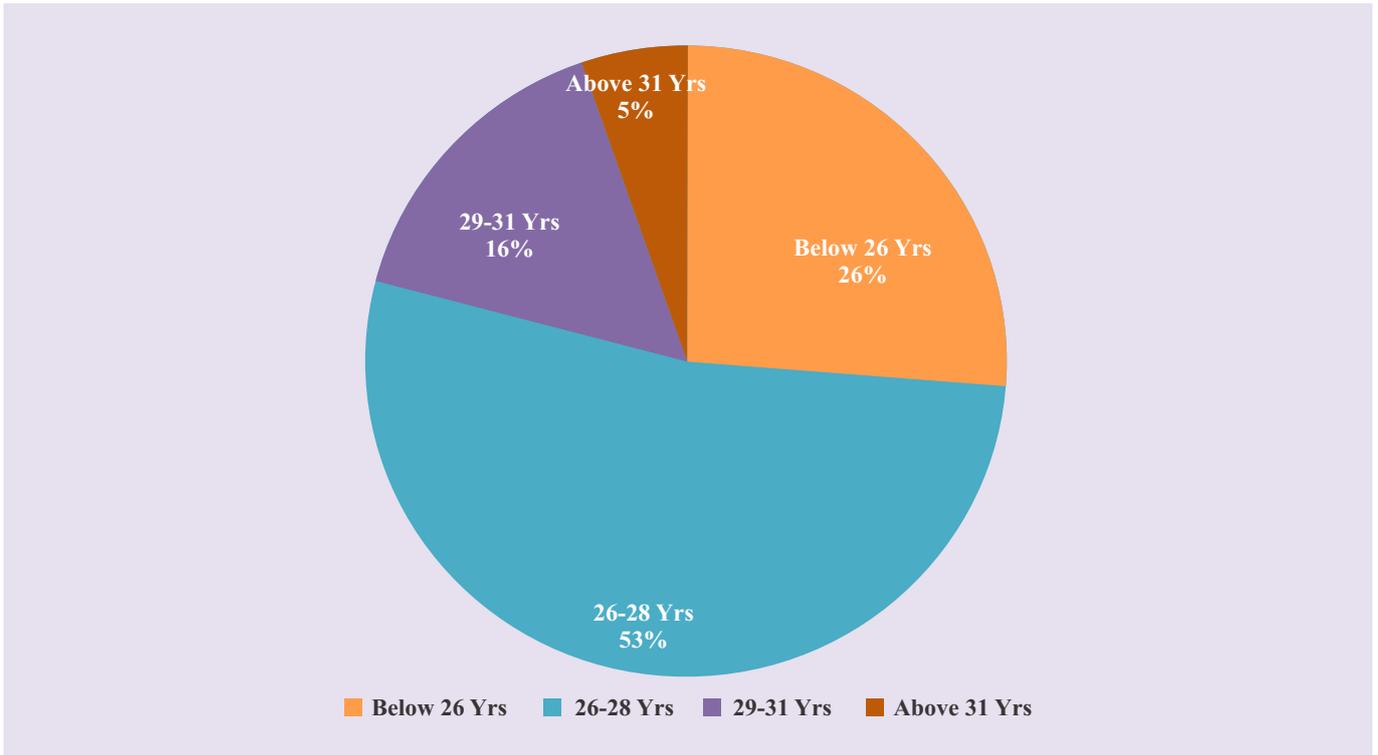


The 1st batch of PGPSM consists of 19 students.

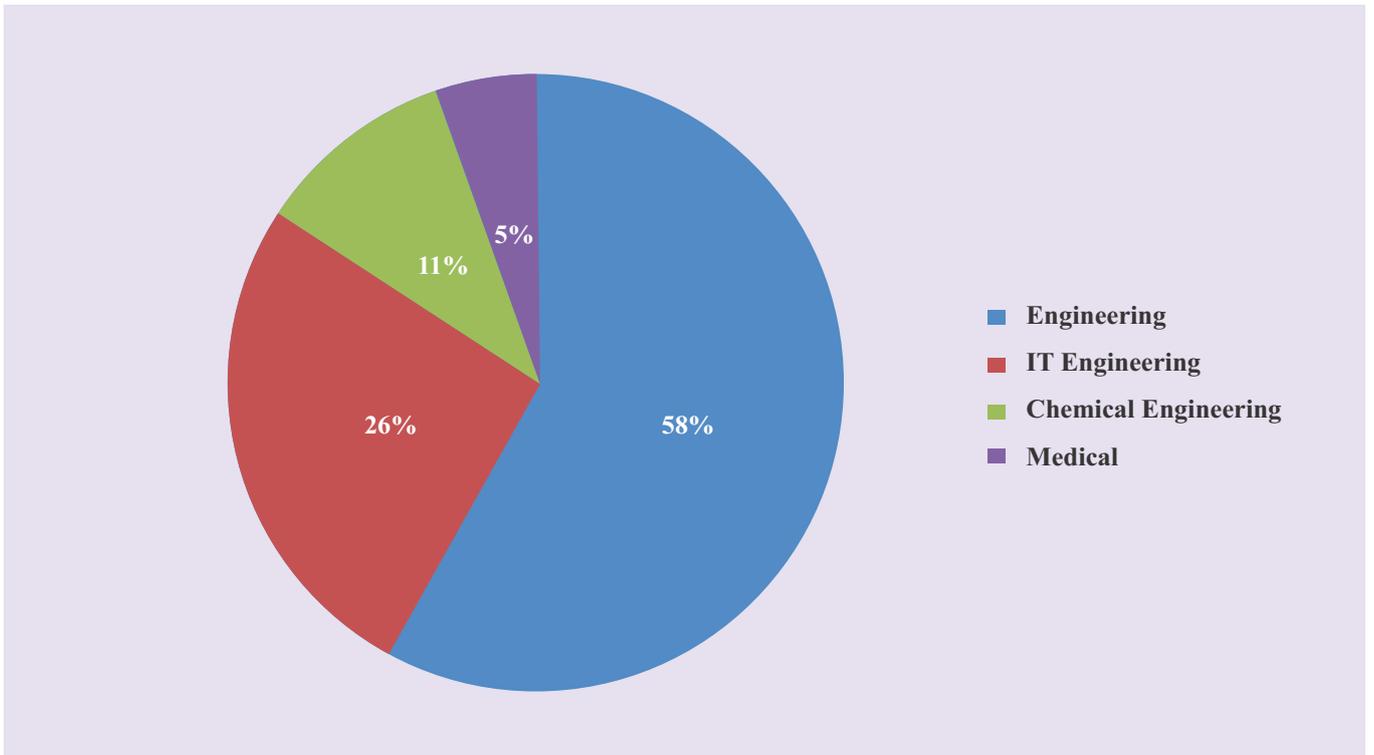
Students profile PGPSM 2015-17

Total number of students:	19
Male:	16
Female:	03
Average Age:	28.7 years
Average Work Experience:	3.8 years

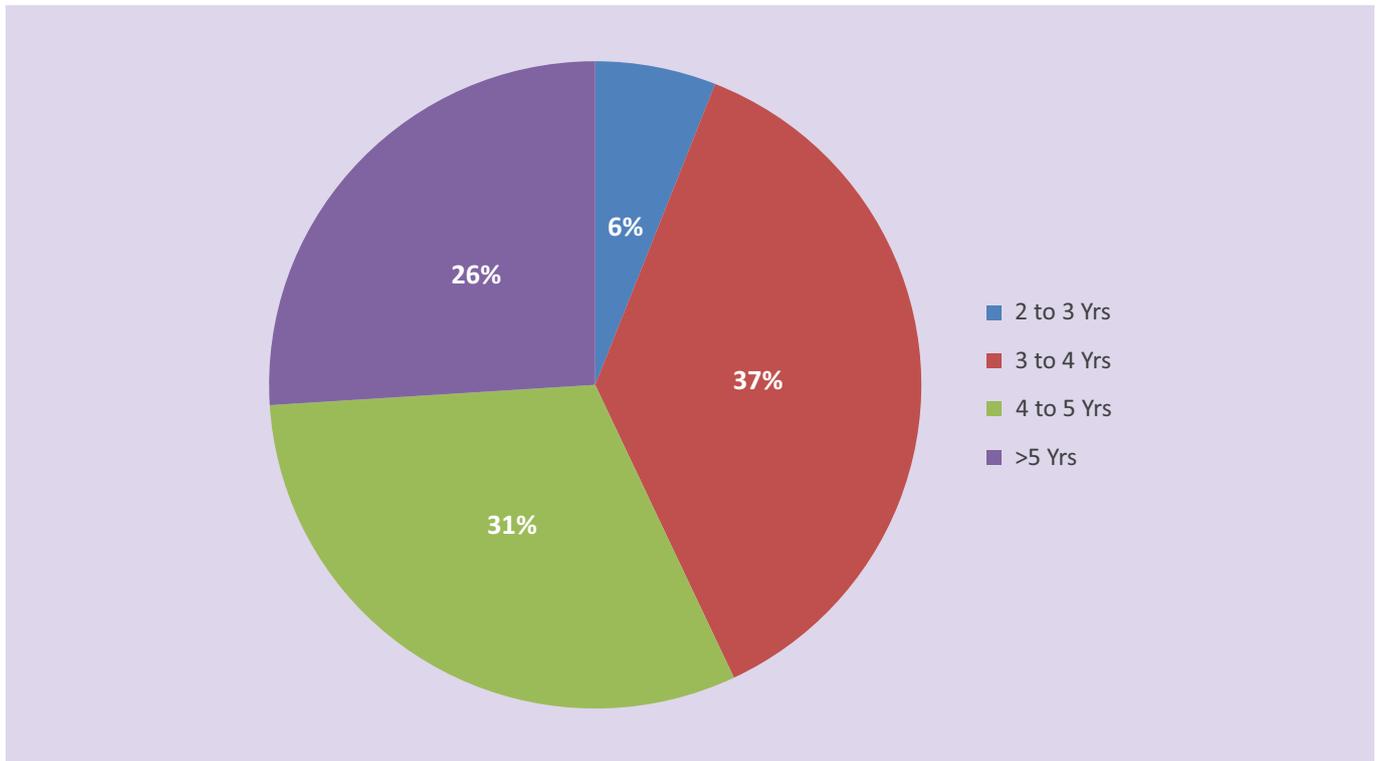
Age Profile (Yrs)



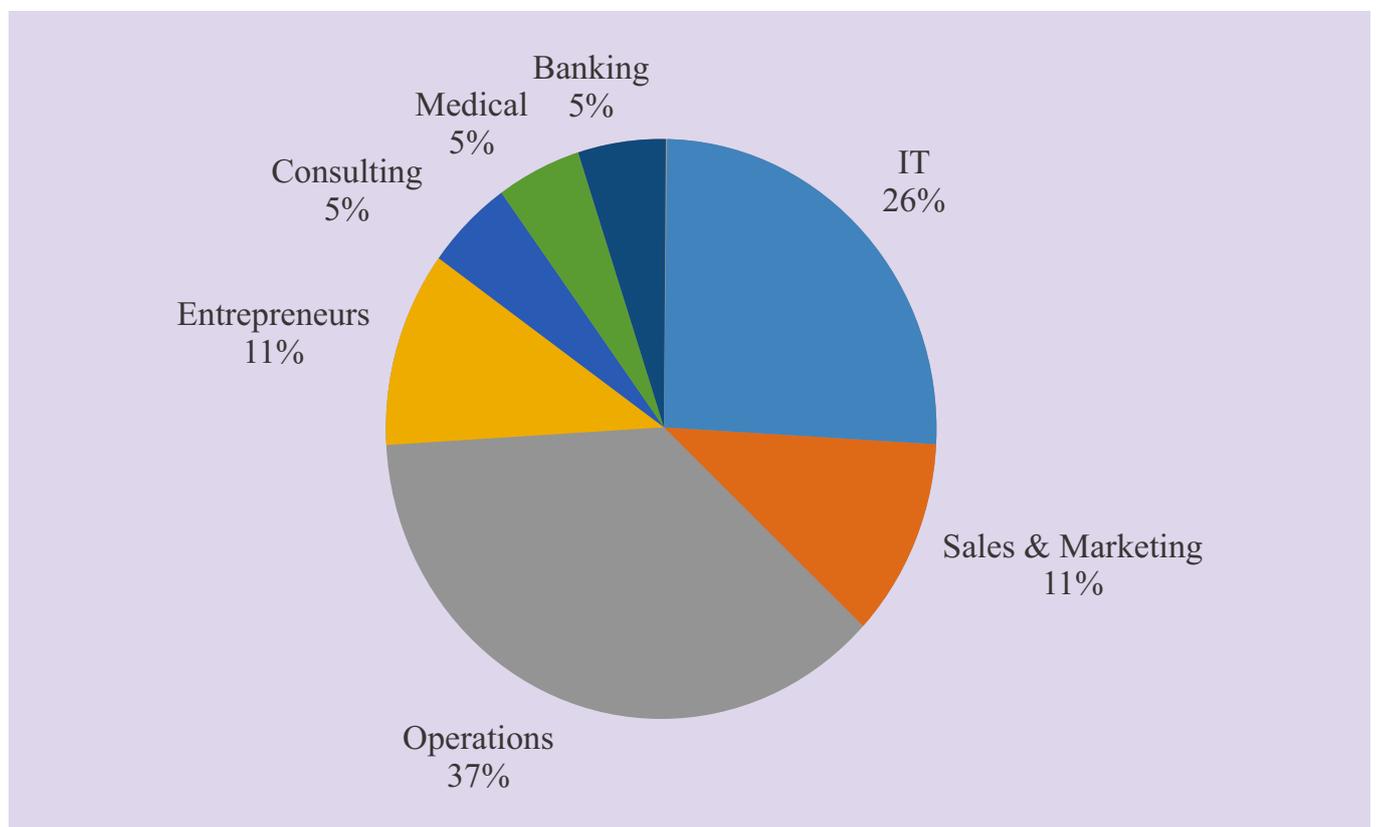
Educational Background



Work Experience (Yrs)



Functional Area



Financial Assistance, Industry, Scholarships & Awards

The institute's financial assistance scheme, started in 1993-94, provides financial assistance support for needy students on the basis of annual family income and academic performance. This scholarship is available to a maximum of 15% of the student intake in a batch (PGPM & PGPABM), and covers the tuition fee component of the total fees due (based on the parental income criteria for 1st year students) during the year. Under this scheme, in the year 2015-2016, 11 scholarships were awarded to the 1st year students and 33 scholarships were awarded to the 2nd year students.

Scholarships Were Awarded to the 1st Year Students

Sushil Kumar Ramrao B

Mukesh Kumar Patel

Shanu Kumar

Anmol Bhaskar Gedam

Dinesh Pallepogu

Damini Naidu Gudivada

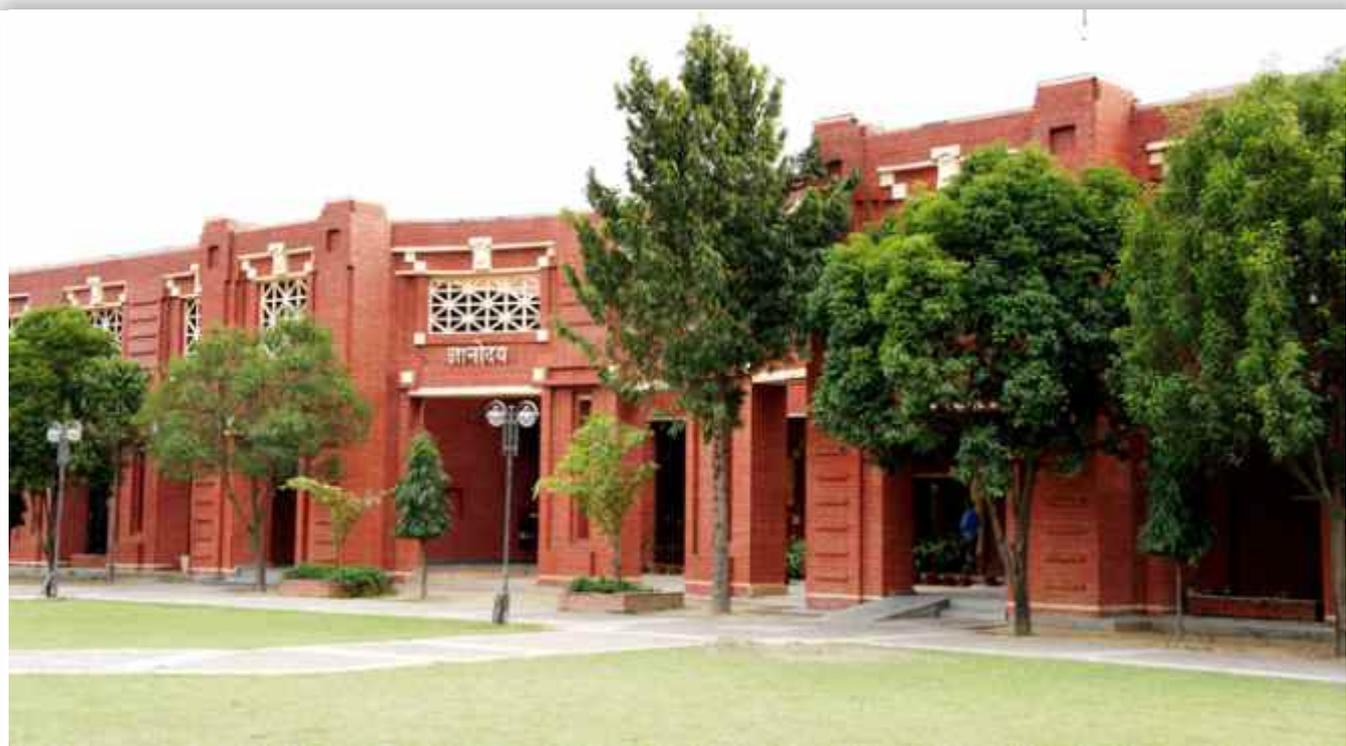
Kanika

Tampishree Choudhury

Gupta Prasad Sahoo

Rishabh Agarwal

Smriti Kamboj



Scholarships Were Awarded to The 2nd Year Students

Swadesh Kumar

Sai Sandeep Puli

Ananya Dwivedi

K.R.M. Krishnaveni

Antima Meena

Mohit Agarwal

Shipra Saini

Victor Kolunil RL

Madhupriya

Devendra Rajput

Sumit Prakash

Namita Kumari

Meera Nautiyal

Ravi Prakash

Rahul Roshan

Abhishek Singh

Nidhi Verma

Radhika Mittal

Nabajyoti Talukdar

Vartika Jaiswal

Swapnil Vandere

Salvi Shresth

Vinesh Jindal

Pranita Somawar

Shalu Mitruka

Shruti S. Chaudhari

Sunil Kumar Mourya

Shubhra S Das

Deepak Soni

Sharath Sathu

Raj Kumar

Saurav Kumar

Disha Jaiswal

Industry Scholarships and Awards

During the academic session 2015-2016, 12 scholarships were sponsored by industry, which were awarded based on academic performance and other criteria. These were instituted by:

Scholarship	No. of Scholarships
Aditya Birla	1
OP Jindhal	2
Central Bank of India	6
Apeejay	2
Class of'93 scholarship	1



Placements : PGPM & PGP ABM

IIM Lucknow achieved 100% final placements for its 30th batch of 445 students, in a record time of just over 3 days. The recruitment drive saw participation from over 160 domestic and international recruiters. The highlight of the Placement Season was the participation of esteemed firms like Alvarez & Marsal, BlackRock, MasterCard Advisors and o3 Capital. The participation of these firms also marked the ascent of IIM Lucknow as a preferred recruitment destination for marketing, finance & consulting roles in the country.

The top segments based on roles offered were sales & marketing (20%), finance (17%), consulting (26%), e-Commerce (10%), systems/IT (14%) and general management (13%). The strong economic situation supported IIM Lucknow in attracting diverse roles in the

Sector	Percentage of offers (%)
Banking & Finance	17
Consulting	26
Sales, Marketing & Market Research	20
General Management/Operations	12
IT/ITES	19
Others	6

finance domain. Rest of the offers came from domains such as market research, analytics, business development, social media marketing and HR among others.

34 companies hired for the first time from IIM Lucknow with over 60% coming from the Sales & Marketing, Finance and e-Commerce sector. Some of the other sectors that were represented by these firms were consulting, systems/IT, general management, media and automotive.

The roles were primarily in sales and marketing, finance and e-Commerce.

The institute had created history last year by placing the largest IIM batch in just over 3 days during Final Placements. This year, having placed one of the largest IIM batches in a little over 3 days and having achieved consecutive 100% placements, IIM Lucknow has raised the bar for placements in Indian B- schools.

Statistics of Placement 2016

	Current Year	Last Year
No. of Students	445	453
No. of Offers made	446	463
No. of Pre-Placement Offers	114	92
No. of Higher Entry Placement Offers	135	163
Offers during placement week	197	207
Deferred Placement	03	-

Top Recruiters

Deloitte Consulting	20	KPMG	18
Star TV	17	Amazon	17
Aditya Birla	16	ICICI Bank	15
Ernst & Young	13	Accenture	10

IPMX

International Programme in Management for Executives, IPMX batch of 2015-16 was a batch of 64 students from various industry and functional backgrounds such as IT, Telecom, Automobile, Infrastructure, Power, Oil & Gas, Pharma, Retail, Shipping, BFSI and PSUs. All students signed in for placements assistance this year.

This year, IPMX students were offered strategic roles at senior level management across various functions such as Consulting, Strategy, Business Development, Analytics, Sales & Marketing, Operations, Project and Product Management.

This year many new recruiters participated in the process such as Google, Flipkart, Ford, i3 Consulting, Axtria, and GC India Dental Private other than previous years' regular recruiters such as Deloitte, Ericsson, TCS, Amazon, SBI Card, Idea, Exl Services, Virtusa, Mu Sigma, eClerx Services, L & T Ltd, Magic Software, Shapoorji Pallonji, and NISG to name few.



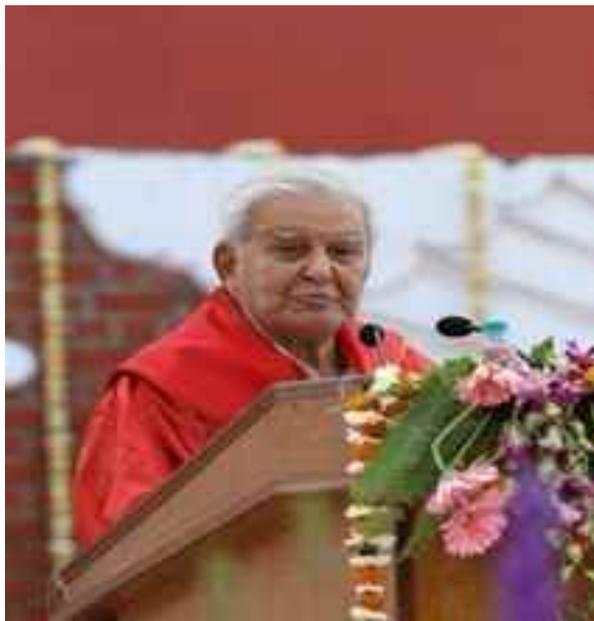
Convocation

The 30th Annual Convocation of Indian Institute of Management, Lucknow saw 619 students being awarded their diplomas by Prof. Ajit Prasad, Director IIM Lucknow and Mr. Naveen Tewari, founder and CEO of InMobi, who was the Chief Guest on the occasion and delivered the Convocation Address.

405 students from the 30th batch of Post Graduate Programme in Management, 40 students from the 10th batch of Post Graduate Programme in Agri-business Management, 7 students from the Doctoral programme along with 103 students from Post Graduate Programme in Management for Working Executives (WMP) and 64 students from International Programme in Management for Executives (IPMX) batches, from the Noida campus received the diplomas. And as graduates, they are about to swell the ranks of about 5000+ IIML alumni, whose continuing support helps build the Institute's ongoing reputation and community support.

Medal Winners

Name	Medal
Ms. Shreya Tiwari	Chairman's Gold Medal & Reshma Sareen Memorial medal for Best Girl Student
Mr. Abhinav Anand	Director's Medal
Ms. Riya Jain	Director's Medal
Mr. Anand Barot	PGP Chairman's Medal
Ms. Vaishali	Bizkool Medal for the Best Student in Information Technology
Ms. Anika Malhotra	Hari Shankar Singhania Medal for Best All Rounder
Ms. Pooja Agarwal	Budhiraja Medal for Best All Rounder
Mr. Dipesh Jain	Chairman's Gold Medal
Mr. Mohit Garg	Director's Medal
Mr. Aniruddha Banerjee	Chairman's Gold Medal
Ms. Ananya Phani	Chairman's Gold Medal
Mr. Tapas Sapra	Director's Medal



Section 2

Centres of Excellence

- Centre for Food & Agribusiness Management (CFAM)
- Centre for Marketing in Emerging Economies (CMEE)



Centre for Food & Agribusiness Management (CFAM)

Established in the year 1998, the Agriculture Management Centre (AMC) has emerged as a world-class centre in the field of Agri-business Management. Later, with the change in its focus, the Agriculture Management Centre was renamed as Centre for Food and Agribusiness Management Centre (CFAM) in the year 2008.

Since its inception, the centre has successfully executed many prestigious research, consultancy and training projects for international and national organizations such as World Bank, Government of India, and State Governments etc. Details about some of the important consulting and funded research projects recently conducted by the Centre for Food and Agribusiness Management (CFAM) are given below:

Completed and Ongoing Consultancy and Research Projects for the year 2015-2016

Sr. Nos.	Project Name	Sponsor Agency	Faculty Involved
1.	Restructuring and Strengthening of UPNEDA	Uttar Pradesh New and Renewable Energy Development Agency (UP NEDA) Lucknow	Jabir Ali Sushil Kumar
2.	Training Need Assessment for Elected Representatives of Panchayati Raj Institutions in Uttrakhand	Panchyati Raj Department, Dehradun (Uttrakhand)	Sanjeev Kapoor Pushpendra Priyadarshi
3.	Module Development and Developing Training Plan for Elected Representatives of Panchayati Raj Institutions in Uttrakhand	Panchyati Raj Department, Dehradun (Uttrakhand)	Sanjeev Kapoor Pushpendra Priyadarshi
4.	Value Chain Analysis of selected Agricultural Produce in Uttar Pradesh	Uttar Pradesh Council for Agriculture Research (UPCAR), Lucknow	Sanjeev Kapoor

During this period various consultancy projects were completed. In addition to this, various seed money projects and research studies were also conducted in the year 2015-16.

Details of Field Visits of PGP ABM students in the year 2015-2016

- To gain first-hand experience of primary food and agricultural markets, 1st year of PGP ABM students visited cattle market at Juberganj (District - Faizabad) on 9 August, 2015 and fish market, vegetable market at Dubagga and Naveen Galla Mandi on 12 July, 2015.
- To familiarise students with rural business environment, field visits for 2nd year students of PGP-ABM were conducted during September 03-09, 2015. These visits were organised at different locations i.e. Shahjahanpur, Budaun, Haridwar, Agra, Rampur, Azamgarh and Barabanki.

Centre for Marketing in Emerging Economies (CMEE)

The Centre for Marketing in Emerging Economies (CMEE) at IIM Lucknow aims to be a globally recognized centre of excellence for pursuing original research and imparting quality education in the area of marketing, with a specific mandate to contribute towards better understanding of emerging economy markets and challenges there in for marketing practitioners.

A part from conducting advanced research and running continuous education programs, the centre also acts as a platform for academicians and practitioners in selected emerging geographies to collaborate with each other effectively.

Workshops

1. CMEE in association with SIMOFEST organized a 2-Day workshop on 'Leveraging power of Semiotics for Marketing Research'. The speakers of the workshop were: Dr Lucia Laurent Neva and Dr Chris Arning. The workshop was attended by 50 participants from Marketing research/Marketing organizations and Academic Institutes.
2. CMEE in association with MRSI conducted four workshops during April 2015 in Noida and Mumbai on 'Data Driven Marketing'. The workshop was one of its kind having 10 corporate leaders and 5 academicians to give hands on to participants. The workshop was much appreciated. More than 10 eminent leaders took the session. Few of the names are: Mr Titir Pal (Director- Head of Products & Solutions), Mr Vinit Goenka (National Co-convenor IT Cell Bharatiya Janata Party), Mr Arun V. Chearie (Associate Director Integrated Marketing Management), Dr Ranjit Nair (CEO & Co- Founder Germin8), Mr Himanshu Chopra (Manager Analytics Snapdeal.com), Mr Mohan Krishnan (Managing Member, The Peninsular Centre), Mr Pratul Chandra (Director - Business Development Analytics SAP India), Mr Anup Saha (General Manager Product Head Retail Secured Asset ICICI Bank), Mr Deepak Goel (CEO- Drizzlin), Mr Shailesh Kumar (Consultant Machine Intelligence Text Mining Google, Inc), Dr Lipika Dey (Principal Scientist TCS, India), and 4 IIML faculties. 56 participants attended the workshop.
3. 1- Day Workshop on 'Marketing Semiotics' was organized in association with MRSI in the month of May 2015 both in Noida & Mumbai. Around 52 participants attended the workshop which included maximum marketing research practitioners from top Research agencies of India. Participation was seen from across India. The workshop speaker Dr Laura Oswald - known globally for her research in Semiotics. She was assisted by Dr Piyul Mukherjee (Co- Founder & CEO- Quipper Research Pvt Ltd.)
4. CMEE organized 2 workshops in November 2015 'Understanding Consumers in Digital Era'. 2nd workshop was of 3 days on - 'Teaching Marketing Research'. 65 participants from academia and research Industry participated in these workshops. The lead speakers of the workshop were: Prof Naresh Malhotra and Prof Russell Belk.

5. CMEE has compiled a Research Report on Prospects & Possibilities of COIR Industry in Uttar Pradesh as a Knowledge partner of MSME Ministry.
6. 'Journal of Consumer Marketing' - Special Issue was published from selected papers presented in the 2014 Conference of Emerging Markets Conference Board, Volume 32 Issue 5. Find the link - <http://www.emeraldinsight.com/toc/jcm/32/5>.
7. 2 - Day workshop on 'Data Visualization' was organized in association with MRSI both in Noida & Mumbai for academicians and research agencies and was attended by 100 participants. The speakers of the workshop were: Mr Naveen Gattu (COO & Co-Founder at Gramener), Mr Mohan Krishnan (The Peninsula Centre for Knowledge & Insights), Mr Manoj Dash (IIIT, Gwalior) and Mr Manas Kar) and 4 IIM Lucknow faculty members.

Newsletter

- CMEE has started E-newsletter to flash workshop inputs
- CMEE Newsletter Issue-1
<http://iimlcmee.org/wp-content/uploads/2016/02/newsletter-vol1issue1.pdf>
- CMEE Newsletter Issue-2
<http://iimlcmee.org/wp-content/uploads/2016/02/FLASHBACK-Newsletter-Vol.-1-Issue-2.pdf>
- CMEE Newsletter Issue-3
<http://iimlcmee.org/wp-content/uploads/2016/02/vol-1-issue-3.pdf>

Forthcoming Event

Conference

8. CMEE is going to organize 2017 Annual Conference of EMCB which is scheduled to happen on 5-7th Jan 2017. Website - <http://iimlcmee.org/emcbconference2017/>

Section 3

International Linkages



International Academic Collaboration

IIM Lucknow values the significance of international linkages and has been seeking international partners that would assist the institute to be more relevant to the dynamic global environment.

To create world class professionals, international exposure is necessary. The culture and economic differences between the developed and developing world are too vast to be simply taught in a classroom - it is only by immersing oneself in foreign lands that one learns to appreciate them.

Hence, IIM Lucknow's International Exchange Programme initiative - a process through which our students do a part of their studies in Business Schools all around the world. At the same time, foreign students and faculty members come to IIM Lucknow to understand the working and mind-set of one of the potentially largest markets in the world.

74 students visited our partner institutions and 19 students from our foreign partner institutions visited us this year.

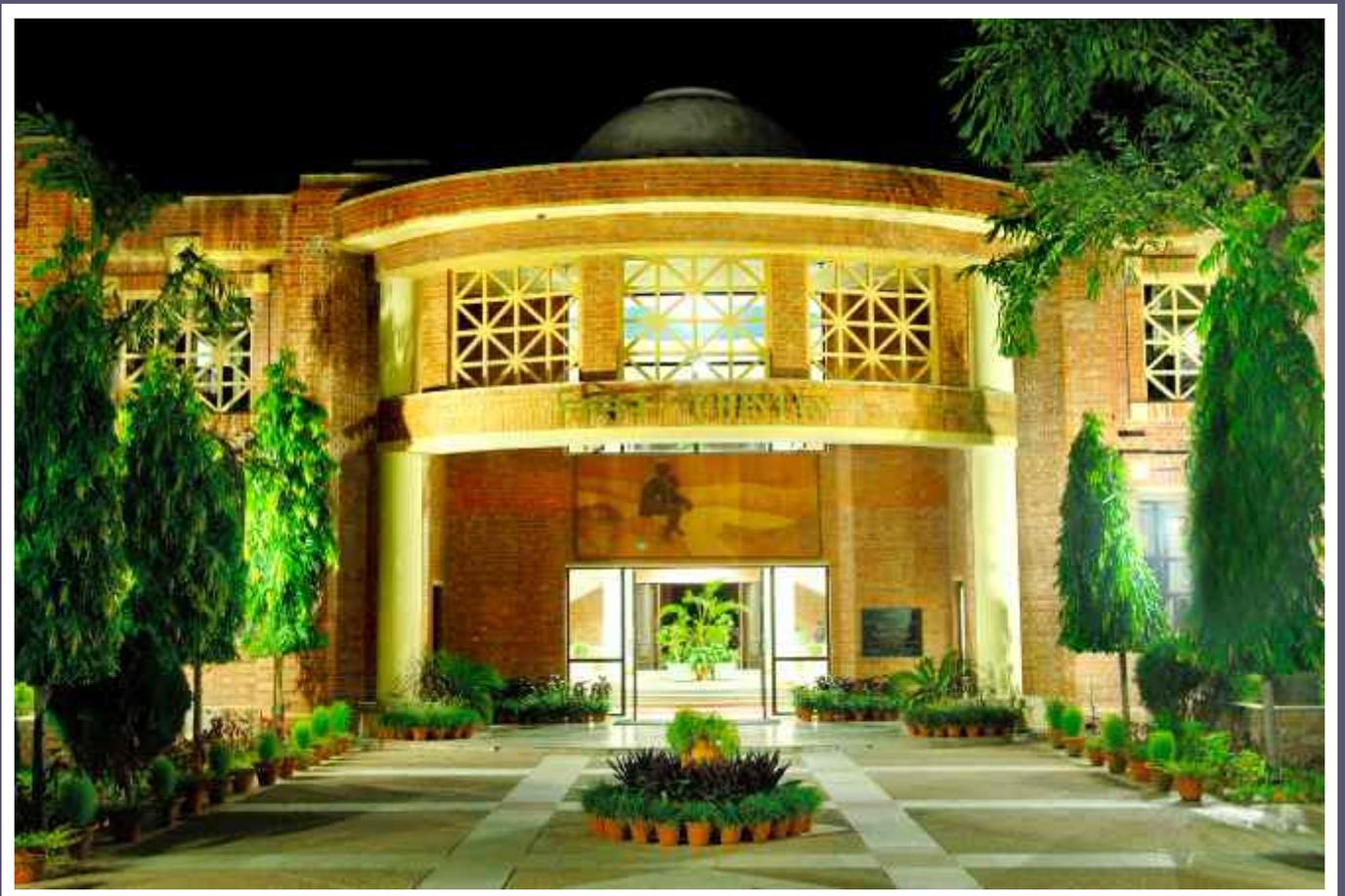




Section 4

Research & Consultancy

- Consultancy
- Publications



Consultancy

In consonance with the Institute's philosophy of concern for and commitment to the society, consultancy activities have focused on improvement and betterment of existing public utility systems and core areas. In this respect our faculty has been undertaking several socially relevant research and consultancy projects in thrust areas like Agriculture, Entrepreneurship, Health Management, Education, Information Technology and Rural Development.

We have been working with startups that demonstrate a strong potential. Past projects include strategy recommendations, customer analysis, cost analysis, balance sheet analysis, and review of financial forecasts, marketing plans, and many others.

ONGOING CONSULTANCY PROJECTS

S. No.	Project Name	Sponsoring Agency	Faculty Involved
1	Evaluation of income of farmers during base year assessed by different departments to double the income of farmers within three years.	State Agricultural Produce Marketing Board, Kisan Mandi Bhawan, Lucknow	Prof. Jabir Ali, Prof. Sushil Kumar
2	Evaluation study of Border Area Development Programme (BADP)	Planning Commission, Govt. of India, New Delhi	Prof. Himanshu Rai
3	Evaluation of Contractual Manpower Available under Various Staff Categories and to Rationalise the current compensation design.	UPSRTC, Lucknow	Prof. Himanshu Rai
4	Shelter for Urban Poor through Community Approach.	HUDCO, New Delhi	Prof. R.M. Vikas
5	Study and improvement of Procurement Process of TTD Tirumala	Tirupati Devasthanams Tirupati New Delhi	Prof. S. Venkataramanaiah, Prof. Amit Agrahari
6	Bajaj Finance Case Study Development for Publication and Competition	Bajaj Finance Ltd., Pune	Prof. Rajeev Kumra
7	Module Development and Developing Training Plan for Elected Representatives of Panchayati Raj Institutions in Uttarakhand.	Panchayati Raj Department Uttarakhand, Dehradun	Prof. S Kapoor, Prof. Pushpendra Priyadarshi
8	Evaluation Study on Impact of Computer Training on Social and Economic Development of Trainees Under SCA to SCSP	UP SCs Finance & Development Corporation Ltd. Lucknow	Prof. Pushpendra Priyadarshi, Prof. Pankaj Kumar
9	Benchmarking and Negotiation Strategies for a Robust Acquisition System.	College of Materials Management, Jabalpur	Prof. Samir K Srivastava, Prof. Amit Agrahari, Prof. Prakash Singh
10	Evaluation of support to voluntary agencies for Adult Education & Skill Development	National Literacy Mission Authority, Ministry of Human Resource Development, New Delhi	Prof. Pushpendra Priyadarshi, Prof. Pankaj Kumar
11	Providing Assistance to UPPCL in evaluation of Technical Proposals Submitted by Consultants	UP Power Corporation Ltd. Lucknow	Prof. Sushil Kumar, Prof. Amit Agrahari

CONSULTANCY PROJECT COMPLETED

S. No	Project Name	Sponsoring Agency	Faculty Involved
1	Enhancing Credibility and Visibility of DESIDOC-DRDO by Optimizing use of its Resources, Facilities, and Services through Innovative Communication, Marketing Image Building and Perception Management Initiatives	DESIDOC, New Delhi	Prof. R L Raina
2	Sales and Marketing Strategy	Groz Tools Limited, Gurgaon	Prof. Rajeev Kumra
3	Training Need Assessment for Elected Representatives of Panchayati Raj Institutions in Uttarakhand Dehradun	Panchayati Raj Department Uttarakhand, Dehradun	Prof. Sanjeev Kapoor, Prof. P. Priyadarshi
4	Professional Experts Recruitment Consultants Project	UPHSSP, Lucknow	Prof. Shailendra Singh, Prof. M. K. Awasthi, Prof. K. N. Singh
5	All India Report on Saakshar Bharat	NLMA, Ministry of Human Resource Development, New Delhi	Prof. R.M. Vikas, Prof. P. Priyadarshi
6	Procurement Observatory (at IIML) in the State of Uttar Pradesh	The World Bank Group New Delhi	Prof. S K Srivastava, Prof. Amit Agrahari
7	Restructuring and Strengthening of UP New and Renewable Energy Development Agency (UPNEDA)	UP New and Renewable Energy Development Agency Lucknow	Prof. Sushil Kumar Prof. Jabir Ali
8	Preparation of Curriculum Design and Training of Selected Teachers	NCHMCT, Delhi	Prof. Prakash Singh Prof. P. Priyadarshi Prof. A. Chakraborty
9	Implementation of Knowledge Management at DESIDOC	DESIDOC, Delhi	Prof. A. Shukla
10	Value Chain Analysis of Groundnut and Maize in the districts of Gorakhpur Kushinagar, Maharajganj and Bahraich in U.P	Sir Dorabji Tata Trust, Mumbai	Prof. Sanjeev Kapoor
11	Strengthening Evaluation Capacity in Government	Planning Commission, Govt. of India, New Delhi	Prof. Himanshu Rai
12	Review of reports based on NSHIE for NCAER	National Council of Applied Economic Research, New Delhi	Prof. Amit Mookerjee
13	Conducting Online Recruitment Exam for Asst. Regional Manager at UPSRTC	UPSRTC, Lucknow	Prof. Himanshu Rai & Prof. R.L. Raina
14	Review of Processes of Saakshar Bharat Programme	National Literacy Mission (NLMA), Ministry of Human Resource Development, Govt. of India, New Delhi	Prof. Pushpendra Priyadarshi

Publications

The faculty is the intellectual resource of the institute. It has been diligently working to fulfill the mission which is to produce high quality research published in refereed journals.

The year 2015-2016 also saw many journal publications, books, conferences, which are listed below:

Books:

1. Lee J. Krajewski, Larry P. Ritzman, Manoj K Malhotra and **Samir K Srivastava**, Operations Management: Process and Supply Chains, Eleventh IE Edition (ISBN 9789332548213), Pearson Education, 2016.
2. **Neeraj Dwivedi** and D.S. Yadav (2015), "Corporate Social Responsibility" Cambridge University Press.

Book Chapters:

1. **Roshan Lal Raina** (2015), "Communication as a life skill for library and information professionals" in the book Human Resource Management in Libraries and Information Centre, Satija Research Foundation.

Conferences (International/National):

1. **A. Vinay Kumar**, Ashwani Kumar, Ritu Yadav (2015), "Stock Price Jumps and News Sentiment: How related are they?", 31st International Business Research Conference.
2. **Anita Goyal** (2015), "Consumer perception towards time duration of cause-related marketing", 4th Biennial Indian Academy of Management Conference.
3. **Archana Shukla** and R Srinivasan (2015), "Managing a turnaround at Singareni Collieries Company Limited", 5th Asian Management Research and Case Conference.
4. Ashish Rastogi, Surya Prakash Pati and **Pankaj Kumar** (2015), "Measurement of karma yoga: Development and validation of karma yoga instrument", 75th Academy of Management Conference.
5. **Ashutosh Kumar Sinha** (2015), "Business Groups in Emerging Markets Riding Merger and Acquisition Waves: A Study of Indian Firms", 76th Academy of Management Annual Meeting.
6. **Ashutosh Kumar Sinha** (2015), "Costs vs Benefits of Different Internationalization Strategies", 76th Academy of Management Annual Meeting.
7. **Ashutosh Kumar Sinha** (2015), "Is Institutional Distance Always Bad?", 76th Academy of Management Annual Meeting.
8. **Bhaba Krishna Mohanty** (2015) "Multiple Product Attributes in Internet Business - A Fuzzy Approach", RAOTA-2016.
9. **Chandan Sharma**, "Does Importing More Inputs Raise Productivity and Exports", 3rd PAN IIM WMC.
10. Chiramel C. and **Pushpendra Priyadarshi** (2015), In search of Job: An Exploratory Study of Key Determinants of Internship Conversion among Indian Management Graduate; 4th Biennial Indian Academy of Management Conference.
11. **D. S. Sengar** and Rajendra Singh (2015), "Participatory Models for River Revival", World Conference on Water Issues: World Water Week.
12. **D. Tripathi Rao** and Saurabh Goyal (2015), "Impact of Global Community Price Movements on Indian Economy: A Case of an Emerging Economy", Twenty Fourth Annual World Business Congress.
13. Dharendra Mani Shukla and **Mohammad Akbar** (2015), "Business Groups as social Networks: An exploration of relationship between network cohesiveness and within-network similarity of firms strategies", 4th Biennial IAM Conference.
14. Goparaju Rajan and **Mohammad Akbar** (2015), "Network Determinants of Firm Performance in Technology Convergence Paradigm: Evidence from the Indian IT Industry", 3rd PAN IIM World Management Conference.

15. Goparaju Rajan and **Mohammad Akbar** (2015), "Exploring Institutional Antecedents of Firm Network Behavior in the Asian Context: An Empirical Analysis of IT ecosystem firms of India China and Japan", 4th Biennial IAM Conference.
16. Gourav Dwivedi, **Rajiv K Srivastava** and **Samir K Srivastava** (2015), "Additive Manufacturing: A Review from Sustainable Operations Perspective", 19th Annual Conference of the Society of Operations Management.
17. **Indranil Biswas**, Arqum Mateen and Arnab Adhikari, (2015), "A Coordination Strategy for a Socially Responsible Supply Chain", 19th Annual Conference of the Society of Operations Management.
18. **K.N. Singh** and S J Kushwaha (2015), "Integrating supplier flexibility measures and resilience to mitigate supply side risk", 15th Global Conference on Flexible Systems Management.
19. **Kriti Bardhan Gupta**, "Exploring Preference for Foreign Food Products in Indian Market", International conference on Agribusiness in Emerging Economies.
20. Manas Tripathi, **Arunabha Mukhopadhyay**, Indranil Bose (2015), "An IT Risk-Return Model to Study IT Governance of Indian Firms" ICIS.
21. **Neeraj Dwivedi** (2016), "Bigger is not Always Better: The Case of SCL", 5th Asian Management Research and Case Conference.
22. Nikhil Sahasrabudhe and **Mohammad Akbar** (2015), Does organizational culture impact firm's intent to crowdsource? 4th Biennial IAM Conference.
23. Nikhil Sahasrabudhe and **Mohammad Akbar** (2015), "Firms intent to crowdsource: Does organizational culture matter more than national culture", International conference on R & D Management conference.
24. **Nishant Uppal** (2015), "Organisational Tenure and Job Performance: Role of Motivational Job Characteristics", 76th Academy of Management Annual Meeting.
25. **Omkarprasad S. Vaidya** and Manisha Ketkara, "Mitigation of Supply Risk through Scenario Modelling", 15th Global Conference on Flexible Systems Management.
26. **Omkarprasad S. Vaidya** and **Sushil Kumar** (2015), "Operational Performance Evaluation of Airlines...AHP", 23rd Int. Conf. on Multi-Criteria Decision Making.
27. **Prakash Singh**, "Valuation of MFI's in India: An empirical study", 3rd PAN IIM WMC.
28. **Punam Sehgal** (2015), "Sexual Harassment at Workplace", WEI International Academic Conference.
29. **Pushpendra Priyadarshi** and Taruna Gupta (2016), "Working in Team: Antecedents and Consequences of Team Work", 9th ISDSI International Conference.
30. **R.K. Srivastava** (2016), "Operations and Supply Chain Management Issues in Digital Content Business", 45th Annual Conference Meeting of WDSI.
31. **Rajesh Aithal**, Satyam and Harshit Maurya (2015), "Small and micro retailer in rural India: Issues and Challenges", III World Research Summit for Tourism and Hospitality.
32. Rajesh Nangia and **Mohammad Akbar** (2015), "Big companies don't fail: Long term business survival with a focus on impact of Learning capabilities and Innovation on firm performance", 4th Biennial IAM Conference.
33. Rama Mohana Turaga and **Kalyan Bhaskar** (2016), "Policy Instruments for Electronic Waste Management: A Review and Lesson for India's E-waste Rules", 8th Indian Society for Ecological Economics (INSEE) Conference.
34. **Sabyasachi Sinha** (2016), "Balancing Exploration and Exploitation in New Venture", SMS 35th Annual International Conference.
35. Samit Paul and **M. Karmakar** (2015), "Intraday VaR using Component GARCH-EVT Approach: An Empirical Study in Select Stock Markets", Fourth International Conference on Global Business, Economics, and Social Sciences. **Paper won the award for the best student research paper.**
36. Sandeep Singh and **Samir K Srivastava** (2015), Review on Sustainability in Food Supply Chains: A Step towards Theory Building, presented in the 19th Annual Conference of the Society of Operations Management.

37. Neha Srivastava, **Satya Bhushan Dash** and Suryatapa Kar (2016), "Exploring varied antecedents and identifying perceived risk as consequence for brand trust" Annual Conference of the Emerging Marketing Conference Board.
38. **Satya Bhushan Dash** (2015), "Green Service Encounter L Conceptualization, Scale Development and Effect on Brand Equity", 3rd World PAN IIM Conference.
39. **Seshadev Sahoo** (2015) "Syndicate Size and Pricing Performance: An Empirical Investigation for Indian IPOs", 3rd PAN IIM World Management Conference.
40. **Shailendra Singh** (2015), "Leadership and Employee Related Outcomes", the 14th European Congress of Psychology.
41. **Shailendra Singh** (2015), "Are Business Leaders Psychologically Resilient? An Investigation of Global Business Leaders", 4th Indian Academy of Management.
42. Sheeba Khan and **Mohammad Akbar** (2015), Personal Entrepreneurial capabilities complement firm dynamic capacities: case-based exploration in the Indian institutional context; Paper presented at the 4th Biennial IAM Conference.
43. Sheeba Khan and **Mohammad Akbar** (2015), Contribution of Stakeholders to Dynamic Capabilities in Start-up firms (2015); 3rd PAN IIM World Management Conference.
44. **Sushil Kumar (BS)** and Anab Kidwai (2015), "CSR Disclosures and Transparency among Top Indian Companies", 4th Biennial Conference of IAM.
45. **Sushil Kumar (OM)** and Joshin John (2015), "Flexible Disassembly for Sustainable Ship Recycling Ecosystem", 15th Global Conference on Flexible Systems Management.
46. **S. Venkataramanaiah**, Nidhi Verma and Ganesh Kumar, N (2015), Approaches for Enhancing Competitiveness of Moradabad Handicraft Manufacturing Units, 4th Biennial Conference of Indian Academy of Management, IIM Lucknow.
47. **S. Venkataramanaiah**, Vijaydeep Siddharth, Kanika Jain, Sidhartha Satpathy and Nipun Rai Handa (2015), Design of Inventory System for Surgical Items: A Case study, 3rd PAN IIM World Management Conference, IIM Indore.
48. **S. Venkataramanaiah**, Mohan M and Rita James (2014), Market Approaches for Healthcare Delivery in Emerging Economies: A Case Study, Annual Conference of the Emerging Markets Conference Board, IIM Lucknow.
49. **Vikas Srivastava** (2015), "Project Finance Bank Loans and PPP Funding in India: A Risk Management Perspective", International Conference for Business and Economics.
50. **Y.K. Agarwal** (2015), "Network Loading Problem: Valid Inequalities from 5, and 7 Partitions", International Network Opt. Conference.

Journals

International

1. Abhishek Mishra, **Satya Bhushan Dash**, Naresh Malhotra & Dianne Cyr (2015), "Measuring Consumer design perceptions for digital devices: A multi-dimensional scale", *Journal of Brand Management*, Vol.22 No.7, pp.603-630.
2. **Ajay Singh**, G. Singh, & J. Beatty (2016), "Adoption and Correlates of Western Concepts of High Performance Work System in the IT Industry in India", *International Journal of Organizational Analysis*, Vol.24, No.4, pp.550-572.
3. **Amit Mookerjee**, Neha Srivastava, & **Satya Bhushan Dash** (2015), "Antecedents and moderators of brand trust in the context of baby care toiletries", *Journal of Consumer Marketing*, Vol. 32 No.5, pp.328 - 340.
4. Anjali Malik, **Rajeev Kumra** & Smitha Girija, "Gaming Dependency among Indian Adolescents: A Phenomenological Study", *International Journal of Indian Culture & Business Management*, Vol.12 No.3, pp.361-375.
5. Asmita Chitnis and **Omkarprasad S. Vaidya** (2014), "Performance assessment of tennis players: Application of DEA", *Procedia - Social and Behavioral Sciences*. Vol. 133, pp. 74-83.
6. Badri Bajaj and **Neerja Pande** (2016), "Mediating role of resilience in the impact of mindfulness on life satisfaction and affect as indices of subjective well-being", *Personality and Individual Differences*, Vol. 93, pp.63-67.

7. Badri Bajaj, Ragini Gupta & **Neerja Pande**, (2016), "Self-esteem mediates the relationship between mindfulness and well-being", *Personality and Individual Differences*, Vol.94, pp.96-100.
8. Badri Bajaj, Richard W. Robins & **Neerja Pande**, (2016), "Mediating role of self-esteem on the relationship mindfulness, anxiety and depression", *Personality and Individual Differences*, Vol.96, pp.127-131.
9. C.L. Cheng, Shalabh and **Gaurav Garg** (2016), "Goodness of Fit in Restricted Measurement Error Models", *Journal of Multivariate Analysis*, No.145, pp.101-116.
10. **Chandan Sharma** & Rajat Setia (2015), "Macroeconomic fundamentals and dynamics of the Indian-rupee dollar exchange", *Journal of Financial Economic Policy*, Vol. 7 No.4, pp.301 - 326.
11. **D. Tripathi Rao** & Rupika Khanna (2015), "Business Practices of Indian Cement Industry: An Evidence of Possible Cartelization", *Economics, Management and Financial Markets*, Vol. 10 No. 4, pp. 47-60.
12. **Devashish Das Gupta** (2016), "Antecedents of Retail Shopping Behaviour of Senior Citizens- A literature review and scope for further research", *Skyline Business Journal*, Vol. 12 No. 1, pp. 11-27.
13. Faiz Hamid and **Y.K. Agarwal** (2015), "Solving the Two-Facility Network Design Problem with 3-Partition Facets", *NETWORKS*, Vol.66 No.1, pp.11-32.
14. **Indranil Biswas**, Balram Avittathur & Ashis K. Chatterjee (2016), "Impact of structure, market share and information asymmetry on supply contracts for a single supplier multiple buyer network", *European Journal of Operational Research*, Vol. 253 No.3, pp.593-601.
15. **Jabir Ali** & Evangelia Pappa (2015), "Global Meat Market: Structural Changes across Geographical Regions", *South Asia Research*, Vol.35, No.2, pp.143-157.
16. **Jabir Ali** (2016), "Adoption of Innovative Agricultural Practices Across the Vegetable Supply Chain", *International Journal of Vegetable Science*, Vol.22, No.1, pp.14-23.
17. **Kaushik Bhattacharya** & Sunny Kumar Singh, "Impact of Payment Technology on Seasonality of Currency in Circulation", *Journal of Quantitative Economics*, June 2016, Volume 14, Issue 1, pp 117-136.
18. **Krishna Chandra Balodi** & Shubhabrata Basu (2015), "Configurations of Resources, Strategy, Structure and Environment in Young High-technology Firms: Evidence from Qualitative Comparative Analysis", *Global Business Review*, Vol. 16 No.6, pp.1012-1024.
19. **M. Karmakar** & Samit Paul (2016) "Intraday Risk Management in International Stock Markets: A Conditional EVT Approach", *International Review of Financial Analysis*, Vol.44 No. 2, pp. 34-55.
20. Mahima Gupta and **Bhaba Krishna Mohanty** (2015), "Multi-Stage Multi-Objective Production Planning Using Linguistic and Numeric Data - A Fuzzy Integer Programming Model", *Computers and Industrial Engineering*, Volume 87, pp.454-464.
21. Mehmet Gumus, Philip Keminsky & **Sameer Mathur**, (2015), "The impact of product substitution and retail capacity on the timing and depth of price promotions: theory and evidence", *International Journal of Production Research*, Vol.54 No.7, pp.2108-2135.
22. Mohita G. Sharma and **K. N. Singh** (2014), "Modeling Coopetition in Aircraft Spare Part Supply Chain: Game-Theoretic Approach", *International Journal of Procurement Management*, Vol.7, No.3, pp.121-129.
23. **Neeraj Dwivedi** & Nishant Saxena (2015), "Who Says Elephants Can't Dance? Uttar Pradesh Women Power Line 1090", *South Asian Journal of Business and Management Cases*, Vol.4 No.1, pp. 40-51.
24. Neha Srivastava, **Satya Bhusan Dash** and **Amit Mookerjee**, (2016) "Determinants of brand trust in high inherent risk products: The moderating role of education and working status", *Marketing Intelligence & Planning*, Vol. 34 No. 3, pp.394 - 420.
25. Niraj Kumar and **Sanjeev Kapoor** (2015), "Does the Consumers Buying Behavior Differ for Vegetarian and Non-Vegetarian Food Products? Evidences from Emerging Markets", *British Food Journal*, Vol.117 No.8, pp.1998-2016.
26. **Omkarprasad S. Vaidya** & Manish Ketkar, "Developing ordering policy based on multiple inventory classification schemes", *Procedia - Social and Behavioral Sciences*, Volume 133, 15 May 2014, pp. 180-188.

27. **Payal Mehra** (2015), "Be a Radio Jockey': An Experiential Learning Assignment in a Cultural Communication Course", *Journal of International Business Education*, Vol.10. pp. 217-232.
28. **Prem Prakash Dewani**, Pinaki Roy & Manoj Motiani (2015), "Are we set for Electric Cars? Questioning the Environmental Readiness of India", *Transition Studies Review*, Vol.22 No.2,
29. **Prem Prakash Dewani**, Piyush Kumar Sinha & **Sameer Mathur** (2016), "Role of gratitude and obligation in long term customer relationships", *Journal of Retailing and Consumer Services*, Vol.31 No. July, pp.143-156.
30. **Rajeev Kumra**, Madhavan Parthasarathi & Shafiullah Anis (2016), "Unraveling Religious Advertisements' Effectiveness in a Multi-Religious Society", *Journal of Indian Business Research*, Vol. 8 No. 2, pp.122 - 142.
31. Rajhans Mishra and **Pradeep Kumar** "Similarity upper approximation based clustering for recommendation system", *International Journal of Business Information Systems*.
32. Rohit Titiyal, Bhawesh Sah and **Sonia**, "A goal programming and simulation based study for overall process improvement in an Indian hospital", *International Journal of Services and Operations Management*.
33. **Sameer Mathur** and **Prem Prakash Dewani** (2015) "The Price of Heritage: An Investigation of Hotel Prices", *International Journal of Indian Culture & Business Management*; 2016, Vol. 13 No. 2 pp. 127-153.
34. **Sameer Mathur** and **Prem Prakash Dewani** (2015), "Market Entry, Product Quality and Price Competition", *Studies in Business and Economics*, Vol. 10 No. 2, pp. 62-82.
35. **Samir K Srivastava**, **Atanu Chaudhuri** & **Rajiv K Srivastava** (2015), Propagation of Risks and their Impact on Performance in Fresh Food Retail, *International Journal of Logistics Management*, Volume 26 No. 3, pp. 568-602.
36. **Sanjay Kumar Singh** (2015), "Quality of Life in Lucknow: A Principal Component Analysis", *Indian Journal of Economics & Business*, Vol 14 No.1, pp.107-114.
37. **Sanjay Kumar Singh**, Sunny K. Singh & Shalini Raghav (2014), "Does Market Structure Matter? Evidence from this Indian Cement Industry", *Studies in Business and Economics*, Vol.9 No.3, pp.107-124.
38. **Sanjeev Kapoor** & Niraj Kumar (2015), "Fruit and Vegetable Consumers' Behavior: Implications for Organized Retailers in Emerging Markets", *Journal of International Food & Agribusiness Marketing*, Vol.27 No.3, pp.203-227.
39. **Sanjeev Kapoor** & Niraj Kumar (2015), "Use & Contribution of Information Sources in Buying Process of Agri-Inputs by Farmers in India", *Journal of Agricultural & Food Information*, Vol.16 No.1, pp.134-150.
40. **Satya Bhusan Dash**, Rakesh Kumar Jaiswal & Abhishek Mishra, "Why do Indian Military Officers Want to Leave? An Empirical Investigation", *Armed Forces and Society* Vol. 42 No. 2, pp. 386-406.
41. **Seshadev Sahoo** (2016), "Signaling by IPO Grading: An Empirical Investigation", *Afro-Asian Journal of Finance and Accounting*, Vol.6 No.1, pp.68-85.
42. **Shamama Afreen** and **Sushil Kumar** (2016) "Between a Rock and a Hard Place: The Dynamics of Stakeholder Interactions Influencing Corporate Sustainability Practices, Sustainability Accounting", *Management and Policy Journal*, Vol. 7 No. 3, pp.350 - 375.
43. Shivam Singh and **Alok Dixit** (2016), "Performance of the Hestons Stochastic Volatility Model: A Study in Indian Index Options Market", *Theoretical Economics Letters*, Vol.6 No.2, pp.151-165.
44. Sunita Mall and **Seshadev Sahoo** (2015) "Determinants of Lapsation of Life Insurance Policies: An Empirical Investigation for the Indian Market", *International Journal of Financial Services Management*, Vol.8 No.2, pp.133-147.
45. Surya Prakash Pati and **Pankaj Kumar** (2015), "Work Engagement & Work Allocation: Distinct or Opposites", *The Indian Journal of Industrial Relations*, Vol.51 No.1, pp.17-29.
46. Tabassum Ali, Aftab Alam and **Jabir Ali** (2015), "Market Structure Analysis of Health and Wellness Food Products in India", *British Food Journal*, Vol.117 No.7, pp.1859-1871.
47. **Vikas Srivastava** (2015), "Restructuring Project Finance Bank Debt in India: Information Asymmetry and Agency Costs", *The Journal of Structured Finance*, Vol.21 No.3, pp.106-114.

48. **Vikas Srivastava** (2017), "Project Finance Bank Loans and PPP Funding in India: A risk management perspective", *Journal of Banking Regulation*, Vol. 8 No.1, pp. 14-27.
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Section 5

Executive Education



Management Development Programme (MDP)

The objective of the Executive Education is to help improve management systems by providing relevant training to executives of all levels in corporate, non-corporate and public sectors to take on a leadership role in their position individually and collectively. The focus of all the activities at Executive Education Centre is to give participants the perspectives required to revolutionize the way an enterprise achieves its objectives. The state-of-the-art classrooms, computer center and library are equipped to be the melting pots of a host of different view points and ideas. This in turn helps create leaders who are aware of and ready to take on the challenges faced by their organisations. IIM Lucknow devises and designs customized tailor-made programmes to meet the specific needs of the organisations both in the private and the public sector. These programmes relate to general management as well as functional areas.

During the year 2015-2016, 92 Management Development Programmes were conducted. Close to 2188 executives benefitted through these programmes.

The programmes conducted are listed below:

Sl. No.	Programme Title	Programme Director/(s)	Duration
1	AMCTP for Joint and Additional Commissioners (IRS Officers) on Tax Administration, Taxpayer Service and HRM	Prof. R L Raina & Prof. Vikas Srivastava	April 13-May 1, 2015 (DLC) & May 11-22, 2015 (OLC)
2	Marketing and Business Planning for Postal Service Probationers	Prof. Anadi Pande & Prof. Satish S M	April 20-24, 2015
3	Effective Contract Management and Negotiation	Prof. D S Sengar	April 23-25, 2015
4	Agri-Input Sales and Marketing for Tata Chemicals Ltd.	Prof. Sanjeev Kapoor	May 4-8, 2015
5	AMP for IRS (CBDT) Officers with IBFD, Amsterdam - International Taxation and Transfer Pricing	Prof. Prakash Singh & Prof. Neeraj Dwivedi	May 4-22, 2015 (DLC) & June 1-12, 2015 (OLC)
6	Refresher Course on Entrepreneurship Development for MIEDC, Myanmar	Prof. Sushil Kumar (CBS)	May 5-7, 2015
7	AMP for IRS (CBDT) Officers with IBFD, Amsterdam - Investigation and use of Information Technology	Prof. Anadi Pande & Prof. A K Mishra	May 25-June 12, 2015 (DLC) & June 22-July 3, 2015 (OLC)
8	CPBAE III (4th on-campus module)	Prof. Amit Agrahari & Prof. Gaurav Garg	June 3-7, 2015
9	MCTP for IRS (C&CE) Officers, Phase IV, Group I	Prof. D T Rao & Prof. Rajesh K Aithal	June 22 to July 10, 2015 (DLC) & July 13-24, 2015 (OLC)
10	CPBAE IV (2nd on-campus module)	Prof. Arunabha Mukhopadhyay & Prof. Gaurav Garg	June 24-28, 2015
11	High Impact Leadership	Prof. Nishant Uppal	July 2-4, 2015
12	One-year Part-time Certificate Programme in General Management for Executives (CPGME11) with 240 hours of teaching in four on-campus modules (2nd module)	Prof. Abhijit Bhattacharya & Prof. Ashish Dubey	July 4-12, 2015
13	Leadership, Communication and Negotiation Skills for Dy. Directors of Employees State Insurance Corporation	Prof. Payal Mehra & Prof. P Priyadarshi	July 7-11, 2015

14	MDP for Deutsche Bank (Max Bupa)	Prof. M Akbar & Prof. Archana Shukla	July 9-11, 2015
15	MCTP for IRS (C&CE) Officers, Phase IV, Group II	Prof. B K Mohanty & Prof. Jabir Ali	July 13-31, 2015 (DLC) & August 3-14, 2015 (OLC)
16	Change Management Programme for BEL Executives	Prof. Archana Shukla & Prof. Nishant Uppal	July 20-25, 2015
17	Developing Leadership Excellence in Women	Prof. Neerja Pande & Prof. Shamama Afreen	July 23-25, 2015
18	General Management Programme for Middle Level Officers of Oil India Ltd.	Prof. Sushil Kumar (CBS) & Prof. Ajay K Garg	July 27 - August 6, 2015
19	MDP for Ambuja Cements Ltd.	Prof. Satish S M & Prof. Ashish Dubey	July 28 - 30, 2015
20	Self Branding: Transformation from Unnoticed to Unforgettable for NHPC Executives	Prof. Pankaj Kumar & Prof. Payal Mehra	August 3-5, 2015
21	Econometric Analysis of Cross Sectional Data for UPDES Personnel	Prof. Gaurav Garg & Prof. Chandan Sharma	August 3-7, 2015
22	Time Management, Stress Management, Skill Improvement and Communication for Rural Engineering Department Executives	Prof. Shailendra Singh & Prof. Sushil Kumar (OM)	August 10-14, 2015
23	Leadership, Communication and Negotiation Skills for Dy. Directors of Employees State Insurance Corporation	Prof. R L Raina & Prof. Pushpendra Priyadarshi	August 10-14, 2015
24	Understanding Self for Managerial Excellence	Prof. Pankaj Kumar	August 17-19, 2015
25	MCTP for IFS Officers (Phase IV - cycle 8)	Prof. Sushil Kumar (CBS) & Prof. Ajay K Garg	August 17-21, 2015
26	Change Management Programme for BEL Executives	Prof. Ajay Singh & Prof. Neerja Pande	August 17-22, 2015
27	One-year Part-time Certificate Programme in General Management for Executives (CPGME12) with 240 hours of teaching in four on-campus modules (module 1)	Prof. Sushil Kumar (CBS) & Prof. K C Balodi	August 22-30, 2015
28	Setting up Professional Goal Oriented Targets and Performance Evaluation for the Executives of SLPEs (DPE sponsored)	Prof. Shailendra Singh & Prof. Nishant Uppal	August 24-28, 2015
29	Decision Making and Problem Solving for DRDO Scientists	Prof. Sushil Kumar (OM) & Prof. K N Singh	August 27-29, 2015
30	GMP on Management Techniques for ISS Probationers	Prof. K G Sahadevan & Prof. Gaurav Garg	August 31 - September 11, 2015
31	Leadership, Culture and Performance for NHPC Executives	Prof. Pankaj Kumar & Prof. Pushpendra Priyadarshi	September 1-3, 2015
32	Finance for Non-Finance Executives	Prof. Madhusudan Karmakar & Prof. Madhumita Chakraborty	September 7-11, 2015
33	Logistics & Supply Chain Management	Prof. Samir K Srivastava	September 7-11, 2015
34	Econometric Analysis of Time Series Data for UPDES Personnel	Prof. Kaushik Bhattacharya & Prof. Chandan Sharma	September 7-11, 2015
35	Change Management Programme for BEL Executives	Prof. Archana Shukla & Prof. Neerja Pande	September 7-12, 2015

36	GMP for Indian Postal Service Officers	Prof. Satish S M & Prof. Madhumita Chakraborty	September 7-18, 2015
37	CPBAE V (1st on-campus module)	Prof. Amit Agrahari & Prof. Samir K Srivastava	September 9-13, 2015
38	MCTP for IRS (C&CE) Officers, Phase III, Group I	Prof. Shailendra Singh & Prof. Nishant Uppal	September 14 - October 2, 2015 (DLC) & October 5-16, 2015 (OLC)
39	Discovering Self for NHPC Executives	Prof. Pankaj Kumar & Prof. Pushpendra Priyadarshi	September 21-23, 2015
40	Excellence through Effective Communication	Prof. R L Raina	September 28-30, 2015
41	Creativity and Innovation	Prof. Sushil Kumar (CBS)	September 28-30, 2015
42	How to Integrate Product and Brand with Marketing Strategy	Prof. Devashish Das Gupta	September 28 - October 1, 2015
43	One-year Part-time Certificate Programme in General Management for Executives (CPGME11) with 240 hours of teaching in four on-campus modules (3rd module)	Prof. Abhijit Bhattacharya & Prof. Ashish Dubey	October 3-11, 2015
44	Agri-input Sales and Marketing	Prof. Sanjeev Kapoor	October 5-8, 2015
45	Managerial Effectiveness	Prof. Archana Shukla	October 5-9, 2015
46	Change Management Programme for BEL Executives	Prof. Ajay Singh & Prof. Amit Mookerjee	October 5-10, 2015
47	MCTP for IRS (C&CE) Officers, Phase III, Group II	Prof. M Akbar & Prof. Prem P Dewani	October 5-23, 2015 (DLC) & October 26- November 6, 2015 (OLC)
48	MTP on Managing Strategy Implementation (SMF)	Prof. Ashutosh K Sinha	October 12-17, 2015
49	CPBAE IV (3rd on-campus module)	Prof. Arunabha Mukhopadhyay & Prof. Gaurav Garg	October 14-18, 2015
50	Sales Leadership and Sales Force Motivation	Prof. Devashish Das Gupta	October 26-28, 2015
51	Sales Leadership and Sales Force Motivation for Canara Bank, HSB, Oriental Bank of Commerce & Life Insurance Company Ltd.	Prof. Devashish Das Gupta	October 26-28, 2015
52	Leadership and Team Management for Administrative Officers of LIC (NCZ HRD)	Prof. Pankaj Kumar & Prof. Pushpendra Priyadarshi	October 26-29, 2015
53	High Impact Leadership	Prof. Nishant Uppal	October 29-31, 2015
54	Managing Procurement of Agri- Products	Prof. Sanjeev Kapoor	November 2-4, 2015
55	Embedding Leadership Skills for DRDO Scientists	Prof. Pushpendra Priyadarshi & Prof. Nishant Uppal	November 5-7, 2015
56	General Management Programme	Prof. Archana Shukla	November 16-27, 2015
57	Effective Contract Management and Negotiation	Prof. D S Sengar	November 19-21, 2015
58	Sales Leadership & Motivation for Marketing Team of LIC	Prof. Devashish Das Gupta & Prof. Ashish Dubey	November 23-26, 2015
59	FDP on Pedagogy in Management Teaching & Research	Prof. Payal Mehra & Prof. Jabir Ali	November 23-28, 2015
60	Digital Marketing	Prof. Moutusy Maity	November 26-28, 2015

61	Leadership Development	Prof. Pushpendra Priyadarshi	November 30 - December 2, 2015
62	GMP for HAL Executives	Prof. Pankaj Kumar & Prof. Neeraj Dwivedi	November 30 - December 18, 2015
63	Leadership and Team Management for Administrative Officers of LIC (NCZ HRD)	Prof. Archana Shukla & Prof. Ajay Singh	December 1-4, 2015
64	Marketing Orientation Programme for Dealers of Ambuja Cements Ltd.	Prof. Satish S M & Prof. Anirban Chakraborty	December 2-4, 2015
65	CPBAE V (2nd on-campus module)	Prof. Amit Agrahari & Prof. Samir K Srivastava	December 2-6, 2015
66	Inspired Leadership	Prof. Sushil Kumar (CBS) & Prof. Pushpendra Priyadarshi	December 3-5, 2015
67	One-year Part-time Certificate Programme in General Management for Executives (CPGME12) with 240 hours of teaching in four on-campus modules (module 2)	Prof. Sushil Kumar (CBS) & Prof. K C Balodi	December 5-13, 2015
68	Retail Business Efficiency Development Programme for High Performing Development Officers of LIC	Prof. Devashish Das Gupta & Prof. Nishant Uppal	December 7-9, 2015
69	Inspired Leadership	Prof. Sushil Kumar & Prof. Pushpendra Priyadarshi	December 10-12, 2015
70	Financing Micro-Financing Institutions (Sponsored by SIDBI)	Prof. Sanjeev Kapoor	December 14-18, 2015
71	Retail Business Efficiency Development Programme for High Performing Development Officers of LIC	Prof. Devashish Das Gupta & Prof. Nishant Uppal	December 21-23, 2015
72	Leadership Effectiveness for Chief Organizers of Life Insurance Corporation of India	Prof. Pushpendra Priyadarshi & Prof. Vikas Srivastava	January 4-8, 2016
73	General Management Programme for the Executives of NTPC Ltd.	Prof. Sushil Kumar (CBS) & Prof. Nishant Uppal	January 4-15, 2016
74	General Management Programme for the Executives of Coal India Ltd.	Prof. Prakash Singh & Prof. Ashutosh Kumar Sinha	January 4-15, 2016
75	Complex Level Leadership Development Programme for HAL Executives	Prof. Pankaj Kumar & Prof. Neeraj Dwivedi	January 4-23, 2016
76	General Management Programme for Defence Officers	Prof. Abhijit Bhattacharya & Prof. Sabyasachi Sinha	January 4 - June 17, 2016
77	Retail Business Efficiency Development Programme for High Performing Development Officers of LIC	Prof. Satish S M & Prof. Payal Mehra	January 18-20, 2016
78	Middle Management Programme for the Executives of Oil India Ltd.	Prof. Sushil Kumar (CBS) & Prof. Ajay K Garg	January 18-29, 2016
79	Developing Strategic Mindset	Prof. Archana Shukla	January 23-25, 2016
80	Leadership Development for the Executives of Punjab National Bank	Prof. Debashis Chatterjee & Prof. Pushpendra Priyadarshi	January 27-30, 2016
81	Team Building and Decision Making for the DRDO Scientists	Prof. Shailendra Singh & Prof. Sushil Kumar (OM)	January 28-30, 2016
82	One-year part-time Certificate Programme in General Management for Executives (CPGME11) with 240 hours of teaching in four-on-campus modules of 9 days each (Module 4)	Prof. Abhijit Bhattacharya & Prof. Ashish Dubey	February 4-14, 2016

83	Coaching and Mentoring for Effective Leadership	Prof. Pankaj Kumar & Prof. Pushpendra Priyadarshi	February 18-20, 2016
84	One-year part-time Certificate Programme in General Management for Executives (CPGME13) with 240 hours of teaching in four on-campus modules of 9 days each (Module 10)	Prof. D Tripathi Rao & Prof. Madhumita Chakraborty	February 20-28, 2016
85	Managerial Effectiveness	Prof. Archana Shukla & Prof. Nishant Uppal	February 22-26, 2016
86	One-year part-time Certificate Programme in Business Analytics for Executives (CPBE IV) - 4th on-campus module	Prof. Arunabha Mukhopadhyay & Prof. Gaurav Garg	February 24-28, 2016
87	Communication, Presentation and Report Writing Skills for DRDO Scientists	Prof. Payal Mehra & Prof. Devashish Das Gupta	February 29 - March 2, 2016
88	CPBAE5 (3rd on-campus module)	Prof. Amit Agrahari & Prof. Samir K Srivastava	March 2-6, 2016
89	Management Module for IFS Probationers	Prof. Sushil Kumar (CBS) & Prof. Payal Mehra	March 28 - 31, 2016
90	Management and Strategic Control of Projects for NIC Executives	Prof. Sushil Kumar (OM) & Prof. Vikas Srivastava	March 28 - April 1, 2016
91	FDP on Participative Learning and Teaching Case Studies	Prof. Anirban Chakraborty	March 31 - April 5, 2016
92	One-year Part-time Certificate Programme in General Management (CPGME12) with 240 hours of teaching in four on-campus modules of 9 days each	Prof. Sushil Kumar (CBS) & Prof. Krishna Chandra Balodi	April 2-10, 2016

Section 6

Support Facilities

- Computer Centre
- Library



Computer Centre

The Computer Centre is housed in a spacious 7500 sqft, air conditioned centrally located designed building and is equipped with the state-of-the-art computing resources to cater the needs of the academics as well as administrative activities of the Institute. The IT infrastructure at IIML Computer Centre includes a fiber optics backbone based campus-wide network, connecting Computers on heterogeneous platforms with several servers. The network provides accessibility of more than 3000 nodes to each of these servers for sharing different hardware and software resources at Lucknow and Noida Campus.

The hardware resources of the Institute include Computers, Servers, Blade Servers, Data Centers, Firewall, Network Infrastructures, High Speed Network Printers and Scanners. The software resources include a wide variety of management oriented software along with Microsoft Campus agreement for all IIML users.

Computing Facilities

- **Computer Labs** are equipped with Network/ Internet access and all the standard software. These Labs remain open 24x7 basis and provide access to all the Hardware and Software resources of the Computer Centre.
- All students are provided following account to access computing resources:
- **E-Mail Account** on GMAIL server bearing domain name of `username@iiml.ac.in` with 30 GB storage for mail and other Google services.
- Internet Account on Firewall to access internet and network based facilities. This account keeps track of all the activities of the user.
- **Active Directory Server Account** to access the Computers in Computer Centre Labs with Roaming Profile and avail Network Printing facility.
- Printing is a paid service for all the users, which is accessible through Active Directory Account. A **Printing Accounting Software** is used to track all the printing activities and users can access their own account by web login to the software using their Active Directory User name and password.
- **IIM Lucknow** as a Campus agreement with **Microsoft** for their products. Therefore, all users can use genuine Microsoft Products (Windows, MS-Office, Anti-Virus etc.) with genuine license.
- Authentication based secured Internet access through wired network of each hostel room and through Wi-Fi in common room of each Hostel or wherever wireless network is available.
- High Speed (Firewalled) Internet Leased Lines
- An inspection level Hardware support for Computing devices (PC, Laptop etc.) is available at CC through FMS Company i.e. Solarman Engineering Private Limited.
- Round the clock technical support to all the users
- Computer Centre is under the surveillance of CCTV Camera.

Hardware Specifications

- IBM Blade Servers
- IBM SAN Storage with Tape Library
- IBM, HP, HCL High-end Servers
- High-end Computers in Labs and Users Locations
- Outsourced High Speed Network Laser Printers (Colored, B & W, Duplex and Scanning)
- Leased line of 1 Gbps from NKN (National Knowledge Network) and 170 Mbps from TATA provides a fast internet experience. 75 Mbps leased VPN link between Noida and Lucknow Campus.
- Fortigate Firewall for Network Security.
- Entire Campus is covered with approximately 3000 wired and wireless (Wi-Fi) network nodes.
- Approximately 100 Switches (L2 and L3), 212 Access Points and Fiber backbone consists of Campus Network.

Software Specifications

- Microsoft Campus Agreement
- IIM Lucknow Website Hosting
- Gmail hosted webmail Services with 30 GB Storage each
- ERP - Oracle People Soft Campus Solution and Back Office
- Active Directory based User Authentication
- Printing Account Software (Paper Cut NG)
- Statistical Software like SPSS, SAS etc.
- CMIE Databases (Prowess, Capex, India Trade, Business Beacon etc.)
- Bloomberg
- XLMiner, Mathematica ETC.
- Students Services Portals like Claroline, Etrigan and Software Library

Library

Library: The Learning Resource Centre

With its unique collection of more than 44599 books and 440 print and 2305 online reputed international and national journals (with bound volumes) in various disciplines, Gyanodaya is the centre of attraction of academics, researchers and students. Though the library has been built up mainly to cater to the needs of the Institute's teaching, training, research and consultancy programmes, it is well equipped in subjects' collection containing information relevant to the mandate of the Institute. The library has a substantial collection of Databases, CD-ROMs, VCDs, microfiche, audio tapes, etc. Keeping in view the mandate, vision and mission of the Institute, the Institute library - Gyanodaya was established. Objective of Gyanodaya is "to promote knowledge generation and application through its effective dissemination". The library acts as the main learning resource centre and caters the information needs of the Institute's teaching, training, research and consultancy programmes. Operating from a spacious building of about 2800 square meter, fully air-conditioned, centrally located and functionally designed building with a seating capacity of 250 readers in five halls, the library is equipped with ergonomically designed furniture, fittings and fixtures.

1. Resources

A geometric increase in the library resources since its inception is visible. During the period of report, the value additions to Gyanodaya in terms of resources and services are given as under:

- 1.2 676 select volumes of books/reports in the discipline of management and allied areas were acquired. Out of these, 595 volumes were acquired against procurement orders and 79 volumes were received on complimentary basis. Out of the 595 purchased volumes, 125 volumes were as per requisitions and 470 were as per approvals/exhibitions. Amount involved on purchases in 2015-2016 was Rs. 16.47 lakh. 440 printed and 2305 online periodicals were subscribed during the year and this involved an expenditure of Rs. 7.45 lakh and Rs. 329 lakh respectively.
- 1.3 In an endeavor to build up an active and usable corporate report section, 04 reports were added to make the total strength add up to 1828. The library continued to receive important documents on complimentary basis and during the year 113 documents were received raising the total number to 3925 documents.
- 1.4 During the period of report, 676 documents were added to the collection. These were technically processed and the bibliographical data of these documents were added to the database.
- 1.5 368 sets of loose issues of periodicals and books were sent for binding.
- 1.6 Statistical details of the library acquisition, services, etc. are given as per Annexure-1

2. Online Access to E-Resources

Important database/Online services subscribed by the library include ABI/INFORM COMPLETE, Ace Databases, ACM Digital Library, Annual Reviews, Bloomberg, Business Monitor Online, Business Source Complete, Capitaline Plus ,

CLOCKSS , CRISIL RESEARCH, Econlit, Economist, Elsevier Science Journals, Emerald Journals, EPWRF India Time Series Database, Euromonitor, Financial Times Newspaper, Grammarly, IBID, IEL Online, Indiatat, INFORMS Journals, InfoSci Journals, INSIGHT, ISID, EMIS, J-Gate, Journal Citation Reports , JSTOR, Manupatra, Marketline, MIMI, NSE Data, New York Times, News Paper Direct, Oxford Journals, Palgrave Macmillan Journals, ProQuest Dissertations & Thesis, Project MUSE, PsycARTICLES, PsycINFO, Roubini Global Economics, Sage Journals, SDC, Springer Journals, SCC Online, Summons, Taxmann, Taylor & Francis Journals, Venture Intelligence Financial Databases, Wall Street Journal, Web of Science, Westlaw India and Wiley InterScience Journals. Gyanodaya also subscribes to e-brary which contain a rich collection of more than 810000 e-books. In addition to the above resources, library also has access to more than 2305 learned journals from the international renowned leading publishers like Elsevier Science, EMERALD, Inderscience, Infosci, John Wiley and Sons, Oxford, Sage, Springer, Taylor and Francis etc.

3. Library Portal: A Virtual Gateway to Library Resources

To cater the information needs of the users on their desktop and to give value addition to library services, a library portal which is being updated regularly. The Library portal is accessible through intranet and the electronic resources are:

OPAC

- E-books
- E-Databases
- E-Journals
- Virtual Library
- Video Library
- Other online services



By clicking on the individual icon, Information can be accessed through this portal

4. Facilities

The library is operating in a fully automated environment with a blend of conventional documents and human interface in its services. Integrated library management software-LIBSYS is in place. Entire library resources are bar-coded and an On-Line Public Access Catalogue (OPAC) gives information about its resources. The active collection of the library is tagged with the RFID (Radio Frequency Identification) tags and the RFID System has been installed for surveillance, issue return and other operations related to AMH (Automated Material Handling) operations. The main facilities available in Gyanodaya are:

4.1 Video Conferencing Facility

Gyanodaya provides video conferencing facility to the users to interact with knowledge experts anytime anywhere, globally. This facility was extensively used during the year for conducting interactive lectures, placement interviews, etc.

4.2 Audio-Visual Facility

An Audio-Visual laboratory, equipped with 5 colored televisions sets, 5 VCRs, one DVD player and an Audio-cassette Recorder, is in place to facilitate the use of the rich collection of audio-visual material of the library.

4.3 Reprography Lab

The library is equipped with multifunctional machine capable of photocopying, scanning and network printing.

4.4 Research Carrels

Nineteen specially designed cubicles fitted with computers and fittings- have been put in place to facilitate serious study/research.

4.5 Cyber Lab

A cyber-lab equipped with eight (8) core I3 Computers, is in place to facilitate the use of databases and online journals/resources.

5. Services

Library opens round the year (except national holidays) 24x7. Besides providing the routine services like circulation, inter-library loan, bibliographic reference services, etc. it also provides Current Awareness Services (CAS) and Documentation Services.

- 5.1 Automated Circulation System with RFID continued to provide a much-needed relief to the users and the staff, to cope up the heavy rush on the counter. Reminders, recalls, statistical data generation, report generations, reservations and other query responses became easy and prompt. 4517 documents were circulated during the period of report.
- 5.2 The OPAC (On-line Public Access Catalogue) eases the access to the documents and is accessible through the Institutional LAN.
- 5.3 Selective Dissemination of Information (SDI) Services was provided to the user community.

- 5.4 Information about the latest additions of books/reports and latest arrivals of periodicals was uploaded to library portal in the form of Current Additions (a monthly service) and Current Contents (a weekly service), respectively, in an on-line mode.
- 5.5 The audio-visual collection remained under active use, particularly by the student and the faculty members.
- 5.6 Several ready and long range reference/information queries were attended to during the year.
- 5.7 Resource Sharing: Based on requests, 14 documents were lent-out to other libraries and 00 document was arranged from other libraries under its Inter-Library-Loan programme. Photocopies of 61 research papers (48 research papers obtained in soft version) were arranged from other libraries to meet the research needs of its faculty members and 175 research papers were supplied to other libraries/users.
- 5.8 Use of databases in online mode remained one of the "User Favorites", particularly among the students. Besides imparting hands-on training to the users, extensive searches were carried out by library's professional staff on a number of diverse topics as demanded by the users.

6. Special Publications

Updated versions of the following regular publications of the library were released during the year:

- 6.1 IIML Periodicals on Subscription: 2016,
- 6.2 Reading beyond the Curriculum,
- 6.3 Management Novels,
- 6.4 Business Fiction, and
- 6.5 Management Humor(s)

7. Other Activities

- 7.1 **Course Material Procurement:** Library has pivotal role in procurement of entire course material related requirements of PGP/FPM/MDP/WMP/IPMX courses of Lucknow and Noida campuses. During the year library procured 435 titles of books and 834 cases as course materials and spent Rs.1,48,45,390.00 and Rs. 80,82,151.00 respectively.

7.2 External Clientele

Following organizations availed the library services during the year:

- Kapoor Educational Society, Lucknow.
- Small Industries Development Bank of India (SIDBI), Lucknow.
- Sagar Institute of Technology & Management, Barabanki
- Sri Jai Narayan P.G. College, Lucknow
- Shri Ramswaroop Memorial University, Lucknow.

Except for Shri Ramswaroop Memorial University, Lucknow other Institutes are Life members.

7.3 Users' Feedback

By and large, the user community has expressed satisfaction for the services rendered by the library. As in the past, a structured questionnaire designed for the purpose, was circulated among the graduating students. Overall feedback has been quite encouraging which includes many good suggestions like:

Visitor's Comments

- "My first visit to IIM and the library here. It is impressive and what they are planning to do in future is more impressive"
- "State-of-the-art Library with wonderful collection and facilities. Very well maintained. The staff here is very cordial and well equipped. All my best wishes"
- "Thank you very much for the tour of this very special library & place of learning- Keep shapes and producing the futures leaders of tomorrow"
- "Excellent library with good book collection, ambient environment, a place to study in peace"
- "Teaching leadership and management skills to the next generation - May we remember to teach them history and ethics as well!"
- "This library gives a feeling of massive peace and depth at the same time. This clearly seems like a place where students of this institute are given a lot from. This looks like a world class library managed extremely well and professionally. The staff of library needs to be applauded for their efforts. Thank you for sharing with me"

Student's Comments:

- "The staff was extremely helpful. They were always quick to respond and resolve any queries or problems as and when they came"
- "They have been good every time"
- "They were responsive and considerate enough"
- "They had always been helpful when approached"
- "Extremely helpful staff"
- "Helpful.....They provide induction of each and every detail to the students during induction (not over the stage-in Utsav) but through practical practice in Library itself".



Statistical Profile 2015-16

A. Acquisitions

Learning Resources: Books, Reports, Etc.

- i) Volumes ordered : 727
- ii) Volumes acquired : 676
[595: Procured 79: Complimentary 2: CD]
[125: Requisitions/REC: 470 Approvals]
- iii) Amount spent : Rs. 16.47 lakh

Periodicals Subscription (Online & Print)

- i) Titles subscribed/renewed : 440 (As on 31.03.2015)
- ii) Amount spent : Rs. 7.45 lakh

Database Subscription

- i) Titles subscribed/renewed : 44 (Including 08 through INDEST)
- ii) E-Journal Subscription : 2305 Titles
- iii) Amount spent : Rs. 3.29 lakh

Other Documents

- i) Corporate Reports added : 04
- ii) Complimentary documents added : 113

B. Technical Processing

- i) Volumes processed : 676 volumes
- ii) Database updated for : 676 volumes
- iii) Binding : 368 Sets

C. Services

- i) Circulation : 4517 documents
 - (a) Books/Reports : 4451 documents
 - (b) Periodicals : 66 documents
- ii) Inter-Library-Loan : 14 documents
 - (a) Lent out : 14 documents
 - (b) Borrowed : 00 documents
- iii) Photocopies procured from outside : 61 papers (48 papers procured in soft version)
- iv) Photocopies supplied to other libraries : 175 papers
- v) Xeroxing done : 1063 copies
- vi) Select Reference Lists & Bibliographies : 12
- vii) Current Awareness
 - (a) Periodicals: 52 Bulletins of "Current Contents" (Electronic)
 - (b) Books/Reports: 12 Bulletins of "Current Additions" (Electronic)

Library: Noida Campus

Stocking a core collection of around 6,300 select learning resources in the discipline of management and related areas, in a variety of formats and operating from a spacious, centrally located, air-conditioned 2nd floor of the Administrative Block, built on most modern lines, equipped with ergonomically designed furniture and fittings, the library caters to the information needs of its highly demanding clientele, by offering a wide range of Information Technology (IT) based (and value-added) services and products. It has a seating capacity of sixty.

Resources:

Since its inception in 2005 (within a span of ten years) the library has grown to a reasonable number of around 6,500 documents. The selection of the documents is made carefully by the concerned faculty, keeping in mind the requirements of the students. During the period of report, the value additions to the library regarding learning resources are as under:

- 595 select volumes of documents in the form of Books (573) and Video DVD (22) in the discipline of management and allied areas were ordered. The amount involved in purchase in the reporting year 2015-2016 was Rs. 6.99 lakhs. A total of 49 periodicals in print form were subscribed during the year and the amount spent was Rs. 12.21 lakhs.
- During the period of the report, 515 documents were added to the collection. These were technically processed, and the bibliographical data of these documents was added to the library database - LIBSYS.
- The Audio-visual collection was further enriched by the addition of twenty-two films.
- 181 sets of loose issues of periodicals were sent for binding.
- Statistical details of the library are given in Annexure -1

Online access to E-resources:

All the e-resources available in Lucknow library are accessible in Noida Campus also through Gyanodaya portal, using the intranet. This facility is heavily used by the faculty as well as the students. The OPAC gives searching facility for both the libraries.

Other Activities:

Course Material Procurement:

Library has a significant role in the procurement of entire course material related requirements of WMP/ IPMX/ EFPM/ MDP/ PGPSM courses. During the year library procured 175 titles of books and 406 cases as course materials and bills worth Rs. 61.27 lakhs and Rs. 46.72 lakhs were processed respectively from the budget of above mentioned courses on course material.

External Membership

Twenty external members were served during the year, out of which eleven were annual members and nine were casual (daily, weekly, monthly) members.

Services

The library has an enthusiastic staff to assist the users. The core services of the library are Circulation, Reference, Database searching, Inter-Library Loan (ILL), External Membership and Online Public Access Catalogue (OPAC).

- By using an automated circulation system, the library provides core services to its users, like issue/return, reminders, recalls, statistical data generations, report generation, reservations and giving answers to other reference queries. 2873 documents were circulated during the period of report.
- The OPAC (On-line Public Access Catalogue) accessible through LAN within the campus, provided search facility for Noida and Lucknow library both.
- Several ready and long range reference/information queries were attended to during the year.
- The library started providing information about the latest arrival of books in the library through Current Contents. Four issues of the CC were published during the year.
- Database searching, on behalf of library users, was one of the major activities of the reference section. Besides this, the hands-on training sessions were also conducted by the library staff for the users.
- Documents, not held by the library, were arranged from other libraries using the ILL (Inter Library Loan) service.

Physical Verification

Physical verification of the library stock was done by the Physical Verification Committee. Everything was found intact in the library, and not a single document was found lost.



Statistical Profile

A. Acquisitions

Learning Resources:

- i) Volumes ordered : 595
- ii) Volumes accessioned : 515
 [493: Books, 22: Video DVD]
 [262: Procured & 231: Complimentary]
 [188: Requisitions/REC & 74: Approval]
- iii) Amount spent : Rs. 6.99 Lakhs

Periodical Subscription

Print

- i) Titles subscribed/renewed : 49
- ii) Amount spent : Rs. 11.34 Lakhs

Online

- i) Amount Spent : Rs. 7.49 Lakhs

B. Technical Processing

- i) Volumes processed : 515
- ii) Databases updated for : 515
- iii) Binding : 181 sets

C. Services

- i) Circulation : 2536 documents
- ii) Reference service : Database searching
- iii) External membership : 20 members (9 annual & 11 casual)
- iv) Books borrowed on ILL : 10
- v) Current Awareness
 Bulletin : 4 issues of "Current Additions"

Section 7

Student Body Activities

- Alumni Activities
- Clubs & Committees



Alumni Activities

Renascence 2015

IIM Lucknow's 4th Global Alumni Meet was held on May 9th, 2015, across 7 cities worldwide (4 in India and 3 abroad). Some of the major cities where the event happened are Singapore, London, Mumbai, New Delhi and Bangalore. The event was a success with large participation from alumni and various faculty members across the batches. This one-day meet marked the confluence of the best brains in the corporate world across geographies coming up to relive the legacy of IIM Lucknow. Renascence 2015 kicked off first at Singapore, and now is held across the globe, bringing IIML alumni around the world together over a meal and drinks. The atmosphere was tempered with nostalgia at all locations and it was a pleasure watching people from various batches trickling in and sharing in the laughter and conversations. Close to 500 alumni participated in the event this year.

Conclave 2015

The Alumni Committee of the Indian Institute of Management Lucknow recently organized Conclave 2015, a high-level alumni congregation held at the institute on the 3rd and 4th of October. This was the 3rd edition of the event. C-level executives from various companies congregated at the institute to discuss the theme - "Innovators and Disruptors - the next 3 years". Each alumnus discussed the trends and innovations that would significantly impact their respective industry. There was attendance from across batches, including 4 from the first graduating batch of IIML (1987).

There was also a tribute to IIML's first full-time director Prof. Ishwar Dayal, who passed away on March 24, 2015 in New Delhi after a prolonged illness. He was 90 years old. Prof Dayal, a doyen of Indian management education held several positions including the Founder Dean of the International Management Institute, New Delhi; Leader of UNDP/ILO Project on management development in Nigeria; Director, Indian Institute of Public Administration, New Delhi. He also worked as a consultant for many leading organizations in India Power Finance Corporation, Life Insurance Corporation, Indian Oil Corporation, Indo-Burma Petroleum, Air India, Indian Airlines, National Thermal Power Corporation, Mafatlal Industries, DCM, Voltas, Bank of Baroda and others.

The Director of IIM Lucknow, Prof. Bharat Bhasker, along with alumni from the first batch of IIML paid a fitting tribute to Prof Dayal, acknowledging his huge contribution to the institute and to management education at large. Professor Bhasker also apprised on the occasion that Professor Dayal willed a contribution of Rs 1.5 Crores to the institute to set up a Chair in HRM and for starting a girl's student scholarship in the name of his wife. His legacy and imprint on IIM Lucknow continues to this day and he is fondly remembered. The event itself was a grand success, owing to the immense knowledge and insights that were shared by industry experts in attendance. Prof Ajay Garg, Chairman, Alumni Affairs, IIML said that Conclave offered an avenue for the alumni to share their experiences and a golden opportunity for students to learn from them.

Nostalgia 2015

Nostalgia is IIM Lucknow's Annual Alumni Homecoming, organized every year at the campus for the batches that complete 10, 15 and 20 and 25 years respectively since graduation. For Nostalgia 2015 (conducted during 25th-27th December 2015), 100+ attendees including spouses and kids visited the campus from the reunion batches of 1990, 1995, 2000, and 2005. This year's Nostalgia celebrated the Silver Jubilee year of the batch of 1990. In addition to the fun filled events like 'Back to Classroom', 'Regraduation Ceremony', 'Lantern Lighting' and 'Informals', the alumni batch thoroughly enjoyed the nostalgic re-bonding for two days over bon-fire and karaoke. This year Nostalgia also involved a special inauguration with fire cracker show, Special Lukhnawi breakfast and telematches. The alumni reminisced the old days with the faculty during the course of a grand lunch. The event was a resounding success and wonderful occasion for the alumni to catch up with their friends and reconnect to the Campus.

Alumni Visits and Talks

The association and IIM Lucknow sponsor several alumni visits to the institute every year. During the academic year 2015-16, the program saw alumni visits at IIML for PGP induction, functional workshops, placement workshops and specific visits for Noida campus. Alumni from various industries and domains took interactive sessions with students and shared their experience and knowledge. Industry specific talks by star alumni in senior management positions from the most sought after firms were also arranged on Sales and Marketing, Finance and Entrepreneurship.

PGP and Functional Induction 2015

The fresh batches of students were welcomed on campus by a mix of stalwarts:

"IIML: An Alumni Perspective" - Mr. Vinit S Chauhan, President, IIML Alumni Association, CFO Technology, Standard Chartered Bank.

"My Career and how IIML contributed" - Mr. Lakshmi Narayanan, IIML Alumnus and Chief Endowment Head, Azim Premji Foundation.

"Making the most of the two years at IIM Lucknow" - Mr. Samir Singh, IIML Alumnus and Member of HUL Management Committee -Head Personal Care Business.

The insights and anecdotes shared by the alumni over the two days left the class spellbound.

Job Postings:

Lucrative job openings are posted in groups among our Alumni and all the networking with the companies, institutions and individuals to acquire the same are done on weekly basis. The jobs are regularly updated among the groups and our Alumni benefit from the same.

Outreach Program:

On quarterly basis our Alumni office gets in touch with our Alumni them about the happenings at the campus and to record all or any update from them. This strengthen our database and helps us in keeping connected with our Alumni.

Entrepreneur Workshop 2016:

250 Alumni of our Institute have been connected and contacted to plan an Entrepreneur Workshop essentially to evoke the trend and have them network among themselves. The same is scheduled for the year.

The Social Media connect:

We are revamping the social media network with our Alumni on LinkedIn, Facebook and Twitter. The same is to make sure our Alumni are well connected and we keep them updated of all the activities on campus and vice versa. All the publications by the Alumni Association for the guest lecture series for their courses. The Alumni could be invited and also remotely engaged thru internet to deliver their expertise on the matter.

Faculty in Focus

Faculty in Focus is a regular quarterly publication to keep the alumni community informed about the faculty at IIM Lucknow. It generally focuses on one faculty member per edition and tries to look at their current interests and research direction. The newsletter helps connect alumni to their faculty members if they need any assistance or if their interests coincide in some way.

Flashback

Flashback is a bi-monthly publication to keep the IIML community up to date with the happenings in the institute. It encompasses various events, talks, activities by the PGP office, placements etc.

Alumni in Focus

This is a monthly feature to celebrate the achievements of the young and old Alumni who have done exceedingly well in their careers. The purpose is to give the current batch role models to look up to and help them decide the direction they want their careers to take. It also helps connect the achievers to IIM Lucknow and keeping them engaged with the institute.

Clubs & Committees

Abhivyakti

Abhivyakti is the performing arts and expressions club of IIM Lucknow, focusing on Stage theatre, Street plays and Theatre Workshops. Stage play and street plays were performed on Foundation Day, Independence Day, and during the much awaited Manfest-Varchasva.

Theatre Workshop

Theatre workshop for the students of IIM Lucknow was organized this year. Dr. Devendra Raj Ankur, ex-director, National School of Drama, was the esteemed guest who conducted the workshop.

Artstrokes

This is the 'Fine Arts' group.

Events

Aakriti: Fun events like kite flying, pottery workshop, masquerading and a minute to win it.

Art for a Cause: This was a cause taken up by the Artstrokes club to help the flood victims of Uttarakhand. The initiative required the people to sell their paintings and raise funds for the victims.

Painting Workshop: We conducted a workshop on canvas painting which required charging of minimal fee and the material was provided by us.

Bhavishya

Bhavishya represents the united voice of the students of IIM- Lucknow against the strains in our social fabric. It is a social initiatives committee, which works in collaboration with NGOs. Bhavishya has implemented projects at the grassroots level to gain a first-hand understanding of problems and, in the process, has sensitized students towards their social responsibility. Bhavishya is active in the domains of education, awareness, health and environment. The committee leverages technical and managerial competencies of students and the faculty to develop sustainable models of development and aid the underprivileged. Over the years, Bhavishya has emerged as one of the largest social action groups run by students. Since its inception, there have been more than 6000 beneficiaries of the Bhavishya activities.

Current Initiatives

- **Evening School:** This is one of the flagship initiatives of Bhavishya which emphasizes the right for education. The main objective of the program is to provide informal education and support to the underprivileged and empower them with educational and vocational skills. The classes are conducted 5 days a week, with over 60 students enrolled in the school and around 50 volunteers from the IIML student community.

- **Disha:** Disha is an initiative of Bhavishya in conjunction with Jaipuria Institute of Management Lucknow. As part of Disha, 20 socially driven volunteers from IIML and JIML have adopted Prakash Bal Vidya Mandir (PBVM), a local government school in Lucknow. Till date, more than 400 students of class XI and Class XII of PBVM have benefitted from this joint undertaking.
- **Harmony Cup:** The annual fund-raising event organized at IIM Lucknow, combines the exuberance of cricket with the generosity of the students. The 2015-16 edition of the chilled event included 32 matches as part of the competition and many other friendly matches. The funds worth almost 80000 raised through the event are being utilized for adopting a nearby village and facilitating and empowering the village folks.
- **Paarijat:** This is an initiative of Bhavishya, which aims to create a platform for those who want to make a contribution to society by sponsoring the education of a girl child. It is open to all IIM Lucknow alumni, their families and direct friends. In 2014-15 academic year, 70 girls are being sponsored through this initiative as compared to 54 of previous year.
- **Medical Camp:** The event is conducted as a basic health checkup of the campus workforce, including the mess workers.
- **Blood Donation Camp:** We also assisted King George's Medical University's Blood Donation team to organize a camp inside our college in conjunction with the doctors at the health center. Through vigorous promotion, we were able to achieve a turnout of around 96 people (primarily students and some beloved professors as well).
- **Counselling at PBVM:** Two counselling sessions were conducted to help students of PBVM School as a part of the Disha initiative.

Credence Capital

Bizwiz sessions on the following topics were conducted: Advanced finance session (06.07.2015)

US Fed rate hike (03.08.2015)

RBI rate cut expectations (03.08.2015)

Current macroeconomic developments (03.08.2015) GST (03.08.2015)

Bloomberg session (19.08.2015)

Banking sector analysis and latest developments (22.08.2015) FMCG sector analysis and latest developments

(31.08.2015) Macroeconomic developments around the globe (21.01.2016) Indian E-commerce Industry (22.01.2016)

Consulting and Strategy Club

The Consulting & Strategy Club aims to provide students with insights to the industry and prepare them for consulting and strategy roles through a series of live projects, case study competitions, strategy games, and corporate activity engagements. The key activities of The Club are detailed below:

Live Projects

Strategia: National Flagship event Strategia is the annual flagship case-study based strategy competition organized by The Consulting and Strategy Club.

Guesstimation - problem solving quiz competition.

Corporate Events: Case-study and strategy competitions of reputed companies - ABG Stratos, Mahindra War Room, KPMG International Case Competition, TATA Business Leadership Awards among various other corporate events.

Domain Specific Activities

The casebook by The Consulting & Strategy Club documents candidate experiences in interviews by different firms that have been hiring from IIM Lucknow campus over the years.

Entrepreneurship Cell

The Entrepreneurship Cell of IIM Lucknow is a group consisting of the students of IIM Lucknow committed to fostering the entrepreneurial spirit among the students. It gives a platform in terms of seed-funding, incubation, mentoring, training, knowledge dissemination and best practice research to convert path breaking business ideas into self-sustaining business ventures.

About E-Summit, 2015

Our flagship event, the Entrepreneurship Summit held from 4th to 6th December 2015, consisted of a gamut of events to celebrate the spirit of entrepreneurship. The event included various student centric events with a footfall of around 2000. Some of the famous keynote speakers that have graced E Summit in the past years included the likes of Dr. A.P.J. Abdul Kalam, former President of India; Kiran Mazumdar Shaw, Chairman and MD Biocon Limited; Mr. Suneet Singh Tuli, founder Aakash Tablet, and the likes.

Forty Two

Club 42 is the one and only pit stop for literary enthusiasts at IIM Lucknow.

Index

INDEX, is the Annual Market Research Fair conducted by IIM Lucknow. The flagship event was held at the Colvin Taluqdars College grounds on the 14th and 15th of November this year. The much awaited fest is held every year over a weekend in November. The fair is based on the unique concept of disguised market research. The 21st edition of the fest this year was inaugurated by the IIM Dean, Dr. Sushil Kumar.

The Director of Mahila Kalyan Evam Baal Vikaas, which is the social partner for INDEX 2015, was also present and the competition was judged by the Pramukh Sachiv of the organisation. The INDEX committee also organised a flash mob of 40 students from the institutes who performed at Hazratganj Chauraha in the evening. The IIM students were

joined by 20 children from NGOs in Lucknow. The performers boldly proclaimed messages upholding the rights of children and denouncing the evils of child labour, drug abuse among children and other relevant issues. RJ Hunt, a popular talent show is hosted by INDEX each year. It tested the spirit, creativity, humour and spontaneity of the participants.

Infrastructure and Audit Committee (IAC)

Making your stay @IIML - Easier, safer & more comfortable IAC is a 1-year committee with strength of 8 students. The various activities undertaken by the committee broadly fall under 3 heads - Infrastructure, Audit and Facilitation.

Interest Group in Food and Agri-business (IGFAB)

Interest group in food and agri-business (IGFAB) is a forum for fresh thinking and conversation about clean technology and sustainable infrastructure | global agri-business. It is one of the most important platforms which impart most lucid learning on the target market of tomorrow, the rural market, by first hand learning. Its activities include:

Saksham: Annual online Case based competition.

Sankalp: Sankalp is IGFAB's annual national flagship event.

Eximius: The event was conducted with collaboration with MV. More than 70 people from across colleges participated in the event. The event consisted of three rounds, general knowledge, dual task management and optimization round. Prizes worth Rs.6000 were distributed to the top 3 people.

Industry Interaction Cell (IIC)

The Industry Interaction Cell (IIC) is a two-year committee consisting of 12 members, aiming to bridge the gap between academia and industry.

Our events for the period June'15 - Feb'16 were as follows:

Samvit 2016

The annual leadership summit of IIM Lucknow.

Leadership Talks

IIC also organized a series of Leadership talks through the year.

Collaboration of FICCI with IIM Lucknow

We have also initiated a professional relationship with Federation of Indian Chamber of Commerce and Industry (FICCI).

Manfest Varchasva

Manfest-Varchasva is the annual business, cultural and sports festival organized by Indian Institute of Management Lucknow. Started in the year 1988, the three-day festival has grown into the biggest B-school festival in Asia facilitating

interaction among B-school students, faculty and corporates. A confluence of Manifest, the Annual Business Conclave, and Varchasva, the Annual Sports & Cultural Extravaganza, it brings the best of both worlds together.

For over 29 years, Manifest, the Annual Business Conclave provided a platform to bring together academicians, students and practitioners of management while Varchasva, the Annual Sports & Cultural Extravaganza, catered to some of the best talents in the country that came together in a celebration of creativity and spirit.

It is structured around 6 distinct offerings - management competitions, leadership interactions, CSR initiatives, cultural and sports events and entertainment. The Icons series which is an intellectually stimulating discourse in which organizational leaders and industry experts share their perspective with IIM students was graced by the presence of-- **Dr. Pawan Agrawal** -CEO, Mumbai Dabbawalas, **Mr. Rakesh Sharma** -Astronaut, First Indian to go to space, **Mr. Ravish Kumar** -Senior Executive Editor, NDTV and **Mr. Amish Tripathi** - Celebrated Indian Author

Ecommerce Summit

Ecommerce summit is an intellectual discourse centred on sharing of ideas between industry professionals and IIM students. The theme for this year's edition was 'Changing landscape of Ecommerce Industry in India'.

Media and Communication Cell

The committee is the single point of contact between media and the different student bodies in campus. MCC responds to the media requirements while working in close co-ordination with Corporate Communications and Media Relations office of IIML.

Activities of the year include the following:

- **Manjhi**
The event was associated in collaboration with Viacom18 to promote the DIY spirit among the youth.
- **IIM Pulse**
IIM Pulse is the annual magazine of IIM Lucknow which gives the students an opportunity to look back at the events on campus.
- **IIM Prints**
The yearbook for the outgoing batch.
- **70MM**
The annual Pan-India Film Festival of MCC was to be revamped this year into a film festival.

PRISM

PRISM is the marketing cell of IIM Lucknow.

Special Interest Group in Finance

SIGFI (Special Interest Group in Finance) is the finance committee at IIM Lucknow. SIGFI is a name known for its endeavours for the batch. SIGFI provides a platform to students to participate in numerous National and International contests and live projects. From trading game to talks with the best financial wizards of the country to events simulating challenges facing a financial advisor, SIGFI has done them all, with the aim of nurturing the finance acumen in the IIM-L community.

Spicmacay IIM Lucknow Chapter

This is the IIM Lucknow student chapter of the Society for Promotion of Indian Classical Music and Culture amongst Youth.

Three Point Four (3.4)

The official rock band of IIM Lucknow, 3.4, owes its origins to a bunch of music enthusiasts who named it after the milestone at the Highway Bypass junction.

Section 8

Community Affairs



Employees Welfare Committee (EWC) of IIM Lucknow celebrated:

- Saraswati Puja
- Holi
- Vishwakarma Puja
- Christmas
- Eid

Institutional activities

Republic Day & Independence Day of India was celebrated with full fervor and zest at both Lucknow and Noida campus.



Foundation Day

IIM Lucknow celebrated its 31st foundation day on 27th July 2015. 31 years back the foundation stone was laid on 27th July 1984. The festivities started from 23rd July 2015 with various sporting events for the entire IIM Lucknow community members (students, employees and their families).

A Cross Country run was organized on 27th July 2015, employees and students participated with full vigour and excitement. The festivities ended on 27th July 2015 with a cultural night in the evening. Prof. Rajiv K. Srivastava and Mr. Sanjay S. Degloorkar who had completed their 25 years with the organisation, were presented with mementoes.

Event	Category	Winners		
		1 st	2 nd	3 rd
Table Tennis	Employee	Prof. Ashutosh Sinha	Prof. Prakash Singh	JS Rawat
	Children (Above-14 years) Male	Manan Kapoor	Soham Vaidya	Abhishek Kumar
	Children (Below-14 years) Male	Ansh	Parth Singh	Yash Ramteke
Swimming	Employee	Amitesh Kumar Singh	Ram Pravesh Tripathi	Shakur Bax
	Children (Above-14 years) Male	Soham Vaidya	Devaprasad	Manan Kapoor
	Children (Below-14 years) Male	Parth Singh	Saumil	Shivendra
Gymnasium	Employee	Amitesh Kumar Singh	Prof. Nishant Uppal	Prof. Sameer Mathur
	Children (Above-14 years) Male	Pramod	Gurmeet	Rajesh Kumar
Badminton	Employees	Prof. Nishant Uppal	Rajesh Ramteke	Dhruv
	Children (Above-14 years) Male	Abhishek Kumar	Praveen Kumar	Deepak Pandey
	Children (Below-14 years) Male	Yash Ramteke	Bhargav	Priyanshu
	Children (Above-14 years) Female	Shruti	Vandana Singh	Shravya
	Children (Below-14 years) Female	Rupa	Vaishali	Bhavya
Cross Country Run	Employees	Amitesh Kumar Singh	Prof. K.B. Gupta	Gokaran Prasad
	Employee Children Male	Abid Ahmad	Masud Ahmad	Pradeep Kumar





Section 9

Annexures



Overall Profile

Overall profile of the institute for the year 2015-2016 consists of financial and personnel profiles.

Financial Profile

The financial profile for the year 2015-2016 is presented below:

Amount
(Rs. In Lakhs)

Income		Expenditure	
1. Academic Receipts		1. Staff Payments & Benefits	2702.18
PGP	5007.93	2. Academic Expenses	
MDP	4230.36	PGP	1111.58
Fellow Programme	56.54	MDP	2392.38
WMP Income	714.35	Fellow Programme	208.53
IPMX Income	1320.26	WMP Expenses	140.93
Placement Income	78.85	IPMX Expenses	410.16
Consultancy Income	294.10	Placement Expenses	17.14
Other Fee	178.71	Consultancy Expenses	225.17
PGP-SM	104.80	CAT Expense	13.99
2. Grant / Subsidies		Journal & Periodicals	322.98
Plan-General for FPM		Research & Development	339.46
Less Allocated for Capital Exp.	148.00	3. Depreciation	1269.87
3. Income from Investments	2088.97	4. Administrative & General Expenses	459.50
4. Interest Earned	129.75	5. Transportation Expenses	45.59
5. Other Income	148.90	6. Repairs & Maintenance	378.77
		7. Finance Cost	43.21
		8. Other Expenses	00
		9. Prior Period Expenses	22.74
Total	14501.55	Total	14501.55

During the year, the institute was paid Plan Grant of Rs.148.00 lakhs from Ministry of HRD, Govt. of India, towards Plan for FPM expenses.

Personnel Profile

The Institute with personnel strength of 278 (as per March 2016 payroll), has admirably been able to cater to the Academic Administrative and campuses at Lucknow & Noida. The expenditure on the academic staff i.e., Faculty forms, 62% of the 'Salary payments' to the Institute's employees. The total staff payments & benefits form 27% of the Revenue expenditure of the Institute.

The Revenue expenditure forms 69.67% of the total Revenue Income of the Institute.

IIML Faculty	82
Regular	75
Contract	05
Research Associates	02
Research Personnel	40
Officers	46
Regular	41
Contract	05
Staff	110
Regular	86
Contract	24
Total	278

Overall Administration

DIRECTOR Prof. Rajiv K. Srivastava (Director In- Charge)/Prof. Bharat Bhasker (Director In-Charge)/Prof. Ajit Prasad

FACULTY COUNCIL

Chairman Prof. Ajit Prasad
Secretary Prof. Rajesh Aithal

DEANS

Dean (Planning & Development) Prof. Pankaj Kumar
Dean (Academic Affairs) Prof. Sushil Kumar
Dean (Noida Campus) Prof. Punam Sahgal/Archana Shukla

Area Chairpersons

Agri-Business Management	Prof. M.K. Awasthi
Business Communication	Prof. Neerja Pande
Business Environment	Prof. Sanjay K. Singh
Decision Sciences	Prof. B K Mohanty
Finance & Accounting	Prof. Madhumita Chakraborty
Human Resource Management	Prof. Pushpendra Priyadarshi
IT & Systems	Prof. Bharat Bhasker
Legal Management	Prof. D S Sengar
Marketing Management	Prof. Rajesh Aithal
Operations Management	Prof. Omkarprasad S Vaidya
Strategic Management	Prof. Sabyasachi Sinha

TASK HEADS

Chairperson, Post Graduate Programme	Prof. Sanjay K Singh
Chairperson, Fellow Programme in Management	Prof. Sonia
Chairperson, Management Development Programme	Prof. Jabir Ali
	Prof. Rajeev Kumra (Noida Campus)
Chairperson, WMP	Prof. Manoj Anand
Chairperson, IPMX	Prof. Ajay Singh
Chairperson, EFPM	Prof. Satyabhushan Dash
Chairperson, Admissions	Prof. Ashutosh Kumar Sinha
	Prof. Anita Goyal (Noida Campus)
Chairperson, Student Affairs	Prof. Ashish Dubey
Chairperson, Placement	Prof. Pushpendra Priyadarshi/D S Sengar
	Prof. S. Venkataramanaiah (Noida Campus)
Chairperson, Alumni Affairs	Prof. Ajay K. Garg
Chairperson, Financial Aid & International Linkages	Prof. Prakash Singh
Chairperson, Corporate Communication & Media Relations	Prof. Payal Mehra
Chairperson, International Accreditation	Prof. Payal Mehra

Library

Chairman, Library Advisory Committee :	Prof. R.L. Raina */ Prof. Kaushik Bhattacharya
Librarian	Vacant
Deputy Librarian	Mr. M.U. Raja
Deputy Librarian	Mr. M.K. Singh
Assistant Librarian	Mr. Sanjay S. Deglookar
Assistant Librarian	Mr. Khursheed Ahmad, Mr. Ravindra Kumar, Mr. Tapas Kumar Raut & Ms. Kavita Chaddha (Noida)

Computer Centre

Chairman, Computer Advisory Committee & Professor In-charge, Computer Centre	Prof. Arunabha Mukhopadhyay
Manager, Computing Services	Mr. P. Mohanan
Systems Analyst	Ms. Sangeeta Kumar / Mr. Rajiv Saxena
Programme Analyst	Mr. D.P. Sehgal

Research Personnel

Senior Research Associate	Mr. C. M. Mishra
---------------------------	------------------

Administrative Services

Chief Administrative Officer	Mr. Vishwa Ranjan
FA-cum-CAO	Mr. Sudhir Chandra
Sr. F & A Officer	Mr. Pradip Dhar
Senior Administrative Officer (Establishment)	Mr. Anurag
Senior Administrative Officer (Director Office)	Mr. Sunil Kr. Srivastava
Senior Administrative Officer (Estate & Horticulture)	Mr. P.K. Rai
Senior Administrative Officer (MDP / Admn. & P&S.)	Mr. Rajiv Pandey
Senior Administrative Officer (Students Affairs)	Mr. Prem Prakash
Senior Administrative Officer (Purchase & Stores)	Mr. Dinesh Saxena
Senior Administrative Officer (Noida Campus)	Mr. S.K.Sardana*/V.K. Singh*
Executive Engineer	Mr. Arif Siddiqui
Programme Manager (Academic Services)	Mr. V. P. Gupta
Assistant Engineer (Civil)	Mr. V. K. Gupta
Assistant Engineer (Electrical)	Mr. D. C. Goswami
Assistant Engineer (Electrical)	Mr. R. C. Pandey
Estate Officer (Noida Campus)	Mr. Ashok Fulzele
Systems Analyst (Admission)	Mr. A. Murali

Administrative Officer (PGP)	Mr. M . C. Shukla
Administrative Officer	Mr. Dilip Kr. Srivastava*
Administrative Officer	Mr. Joseph George*
Administrative Officer	Mr. R.M. Mohan
Administrative Officer	Ms. Swapna Verma
Administrative Officer	Ms. Anita Rajmohan
Administrative Officer	Mr. T. R. Girijavallabhan
Administrative Officer	Mr. J. S. Rawat
Administrative Officer	Mr. T. U. George
Administrative Officer	Mr. Ashish Kumar
Administrative Officer	Mr. Amit Saxena
Administrative Officer	Mr. A. Devanandan
Public Relations & Media Relations Officer	Mrs. Anuradha Manjul
Resident Medical Officer	Dr. S.P. Singh**
Law-cum-Liaison Officer	Mr. S.K. Chaturvedi**
Administrative Officer (Noida Campus)	Mr. Vijay Singh
Administrative Officer (Noida Campus)	Mr. S. Mukhopadhyay
Administrative Officer (Noida Campus)	Mr. N.K. Padmanabhan**

*Left the organization during the year/Superannuation.

**On contract

Academic Personnel (Area Wise)

Agribusiness Management

- 1. Jabir Ali**
Ph.D.
Aligarh Muslim University, India
- 2. Kriti Bardhan Gupta**
Fellow
Indian Institute of Management (IIM) Ahmedabad, India
- 3. Maya Kant Awasthi**
Ph.D.
G. B. Pant University of Agriculture and Technology, Pantnagar, India
- 4. Sanjeev Kapoor**
Ph.D.
G. B. Pant University of Agriculture and Technology, Pantnagar, India
- 5. Sourindra Bhattacharjee**
Fellow
Indian Institute of Management (IIM) Ahmedabad, India

Business Communication

- 1. Neerja Pande**
Ph.D.
University of Lucknow, India
- 2. Payal Mehra**
MBA, Ph.D.
University of Lucknow, India
- 3. Roshan Lal Raina**
Ph.D.
Sagar University, India
Fulbright Fellow, Syracuse University, Syracuse, USA

Business Environment

- 1. Chandan Sharma**
Ph.D.
University of Delhi, India
- 2. D.Tripati Rao**
Ph.D.
University of Mumbai, India
- 3. Hrushikesh Panda**
Ph.D.
Delhi School of Economics, University of Delhi, India

4. K.G. Sahadevan

Ph.D.

University of Hyderabad, India

5. Kaushik Bhattacharya

Ph.D

Indian Statistical Institute, India

6. Sangeeta D. Misra

Ph.D.

Indian Institute of Technology (IIT) Kanpur, India

7. Sanjay Kumar Singh

Ph.D.

Indira Gandhi Institute of Development Research (IGIDR) Mumbai, India

Business Sustainability

1. Sushil Kumar

SSHRC Post-doctoral Fellow, Ph.D. University of Toronto, Canada

2. Shamama Afreen

Fellow

Indian Institute of Management (IIM) Calcutta, India

3. Kalyan Bhasker

Fellow

Indian Institute of Management (IIM) Ahemdabad, India

Decision Sciences

1. Abhijit Bhattacharya

Ph.D.

Indian Institute of Technology (IIT) Kharagpur, India

2. Bhaba Krishna Mohanty

Ph.D.

Indian Institute of Technology (IIT) Kharagpur, India

3. Gaurav Garg

Ph.D.

Indian Institute of Technology (IIT) Kanpur, India

4. N. K. Gupta

Ph.D.

Banaras Hindu University (BHU), India

5. Sonia

Ph.D.

Indian Institute of Technology (IIT) Delhi, India

6. Y. K. Agarwal

Ph.D.

Case Western Reserve University, Ohio, U.S.A.

7. Garima Mittal

Ph.D.

University of Delhi, India

Finance & Accounts

1. A. Vinay Kumar

Ph.D.

Osmania University, Hyderabad, India

2. A. K. Mishra

Ph.D.

Banaras Hindu University (BHU), India

Fellow IFCI

3. Ajay Garg

Fellow

Indian Institute of Management (IIM) Bangalore, India

4. Alok Dixit

Ph.D.

Indian Institute of Technology (IIT) Delhi, India

5. M. Karmakar

Ph.D.

University of North Bengal, India

6. Madhumita Chakraborty

Ph.D.

University of Delhi, India

7. Manoj Anand

Ph.D.

University Business School, Punjab University, India

FCMA

8. Prakash Singh

Ph.D.

Birla Institute of Technology & Science, Pilani, Rajasthan, India

9. S. C. Bansal

Ph.D.

Delhi School of Economics, University of Delhi, India

10. Seshadev Sahoo

Ph.D.

Indian Institute of Technology (IIT) Kharagpur, India

11. Vipul

Ph.D.

University of Lucknow, India

12. Vivek Rajvanshi

Fellow

Indian Institute of Management (IIM) Calcutta, India

13. Vikas Srivastava

Ph.D.

Aligarh Muslim University, Aligarh, India

Human Resource Management

1. Ajay Singh

Ph.D.

Jawaharlal Nehru University (JNU), New Delhi, India

2. Archana Shukla

Ph.D.

Indian Institute of Technology (IIT) Kanpur, India

3. Debashis Chatterjee

Ph.D.

Pune University, India

Senior Fulbright Fellow, Harvard University

ACC Research Fellow, IIM Kolkata

4. Himanshu Rai (on EOL)

Fellow

Indian Institute of Management (IIM) Ahmedabad, India

5. Pankaj Kumar

M.Phil., Ph.D.

University of Delhi, India

6. Punam Sahgal

Ph.D.

University of Delhi, India

7. Pushpendra Priyadarshi

Ph.D.

University of Delhi, India

8. Shailendra Singh

Ph.D.

Indian Institute of Technology (IIT) Kanpur, India

9. Nishant Uppal

Fellow

Indian Institute of Management (IIM) Indore, India

IT & Systems

1. Amit Agrahari

Fellow

XLRI- Xavier School of Management, Jamshedpur, India

2. Arunabha Mukhopadhyay

Fellow

Indian Institute of Management (IIM) Calcutta, India

3. Ashwani Kumar

Ph.D.

Indian Institute of Information Technology and Management, Gwalior, India

4. Bharat Bhasker

Ph.D.

Virginia Polytechnic Institute & State University (Virginia Tech), U.S.A.

5. Pradeep Kumar

Ph.D.

Hyderabad University, India

6. Vivek Gupta (Sr. Research Associate)

M.Tech.

Indian Institute of Technology (IIT) Delhi, India

Marketing

1. Amit Mookerjee

Ph.D.

Mohanlal Sukhadia University (MLS), Udaipur, India

2. Anirban Chakraborty

Fellow

Indian Institute of Management (IIM) Bangalore, India

3. Anita Goyal

Ph.D.

Jamia Millia Islamia University, New Delhi, India

4. Ashish Dubey

Ph.D.

Indian Institute of Technology (IIT) Bombay, India

5. Devashish Das Gupta

Ph.D.

Dr. B.R. Ambedkar University, Agra, India

6. Prem Prakash Dewani

Fellow

Indian Institute of Management (IIM) Ahmedabad, India

7. Moutusi Maity

Ph.D.

University of Georgia, Athens, GA, U.S.A.

8. Neelam Kinra

Ph.D.

University of Aston, Birmingham, U.K.

9. Rajeev Kumra

Ph.D.

GGSI Indraprastha University, Delhi, India

10. Rajesh Aithal

Fellow

Institute of Rural Management Anand, Gujarat, India

11. Satish S.M

Ph.D.

Indian Institute of Technology (IIT) Madras, India

12. Satya Bhusan Dash

Ph.D.

Indian Institute of Technology (IIT) Kharagpur, India

13. Sameer Mathur

Ph.D.

Tepper School of Business, Carnegie Mellon University, Pittsburgh, PA., U.S.A.

Operations Management

1. K. N. Singh

Ph.D.

Asian Institute of Technology, Bangkok, Thailand

2. Omkarprasad S. Vaidya

Fellow

National Institute of Industrial Engineering (NITIE), India

3. R. K. Srivastava

Ph.D.

Virginia Polytechnic Institute & State University (Virginia Tech), USA

4. S. Venkataramanaiah

Ph.D.

Anna University, Chennai, India

5. Samir K. Srivastava

Fellow

Indian Institute of Management (IIM) Lucknow, India

6. Sushil Kumar

Ph.D.

Indian Institute of Technology (IIT) Delhi, India

Strategic Management

1 Amita Mital

Fellow

Indian Institute of Management (IIM) Lucknow, India

- 2. Arun Kumar Jain**
Fellow
Indian Institute of Management (IIM) Ahmedabad, India
- 3. Ashutosh K. Sinha**
Fellow
Indian Institute of Management (IIM) Bangalore, India
- 4. M. Akbar**
Ph.D.
Jawaharlal Nehru University (JNU), New Delhi, India
- 5. Neeraj Dwivedi**
Fellow
Indian Institute of Management (IIM) Lucknow, India
- 6. Sabyasachi Sinha**
Fellow
Indian Institute of Management (IIM) Ahmedabad, India
- 7. Krishan Chandra Balodi**
Fellow
Indian Institute of Management (IIM) Indore, India
- 8. Anadi S Pande**
Ph.D.
University of Lucknow , Lucknow, India

Legal

- 1. Dharmendra S. Sengar**
LL.D
University of Lucknow, Lucknow, India and Post Doc. Shastri Fellow, University of Calgary, Canada; Post Doc. Fulbright Fellow, George Washington University, Washington, USA

Academic Personnel

List of Adjunct Faculty 2015-16

S. No:	Adjunct Faculty
1	Prof. Himanshu Rai
2	Dr. Mahima Gupta
3	Mr. Somonnoy Ghosh
4	Prof. L Ganapathy
5	Dr. Rahul Pandey
6	Mr. Kishore Chakrabarty
7	Mr. Vijay Santhanam
8	Prof. Amit Bardhan
9	Mr. Nirmal Seth
10	Mr. Pushkaraj Apte
11	Mr. Ashutosh P Bhupatkar
12	Ms. Bela Sood
13	Mr. Balaji Utlal
14	Mr. Ajit Narain Mulla
15	Prof. Syed Rizwan Musanna
16	Prof. Mousumi Padhi

List of Guest Faculty 2015-16

S.No	Guest Faculty	S.No	Guest Faculty
1	Mr. Vinit S Chauhan	46	Mr. L N Krishnan
2	Mr. Anshu Prasher	47	Mr. Mukesh Patnaik
3	Mr. Lakshminarayana Kollengode	48	Mr. Harsh Kumar
4	Mr. Ramesh Ganesan	49	Mr. Prakhar Nishant
5	Ms. Shreyanka Basu	50	Mr. Kumar V Pratap
5(a)	Ms. Susmita Misra		
6	Mr. Harminder Chawla	51	Mr. Tapan Bagchi
7	Mr. Rishi Mohan Sanwal	52	Mr. Sanjeev Govil
8	Dr. Asit Mohapatra	53	Mr. Amit Vikram Sinha Roy
9	Mr. Birendra Bisht	54	Mr. Ritesh Gauba
10	Dr. V K Singh	55	Mr. Hari Prakash
11	Mr. Desh Ratna	56	Mr. Jaideep Bhatia
12	Mr. Mukul Sanwal	57	Mr. Subhashis Sinha
13	Prof. Rahul Pandey	58	Mr. Nimai Swain
14	Mr. Kishore Chakraborti	59	Mr. Zafar U Ahmed
15	Mr. Snehanand Sinha	60	Mr. M Ashraf Rizvi
16	Ms. Deepali Singh	61	Mr. Anil K Khandelwal
17	Mr. Anand Bhatia	62	Mr. Nikhil Rastogi
18	Mr. Ninad Laud	63	Mr. Sandeep Shandilya
19	Mr. Ajoy Dasgupta	64	Dr. Roshan Lal Raina
20	Mr. Praveen Kumar Singh	65	Mr. Amit Gupta
21	Mr. Yogesh Pratap Singh Chandel	66	Mr. Rajhans Mishra
22	Mr. Atig Bagchi	67	Mr. SivanandaSubudhi
23	Mr. Rajat Jain	68	Mr. Raj Kamal Gilra
24	Mr. R Sriram	69	Dr. Sanjay K Dwivedi
25	Mr. Alok Noronha	70	Mr. Shounak Gadre
26	Ms. Bindu Narayan	71	Mr. Saurabh Khedekar
27	Mr. Madhukar Sabnavis	72	Mr. Bhaskar Subramanian
28	Mr. Jaideep Deodhar	73	Mr. Sandeep Sharma
29	Mr. S Srinivas	74	Mr. K Sharat Chandra
30	Mr. Kaustav Ghosh	75	Mr. Animesh Singh
31	Mr. Satya Narain Gupta	76	Mr. Savishes M
32	Mr. Maanveer Singh	77	Mr. Ankur Agrawal
33	Ms. Sunita Arora	78	Mr. Ravi Kataria
34	Mr. Praveen Kumar Singh	79	Mr. Vicky Sajnani
35	Mr. P G Raghuraman	80	Mr. Mayank Shivam
36	Mr. Kamesh Mullapudi	81	Mr. P G Raghuraman
37	Mr. Lakshminarayana K R	82	Mr. Niraj Kumar
38	Mr. Prabhakar Tiwari	83	Mr. N NAKhour
39	Mr. Amit Gupta	84	Mr. Ron Chakravarti
40	Mr. Apar Gupta	85	Mr. Amit Khanna
41	Mr. Mukul Kumar	86	Mr. K Nirmal Reddy
42	Mr. Suresh Ramachandran	87	Mr. Arun Kumar Chaudhuri
43	Mr. Venkatadri K R	88	Mr. Anil Bisen
44	Mr. Anubhav Kumar Jain	89	Dr. Tanaya Mishra
45	Mr. K Vaitheeswaran	90	Mr. John Samuel

S.No	Guest Faculty	S.No	Guest Faculty
91	Mr. Mohit Mehrotra	122	Mr. Jayant Keskar
92	Dr. Mukesh Mohania	123	Mr. Asit Mohapatra
93	Mr. Narendra Puppala	124	Mr. Anshumal Dikshit
94	Mr. Anil Mathur	125	Mr. Sushantajit Madhab
95	Mr. Rajiv Bhutani GF/AF	126	Mr. Manash Chaliha
96	Mr. Pratin Vete	127	Mr. Sayantan Chatterjee
97	Ms. Swati Dakalia	128	Mr. Dipankar Chakrabarti
98	Mr. Anil Bisen	129	Mr. Rohit Kumar
99	Ms. Pratima Trivedi	130	Mr. Awadhesh Kumar Jha
100	Mr. Amit Puniyani	131	Mr. Chirag Mehta
101	Mr. Siva Nagarajan	132	Mr. Mohan M Phadke
102	Mr. Michael Andrade	133	Prof. Faiz Hamid
103	Mr. Kumar Keshav	134	Mr. L K Pandey
104	Ms. Ami Shah	135	Mr. Chandra Vir Singh
105	Mr. Alok Noronha	136	Mr. P V Srikanth
106	Mr. Ramakrishna Ravulapalli	137	Mr. M R Anand
107	Mr. S Srinivas	138	Mr. Man Mohan Bhutani
108	Mr. N K Sahu	139	Mr. Himanshu Manglik
109	Dr. S Khanuja	140	Mr. J K Sinha
110	Mr. Maneet Jolly	141	Mr. Manomoy Das
111	Mr. Navneet Rai	142	Mr. Avneesh Makkar
112	Mr. Abhishek Sinha	143	Mr. Sonu Agrawal
113	Mr. Sandeep Wattal	144	Mr. Subhashis Sinha
114	Mr. Doreswamy Nandkishore	145	Mr. Piyush Kabra
115	Mr. Ashish Bhatnagar	146	Mr. K Vaitheeswaran
116	Ms. Upasana Rustagi	147	Mr. Pranav Lotlikar
117	Mr. Anup Chandra Gupta	148	Swami Muktinathanand Ji
118	Mr. Harshwardhan Prasad	149	Mr. Rajesh Seth
119	Ms. Bhargavi Mukherjee		
120	Mr. Sanjiva Shankar Dubey		
121	Mr. Manas Ranjan Kar		



ANNUAL FINANCIAL STATEMENTS

2015-16



INDIAN INSTITUTE OF MANAGEMENT LUCKNOW

Separate Audit Report of the Comptroller and Auditor General of India on the accounts of Indian Institute of Management Lucknow for the year ended as on 31 March, 2016

We have audited the attached Balance Sheet of Indian Institute of Management, Lucknow (Institute) as at 31 March, 2016, the Income and Expenditure Account and Receipts and Payments Account for the year ended on that date under Section 20(1) of the Comptroller and Auditor General's (Duties, Powers & Conditions of Service) Act, 1971 read with Section 3 (viii) of Amended Memorandum of Association of the Institute registered under Societies Registration Act, 1860. The audit of the Institute has been entrusted for the period up to 2018-19. These financial statements are the responsibility of the Institute'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 and Auditor 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. The audit observation on financial transactions with regard to compliance with the Law, Rules & Regulations (Propriety and Regularity) and efficiency-cum-performance aspects, etc., if any, are reported through inspection Reports/CAG's Audit Reports separately.
3. We have conducted our Audit in accordance with auditing standards generally accepted in India. The standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatements. An audit includes examining, on a test basis, evidences supporting the amounts and disclosure in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall presentation of financial statements. We believe that our audit provides a reasonable basis for our opinion.
4. Based on our audit, we report that :
 - (i) We have obtained all the information and explanations, which to the best of our knowledge and belief were necessary for the purpose of our audit;
 - (ii) The Balance Sheet, Income and Expenditure Account and Receipts and Payments Account dealt with by this report have been drawn up in the format for financial statement for central higher educational Institutions prescribed by MHRD.
 - (iii) In our opinion, proper books of accounts and other relevant records have been maintained by the Indian Institute of Management, Lucknow as required under Section 3(viii) of the Amended Memorandum of Association of the Institute registered under Societies Registration Act, 1860 in so far as it appears from our examination of such books.
 - (iv) We further report that :

(A) Fixed Assets (Schedule-4)

(A.1) Institute charged depreciation at the rate of 60 per cent on library books amounting to ₹ 41.49 lakh whereas as per format it should have been charged at the rate of 10 per cent which works out ₹ 8.73 lakh. Thus, Institute overcharged depreciation by ₹ 32.76 lakh (41.49-8.73). This resulted in understatement of 'Asset's by ₹ 32.76 lakh and overstatement of expenditure by the same amount.

(A.2) Institute charged depreciation on equipment at the rate of 15 per cent amounting to ₹ 74.89 lakh, whereas as per common format it should have been charged at the rate of 7.5 per cent which works out

₹ 38.00 lakh. Thus, Institute has overcharged depreciation by ₹ 36.89 lakh resulting in understatement of 'Assets' by ₹ 36.89 lakh and overstatement of 'Expenditure' by the same amount.

(A.3) Institute charged depreciation of ₹ 41.94 lakh at the rate of 10 per cent on furniture and fixture and ₹ 4.09 lakh on staff vehicles at the rate of 15 per cent whereas as per format of MHRD dereciation was chargeable at the rate of 7.5 per cent on furniture and fixture and at the rate of 10 per cent on staff vehicle which works out to ₹31.64 lakh and ₹ 2.73 lakh. Thus, the depreciation was over charged on furniture & fixture by 10.30 lakh and on staff vehicle by ₹ 1.36 lakh.

This resulted in understatement of Assets and overstatement of expenditure by 11.66 lakh (₹ 10.30 lakh + ₹ 1.36 lakh) each.

(A.4) The Institute has charged depreciation on the basis of written down value instead of Straight Line method as prescribed in revised MHRD format. It is contravention of instruction/format approved by MHRD. The Institute should recalculate the Depreciation Retrospectively on the basis of revised format of MHRD and impact may be disclosed in the notes to account.

(B) General

(B.1) Institute has not made provision for pension and gratuity on actuarial basis as required in AS-15.

(B.2) Institute has misclassified Repair and maintenance expenditure amounting to ₹ 31.41 lakh under 'Academic expenses' Schedule 16 instead of 'Repair and maintenance' (Schedule 19) as prescribed in format of accounts approved by MHRD. This resulted in overstatement of 'Academic Expenses' (Schedule 16) and understatement 'Repair and Maintenance' (Schedule 19).

(C) Grants-in-aid

The Institute received Grants-in-aid of ₹ 148.00 lakh (plan) towards FPM, during the year 2015-16 from MHRD. Taking the opening balance of ₹(-) 231.19 lakh (Plan), the total fund available with the Institute worked out to ₹ (-) 83.19 lakh. Out of this the Institute utilised 148.00 lakh (plan) for FPM activity and deficit of previous years of ₹ 231.19 lakh has been settled down with the Institute's Corpus, leaving a 'Nil' balance of Grant as on 31 March, 2016.

(v) Subject to observation in the preceding paragraphs, we report that the Balance Sheet, Income and Expenditure Account and Receipts and payments 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 to Accounts and subject to the significant matters stated above and other matters mentioned in Annexure to this Audit Report give a true and fair view in conformity with accounting principles generally accepted in India.

a. In so far as it relates to the Balance Sheet, of the state of affairs of the Indian Institute of Management, Lucknow as at 31 March, 2016 and

b. In so far as it relates to income and expenditure Accounts of the 'surplus' for the year ended on the date.

Place : Lucknow

Date : 25.1.17

For and on behalf of the C & AG of India

Principal Director of Audit (Central)

Annexure

1. Adequacy of Internal Audit System

The Institute does not have an Internal Audit wing of its own. The internal audit was conducted by a Chartered Accountant in 2015-16. Beside it Institute has not prepared any audit plan.

2. Adequacy of Internal Control System

Internal Control System in the Institute was not adequate as Non-adjustment of Management Development Programme (MDP) fee and depreciation was not charged as per the existing instructions.

3. System of physical verification of Fixed Assets

Physical verification of Fixed Assets was carried out during the year 2015-16.

4. System of Physical Verification of Inventories

Physical verification of inventory was carried out during the year 2015-16.

5. Regularity in payment of statutory dues

Institute is regular in payment of statutory dues and nothing is pending against it as on 31 March, 2016.

Dy. Director of Audit (CE)

Indian Institute of Management, Lucknow

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Indian Institute of Management, Lucknow
(Registered under the Societies Act, 1860 vide Regn. No.879/84-85 Dated 27.07.1984)
Balance Sheet as at 31st March, 2016

(Rs.)

	SCHEDULE	Current Year	Previous Year
		ending 31.3.2016	ending 31.3.2015
SOURCES OF FUNDS			
CORPUS/CAPITAL FUND	1	3,93,78,46,807	3,66,77,88,607
DESIGNATED/EARMARKED/ENDOWMENT FUNDS	2	2,32,78,83,311	1,99,67,17,422
CURRENT LIABILITIES & PROVISIONS	3	22,09,04,375	22,38,75,019
Total		6,48,66,34,493	5,88,83,81,048
APPLICATION OF FUNDS			
FIXED ASSETS	4		
Tangible/Intangible Assets		1,23,33,39,049	1,34,58,39,483
Capital Work-In-Progress		12,74,49,471	9,69,23,490
Fixed Assets (Net Block)		1,36,07,88,520	1,44,27,62,973
INVESTMENTS FROM EARMARKED/ENDOWMENT FUNDS	5	2,03,42,58,374	1,69,00,10,600
INVESTMENTS - OTHER	6	2,41,73,00,000	2,09,52,15,000
CURRENT ASSETS	7	16,23,56,181	20,97,36,122
LOANS, ADVANCES & DEPOSITS	8	51,19,31,418	45,06,56,353
Total		6,48,66,34,493	5,88,83,81,048
SIGNIFICANT ACCOUNTING POLICIES	23		
CONTINGENT LIABILITIES AND NOTES TO ACCOUNTS	24		

Schedule 1 to 24 form an integral part of the Financial Statements.

Place: Lucknow

Date: 15.05.2016



(P. Dhar)

Sr. Finance and Accounts Officer



(Sudhir Chandra)

Financial Adviser-cum-Chief Accounts Officer



(Prof. Ajit Prasad)
Director

Indian Institute of Management, Lucknow

Income & Expenditure Account for the Year Ending 31st March, 2016

(Rs.)

Particulars	Schedule	Current Year ending 31.3.2016		Previous Year ending 31.3.2015	
1.1 Academic Receipts	9				
Post Graduate Programme	9.1	50,07,93,387		52,61,66,987	
Management Development Programmes	9.2	42,30,36,852		41,48,66,843	
Fellow Programme	9.3	56,54,000		49,55,500	
PGP-SM	9.4	104,80,000		0	
WMP Income	9.5	7,14,35,205		7,88,01,568	
IPMX Income	9.6	13,20,26,142		12,78,38,230	
Placement Income	9.7	78,85,000		74,30,000	
Consultancy Income	9.8	2,94,10,160		1,67,90,981	
Other Fee - CAT	9.9	1,78,71,433	1,19,85,92,179	2,68,91,637	1,20,37,41,746
1.2 Grants (Plan Recurring/FPM)	10		1,48,00,000		2,83,30,000
1.3 Income from Investments	11		20,88,97,187		17,72,30,389
1.4 Interest Earned	12		1,29,75,351		87,89,806
1.5 Other Income & Recoveries	13		1,48,90,616		1,62,33,174
1.6 Prior Period Income	14		0		0
Total Income			1,45,01,55,333		1,43,43,25,115
2. EXPENDITURE					
2.1 Staff Payments and Benefits	15		27,02,18,117		25,38,32,201
2.2 Academic Expenses	16				
Post Graduate Programme	16.1	11,11,58,541		12,84,81,229	
Management Development Programmes	16.2	23,92,38,301		20,73,06,301	
Fellow Programme	16.3	2,08,53,268		1,76,72,230	
PGP-SM Expenses	16.4	41,32,409		0	
WMP Expenses	16.5	1,40,93,329		1,35,30,329	
IPMX Expenses	16.6	4,10,16,575		4,26,58,523	
Placement Expenses	16.7	17,14,567		14,54,005	
Consultancy Expenses	16.8	2,25,17,878		1,23,58,860	
Common Admission Test	16.9	13,99,757		12,94,895	
Journals & Periodicals	16.10	3,22,98,700		3,01,67,045	
Research & Development	16.11	3,39,46,746	52,23,70,071	2,61,74,272	48,10,97,689
2.3 Depreciation	4		12,69,87,197		12,32,36,292
2.4 Administrative & General Exp.	17		4,59,50,212		4,70,23,842
2.5 Transportation Exp.	18		45,59,897		39,28,860
2.6 Repairs & Maintenance	19		3,78,77,807		2,80,65,069
2.7 Finance Cost	20		43,214		67,849
2.8 Other Expenses	21		0		19,86,244
2.9 Prior Period Expenses	22		22,74,962		12,10,868
Total Expenditure			1,01,02,81,477		94,04,48,914
3. Excess of Income over Expenditure					
: Lucknow Campus		33,18,43,245		36,03,64,146	
: Noida Campus		10,80,30,611	43,98,73,856	13,35,12,055	49,38,76,201
Transferred to: General Asset Fund		1,29,10,042		76,82,661	
Building Fund		3,21,12,314		3,96,20,617	
Depreciation Fund (before 2004-05)		1,96,99,718		1,96,99,718	
Balance being Surplus carried to Capital/Corpus Fund		37,51,51,782		42,68,73,205	
Total			1,45,01,55,333		1,43,43,25,115

Schedule 1 to 24 form an integral part of the Financial Statements.

Place: Lucknow

Date: 15.05.2016


(P. Dhar)

Sr. Finance and Accounts Officer


(Sudhir Chandra)

Financial Adviser-cum-Chief Accounts Officer


(Prof. Ajit Prasad)
Director

Schedules forming part of Annual Financial Statements of IIM, Lucknow for the year 2015-16

(Rs.)

Particulars	2015-16	2014-15
SCHEDULE 1 - CORPUS/CAPITAL FUNDS		
1. Corpus Fund		
1.1 Corpus Fund (Lucknow)		
Opening Balance	1,85,80,35,252	1,51,40,62,891
Add: Transferred from I & E Account	27,28,34,630	34,06,64,428
CAT Support	0	33,07,933
Less: Settlement of deficit in Govt. Grant for 2014-15	(2,31,19,128)	0
Sub-total (1.1)	2,10,77,50,754	1,85,80,35,252
1.2 Corpus Fund (Noida)		
Opening Balance	36,69,90,382	27,60,78,313
Add: Transferred from I & E Account	10,23,17,151	9,09,12,069
Sub-total (1.2)	46,93,07,533	36,69,90,382
Total 1 (1.1to1.2)	2,57,70,58,287	2,22,50,25,634
2. Capital Fund		
2.1. Building Fund (Lucknow)		
Opening Balance	60,42,87,074	59,14,73,192
Add : Allocation from Surplus for Capital expenditure	3,05,25,981	6,64,24,167
Less : Transferred to Depreciation Fund	(4,85,32,567)	(5,36,10,285)
Sub-total (2.1)	58,62,80,488	60,42,87,074
2.2. General Assets Fund (Lucknow)		
Opening Balance	7,64,04,700	8,43,32,334
Add : Allocation from Surplus for Capital exp.	,87,82,916	1,48,18,214
Less : Transferred to Depreciation Fund	(1,69,55,698)	(2,24,20,584)
Less: Transfer to Depreciation Fund towards written off	(,9,612)	(3,25,264)
Sub-total (2.2)	6,82,22,306	7,64,04,700
2.3. Sponsored Projects Fund (Lucknow)		
Opening Balance	1	1,536
Less : Transferred to Depreciation Fund	0	(1,535)
Sub-total (2.3)	1	1
2.4. Building Fund (Noida)		
Opening Balance	73,55,01,285	73,69,84,290
Add : Allocation from Surplus for Capital Exp.	15,86,333	3,96,20,617
Less : Transferred to Depreciation Fund – Noida	(5,54,97,432)	(4,11,03,622)
Sub-total (2.4)	68,15,90,186	73,55,01,285
2.5. General Asset Fund (Noida)		
Opening Balance	2,65,69,913	2,49,87,934
Add : Allocation from Surplus for Capital Exp.	41,27,126	76,82,661
Less : Transferred to Depreciation Fund	(60,01,500)	(61,00,266)
Less : Transferred to Depreciation Fund towards written off	0	416
Sub-total (2.5)	2,46,95,539	2,65,69,913
Total 2 (2.1to2.5)	1,36,07,88,520	1,44,27,62,973
Grand Total (1+2)	3,93,78,46,807	3,66,77,88,607



(P. Dhar)

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Financial Adviser-cum-Chief Accounts Officer

Schedules forming part of Annual Financial Statements of IIM, Lucknow for the year 2015-16

(Rs.)

Particulars	2015-16	2014-15
SCHEDULE 2 - Designated/Earmarked/Endowment Funds		
2.1. Pension Fund		
Opening Balance	22,28,53,083	21,12,35,114
Addition during the year	1,40,58,295	1,04,63,706
Income from investments	2,10,68,455	1,67,84,686
Interest on Savings Bank Account	3,97,362	1,02,933
Other Addition	11,52,740	1,18,024
Less: Expenditure towards objective of the fund	(2,08,50,072)	(1,58,51,380)
Sub-total (2.1)	23,86,79,863	22,28,53,083
2.2. Gratuity Fund		
Opening Balance	9,22,56,934	8,62,16,478
Addition during the year	20,96,131	8,27,007
Income from investments	76,18,497	1,23,06,152
Interest on Saving Bank Account	21,877	80,995
Less: Expenditure towards objective of the fund	(53,35,324)	(71,73,698)
Sub-total (2.2)	9,66,58,115	9,22,56,934
2.3. Depreciation Fund (Lucknow)		
Opening Balance	1,26,82,42,743	1,06,72,64,320
Addition during the year	8,51,97,595	9,60,57,386
Income from investments	10,96,83,742	10,49,21,037
Sub-total (2.3)	1,46,31,24,080	1,26,82,42,743
2.4. Depreciation Fund (Noida)		
Opening Balance	28,62,45,496	21,97,46,612
Addition during the year	6,14,98,932	4,72,04,304
Income from investments	2,45,29,714	1,92,94,580
Sub-total (2.4)	37,22,74,142	28,62,45,496
2.5. Leave Encashment Fund		
Opening Balance	10,48,91,278	9,48,04,766
Addition during the year	96,21,085	72,72,825
Income from investments	98,31,345	83,46,709
Less: Expenditure	(51,36,100)	(55,33,022)
Sub-total (2.5)	11,92,07,608	10,48,91,278
2.6. Endowment Fund		
Opening Balance	2,22,27,888	2,19,07,080
Addition during the year	1,50,00,000	0
Income from investments	14,87,941	14,07,659
Less: Expenditure	(7,76,326)	(10,86,851)
Sub-total (2.6)	3,79,39,503	2,22,27,888
Total (2.1 to 2.6)	2,32,78,83,311	1,99,67,17,422



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Schedules forming part of Annual Financial Statements of IIM, Lucknow for the year 2015-16

(Rs.)

Particulars	2015-16	2014-15
SCHEDULE 3 - Current Liabilities & Provisions		
Lucknow Campus :		
3.1. Current Liabilities		
Security Deposit PGP/FPM	95,04,371	93,79,288
Grant-in-Aid: Opening Balance	(2,31,19,128)	2,82,57,253
Received during the year	1,48,00,000	5,81,96,000
Utilized for Capital/Recurring	(1,48,00,000)	(10,95,72,381)
Transfer to Corpus	2,31,19,128	
Closing Balance	0	-(2,31,19,128)
Retention Deposit	99,94,328	96,11,460
Security Deposit : Works	6,17,094	7,25,592
Expenses Payable Account	4,60,07,986	4,48,88,273
Account of outside Parties	34,55,257	14,09,789
Consultancy Payable	1,07,93,663	62,10,781
Earnest Money	5,37,500	6,00,576
Security Deposits : Library	36,000	36,000
Employees Benevolent Fund	4,59,366	4,59,366
GIS Accounts	14,703	44,508
Advance Receipts – Consultancy	1,77,07,225	1,88,31,714
Advance Receipts - Funded Research	29,01,478	,15,93,944
Advance Receipts – MDP	0	1,40,62,136
On Account Receipts	15,74,630	0
Other liabilities	17,28,135	15,70,013
Sub-total (6.1)	10,53,31,736	8,63,04,312
3.2. Provisions :		
Salaries & Allowances	1,72,43,860	1,66,14,579
Pension	0	1,23,57,521
Gratuity	0	7,53,367
Sub-total (6.2)	1,72,43,860	2,97,25,467
Total (6.1 & 6.2)	12,25,75,596	11,60,29,779
Noida Campus :		
3.3. Current Liabilities		
Security Deposit WMP/IPMX	90,35,621	87,77,550
Retention & Earnest Money	1,06,11,530	1,22,69,088
Expenses Payable	1,19,10,286	1,46,48,033
Advance Receipts – Consultancy	7,60,000	29,53,730
Advance Receipts – MDP	0	34,91,024
Advance Receipts - (IPMX/WMP)	4,63,34,000	5,07,87,300
Provision for Salary	34,90,097	36,08,075
Consultancy Payable	30,41,244	11,62,399
Account of outside party	96,38,666	96,38,666
Other Liabilities	35,07,335	5,09,375
Sub-total (6.3)	9,83,28,779	10,78,45,240
Grand Total	22,09,04,375	22,38,75,019



(P. Dhar)

Sr. Finance and Accounts Officer



(Sudhir Chandra)

Financial Adviser-cum-Chief Accounts Officer

Schedule 4 – Fixed Assets

Particulars	Rate (WDV)	GROSS BLOCK				DEPRECIATION BLOCK				NET BLOCK		
		OPENING AS ON 1.04.2015	ADDITIONS upto 03.10.15	ADDITIONS from 04.10.2015 to 31.03.2016	ADJ./ WRITTEN OFF	CLOSING AS ON 31.03.2016	UP TO 31.03.2015	CHARGED DURING THE YEAR	ADJUSTED DURING THE YEAR	UP TO 31.03.2016	AS ON 31.03.2016	AS ON 31.03.2015
		3	4	5	6	7 (3+4-5-6)	8	9	10	11 (8+9-10)	12 (7-11)	13 (3-8)
4.1. Land & Building :-	2											
i. Land :	-											
Free hold - Lucknow campus	0	86,52,693			0	86,52,693		0	0	0	86,52,693	86,52,693
Buildings & Other Capital Works	0											
Office Buildings & Other Works (Phase-I & II)	10%	93,10,40,908			0	93,10,40,908	46,54,62,182	465,57,873	0	51,20,20,055	41,90,20,853	46,55,78,726
Residential Buildings & Other Works (Phase-I & II)	5%	8,01,90,110			0	8,01,90,110	4,06,96,227	19,74,694	0	4,26,70,921	3,75,19,189	3,94,93,883
Sub-Total (4.1)		1,01,98,83,711	0	0	0	1,01,98,83,711	50,61,58,409	4,85,32,567	0	55,46,90,976	46,51,92,735	51,37,25,302
4.2. Others Assets :												
i. Equipments	15%	8,24,75,189	10,80,406	11,10,443	0	8,46,66,038	4,84,42,542	53,50,241	0	5,37,92,783	3,08,73,255	3,40,32,647
ii. Furniture and Fixtures	10%	6,85,82,697	3,784,795	3,55,064	0	7,27,22,556	3,99,32,073	32,61,295	0	4,31,93,368	2,95,29,188	2,86,50,624
iii. Staff vehicles	15%	53,01,152			0	53,01,152	37,45,913	2,31,844	5,81,975	33,95,782	13,13,783	15,55,239
iv. Office Automation & Computers	60%	13,26,17,968		7,37,741	0	13,33,55,709	12,24,13,192	63,44,188	0	12,87,57,380	45,98,329	1,02,04,776
v. Gifted computer software etc.	100%	18,88,496			0	18,88,496			0	18,88,496	0	0
vi. Library Books & Microfilms, CD Roms, etc.	60%	11,63,77,616	2,56,472	14,57,995	0	11,80,92,083	11,44,16,202	17,68,130	0	11,61,84,332	19,07,751	19,61,414
Sub-Total (4.2)		40,72,43,118	51,21,673	36,61,243	0	41,54,34,447	33,08,38,418	1,69,55,698	5,81,975	34,72,12,141	6,82,22,306	7,64,04,700
4.3. Sponsored / Funded Projects Equipments	60%	1,92,93,311			0	1,92,93,311	1,92,93,310		0	1,92,93,310	1	1
Sub-Total (4.3)		1,92,93,311	0	0	0	1,92,93,311	1,92,93,310	0	0	1,92,93,310	1	1
Sub-Total (4.1 to 4.3)		1,44,64,20,140	51,21,673	36,61,243		145,46,11,469	85,62,90,137	6,54,88,265	5,81,975	92,11,96,427	53,34,15,042	59,01,30,003
4.4. Noida Assets												
i. Noida Building	10%	70,10,64,803		15,86,333	0	70,26,51,136	17,52,11,734	5,26,64,624	0	22,78,76,358	47,47,74,778	52,58,53,069
Office Buildings & Other Works (Phase-I & II)												
Residential Buildings & Other Works (Phase-I & II)	5%	5,81,08,875		0	0	5,81,08,875	14,52,722	28,32,808	0	42,85,530	5,38,23,345	5,66,56,153
ii. Noida lease Hold Land	0%	14,66,30,345		0	0	14,66,30,345	0	0	0	0	14,66,30,345	14,66,30,345
iii. Noida General Assets												
Equipments	15%	2,22,24,385	7,79,932	3,70,266	0	2,33,74,583	89,33,428	21,38,403	0	110,71,831	1,23,02,752	1,32,90,957
Furniture & Fixture	10%	2,65,57,467	1,65,926	1,47,871	0	2,68,71,264	1,74,72,450	9,32,488	0	1,84,04,938	84,66,326	90,85,017
Staff vehicle	15%	20,08,993		0	0	20,08,993	8,32,160	1,76,525	0	10,08,685	10,00,308	11,76,833
Office Automation & Computers	60%	1,59,88,551	94,500		0	1,60,83,051	1,54,61,443	3,72,965	0	1,58,34,408	2,48,643	5,27,108
Library Books & Microfilms, CD-ROM etc.	60%	1,65,13,696	3,88,436	21,80,195	0	1,90,82,327	140,23,698	23,81,119	0	1,64,04,817	26,77,510	24,89,998
Sub-Total (4.4)		1,65,13,696	14,28,794	42,84,665	0	99,48,10,574	23,33,87,635	6,14,98,932	0	29,48,86,567	69,99,24,007	75,57,09,480
Sub-Total (4.1 to 4.4)		1,46,29,33,836	65,50,467	79,45,908		244,94,22,043	108,96,77,772	12,69,87,197	5,81,975	121,60,82,994	1,23,33,39,049	1,34,58,39,483
4.5. Capital Work-In-Progress :-												
a. Lucknow Campus	0%	9,05,61,772	253,46,701	51,79,280	0	12,10,87,753	0	0	0	0	12,10,87,753	9,05,61,772
b. Noida Campus	0%	63,61,718		0	0	63,61,718	0	0	0	0	63,61,718	63,61,718
Sub-Total (4.5)		9,69,23,490	2,53,46,701	51,79,280	0	12,74,49,471	0	0	0	0	12,74,49,471	9,69,23,490
GRAND TOTAL (2015-16)		1,55,98,57,326	3,18,97,168	1,31,25,188	0	2,57,68,71,514	1,08,96,77,772	12,69,87,197	5,81,975	1,21,60,82,994	1,36,07,88,520	1,44,27,62,973
Previous Year (2014-15)		2,41,18,10,668	6,29,74,626	47,33,57,168	41,57,01,717	2,53,24,40,745	97,40,31,382	12,32,36,292	75,89,902	1,08,96,77,772	1,44,27,62,973	1,43,77,79,286

(P. Dhar)
Sr. Finance and Accounts Officer

(Sudhir Chandra)
Financial Adviser-cum-Chief Accounts Officer

Schedules forming part of Annual Financial Statements of IIM, Lucknow for the year 2015-2016

SCHEDULE - 5 INVESTMENTS FROM EARMARKED/ENDOWMENT FUNDS

Funds	2015-16	2014-15
Investments from Earmarked/Endowment Funds (Fund wise)		
1. Pension Fund Investment	21,00,00,000	17,84,00,000
2. Gratuity Fund Investment	9,64,09,374	9,06,69,600
3. Depreciation Fund Investment : Lucknow Campus	1,29,78,79,000	1,08,82,78,000
4. Depreciation Fund Investment : Noida Campus	29,02,80,000	22,03,00,000
5. Leave Encashment Fund Investment	10,95,00,000	9,71,73,000
6. Endowment Fund Investment	3,01,90,000	1,51,90,000
Total	2,03,42,58,374	1,69,00,10,600

SCHEDULE - 6 INVESTMENTS - OTHERS

Funds	2015-16	2014-15
Others (To be specified):		
1. Term Deposits : Lucknow Campus	1,93,21,00,000	1,68,94,15,000
2. Term Deposits : Noida Campus	48,52,00,000	40,58,00,000
Total	2,41,73,00,000	2,09,52,15,000

SCHEDULE 7 - CURRENT ASSETS

Particulars	2015-16	2014-15
1. Stock in Hand (Stationary & Electrical)	11,16,928	28,67,414
2. Sundry Debtors : Lucknow Campus	2,08,52,415	2,37,48,919
: Noida Campus	3,01,57,644	3,00,14,911
3. Cash and Bank Balances :		
a) With Scheduled Banks :		
- Saving Bank Accounts-Lucknow Campus	3,40,52,658	11,09,53,491
- Saving Bank Accounts-Noida Campus	6,42,20,906	3,70,18,547
- Saving Bank Accounts - Pension Fund	1,16,12,742	41,70,763
- Saving Bank Accounts - Group Gratuity Fund	2,48,741	8,33,967
b) Cash in Hand :		
- Imprest : Lucknow Campus	50,000	50,000
- Imprest : Noida Campus	25,000	25,000
- In Saving Accounts		
4. Postage, Stamp with Franking Machine	19,147	53,110
Total	16,23,56,181	20,97,36,122



(P. Dhar)

Sr. Finance and Accounts Officer



(Sudhir Chandra)

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Schedules forming part of Annual Financial Statements of IIM, Lucknow for the year 2015-16

(Rs.)

Particulars	2015-16	2014-15
SCHEDULE 8 - Loans, Advances & Deposits		
8.1 Lucknow Campus		
1. Advances to Employees: (Non-interest bearing)		
a) Festival	1,71,000	1,45,075
b) TA/LTA	5,09,071	7,07,926
2. Long Term Advances to Employees: (Interest bearing)		
a) Vehicle Loan	5,65,940	7,57,196
b) Home Loan	35,77,004	48,15,175
c) Others (PC/Laptop)	1,13,680	1,36,100
d) Soft Loan to Faculty	45,600	1,49,352
e) Education Loan	0	1,64,000
f) Loan to PGP Student	5,65,000	1,37,000
3. Advances and other amounts recoverable:		
a) On Capital Account (for Construction Work)	0	45,33,025
b) To Suppliers (Secured Advance Contractors)	0	7,54,242
c) Others	47,79,377	0
4. Prepaid Expenses:		
	44,767	12,35,437
5. Deposits:		
a) Telephone	3,97,703	3,97,703
b) Security Deposit	77,55,930	20,65,865
6. Income Accrued:		
a) On Investments from Earmarked Endowment Funds	14,02,554	19,04,187
b) On Investments - Others	23,89,06,571	20,92,42,948
c) Pension Fund	1,70,67,121	2,79,24,799
d) Others Staff Loans	30,59,901	17,27,678
7. Other - Current Assets receivable:		
a) Consulting/Programmes, Advance Payment	1,04,17,546	1,05,11,310
b) Grants receivable from MHRD	1,48,00,000	1,16,64,000
8. Claim Receivable:		
a) Advance Tax	3,84,16,058	3,84,16,058
b) TDS	9,83,44,044	7,01,67,210
c) Income receivable	9,46,661	44,100
d) Pension Fund	0	1,23,57,521
e) Gratuity Fund	0	7,53,367
f) Service Tax Input	2,65,784	81,919
g) Refund clearing	0	52,502
h) IIM HP Account	0	36,553
Total (8.1)	44,21,51,312	40,08,82,248
8.2 Noida Campus:-		
1. Advances to Employees: (Non-interest bearing)		
a) TA/LTA	2,25,500	89,234
2. Advances and other amounts recoverable:		
a) Others (to outside party)	18,04,015	12,18,903
3. Prepaid Expenses:		
	21,17,387	33,63,694
4. Deposits:		
a) Security Deposit	16,80,114	13,92,575
5. Income Accrued:		
a) On Investment-other	4,87,41,495	3,25,38,744
6. Other - Current Assets receivable:		
a) Consulting/Programmes, Advance Payment	5,12,510	6,84,437
7. Claim Receivable:		
a) TDS	1,46,66,185	1,03,26,932
b) Income receivable	0	1,00,000
c) Service Tax Input	0	32,800
d) Refund clearing	32,900	0
e) MSME Account	0	26,786
Total (8.2)	6,97,80,106	4,97,74,105
Grand Total (8.1 to 8.2)	51,19,31,418	45,06,56,353



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Schedules forming part of Annual Financial Statements of IIM, Lucknow for the year 2015-16

Schedule - 9 Academic Receipts

(Rs.)

Particulars		INCOME	
		2015-16	2014-15
SCHEDULE 9.1 - Post Graduate Programme			
Lucknow Campus - PGP			
Admission		2,26,00,000	2,33,00,000
Books and Course Materials		6,32,19,071	6,47,58,000
Convocation		44,10,000	44,80,000
Room Rent / Maintenance Exp.		7,98,74,000	8,16,30,033
Students' Activities/Welfare		1,33,66,361	1,36,56,800
Tuition Fees		22,76,32,336	23,16,35,100
Computer Fees		3,77,61,000	3,84,83,000
Library Fees		3,02,18,000	3,07,94,000
Fee from foreign candidates		48,83,225	1,05,97,542
Fine & Other Fees		24,96,394	39,35,319
PGP Alumni Fees/Exp.		26,94,000	27,48,000
Total	A	48,91,54,387	50,60,17,794
PGP Scholarships			
Scholarships- Others		1,16,39,000	2,01,49,193
Total	B	1,16,39,000	2,01,49,193
Total	9.1	50,07,93,387	52,61,66,987
SCHEDULE 9.2 - Management Development Programmes			
Lucknow Campus			
Open Programmes Fee		5,73,74,983	6,32,32,563
Sponsored Programmes Fee		29,60,19,251	26,02,10,403
Total	A	35,33,94,234	32,34,42,966
Noida Campus			
Open Programmes Fee		57,37,361	97,73,001
Sponsored Programmes Fee		6,39,05,257	8,16,50,876
Total	B	6,96,42,618	9,14,23,877
Total	9.2	42,30,36,852	41,48,66,843
SCHEDULE 9.3 - Fellow Programme			
Lucknow Campus			
FPM Forms, Fee		1,78,000	1,74,000
Total	A	1,78,000	1,74,000
Noida Campus			
FPM Fees Income		54,76,000	47,81,500
Total	B	54,76,000	47,81,500
Total	9.3	56,54,000	49,55,500



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Schedules forming part of Annual Financial Statements of IIM, Lucknow for the year 2015-16

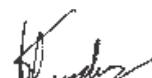
(Rs.)

Particulars		INCOME	
		2015-16	2014-15
SCHEDULE 9.4 - PGP-SM			
PGP-SM Course Fee (Noida Campus)		1,04,80,000	0
Total	9.4	104,80,000	0
SCHEDULE 9.5 - WMP FEE			
WMP Course Fee (Noida Campus)		7,14,35,205	7,88,01,568
Total	9.5	7,14,35,205	7,88,01,568
SCHEDULE 9.6 - IPMX FEE			
IPMX Course Fee (Noida Campus)		13,20,26,142	12,78,38,230
Total	9.6	13,20,26,142	12,78,38,230
SCHEDULE 9.7 - PLACEMENT FEE			
Placement Fee		78,85,000	74,30,000
Total	9.7	78,85,000	74,30,000
SCHEDULE 9.8 - CONSULTANCY FEE			
Lucknow Campus			
Consultancy-Income		181,56,428	75,63,204
Institute's Share of Consultancy		39,40,980	21,75,424
Overhead for Consultancies		17,54,463	5,88,764
Company Training Income		23,61,146	35,26,936
Total	A	2,62,13,017	1,38,54,328
Noida Campus			
Consultancy-Income		15,71,244	10,60,922
Institute's Share of Consultancy		2,96,159	8,57,855
Overhead for Consultancies		2,61,624	1,81,193
Company Training Income		10,68,116	8,36,683
Total	B	31,97,143	29,36,653
Total	9.8	2,94,10,160	1,67,90,981
SCHEDULE 9.9 - OTHER FEE			
Comman Admission Test		1,78,71,433	2,68,91,637
Total	9.9	1,78,71,433	2,68,91,637
Grand Total (9.1 to 9.8)		1,19,85,92,179	1,20,37,41,746



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Schedules forming part of Annual Financial Statements of IIM, Lucknow for the year 2015-16

Schedule - 10 Grants/Subsidies (Irrevocable Grants Received)

(Rs.)

Particulars	PLAN		Current Year Total	Previous Year Total
		Govt. of India		
Balance B/F		-(2,31,19,128)	-(2,31,19,128)	2,82,57,253
Add: Receipts during the year		1,48,00,000	1,48,00,000	5,81,96,000
Total		-(83,19,128)	-(83,19,128)	8,64,53,253
Less: Utilised for Capital Expenditure (A)		0	0	8,12,42,381
Balance		-(83,19,128)	-(83,19,128)	52,10,872
Utilised for Recurring Expenditure (FPM)		-(1,48,00,000)	-(1,48,00,000)	2,83,30,000
Transfer to Corpus (Deficit of Previous Year)		2,31,19,128	2,31,19,128	
Balance C/F (C)		0	0	#####

Schedule - 11 Income From Investments

(Rs.)

Particulars	Earmarked/Endowment Funds		Other Investments	
	Current Year	Previous Year	Current Year	Previous Year
1. (a) Interest on Term Deposits of Funds	17,42,19,694	16,30,60,823	0	0
(b) Interest on Term Deposits - Lucknow	0	0	17,39,24,148	14,78,28,331
(c) Interest on Term Deposits - Noida	0	0	3,49,73,039	2,94,02,058
2. Interest on S.B. Accounts of Endowment/Earmarked Funds	4,19,239	1,83,928	0	0
Total	17,46,38,933	16,32,44,751	20,88,97,187	17,72,30,389
Transferred to Earmarked/Endowment Funds	17,46,38,933	16,32,44,751		
Balance	0	0		

Schedule - 12 Interest Earned

(Rs.)

Particulars	Current Year	Previous Year
1. On Savings Accounts with scheduled Banks-Lucknow	89,88,928	63,37,547
On Savings Accounts with scheduled Banks-Noida	17,66,293	14,67,824
2. On Loans (Employees/Staff)	22,20,130	9,84,435
3. On Debtors and Other Receivables	0	0
Total	1,29,75,351	87,89,806



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Schedule - 13 Other Income & Recoveries

(Rs.)

Particulars		2015-16	2014-15
A. Income from Land & Buildings			
Lucknow Campus :			
1. Rental		6,09,595	7,51,828
2. License Fee		10,75,151	7,65,700
3. Guest House Recovery		17,19,825	17,38,035
4. Electricity Charges Recovered		58,70,627	57,71,773
5. Xeroxing Recovery		15,49,755	21,06,349
	Sub-total	1,08,24,953	1,11,33,685
Noida Campus :			
1. Rental		3,63,000	2,40,000
2. License Fee		181,187	85,810
3. Guest House Recovery		12,23,132	11,83,978
4. Electricity Charges Recovered		9,21,443	8,00,760
5. Xeroxing Recovery		0	0
	Sub-total	26,88,762	23,10,548
	Total (A)	1,35,13,715	1,34,44,233
B. Sale of Institute's publications	Total (B)	55,592	99,665
C. Income from holding events	Total (C)		0
D. Other			
1. Library Membership		1,11,850	1,35,800
2. Profit on sale/disposal of Assets: Own Assets		50,573	1,45,422
3. Other Recoveries & Receipt			
(a) Lucknow Campus		9,46,511	15,44,185
(b) Noida Campus		2,12,375	8,63,869
	Total (D)	13,21,309	26,89,276
Total (A to D)		1,48,90,616	1,62,33,174

Schedule 14 - Prior Period Income

(Rs.)

Particulars		2015-16	2014-15
Academic Income - Lucknow		0.00	0.00
Academic Income - Noida		0.00	0.00
	Total	0.00	0.00



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Schedules forming part of Annual Financial Statements of IIM, Lucknow for the year 2015-16

(Rs.)

Particulars	2015-16	2014-15
SCHEDULE 15 - Staff Payments & Benefits (Establishment Expenses)		
Lucknow Campus		
<u>Salary and Allowances</u>		
Basic Pay	7,44,26,339	7,65,17,669
D.A.	8,33,95,047	7,54,79,029
H.R.A.	48,68,058	46,53,888
Special Pay	1,13,720	1,18,295
Transport Allowance	1,16,07,736	1,08,83,710
Daily Wages	32,65,181	20,32,403
Personal Pay	76,350	69,245
Arrears Payment	0	4,728
	17,77,52,431	16,97,58,967
<u>Other Benefits</u>		
Overtime	78,841	1,12,084
Medical	1,29,36,174	1,15,80,926
L.T.C.	30,87,083	47,14,077
Bonus	2,86,682	3,03,952
Reimbursement of Tution Fee	18,13,502	20,57,897
Leave Encashment on LTC	9,03,547	17,13,616
	1,91,05,829	2,04,82,552
<u>Employee's Welfare</u>		
Staff Training	3,500	5,585
Staff Canteen Subsidy	71,000	78,000
IIML Employees' Welfare Committee	17,30,748	11,10,002
	18,05,248	11,93,587
<u>Terminal Benefits</u>		
CPF Employer's Contribution	9,73,968	9,03,794
CPS Employer's Contribution	71,30,122	62,62,646
Pension Exp./Pension Contribution	108,54,435	81,70,233
Leave Encashment/Leave Salary Contribution	96,21,085	71,44,273
Gratuity	12,00,471	1,54,132
	2,97,80,081	2,26,35,078
Total	A	22,84,43,589
Noida Campus		
Salary Allowances	3,98,71,652	3,75,54,183
Other Benefit	19,02,876	22,07,834
Total	B	3,97,62,017
Total	A+B	27,02,18,117



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Schedules forming part of Annual Financial Statements of IIM, Lucknow for the year 2015-2016

Schedule 16 - Academic Expenses

(Rs.)

Particulars		EXPENDITURE	
		2015-16	2014-15
SCHEDULE 16.1 - Post Graduate Programme			
Admission		71,46,666	51,72,458
Books and Course Materials		1,88,24,930	2,18,14,795
Convocation		28,09,480	19,31,690
Repair & Maintenance Exp.		31,40,525	1,38,01,493
Students' Activities/Welfare		73,12,190	60,10,343
PGP Alumni Exp.		15,48,880	14,91,494
Visiting Faculty Expenses		82,69,570	1,00,95,198
PGP Electricity		2,54,91,924	2,38,44,470
PGP Misc.		1,13,32,694	1,06,55,238
PGP Teaching Honorarium		35,00,000	25,00,000
ABM Exp. (Specific)		1,70,182	5,64,857
Total	A	8,95,47,041	9,78,82,036
PGP Scholarships			
Scholarships - Merit-cum-Means		99,72,500	1,04,50,000
Scholarships- SC/ST		0	0
Scholarships- Others		1,16,39,000	2,01,49,193
Total	B	2,16,11,500	3,05,99,193
Total	A+B	11,11,58,541	12,84,81,229
SCHEDULE 16.2 - Management Development Programmes			
Lucknow Campus			
Programme Expenses (Direct)		19,15,66,525	16,04,70,577
Security, Repairs and Maintenance		7,04,052	7,51,388
Electricity		70,43,668	73,10,180
Salary & Honorarium		1,29,81,015	96,56,740
Total	A	21,22,95,260	17,81,88,885
Noida Campus			
Programme Expenses (Direct)		1,92,67,537	2,16,30,816
Security, Repairs and Maintenance		18,54,412	30,20,798
Electricity		42,28,667	33,48,327
Salary & Honorarium		15,92,425	11,17,475
Total	B	2,69,43,041	2,91,17,416
Total	A+B	23,92,38,301	20,73,06,301
SCHEDULE 16.3 - Fellow Programme			
Lucknow Campus			
Administrative Expenses		13,59,986	14,83,742
Fellowship Honorarium		1,56,58,561	1,18,09,470
Student's Contingency		18,68,198	20,21,686
Electricity Expenses		11,76,551	10,96,527
Total	A	2,00,63,296	1,64,11,425
Noida Campus			
Visiting Faculty & Administrative Expenses		7,89,972	12,60,805
Total	B	7,89,972	12,60,805
Total	A+B	2,08,53,268	1,76,72,230
SCHEDULE 16.4 - PGP-SM			
PGP-SM Expenses		41,32,409	
Total		41,32,409	„
SCHEDULE 16.5 - WMP			
Admission Expenses		17,32,307	15,43,783
Course Materials		28,75,024	25,26,890
Misc. Expenses		8,12,768	6,73,366
Visiting Faculty Expenses		30,86,762	28,88,952
Electricity		39,00,637	31,00,303
Cleaning & Security Expenses		16,85,831	27,97,035
Total		1,40,93,329	1,35,30,329

Schedules forming part of Annual Financial Statements of IIM, Lucknow for the year 2015-2016

(Rs.)

Particulars	EXPENDITURE	
	2015-16	2014-15
SCHEDULE 16.6 – IPMX		
Admission Expenses	15,06,066	47,35,329
Books & Course Materials	17,73,325	15,23,136
Hospitality Expenses	44,76,825	46,23,272
International Expenses	1,76,31,110	1,69,58,595
Misc. Expenses	28,88,327	25,23,171
Visiting Faculty Expenses	25,68,800	29,38,665
Electricity	60,32,847	47,12,460
Cleaning & Security Expenses	41,39,275	46,43,895
Total	4,10,16,575	4,26,58,523
SCHEDULE 16.7 - Placement		
Placement Expenses	17,14,567	14,54,005
Total	17,14,567	14,54,005
SCHEDULE 16.8 - Consultancy		
Lucknow Campus		
Consultancy Expenditure	1,74,48,306	73,17,844
Company Training Expenditure	24,08,905	32,23,102
Total	A 1,98,57,211	1,05,40,946
NOIDA CAMPUS		
Consultancy Expenditure	16,10,667	9,81,231
Company Training Expenses	10,50,000	8,36,683
Total	B 26,60,667	18,17,914
Total	A+B 2,25,17,878	1,23,58,860
SCHEDULE 16.9 - Common Admission Test		
CAT Expenses	13,99,757	12,94,895
Total	13,99,757	12,94,895
SCHEDULE 16.10 - Journals & Periodicals		
Lucknow Campus - J & P Expenses	3,22,52,106	2,99,73,763
Noida Campus - J & P Expenses	46,594	,1,93,282
Total	3,22,98,700	3,01,67,045
SCHEDULE 16.11 - Research & Development		
Lucknow Campus		
Software and Internet	97,89,787	77,52,757
T.A/DA for Foreign Visit	27,383	70,041
LPS-IIML National Leadership Award	0	12,72,457
Centre for Excellence of Business Sustainability	2,32,774	2,10,581
Seminars/Conferences	63,59,788	27,61,683
Faculty Development & Incentives	68,68,387	70,96,847
Officer Development	14,42,912	11,18,044
Accrediation & Research Development	19,65,710	17,63,825
Institute's Journal – Metamorphosis	2,58,369	2,17,628
Seed Money & Research Projects	25,92,874	3,13,457
Total	2,95,37,984	2,25,77,320
Noida Campus		
Faculty Development & Incentives	22,93,991	19,05,257
Licences Internet Fees	11,30,914	4,00,000
Seminar/Conferences & Other Activities	8,31,928	3,93,807
Other	1,51,929	8,97,888
Total	44,08,762	35,96,952
Total	3,39,46,746	2,61,74,272
Grand Total (16.1 to 16.10)	52,23,70,071	48,10,97,689



(P. Dhar)

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Schedules forming part of Annual Financial Statements of IIM, Lucknow for the year 2015-16

(Rs.)

Particulars		2015-16	2014-15
SCHEDULE 17 - Administrative & General Expenses			
Lucknow Campus			
Security, Cleaning and Maintenance Services		1,05,47,212	89,17,091
Stationery and Printing expenses		35,54,051	42,48,014
Horticulture (Labour & Plantation)		41,37,661	39,39,646
Hospitality and Guest House Expenses		10,53,205	7,35,821
Telecom Expenses		24,09,396	21,21,313
Electricity		51,35,790	44,22,884
Institutional Membership Fees		4,04,764	4,52,958
Faculty/Staff Recruitment		18,79,348	18,89,427
Internal Audit Fees		3,85,563	2,94,516
AG Audit Fees		1,29,066	0
Office Contingencies		2,79,184	2,11,433
Postage		198,800	90,250
Official Functions		8,05,102	2,60,855
Advertising & Publicity		36,870	1,65,753
Rent		1,40,324	1,38,451
Legal Expenses		10,07,090	4,74,537
BOG Expenses		14,77,994	15,96,061
Community Development		4,28,133	3,00,000
Travelling Expenses		9,58,046	14,40,899
Total	A	3,49,67,599	3,16,99,909
NOIDA CAMPUS			
Security, Cleaning & Maintenance		8,90,519	7,26,410
Electricity		16,40,162	12,40,416
Stationery and Printing expenses		5,51,985	3,64,755
Horticulture Revenue Expenses		14,99,037	26,64,217
Telephone Expenses		7,42,334	7,33,325
Lease Rent		41,14,688	76,65,588
Other Administrative Expenses		15,43,888	19,29,222
Total	B	1,09,82,613	1,53,23,933
Total	A+B	4,59,50,212	4,70,23,842
SCHEDULE 18 - Transportation Expenses			
Lucknow Campus			
Fuel for vehicles		7,35,854	18,20,664
Transport Services Expenses		31,11,149	12,88,543
Repair and Maintenance vehicles		1,85,821	3,66,552
Vehicle Insurance Expenses		45,821	2,77,970
Local Conveyance		4,600	1,744
Total	A	40,83,245	37,55,473
NOIDA CAMPUS			
Transportation Expenses		4,76,652	1,73,387
Total	B	4,76,652	1,73,387
Total	A+B	45,59,897	39,28,860



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Schedules forming part of Annual Financial Statements of IIM, Lucknow for the year 2015-16

(Rs.)

Particulars		2015-16	2014-15
SCHEDULE 19 - Repairs & Maintenance			
Lucknow Campus			
R & M Office / Buildings		59,19,154	45,66,692
R & M Furnitures		4,57,586	78,824
R & M Equipments		54,81,709	44,04,892
R & M Computer Hardware & Software		84,07,324	72,19,354
Development Expenses		27,75,393	13,11,073
Total	A	2,30,41,166	1,75,80,835
Noida Campus			
R & M Office / Campuses		56,07,224	21,91,789
R & M Furnitures		3,79,336	1,83,618
R & M Equipment		72,06,797	58,74,120
R & M Computers		16,43,284	17,90,678
Development Expenses		0	4,44,029
Total	B	1,48,36,641	1,04,84,234
Total	A+B	3,78,77,807	2,80,65,069
SCHEDULE 20 - Finance Cost			
Bank Charges		43,214	67,849
Total		43,214	67,849
SCHEDULE 21 - Other Expenses			
Lucknow Campus			
Writing off (Bad Debts)		0	19,86,244
Total		0	19,86,244
SCHEDULE 22 - PRIOR PERIOD EXPENSES			
Lucknow Campus			
Academic Expenses – Lucknow		20,68,711	19,476
Academic Expenses - Noida		2,06,251	11,91,392
Total		22,74,962	12,10,868



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Financial Adviser-cum-Chief Accounts Officer

Schedules forming part of Annual Financial Statements of IIM, Lucknow for the year 2015-16

Schedule 23 - Significant Accounting Policies

1. Basis for Preparation of Accounts:

- 1.1 The financial statements are prepared under the historical cost convention on the accrual basis, unless stated otherwise.
- 1.2 The Institute has presented its Financial Statements according to Revised Financial Reporting format, given by MHRD for "Central Higher Educational Institutions".

2. Revenue Recognition:

- 2.1 Misc. Receipts, CAT income, Sale of Admission Forms and Interest on Saving Bank Accounts are accounted on cash basis. Fees from students of various programmes including MDP & Consultant Fee are collected on periodical basis and are accounted on accrual basis.
- 2.2 Income from Land, Buildings and Other Property and Interest on Investments are accounted on accrual basis.
- 2.3 Interest on interest bearing advances to staff for House Building, Purchase of Vehicles and Computers is accounted on accrual basis every year, though the actual recovery of interest starts after the full repayment of the Principal.

3. Fixed Assets & Depreciation:

- 3.1 Fixed Assets are stated at cost of acquisition including inward freight, duties and taxes and incidental and direct expenses related to acquisition, installation and commissioning.
- 3.2 Fixed Assets received by way of non-monetary grants or gifts (other than towards the Corpus Fund), are capitalized at values stated.
- 3.3 Government grants in the nature of contribution towards capital cost of setting up of projects are treated as Building/General Assets Fund.
- 3.4 Reclassification of fixed assets in the respective block of assets has been made to depict the carrying amount of assets at Lucknow Campus as well as Noida Campus.
- 3.5 The depreciation is provided for by adopting the written down value method as per the rates specified in the Income Tax Act, 1961.
- 3.6 Along with the reclassification of assets, amount of accumulated depreciation has also been transferred to the respective block of assets.
- 3.7 Accumulated depreciation upto 2003-04 amounting to ₹ 26,26,62,907/- was computed but not provided for as the same was adjusted from the concerned funds. Out of the above accumulated prior period depreciation, an yearly allocation/charge @ 7.5 percent (i.e. ₹ 1,96,99,718/-) is made from the year 2004-05 onward, to the Income & Expenditure Account leaving an unabsorbed balance of ₹ 2,62,66,291/- as on 31.03.2016.

4. Intangible Assets:

- 4.1 E Journals and Computer Software are part of Institute's Intangible Assets.

5. Stocks:

Expenditure on purchase of Stationary/Printing material & electrical items are accounted as revenue expenditure, except that the value of closing stocks held on 31st March is set up as inventories by reducing the corresponding Revenue Expenditure on the basis of information obtained from Departments. They are valued at cost.

6. Retirement:

- 6.1 Towards Gratuity of employees a Group Gratuity Scheme is instituted through LIC (as Fund Manager) by constituting an independent Fund, which manages the gratuity liability and it is in operation since 2001-02.

- 6.2 Liability on account of accumulated leave encashment benefit to the employees has been assessed and provided for. This provision has been kept under Leave Encashment Funds and being managed by the Institute.
- 6.3 Yearly Provision for pension liability as on 31st March, 2016 in respect of employees who had joined on or before 31.12.2003 is assessed and provided for in Pension.
- 6.4 In respect of employees who joined the Institute on or after 01.01.2004, Contributory Pension Scheme is under operation and the same is discharged by the Institute to the IIMLEPF Trust, Lucknow concurrently.
7. Investments:
- 7.1 All the Investments are held for long term hence valued at cost. Renewal of the Investments has been done as and when required.

8. Earmarked/Endowment Funds:

All the long terms funds are earmarked for specific purposes. Out of these Pension & Gratuity Fund have separate Bank Account. Those with large balances also have investments in Term Deposits with Banks. The accrual interest income from investments and interest on Savings Bank Accounts are credited to the respective Funds. The expenditure are debited to the funds. The assets created out of Earmarked Funds where the ownership Vests in the Institution, are merged with the assets of the Institution by crediting an equal amount to the Capital Fund. The balance in the respective funds is carried forward and is represented on the assets side by the balance at Bank, Investment and accrued interest.

9. Government Grants:

- 9.1 Government Grants are accounted on realization basis. However, where a sanction for release of grant pertaining to the financial year is received before 31st March and the grant is actually received in the next financial year, the grant is accounted on accrual basis and an equal amount is shown as recoverable from the Govt.
- 9.2 To the extent utilized towards capital expenditure, (on accrual basis) government grants are transferred to the Capital Fund.
- 9.3 Government Grants for meeting Recurring Expenditure (on accrual basis) are treated, to the extent utilized, as income of the year for which they are realized.
- 9.4 Unutilized grants (including advances paid out of such grants) are carried forward and exhibited as a liability in the balance sheet.
10. Investment of Earmarked Funds and Interest Income Accrued on Such Investments:
To the extent not immediately required for expenditure or amount added at the end of the Financial Year as provision for the year, the amount available against such funds are invested in approved Securities & Bonds or deposited for fixed term with Banks, leaving the balance in Savings Bank Accounts (where able applicable).
Interest received, interest accrued and due and interest accrued but not due on such investments are added to the respective funds and not treated as income of the Institution.

11. Sponsored & Consulting Projects:

- 11.1 In respect of ongoing Consulting Projects, the amounts received from sponsors are credited in the group, "Current Liabilities and Provisions" as and when expenditure is incurred/advances are paid against such projects, or the concerned project account is debited with allocated overhead charges, the liability account is debited.
- 11.2 In respect of sponsored scholarships, amount received from sponsors are credited to 'Scholarship Others Received' and on its payment, to students, it is debited to 'Scholarship Others Paid' account under PGP Expenditure.

12. Income Tax

The income of the Institution is exempt from Income Tax under Section 10(23c) of the Income Tax Act. No provision for tax is therefore made in the accounts.



(P. Dhar)

Sr. Finance and Accounts Officer



(Sudhir Chandra)

Financial Adviser-cum-Chief Accounts Officer

Schedule 24 - Contingent Liabilities and Notes to Accounts

1. Contingent Liabilities:

1.1 As on 31.03.2016 Court Cases filed against the Institution, by former/present employees, tenants and contractors and arbitration cases with contractors, were pending for decisions. The quantum of the claims is not ascertainable.

2. Capital Commitments:

2.1 The value of contracts remaining to be executed on Capital Account and not provided for (Net of Advances) amounted to ₹ 1.16 crores as on 31.03.2016 (Previous year ₹ 4.15 crores).

3. Fixed Assets:

3.1 Addition in the year to Fixed Assets in Schedule - 4 includes Assets purchased out of Institute's savings (₹ 4.50 crores). The Assets have been set up by credit to Capital Fund.

3.2 In the Balance Sheet as on 31.03.2016 and the Balance Sheets of earlier years, Fixed Assets created out of Plan Funds and Fixed Assets created out of Non-Plan funds were not exhibited distinctly.

4. Patents:

There is no patent relating to the Institute.

5. Deposit Liabilities:

The amount outstanding as Earnest Money Deposit & Security Deposits of ₹ 117.67 lacs. Unclaimed deposits, prior to the Financial Year 2014-15 was transferred to Revenue Account and accounted as Miscellaneous Income for the year.

6. Expenditure in Foreign Currency:

a. Travel	₹ 4,10,67,489.00
b. Foreign Drafts for import of Chemicals etc.	₹ 0.00
c. Others	₹ 5,69,70,860.00
Total	₹ 9,80,38,349.00

7. Current Assets, Loans Advances & Deposits:

In the opinion of the Institute, the current assets, loans, advances and deposits have a value on realization in the ordinary course, equal to at least the aggregate amount shown in the Balance Sheet.

8. The details of Balances in Savings Bank Accounts and Fixed Deposit Accounts with Banks are enclosed as attachment 'A' to the Schedule of Current Assets.

9. Previous year's figures have been regrouped wherever necessary.

10. Figures in the Final accounts have been rounded off to the nearest rupee.

11. Schedules 1 to 24 are annexed to and form an integral part of the Balance Sheet at 31st March, 2016 and the Income & Expenditure Account for the year ended on that date.

12. As General Provident Fund Accounts, Contributory Provident Fund Accounts and Contributory Pension Scheme Accounts are owned by the members of those funds and being managed by I.I.M.E.P.F. Trust, Lucknow, hence these accounts were separated from the Institution's Accounts and a Receipts & Payments Account, an Income & Expenditure Account (on accrual basis) and a Balance Sheet of the Trust, is being attached at Appendix - 1 for the year 2015-16, to the Institution's Accounts.

(P. Dhar)

Sr. Finance & Accounts Officer

(Sudhir Chandra)

Financial Advisor-cum-Chief Accounts Officer

Indian Institute of Management, Lucknow
Receipt and Payment Account for The Year Ending 31st March 2016

Particulars	Receipts		Payments		2014-15 Amount	2015-16 Amount	2014-15 Amount
	2015-16	2014-15	2015-16	2014-15			
	Amount	Amount	Amount	Amount			
To Opening Balance Cash and Bank Balance							
Cash A/c							
Bank Accounts	14,79,72,038	75,000	14,80,47,038	75,000			
		14,79,72,038		7,92,14,691			20,73,25,903
				Provisions for gratuity	10,46,732		
				Provision for Pension	0		91,22,405
To Special Purpose / Endowment Funds				Consistency Payable	10,97,185		4,05,000
Dep Fund Interest	7,82,31,168	15,38,15,680		Sundry Creditors Control Account	2,73,46,088		1,42,48,442
I Dayal Research Fund	1,19,79,420			Retention Deposit	32,00,700		8,44,351
I Dayal Scholar Fund	30,00,000						
Depreciation Fund Investment	6,63,90,212						
Leave Encashment Fund Interest	92,96,906			By Fixed Assets		1,21,99,142	
Pension Fund FD Interest	2,63,78,272	78,19,008		Computer & Office Automation	7,81,241		78,34,441
Other funds	19,76,605	83,24,213		Equipments	29,43,384		68,80,667
		75,24,833		Furniture & Fixtures	44,41,677		24,01,960
				Journals & Periodicals	24,11,566		35,31,730
To Current Liabilities & Provisions			3,71,90,673	Library Books	16,21,274		9,68,041
Earnest Money Deposit Control	1,83,500	19,567					
Security Deposit Received (General)	2,16,800	71,381					
On Account Receipts	21,00,936	18,59,472		By Statutory Liabilities		9,34,65,689	
Grant-in-aid (Plan-Normal)	0	4,65,32,000		CPF Employee'E' Sub Payable	16,00,300		11,63,186
GIS Accounts	4,57,504	93,92,449		CPS Employee'E' Sub Payable	75,08,018		63,50,464
Other current liabilities and Provisions	3,27,31,933	35,91,590		PF Subscription	2,46,61,302		2,35,33,665
CAT Support Services	15,00,000			Service Tax Payable-MDP/Consultancy	1,66,26,291		5,35,73,846
				Service Tax Payable-Placement	1,62,400		9,18,348
				Service Tax Payable-Rent	28,144		1,25,088
Other Provisions			43,27,268	TDS Payable salary	4,28,79,234		
Payable to Pension fund	43,27,268						
				By Bonds/Term Deposits		55,03,99,889	
				Investment in Bonds/Term Deposits	55,03,99,889		31,52,97,225
Statutory Advances			54,20,186				
Service Tax Input cons/MDP/Plac	0	2,70,540		By Current Assets, Loans & Advances		2,35,50,425	
TDS Receivable	54,20,186			Prepaid Exp.	22,20,890		19,97,789
				Other Current Assets	84,26,911		78,70,130
Staff Advances			2,34,403	Staff /faculty Advances	1,29,02,624		1,34,64,426
House Building Advance	2,31,050			TDS Receivable	0		2,16,66,187
Soft loan to Faculty	3,353						

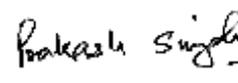
Other Advances					By Accrued Income/ Receivables		32,63,447
Security Deposits Paid (Gen.)					Income receivable	26,460	
IIM HP A/C	2,473				CMEE Advance Payment	32,35,868	
	46,62,104				MISME	1,119	
Accrued Income Receivable					By Other Advances		7,03,50,836
CMEE Advance Payment	7,22,637				Advance for Construction work	1,09,04,594	1,02,48,025
					Advance to Outside Parties	5,85,03,783	3,45,68,541
					Security Deposits Paid (General)	2,87,539	2,89,241
Statutory Liabilities					Other Advances	6,54,920	5,07,061
Service tax payable- MDP/Consultancy	88,59,400						
To Current Assets, Loans & Advances					By Special Purpose / Endowment Fund Assets		5,04,48,280
Income Receivable	1,00,000				Depreciation Fund IIML Investments	0	12,76,00,000
Sundry Debtors (Sundry debtors control A/C)	0			30,000	Pension Fund Investments	3,33,12,548	4,00,000
				40,35,93,977	Leave Encashment Fund	51,08,171	2,50,99,512
Refund Clearing	5,05,94,363				Other fund Assets	1,20,27,561	3,32,35,266
Grant Receivable From GOI	1,16,64,000			4,08,98,990			
Personal Recovery/Payment	0			77,89,526	By Noida Dep. Fund Investments		6,20,00,000
				2,000	Depreciation Fund Investment	6,20,00,000	12,95,00,000
To Programmes & Projects Adv. Receipts					By Programmes & Projects Advance Payment		42,65,331
Consultancies Advance Receipts	2,60,72,161				Consultancies Advance Payment	32,20,844	10,21,311
IPMX/EFPM Advance/Prepaid Income	4,57,74,000			4,81,54,300	IPMX Prepaid Exp	2,238	
WMP Advance/Prepaid Income	0			7,57,000	Research Projects Advance Payment	10,26,811	3,67,139
M D P Advance Fee	0			1,30,69,682	MDP Prepaid Expenses	15,438	
Research Projects Advance Receipts	17,06,717			8,88,513	Prepaid Hotel		76,435
					WMP Prepaid Expenses		30,394
Recurring Receipt							
					By Academic Programs		29,85,11,432
To Post Graduate Programme Income							
PGP Income	50,23,38,736			50,45,25,395	MDP Fee-Open Programme	3,24,939	1,20,115
PGP Scholarship Receipts	1,16,39,000			1,73,50,793	Books and Course Material Exp	2,12,89,223	2,45,40,556
Placement income	67,35,038			67,416	Other courses and Program Expenses	6,83,61,389	2,55,07,976
					IPMX Expenses	1,66,93,135	1,22,19,104
					Visiting Faculty Expenses	1,38,78,865	1,53,61,206
					Journal & Periodical Exp	3,11,82,551	2,91,99,705
					MDP Expenses	12,48,70,082	10,78,06,660
					Placement Expenses	22,38,381	18,16,777
					Scholarship (merit cum means + Scholarship other-paid)	1,87,04,000	2,01,49,193
To Management Development Programme Income					WMP EXPENSES (MISC)	9,68,868	55,945
MDP Income- Open Program	4,51,90,733			1,19,12,079	By Project Advance Receipts		8,57,892
MDP Income- Sponsored Program	30,96,42,619				MDP Advance Fees	8,57,892	

Indian Institute of Management Employee Provident Fund Trust, Lucknow
Balance Sheet as At 31st March, 2016

(Rs.)

Particulars	2015-16	2014-15
1. Sources of Funds		
1.1 General Provident Fund		
Opening Balance	15,16,84,408	12,81,95,342
Add: Subscription	1,96,41,313	1,78,00,488
Interest Credited	1,33,73,009	1,22,22,935
Transferred from previous employer	53,303	61,28,726
	18,47,52,033	16,43,47,491
Less: Final Withdrawals/Transfer	1,47,83,523	1,26,63,083
	16,99,68,510	15,16,84,408
1.2 Contributory Provident Fund		
Opening Balance	1,35,09,044	1,13,83,760
Add: Subscription	16,00,300	11,42,619
Employer's Contribution	9,73,969	9,87,811
Interest Credited	13,00,632	10,51,651
Transfer from previous employer		11,05,820
	1,73,83,945	1,56,71,661
Less: Final Withdrawals	3,32,127	21,62,617
	1,70,51,818	1,35,09,044
1.3 Contributory Pension Scheme Fund		
Opening Balance	10,43,87,560	7,59,58,633
Add: Subscription	75,08,018	70,33,419
Employer's Contribution	74,61,248	70,21,955
Interest Credited	93,33,365	77,28,798
Transfer from previous employers	6,81,037	1,12,57,446
	12,93,71,228	10,90,00,251
Less: Final Withdrawals	(2,20,20,332)	(46,12,691)
	10,73,50,896	10,43,87,560
1.4 Income & Expenditure A/c		
Opening Balance	58,22,157	48,20,977
Add: Transfer from I & E A/c	40,19,648	26,22,684
	98,41,805	74,43,661
Less: Transferred for Bonus/Settlement	(5,32,148)	(16,21,504)
	93,09,657	58,22,157
	30,36,80,881	27,54,03,169
2- Application of Funds		
2.1 Investments		
(a) Govt. & SBI Spl. Deposit	62,91,745	82,91,745
(b) Deposit with Banks & Others	26,24,00,000	23,80,00,000
	26,86,91,745	24,62,91,745
2.2 Current Assets, Loans & Advances		
(a) Advances to members		
Opening Balance	9,58,055	8,23,578
Add: Paid during the year	9,32,000	10,52,000
Less: Refunded during the year	(9,07,046)	(9,17,523)
	9,83,009	9,58,055
(b) Special Advances to members		
Opening Balance	85,92,877	86,24,494
Add : Paid during the year	50,82,000	67,15,000
Less: Refunded during the year	(62,79,124)	(67,46,617)
	73,95,753	85,92,877
(c) Interest accrued but not received	1,72,17,187	1,53,68,523
(d) TDS Receivable	1,37,105	0
(e) Bank Balance		
Yes Bank SB A/c	37,11,664	28,87,797
Axis Bank SB A/c	55,44,418	13,04,173
	92,56,082	41,91,970
	30,36,80,881	27,54,03,169


(Sudhir Chandra)
Secretary


(Prof. Prakash Singh)
Chairman

Place :Lucknow
Date: 15.05.2016

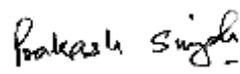
Indian Institute of Management Employee Provident Fund Trust, Lucknow
Income and Expenditure Account for The Year Ending 31st March, 2016

(Rs.)

Particulars		2015-16	2014-15
1	Income		
	1.1 Interest From:		
	Saving Bank Accounts	13,85,224	5,62,681
	Govt. Securities, Deposits & Bonds etc.	2,55,67,849	2,13,17,363
	Special Advances to members	1,30,690	1,26,318
	Total (1)	2,70,83,763	2,20,06,362
2	Expenditure		
	2.1 Interest Paid		
	Paid/Credited to GPF members A/c	1,27,02,904	1,10,91,516
	Paid/Credited to CPF members A/c	12,59,733	9,82,615
	Paid/Credited to CPS members A/c	91,00,210	73,07,749
	Bank Charges	1,268	1,798
	Total (2)	2,30,64,115	1,93,83,678
3	Excess of Income over Expenditure		
	Transferred to Balance Sheet (3)	40,19,648	26,22,684
	Total (2+3)	2,70,83,763	2,20,06,362

Place :Lucknow
Date: 15.05.2016


(Sudhir Chandra)
Secretary


(Prof. Prakash Singh)
Chairman

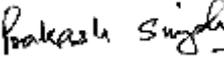
Indian Institute of Management Employee Provident Fund Trust, Lucknow
Receipt and Payment Account for The Year Ending 31st March 2016

(Rs.)

Particulars		2015-16	2014-15
1	Receipts		
	1.1 Opening Balance		
	Yes Bank SB A/c	28,87,797	70,32,898
	Axis Bank, SB A/c	13,04,172	19,46,086
		41,91,969	89,78,984
	1.2 Maturity of Investments		
	FDRs, Bonds & Others	5,08,00,000	4,06,00,000
	1.3 Interest Received		
	Saving Bank Account	13,85,224	5,62,681
	FDRs, SDS & Other Deposits	2,35,82,080	1,83,51,114
	Special Loans	1,30,690	1,23,257
		2,50,97,994	1,90,37,052
	1.4 Members Accounts		
	Members Account GPF	2,00,84,321	2,28,41,926
	Members Account CPF	25,74,269	22,89,335
	Members Account CPS	1,66,93,071	2,53,89,194
	Recovery of Advances	9,07,046	9,17,523
	Recovery of Special Advances	62,79,124	67,46,617
		4,65,37,831	5,81,84,595
	Total (1)	12,66,27,794	12,68,00,631
2	Payments		
	2.1 Investments		
	FDRs, Bonds & Others	7,32,00,000	9,74,00,000
	2.2 Payment to Members		
	Advances	9,32,000	10,52,000
	Finals Withdrawals GPF	1,43,71,512	1,26,63,083
	Final Withdrawals CPF	0	7,00,000
	Final Withdrawals CPS	2,20,20,332	34,69,173
	Special Advances	50,82,000	7,15,000
	Interest paid/Bank charges etc.	17,65,868	6,09,406
		4,41,71,712	2,52,08,662
	2.3 Closing Balances		
	Yes Bank SB A/c	37,11,664	28,87,797
	Axis Bank SB A/c	55,44,418	13,04,172
		92,56,082	41,91,969
	Total (2)	12,66,27,794	12,68,00,631

Place :Lucknow
Date: 15.05.2016


(Sudhir Chandra)
Secretary


(Prof. Prakash Singh)
Chairman



भारतीय प्रबंध संस्थान, लखनऊ
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