

ANNUAL REPORT

2016-2017



Indian Institute of Management Lucknow

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BOARD OF GOVERNORS

Chairman

Dr. Jamshed J Irani

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Director

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Adviser, Govt. of India,
Ministry of HRD, Department of
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Department of Secondary
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Govt. of Uttar Pradesh
Dept. of Tech. Education
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Integrated Cities & Industrial Clusters
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Aligarh Muslim University,
Aligarh – 202002 (U.P.)

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Prof. Pushpendra Priyadarshi

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Associate Professor

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Lucknow – 226 013

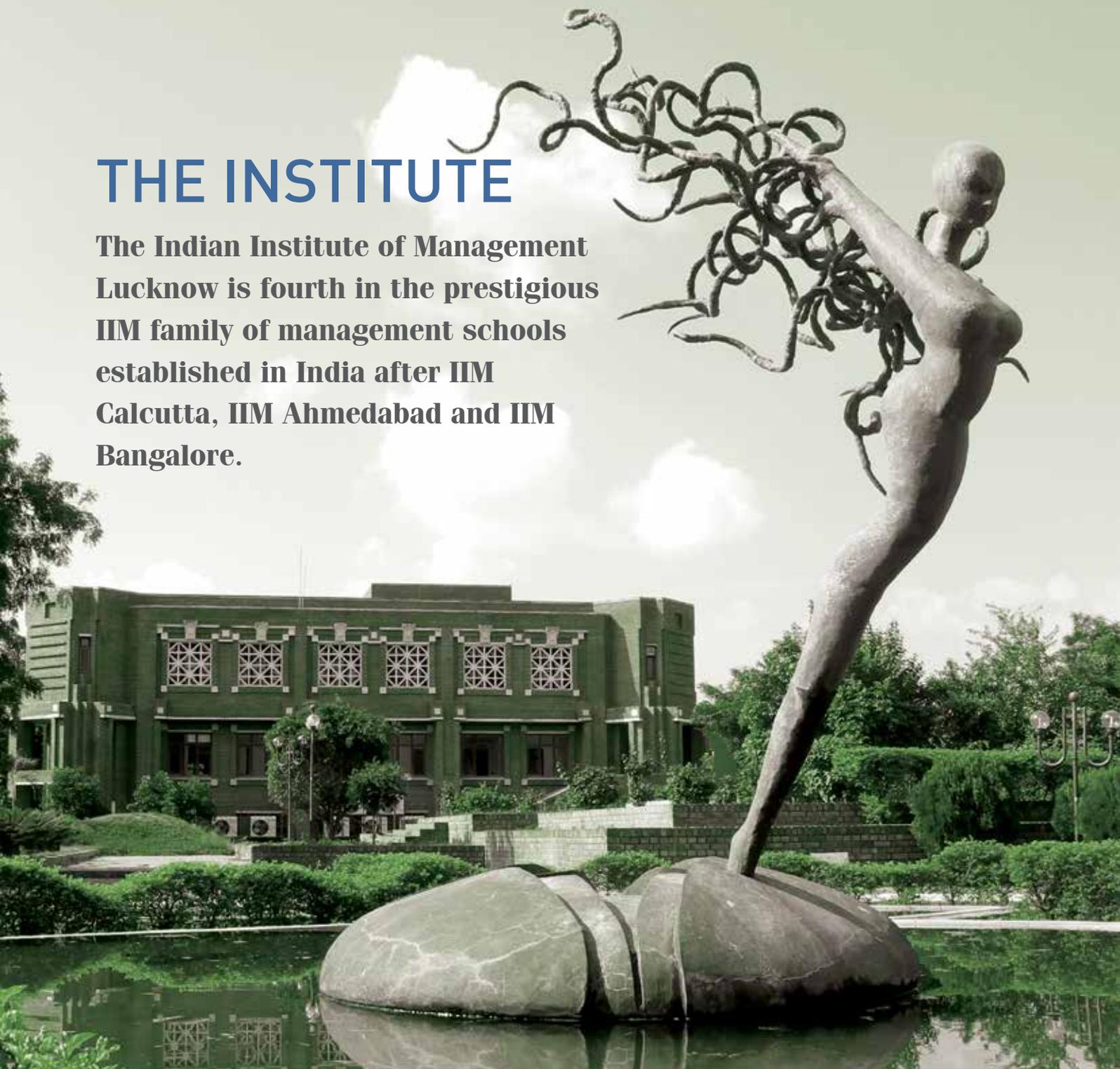
Shri Vishwa Ranjan

Secretary-BOG & CAO

Indian Institute of Management
Lucknow
Prabandh Nagar, IIM Road,
Lucknow – 226 013

THE INSTITUTE

The Indian Institute of Management Lucknow is fourth in the prestigious IIM family of management schools established in India after IIM Calcutta, IIM Ahmedabad and IIM Bangalore.



Vision of IIM Lucknow

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

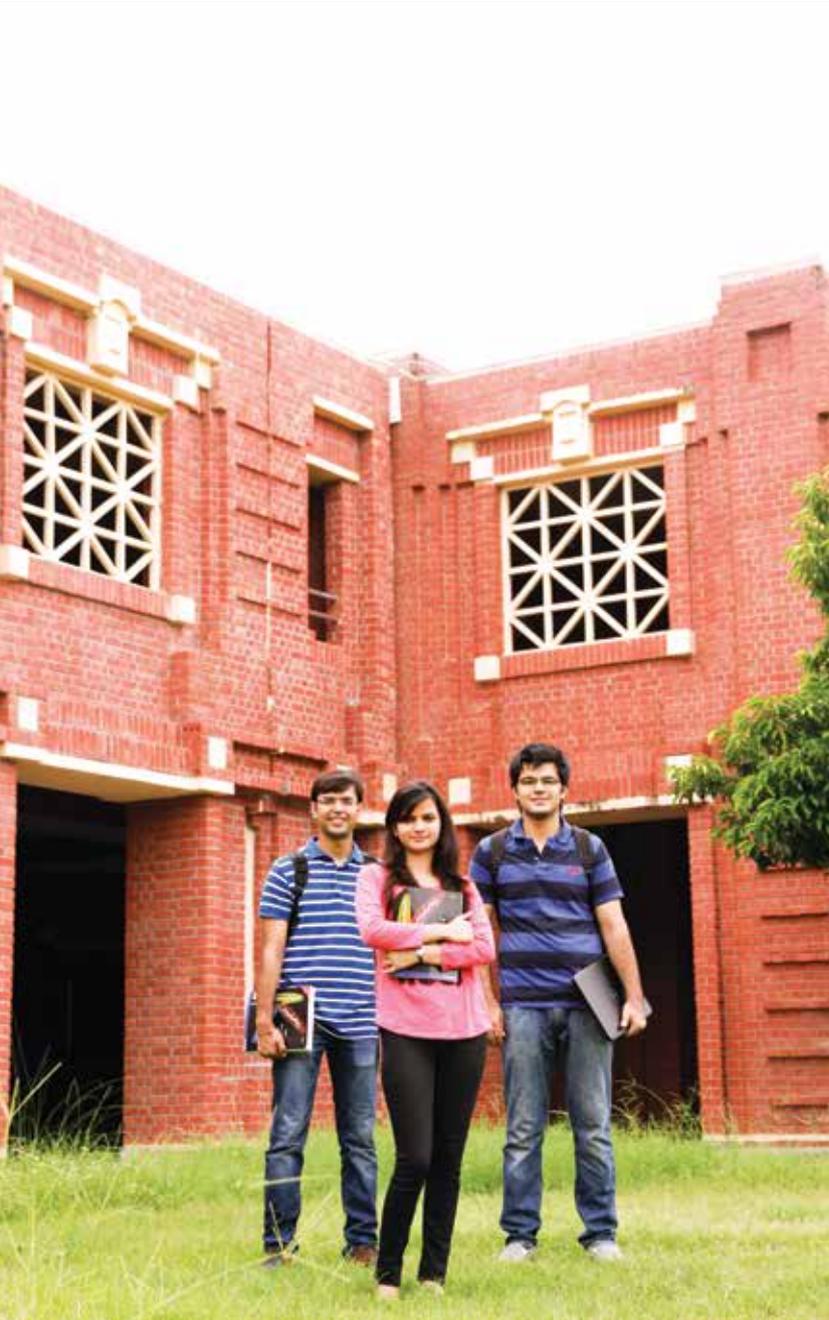
Mission of IIM Lucknow

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.

Section 1

ACADEMIC PROGRAMMES

- Post Graduate Programme in Management
- Post Graduate Programme in Agri-Business Management
- PGPM & PGP ABM Final Placement 2017
- 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



01

POST GRADUATE
PROGRAMME IN
MANAGEMENT



“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 programme. 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. Accreditation from AMBA and the ongoing process with AACSB ensures that the rigour is maintained.

The PGP also prepares the students to take up multiple responsibilities and energizes them for the fast-track performance expected by 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. This is what makes managers from IIM Lucknow a cut above the rest in challenging situations.

1.1 Preparatory Programme

The preparatory programme is meant for new batch of the students who are found relatively under-prepared in Quantitative skills. Preparatory programme was held before start of the regular session, 102 students attended this programme during June 12-25, 2017.

- To help them become aware of various learning styles, and help them establish linkages between their life's goals and management education.
- To initiate functional interaction between first year students and faculty.

1.2 Induction Programme

PGP Induction Programme was organized for new PGP batch during the last week of June 2017. The objective of the induction programme is:

- To acquaint the students with modern management education, its scope, functional areas, and the design of the Post Graduate Programme at IIML.
- To acquaint them with the teaching and learning methods used at IIML with special emphasis on the case method.

1.3 Tutorials

Tutors (formal) were introduced for the academic year for subjects that require strong quantitative aptitudes. Second year PGP students who secured 'A' grade in respective subject and FPM students conducted tutorial classes.

1.4 New Courses

Courses both core and elective from concerned area were reviewed and revised in PGP review conducted during the month of May 2017. Review was carried out by involving external industry experts and renowned faculty. Six new courses were introduced.

“

2 year full time, residential programme.

Students meeting the programme requirements are awarded the Post Graduate Diploma in Management.



Table 1.1 – 3 Years Batch Profile

Parameters	2014-16	2015-17	2016-18
No. of Students Admitted	435	440	411
No. of Students Graduated	405	405	Yet to Graduate
SC/ ST Students	111	100	96
Women	195	140	101
With Work Exp.	307	299	275
Students with Engineering Background	314	326	281

Chart 1.1 – 3 Years Batch Profile

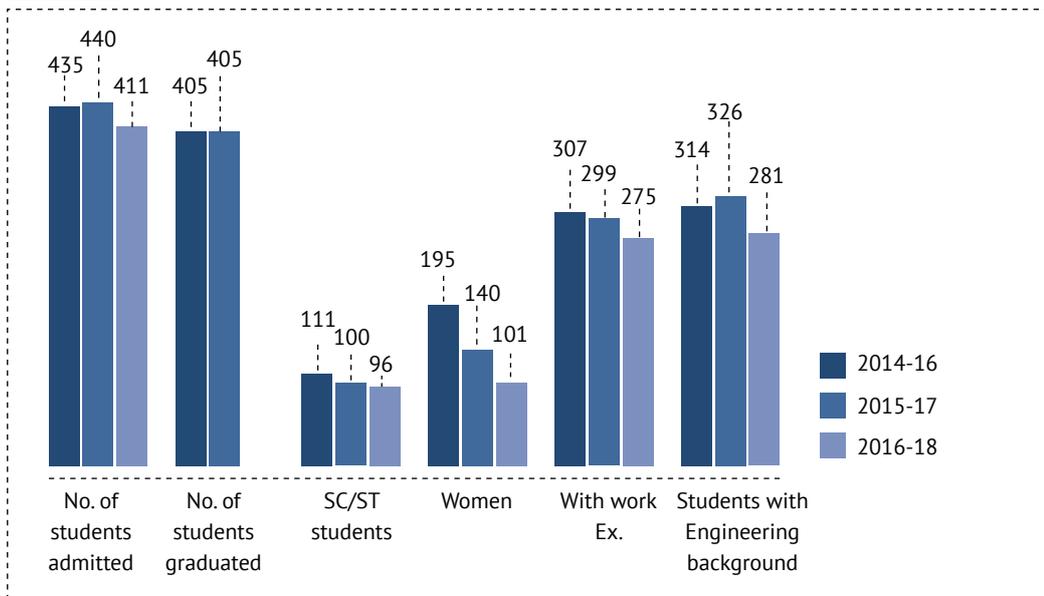
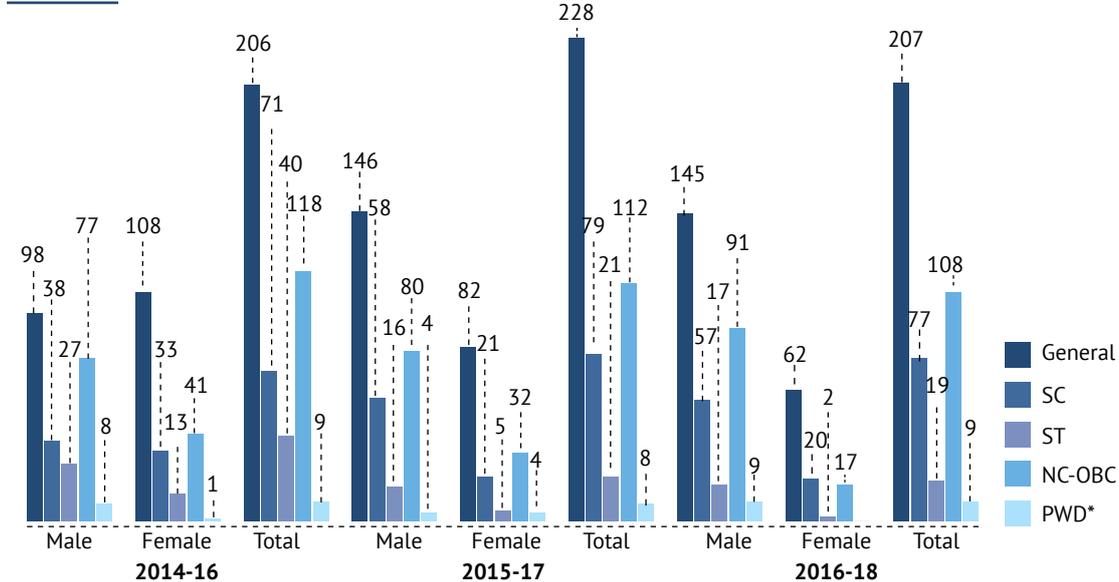


Table 1.2 – 3 Years Admission Trend

Category	2014-16			2015-17			2016-18		
	Male	Female	Total	Male	Female	Total	Male	Female	Total
General	98	108	206	146	82	228	145	62	207
SC	38	33	71	58	21	79	57	20	77
ST	27	13	40	16	5	21	17	2	19
NC-OBC	77	41	118	80	32	112	91	17	108
PWD*	8	1	9	4	4	8	9	0	9

* PWD figures are already included in respective categories

Chart 1.2 – 3 Years Admission Trend



02

POST GRADUATE
PROGRAMME IN
AGRI-BUSINESS



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 agri-business and agro-based enterprises with a strong international orientation.

2.1 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.

2.2 Field Visits of PGP ABM Students

The Post Graduate Programme in Agri-business Management (PGP ABM) 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.

To gain first-hand experience of primary food and agricultural markets, the first year PGP ABM students visited the Cattle market, Naveen Galla Mandi and fish market on 17th July 2016 and 7th August 2016.

To familiarise students with the rural business environment, field visits for second year students of PGP ABM was conducted during September 4-9, 2016. These visits were organised at different locations i.e. Gorakhpur, Unnao, Shahjahanpur, Haridwar and Faizabad.

2.3 Batch Profile-2016-2017

PGP ABM scored high on gender diversity this year- a total of 23 female students have been inducted this year in the PGP ABM i.e. 45.09% of the total batch size. The majority of students have Biotechnology background-52.94% in PGP ABM. There are 29 students who have work experience.

Table 2.1 – 3 Years Batch Profile

Parameters	2014-16	2015-17	2016-18
No. of Students Admitted	46	23	51
No. of Students Graduated	40	18	Yet to Graduate
SC/ ST students	11	11	9
Women	24	8	23
With Work Exp.	16	7	29
Students with Engineering Background	28	11	17

Chart 2.1-3 Years Batch Profile

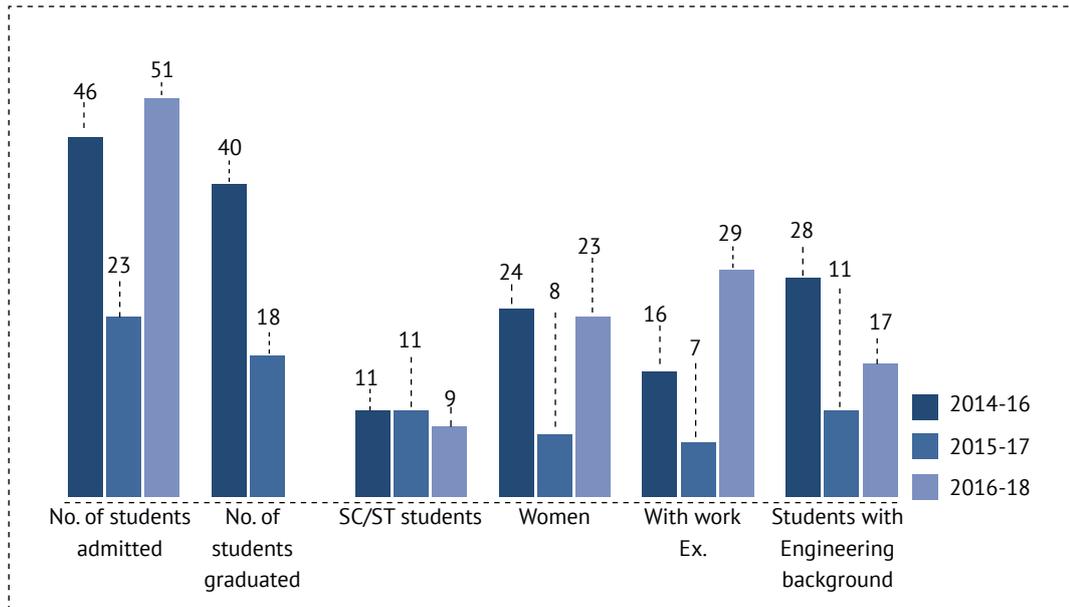
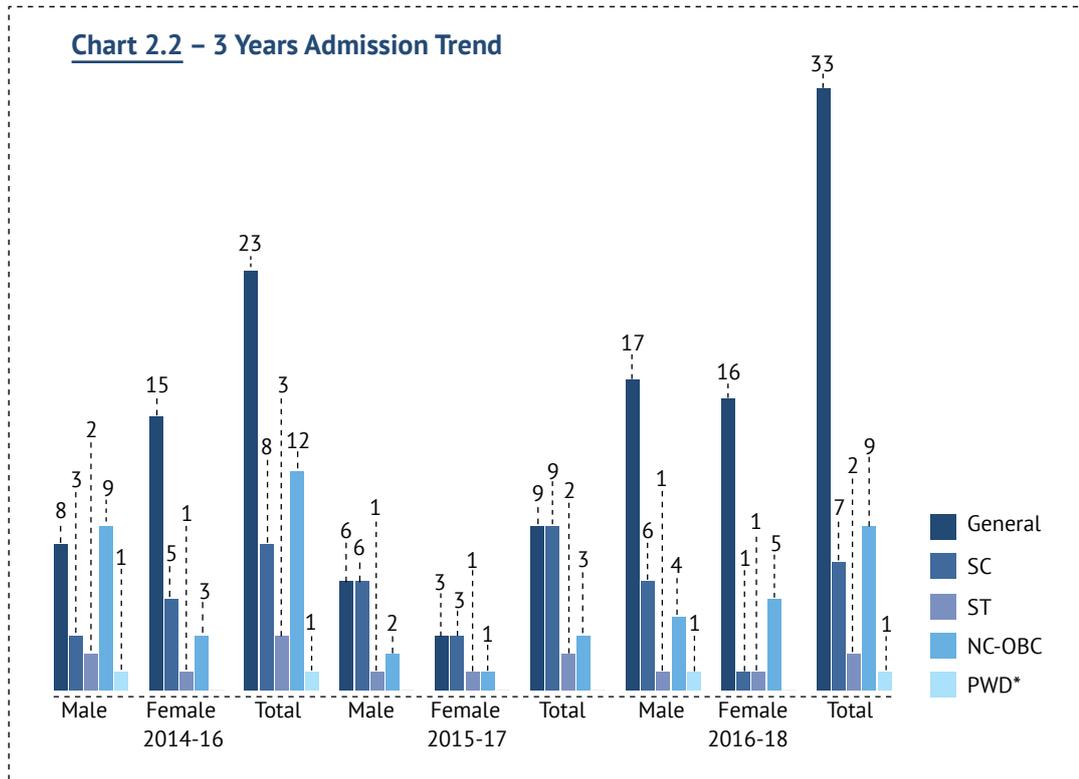


Table 2.2 – 3 Years Admission Trend

Category	2014-16			2015-17			2016-18		
	Male	Female	Total	Male	Female	Total	Male	Female	Total
General	8	15	23	6	3	9	17	16	33
SC	3	5	8	6	3	9	6	1	7
ST	2	1	3	1	1	2	1	1	2
NC-OBC	9	3	12	2	1	3	4	5	9
PWD *	1	0	1	0	0	0	1	0	1

* PWD figures are already included in respective categories

Chart 2.2 – 3 Years Admission Trend



PGPM & PGP ABM FINAL PLACEMENT 2017



The iconic dhol's thunderous beat resonates in IIM Lucknow's convocation ground post-placements on 3rd February once again. IIM Lucknow achieved 100% final placements for its 31st batch of 435 students. The recruitment drive saw participation from over 170 domestic and international recruiters. The highlight of the Placement Season was the participation of esteemed firms like EMAAR, McKinsey & Company, o3 Capital and The Boston Consulting Group. 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 4 segments based on roles offered were sales & marketing, finance, consulting and business development including some extremely sought after and niche profiles in the finance domain. The rest of the offers came from domains such as operations/supply chain, general management, systems/IT, market research, analytics and HR.

Some of the top recruiters across different sectors were Accenture, Aditya Birla Group, Amazon, Avendus, Goldman Sachs, Hindustan Unilever, McKinsey & Company, TAS and The Boston Consulting Group. Our

“

100%
Final
Placements

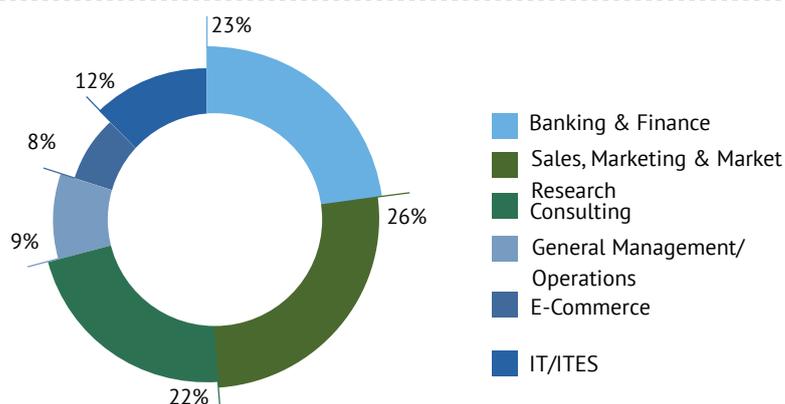
for its 31st batch of
435 students.



first time recruiters include Clinton Health Access Initiative, EMAAR, Societe Generale among others. International profiles were offered by Capgemini, EMAAR, M.H. Alshaya, UAE Exchange and Olam International.

Sector-Wise Summary

The top segments based on roles offered were sales & marketing (26%), finance (23%), consulting (22%), e-Commerce (8%), systems/IT (12%) and general management (9%). Given economic situation, recruiters continued to prefer IIM Lucknow as their preferred campus. Offers came from domains such as finance, market research, analytics, business development, social media marketing and HR among others.



FMCG/Consumer Goods/ Telecom/Digital Media Sector

In the FMCG/Consumer Goods/Telecom/Digital Media Sector saw some of the top firms being Airtel, Colgate Palmolive, Dr Reddy's, GSK, Hindustan Unilever, ITC, Marico, P&G, Pepsi, Samsung, Star TV and United Breweries. In addition to the traditional sales & marketing roles, these firms offered roles in supply chain management, IT, corporate finance, HR and analytics with some of them being exclusive roles for IIM Lucknow.

BFSI Sector

BFSI sector saw the participation of a number of international firms hiring for a diverse set of profiles. The campus secured its position as a potential recruiting destination amongst premium recruiters. BFSI sector saw a total of offers by firms such as American Express, Altisource, Avendus Capital, Bank of America, Merrill Lynch, Citibank, DBS, HSBC, Goldman Sachs, ICICI Bank, Kotak Investment Banking, o3 Capital and Societe Generale among others. The major roles were in front end investment banking, global markets, investment research, corporate/ wholesale/ retail banking, market research, trading and operations.

Consulting and General Management Sector

In the consulting domain, Accenture, Alvarez & Marsal, Avalon Consulting, Capgemini and Feedback Infra among others made offers, with Accenture, The Boston Consulting Group and McKinsey & Company being the top 3 recruiters. The General Management domain saw participation from companies such as Aditya Birla Group (ABG), Airtel, Lodha Group, Mahindra and Mahindra, RPG and TAS among others. ABG, TAS and Mahindra and Mahindra are the highest recruiter in this domain.

IT/E-Commerce/Technology Sector

Some of the firms from the IT/E-Commerce/Technology Sectors were Amazon, Cloudtail, Paytm, Rivigo, Uber and Wipro. These firms opened not only IT/Systems profiles, but also roles such as category management, sales enablement, business development, supply chain management, product marketing, strategic alliances, programme manager and analytics.

The institute has created history yet again by placing one of the largest IIM batch during Final Placements. This performance has once again stamped the authority of IIM Lucknow in the wake of a volatile market.

Initiatives

- Collaborating with traditional recruiters in areas other than Placement
- Developing partnership with firms having no prior experience of hiring from IIMs. Such engagement were initiated at Summer Internship
- Focusing on sectors that are emerging or untapped, potential markets
- Special attention towards disadvantaged groups
- Intensive engagement with Alumni

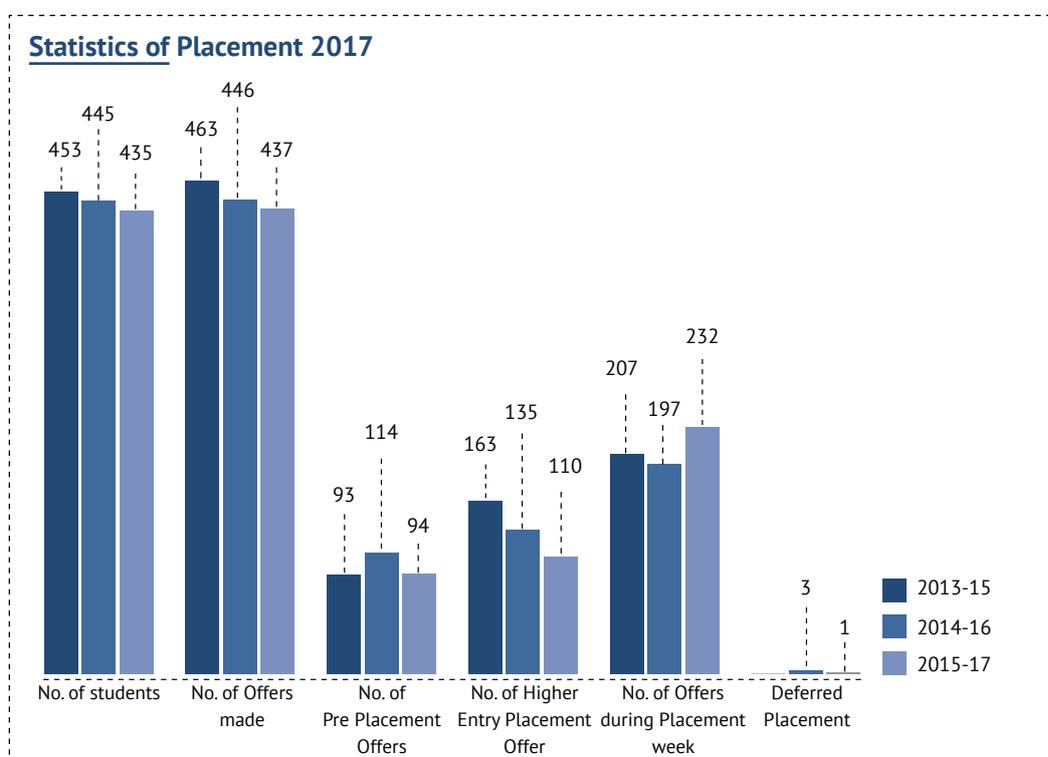


Highlights

- 100% placement in 3 days
- 52 First time recruiters on campus
- IIM Lucknow retains its position as the most preferred campus for Sales & Marketing Profiles
- Finance saw many first time recruiters offering a wide array of roles
- Reaching out & networking with Alumni helped in attracting new recruiters

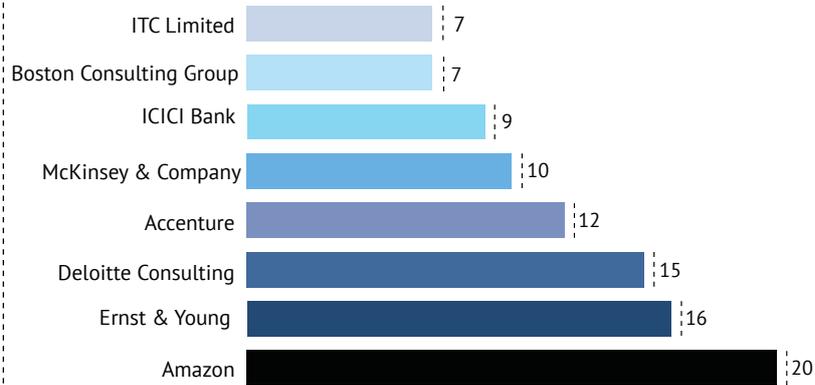
Statistics of Placement 2017

	2013-15	2014-16	2015-17
No. of Students	453	445	435
No. of Offers made	463	446	437
No. of Pre Placement Offers	93	114	94
No. of Higher Entry Placement Offer	163	135	110
Offers during placement week	207	197	232
Deferred Placement	0	03	01



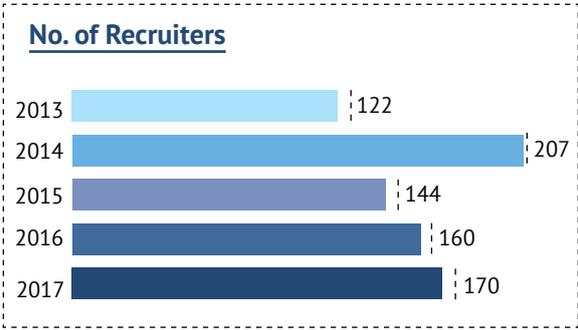
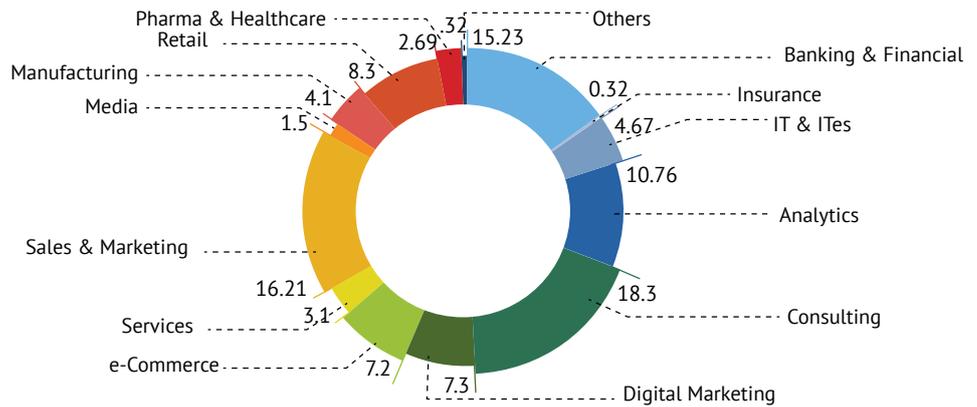
Top Recruiters

Company	No. of Offers
Amazon	20
Ernst & Young	16
Deloitte Consulting	15
Accenture	12
McKinsey & Company	10
ICICI Bank	09
Boston Consulting Group	07
ITC Limited	07

Statistics of Placement 2017

Recruiters

170 Recruiters Participated in our Final Placements
52 New Recruiters were added to the list this year



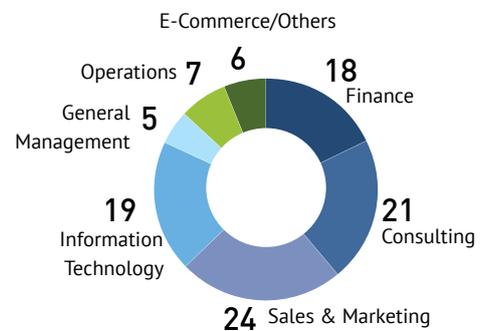
Functional Area-wise

Function Area	Offers in %age				
	2013	2014	2015	2016	2017
Finance	19	18	22	17	23
Consulting	18	21	21	26	22
Sales & Marketing	22	24	25	20	26
Information Technology	20	19	10	14	12
General Management	9	5	5	10	05
Operations	7	7	2	3	4
E-Commerce/Others	5	6	15	10	08

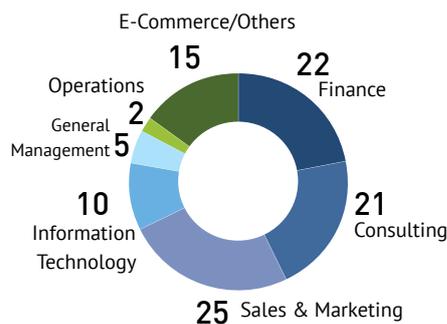
2013



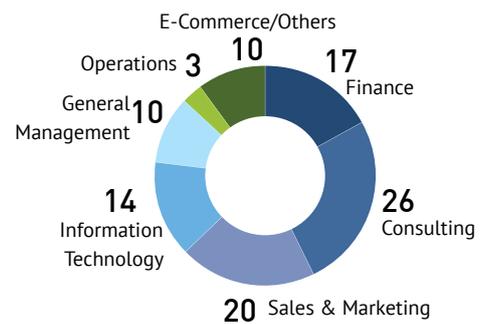
2014



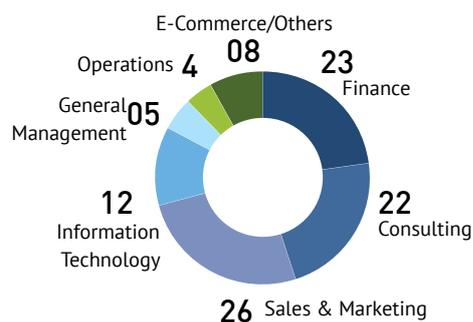
2015



2016



2017



03

POST GRADUATE
PROGRAMME IN
MANAGEMENT FOR
WORKING EXECUTIVES



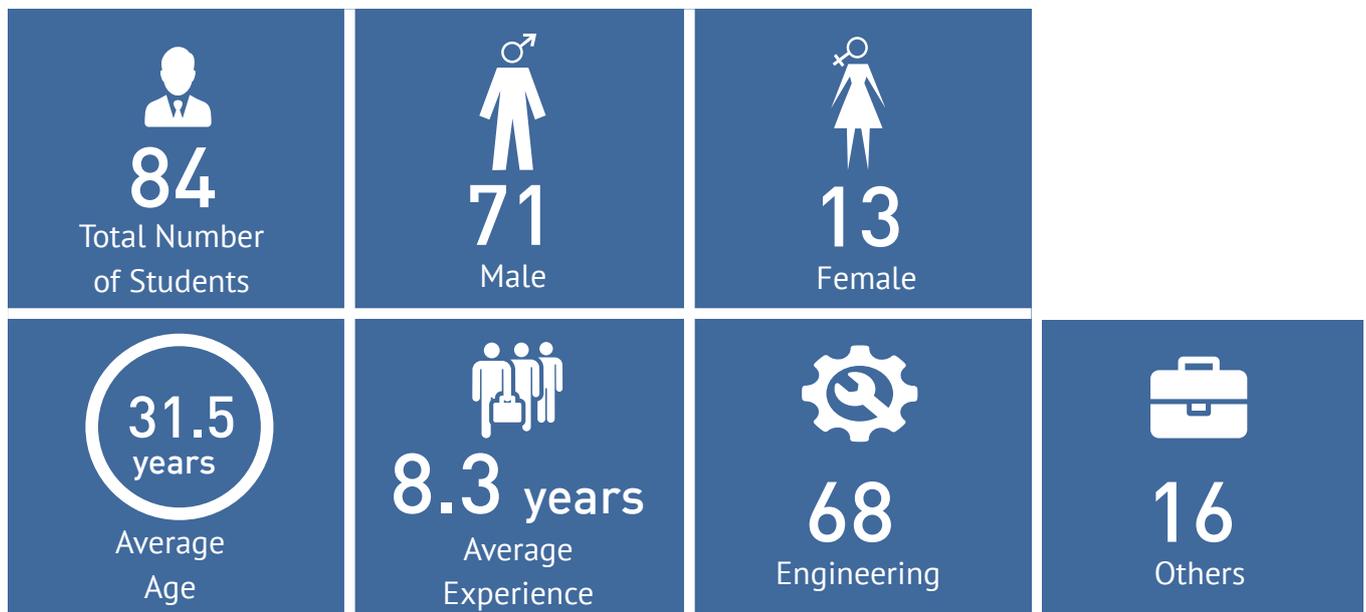
The WMP is a uniquely designed programme for working executives, entrepreneurs and professionals, who desire to enhance their managerial knowledge and skills through formal management education while continuing to work full time in their ongoing professions / businesses. The programme is structured to meet the learning needs and methodologies in such a way that one can continue to work, and engage in formal education simultaneously. The programme is designed to maintain the high standards and rigour expected from all post graduate programmes in management at IIM Lucknow.

It aims at developing strong conceptual fundamentals and skills required to manage businesses of the future. The WMP aims to help to inculcate leadership and teamwork amongst participants and foster the development of change agents to take leadership roles in the global arena. The 27 months Programme has over thirty credits worth of courses which must be successfully completed.

The specific objectives of the Programme are to enable the executives to:

- Comprehend the meaning of socio-economic, technological and ecological environment of modern societies and their characteristic values;
- Acquire the prevailing state-of-art knowledge and skills in the functional areas of management;
- Develop analytical and innovative foresight to gauge change holistically, and to enhance the effectiveness and efficiency of business systems;
- Value societal well-being and the responsibility of corporate citizens

12th Batch (Year 2016-17)

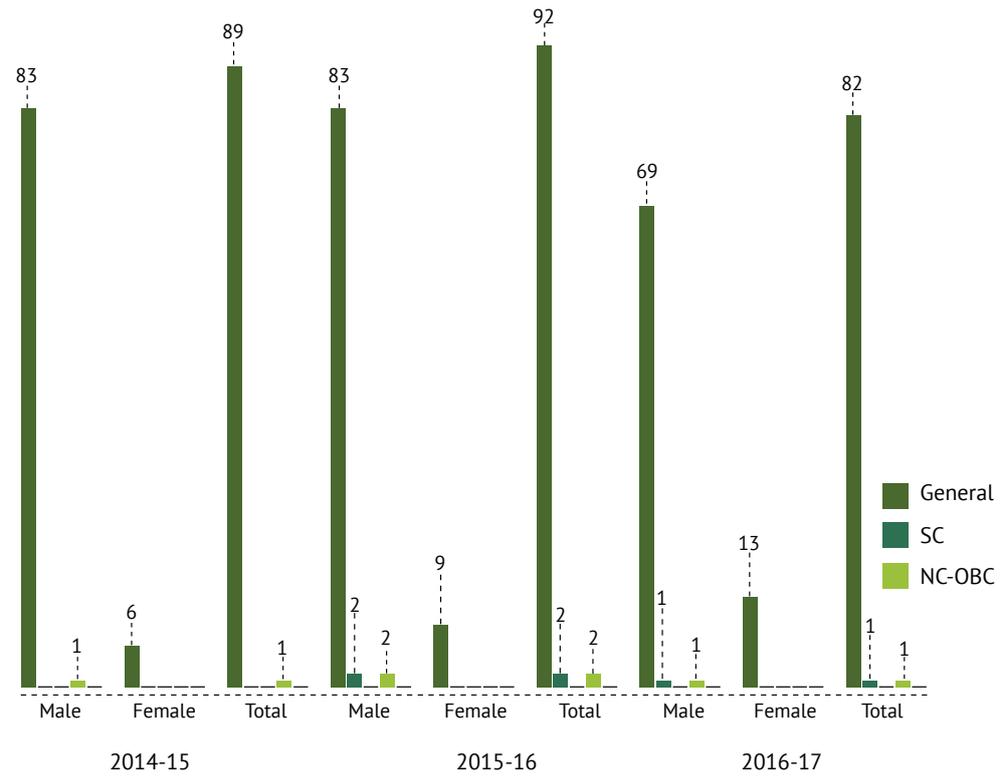


Parameters	10th Batch (2014-15)	11th Batch (2015-16)	12th Batch (2016-17)
Intake Parameter / Eligibility Criteria	Applicant must have completed a Bachelor Degree or equivalent in any discipline recognized by a) All India Council for Technical Education (AICTE), b) UGC or Ministry of HRD, Government of India.	Applicant must have completed a Bachelor Degree programme or equivalent in any discipline recognized by (a) All India Council for Technical Education (AICTE), (b) UGC or Ministry of HRD, Government of India.	Applicant must have completed a Bachelor Degree programme or equivalent in any discipline recognized by a) All India Council for Technical Education (AICTE), b) UGC or Ministry of HRD, Government of India.
	In Bachelor Degree the applicant must have obtained minimum 50% aggregate marks (or CGPA of 5.50 on a 10-point scale); 45% marks for SC/ST/PWD categories.	In Graduation the applicant must have obtained minimum 50% aggregate marks (or CGPA of 5.50 on a 10-point scale); 45% marks for SC/ST/PWD categories.	In Bachelor Degree the applicant must have obtained minimum 50% aggregate marks (or CGPA of 5.50 on a 10-point scale); 45% marks for SC/ST/PWD categories.
	The applicant must also have minimum 3 years full time working experience (after Bachelor Degree) as managerial, entrepreneurial and/or professional working experience.	The applicant must also have minimum 3 years full time working experience (after Graduation) as managerial, entrepreneurial and/or professional work experience.	The applicant must have minimum 3 years full time working experience (after Bachelor Degree) as managerial, entrepreneurial and/or professional working experience.
	The applicant must be below 45 years of age.	The applicant must be below 45 years of age.	The applicant must be below 45 years of age.
	Qualified candidate then call for Written Ability Test (WAT) and Personal Interview.	Qualified candidate then call for Written Ability Test (WAT) and Personal Interview.	GMAT score obtained from March 01, 2013 to March 20, 2016 OR Written Examination conducted by IIML. Only one score that is either GMAT or IIML Written Entrance Exam will be considered for further admission process. For anyone who writes the IIML Entrance Exam, there will be consideration of only IIML Entrance Exam scores and not their GMAT scores. Qualified candidate then call for Written Ability Test (WAT) and Personal Interview.

Table 3.1 – 3 Years Batch Profile

	10 th Batch	10 th Batch	12 th Batch
No. of Students Admitted	90	96	84
No. of Students Graduated	77	In Second Year	In Third Year
SC/ST students	(OBC - 1)	(Total - 4); (OBC - 2); (SC - 2)	(Total - 2); (OBC - 1); (SC - 1)
Women	6	9	13
Avg. work Exp. (Years)	8.2	9.3	8.3
Students with Engineering Background	67	64	68

Chart 3.2 – 3 years Admission Trend



04

INTERNATIONAL PROGRAMME IN MANAGEMENT FOR EXECUTIVES



The International Programme in Management for Executives (IPMX) is designed for mid/senior-level management professionals, and aims to prepare them for leadership roles in business. The programme is designed to impart business education that is grounded in the Indian and international business environments. It aims at enhancing the understanding of business processes at the functional and strategic levels among the participants of the programme, thus, preparing them for augmented roles in managing enterprises engaged in global business. It is a one-year full-time residential programme. On successful completion of the course, students are awarded the Post Graduate Diploma in Management for Executives. A core component of the programme is a study module at one of our partner institutes located in Europe / East Asia, which provide the students with an opportunity of an international learning experience, contributing towards equipping them with the knowledge and perspective relevant to current global business issues. The programme is rigorous and rewarding. It provides an opportunity for personal development and professional growth through inquiry and insight obtained in an interactive learning environment. Noida, the hub of commercial and industrial activity, provides IIML-NC a location-specific advantage. Industry-related assignments form an integral part of the course curriculum.

Table 4.1 - Batch Profile of 2016-17

GMAT score	Range 610–730 (Average-640)
Male	56
Female	7
Average Age	31.5 years
Average Work experience	9.5 years

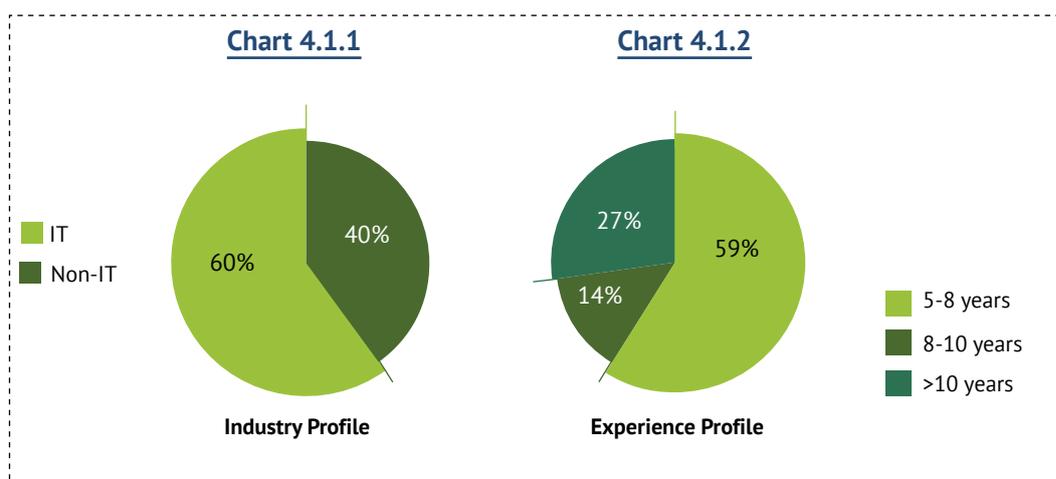
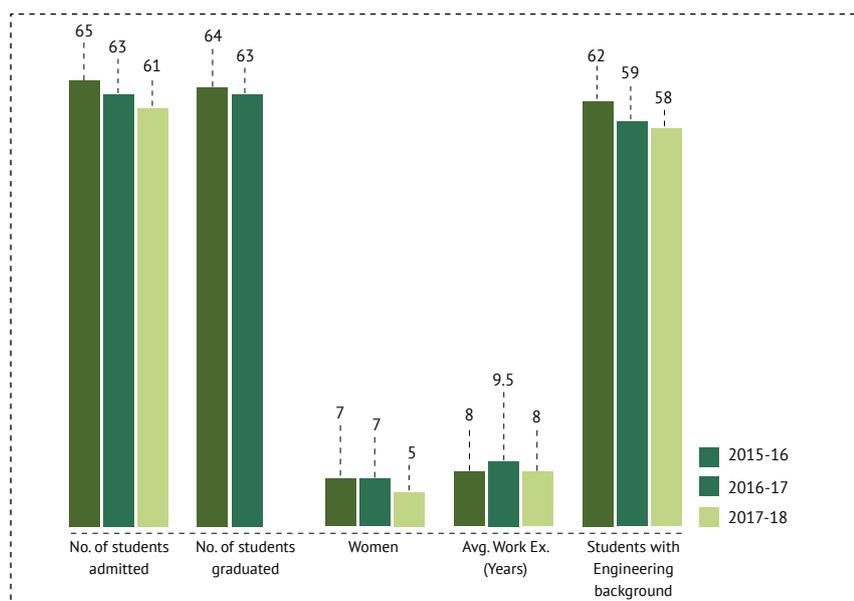


Table 4.2 - 3 Years Batch Profile

	2015-16	2016-17	2017-18
No. of Students Admitted	65	63	61
No. of Students Graduated	64	63	Yet to Graduate
Women	7	7	5
Average Work Exp. (Years)	8	9.5	8
Students with Engineering Background	62	59	58

Chart 4.2 – 3 Years Batch Profile

4.1 Orientation Programme

A two day Induction Module helps the new students know each other and exposes them to topics like Building a Learning Community, Leadership in Corporate Sector, Critical Thinking Skills, Academic Honesty etc. Students get to interact with the library and computer centre team and also with students of other programmes in campus. Induction module acquaints the students about the programme structure.

4.2 Curriculum

IPMX has an exacting academic schedule of four terms with each term involving a number of short projects on relevant business issues. The programme provides a firm grounding in concepts of general management and offers students opportunities to specialise in their areas of interest.

4.3 Core Courses

Focuses on enhancing awareness, understanding and decision making capabilities in the areas of general management in a global business setting. There are 14.5 compulsory core course credits.

4.4 Elective Courses

Focuses on meeting the specific career goals of students. Provides deeper understanding of the subjects and ability to think beyond the obvious. Each student has to complete 9 credits of elective.

4.5 Course of Independent Study

Provides opportunity for the student to explore a topic in depth in an area of special interest under the supervision of a faculty. It is either an exploratory type or a prescriptive type with a focus on its applicability to management situations.

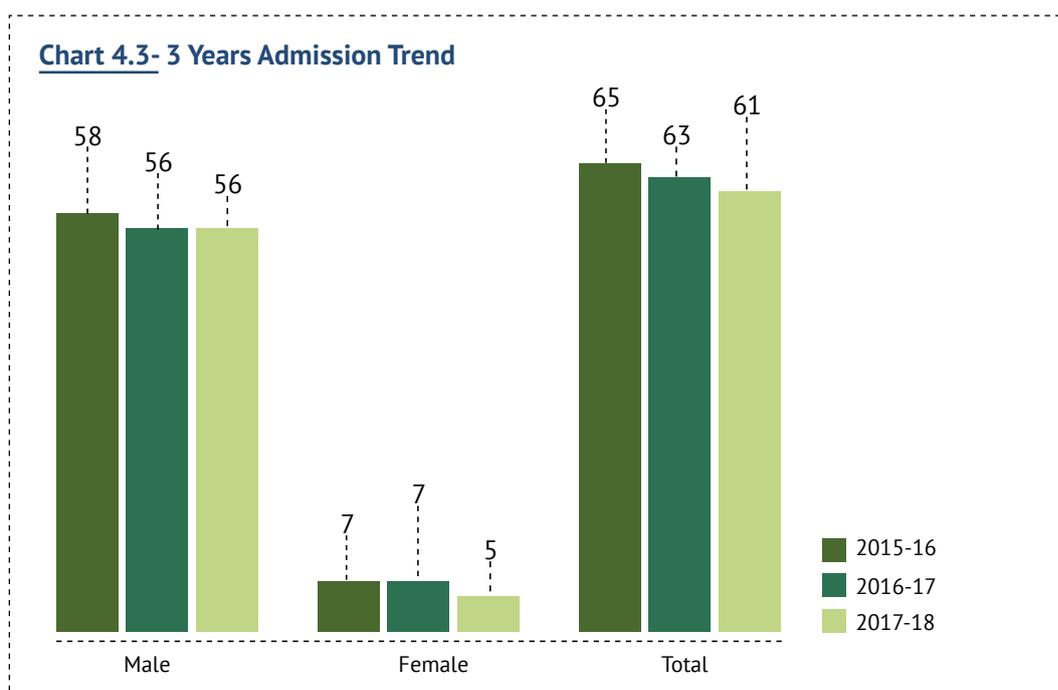


4.6 Lectures

S.No.	Name	Company Affiliation
1	Laxminarayana K R	Chief Endowment Officer, Azim Premji Foundation
2	Vijay Jasuja	CEO SBI Cards
3	Rakhee Malik	Head HR- A.T.Kearney Ltd
4	Dr. Dave Valliere	Professor-Entrepreneurship and Strategy, Ted Rogers School of Business Management
5	Arvind Mahajan	Independent Director; Partner & National Head Energy, Infrastructure & Govt. KPMG
6	Sudipta Ghosh	Partner-PwC; Founder of Research and Analytics group at PwC
7	Rama Sivaraman	Chief Operating Officer at Polaris Consulting Services
8	Mr. Vivek Matange	Senior General Manager, Bosch Ltd
9	Mr. Amit Kasliwal	Sales Head, Ford India
10	Mr. Mrityunjay Athreya	Padma Bhushan awardee, a former professor at the IIM Calcutta, the London Business School and the Strathclyde Business School, Scotland.
11	Mr. Rajdeep Sahrawat	Head International Business & Strategic Initiatives (Public Sector), TCS

Table 4.3 - 3 years Admission Trend

2015-16			2016-17			2017-18		
Male	Female	Total	Male	Female	Total	Male	Female	Total
58	7	65	56	7	63	56	5	61



4.7 3 years Placement Trend Report

IIM Lucknow's International Programme in Management for Executives (IPMX), is designed for mid/senior level professionals, to prepare them for leadership roles. The programme is designed to develop students for mid and senior level strategic roles to manage enterprises engaged in global business.

IIML follows rolling recruitment process for its IPMX students at Noida Campus that spread over 3 to 4 months giving both students and recruiters to find their best fit. We invite companies to visit the campus and interact with students through various modes – Leadership talk series, Pre-placement presentations, competitions, events, live projects, etc. It gives the opportunity to both recruiters and students to understand

each other and thus making an informed decision on their final placements. Typically, final placements starts in November every year. Noida Campus is playing a pivotal role to drive the placement process conveniently because of its location advantage; recruiters find this place easier to conduct the process.

4.8 Recruiters / functional overview

IPMX has witnessed many national and international recruiters participating in the placement process over the years offering strategic mid and senior level management roles to the students. The recruitment process is conducted through campus and off campus modes.

Below are some major recruiters and typical roles offered in the past, across various geographies in the world:

Major recruiters*	Typical positions offered*
Google	EA to Chairman / President
Deloitte	Operating Officer
Shapoorji Pallonji & Co. Ltd	Engagement Manager
Syntel	Sr. GM /DGM/ AGM
Citi	VP / VP
Daimler India	Delivery Manager
Hero Motocorp Ltd.	Manager/ Sr. Manager/ Group Manager
Virtusa India Pvt. Ltd.	Principal Consultant / Sr. Consultant /Consultant
GE India	
Goldman Sach	Business Development Managers

**these are some indicative names, not the exhaustive list.*



05

FELLOW PROGRAMME
IN MANAGEMENT



Launched in the year 2000-01, the Fellow Programme in Management (FPM) is a doctoral level programme of the Indian Institute of Management Lucknow. The programme 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 interdisciplinary 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 programme structure provides enriching environment for personal and professional growth.

The FPM programme attracts students of the highest quality and prepares them for academic careers at leading business schools of India. The FPM programme consists of two components: The coursework exposes scholars to a variety of core and elective MBA as well as Fellow level area-specific courses and provides exhaustive training in research methodology. A team of faculty, chaired by a principal supervisor, supervises the second component of independent research. The programme, 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 provides a perfect learning platform for FPM scholars.

Area of Specialization

- Agri-Business Management
- Business Environment (Economics)
- Decision Sciences (Operations Research/Statistics)
- Finance & Accounting
- Human Resource Management
- Information Technology & Systems
- Marketing
- Operations Management
- Strategic Management

Table 5.1 - 3 Years Admission Trend

Category	2015-16			2016-17			2017-18		
	Male	Female	Total	Male	Female	Total	Male	Female	Total
General	7	6	13	10	4	14	17	8	25
SC	0	0	0	2	0	2	0	1	1
ST	0	1	1	0	0	0	0	0	0
NC-OBC	0	0	0	1	1	2	0	0	0
PWD	0	0	0	0	0	0	0	0	0
Total Admission Offered			14			18			26

Chart 5.1- 3 Years Admission Trend

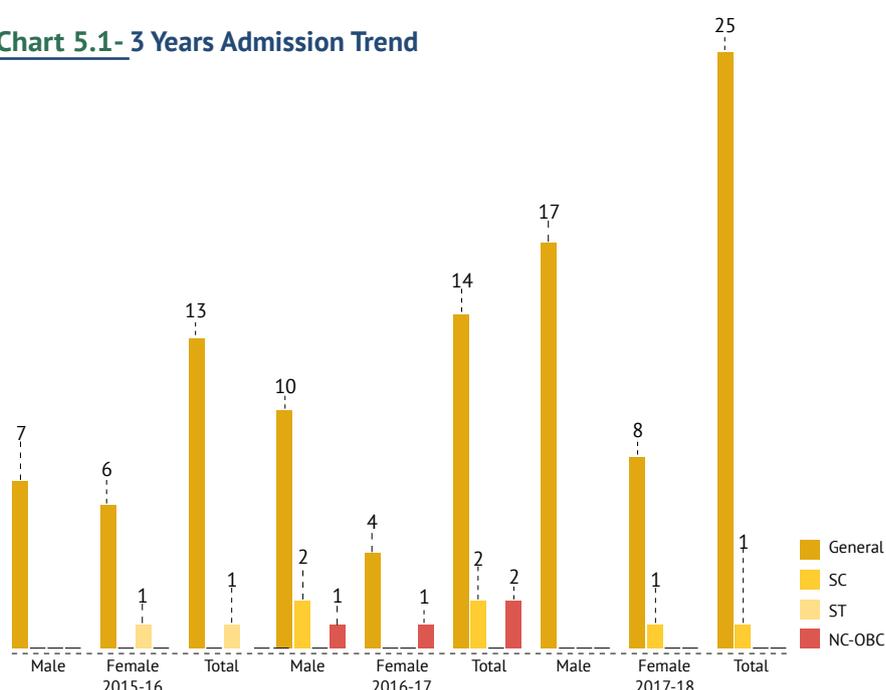
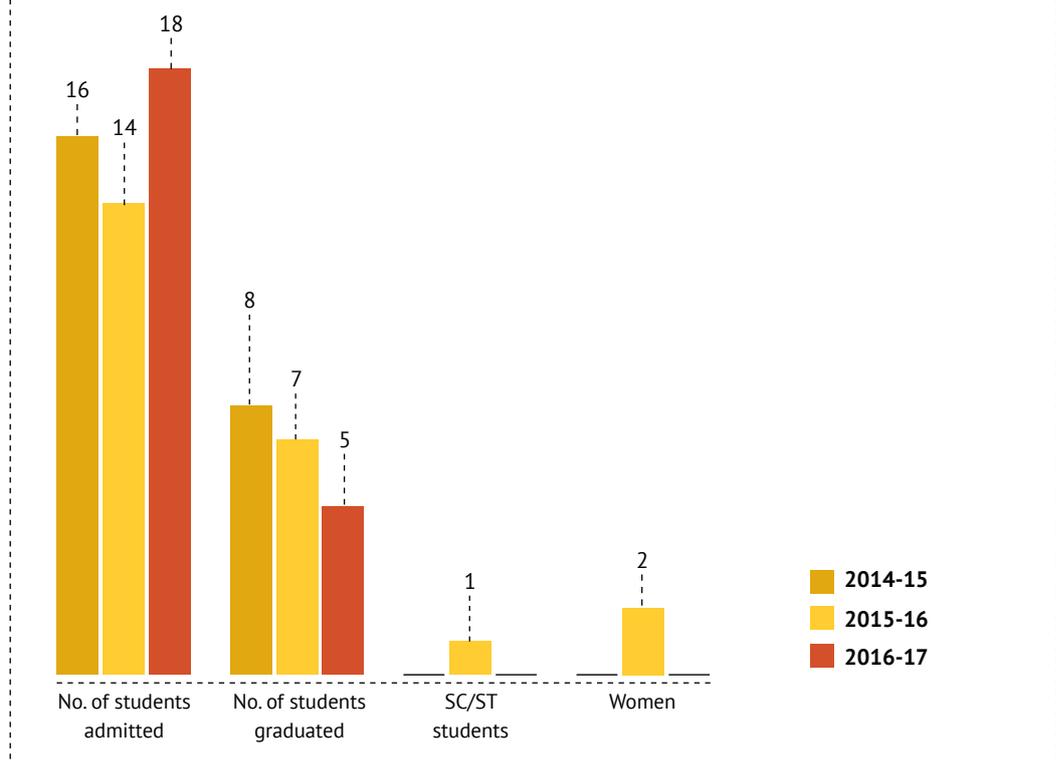


Table 5.2 - 3 Years Batch Profile

Parameters	2014-15	2015-16	2016-17
Intake Parameter	Decided by respective area	Decided by respective area	Decided by respective area
No. of Students Admitted	16	14	18
No. of Students Graduated	8	7	5
SC/ST students	0	1	0
Women	0	2	0

Chart 5.2- 3 Years Batch Profile

Graduating FPM Students (2016-2017)

S.No	Name	Area	Thesis Title	Thesis Advisory Committee
1	Faisal Mohammad Ahsan	Strategic Management	International Expansion Of Emerging Economy Firms; Role Of Strategic Motivations For Internationalization	Prof. Ashutosh Sinha (Chairperson), Prof. Neeraj Dwivedi (Member), Prof. Kaushik Bhattacharya (Member)
2	Mukul Gupta	Information Technology & Systems	An Investigative Study For Designing A Recommender System Using Information Network And Data Mining Techniques	Prof. Pradeep Kumar (Chairperson), Prof. Bharat Bhasker (Co-Chairperson), Prof. Abhijit Bhattacharya (Member)
3	Samit Paul	Finance And Accounting	Estimation Of Intraday Value-At-Risk : An Empirical Study In Select Stock Markets	Prof. M. Karmakar (Chairperson), Prof. Alok Dixit (Member), Prof. Gaurav Garg (Member)
4	Sunny Kumar Singh	Business Environment	Essays On Currency In Circulation	Prof. Kaushik Bhattacharya (Chairperson), Prof. Chandan Sharma (Member), Prof. Yogesh K. Agarwal (Member)
5	YESSVDPK Kumar	Finance And Accounting	Investor's Behaviour Around Price Limit Hits - A Study In Indian Capital Market	Prof. Vipul (Chairperson), Prof. Kaushik Bhattacharya (Member), Prof. Alok Dixit (Member)

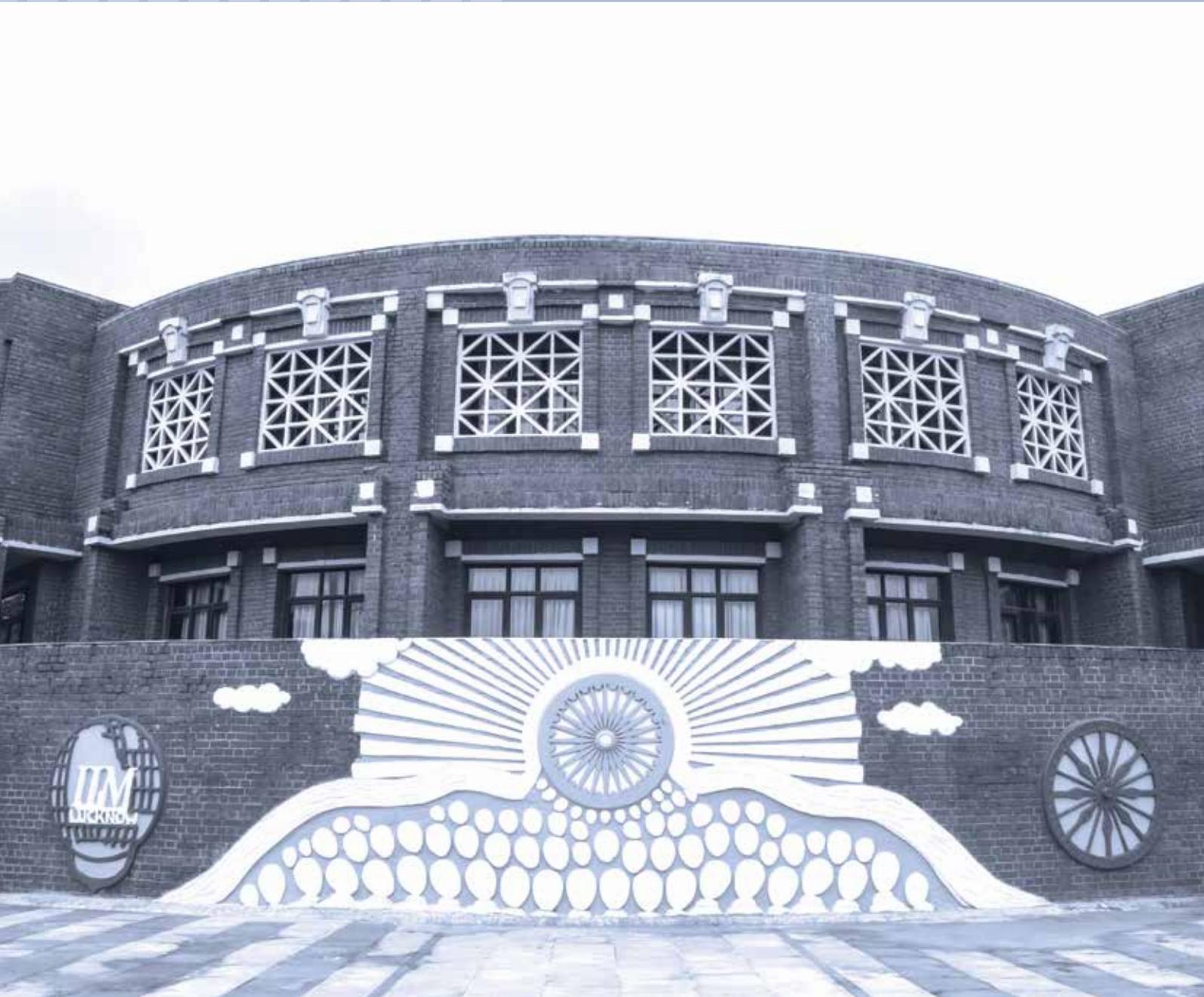
Conferences (last three years)

International Conferences	15
Domestic Conferences	9
Total conferences	24
Total Students Participated	47
International	22
Domestic	25
Total Doctoral Colloquium	3
Total Students Participation	9



06

EXECUTIVE FELLOW PROGRAMME IN MANAGEMENT



The EFPM is a part time, non-residential, doctoral programme that has been specifically designed to cater to the academic needs of working executives/managers/teaching professionals/researchers. The objective of the EFPM at Noida Campus of IIML is to prepare the students for careers not only in management research and teaching but also in management practice, consulting and training in a formal setting while continuing to be engaged in their ongoing professions/ businesses, the programme intends to strike an ideal balance between management practice and theory that will give you the power to advance in senior management, initiate a consulting practice and launch an academic career. The EFPM Programme is specially structured to develop theory and practice of management that benefit the contemporary business world.

Batch Profile of 2016-17

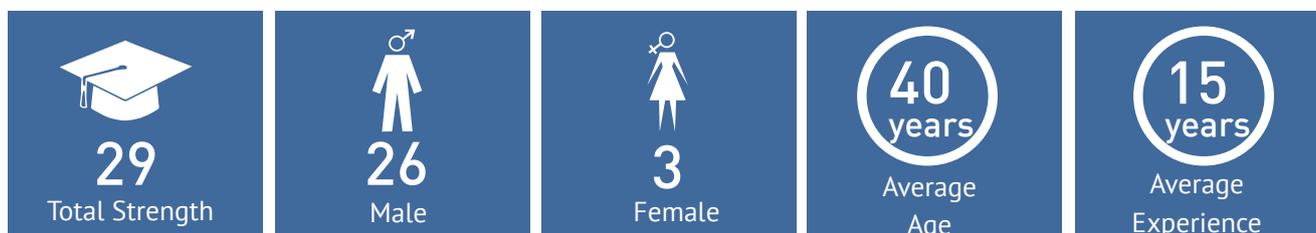


Table 6.1 – 3 Years Batch Profile

Parameters	2014-15	2015-16	2016-17
No. of Students Admitted	12	11	29
No. of Students Graduated *	0	0	0
SC/ST students	1	0	1
Women	2	1	3

* Time for graduation is not yet over for the first batch

Chart 6.1- 3 Years Batch Profile

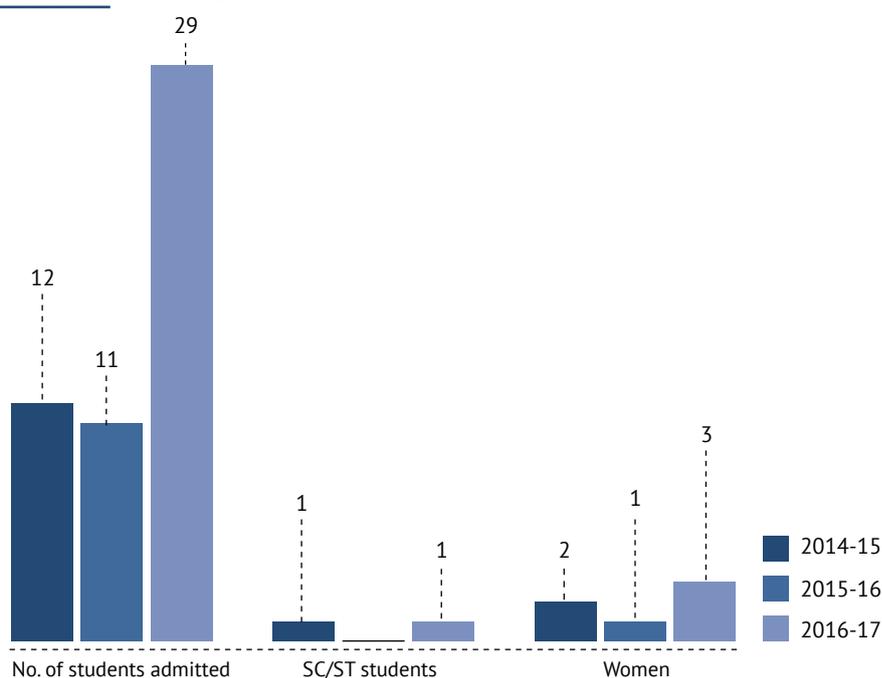
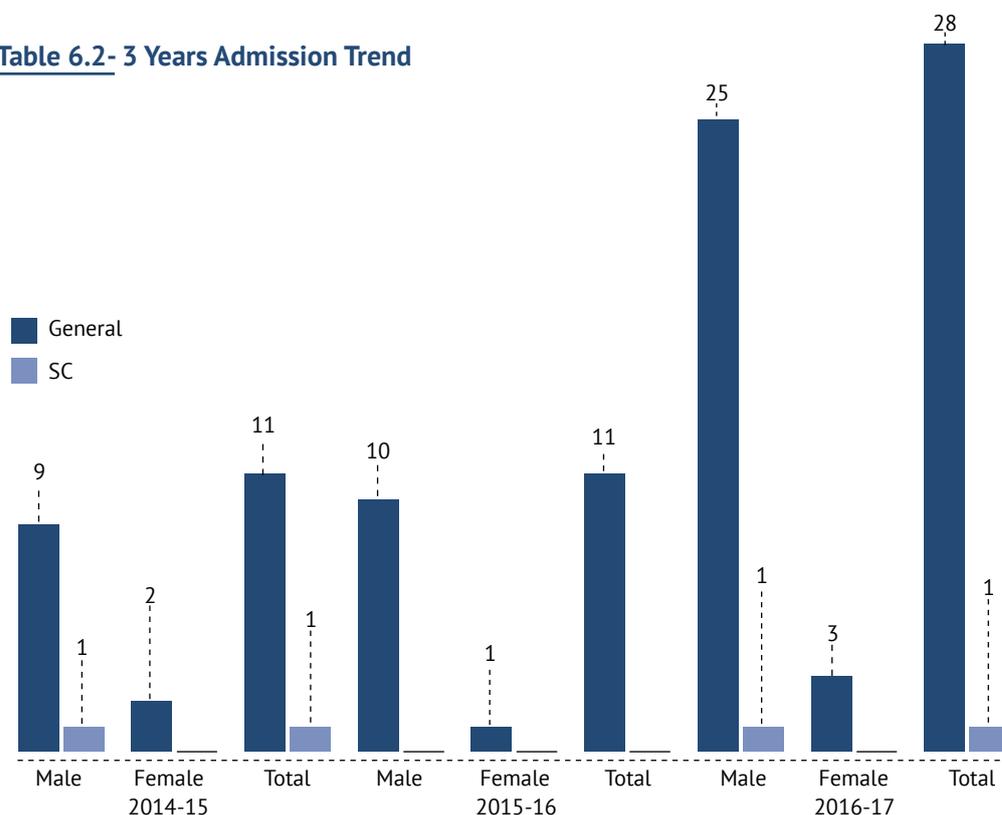


Table 6.2 – 3 Years Admission Trend

Category	2014-15			2015-16			2016-17		
	Male	Female	Total	Male	Female	Total	Male	Female	Total
General	9	2	11	10	1	11	25	3	28
SC	1	0	1	0	0	0	1	0	1
ST	0	0	0	0	0	0	0	0	0
NC-OBC	0	0	0	0	0	0	0	0	0
PWD	0	0	0	0	0	0	0	0	0

Table 6.2- 3 Years Admission Trend

Research paper published/ to be published

Mr. Mohit Bhatnagar (EFPM-01011)-DS	Bhatnagar, M. (2017). Career guidance in India based on O* NET and cultural variables. International Journal for Educational and Vocational Guidance, 1-19.
Mr. Awadesh Pratap Singh (EFPM-02005)- BE	Awadesh Pratap Singh (2016) - "Do Technology Spillovers Accelerate Performance of Firms? Unravelling a Puzzle from Indian Manufacturing Industry" paper published in Economics and Applied Informatics.
Mr. Awadesh Pratap Singh (EFPM-02005)- BE	Awadesh Pratap Singh (2016) - "R&D spillovers & productivity growth: evidence from Indian manufacturing" paper published in Indian Journal of Industrial Relations.
Mr. Awadesh Pratap Singh (EFPM-02005)- BE	Awadesh Pratap Singh (2017) - "Does FDI Promote Productivity? A Deep Dive" paper published in Indian Journal of Industrial Relations.
Mr. Ranjan Kumar (EFPM-02016)- Communication	Paper titled "Assessing learning style preference of working professional cohorts in India: An empirical study using Honey-Mumford's Learning Style Questionnaire" is accepted for publication in the International Journal of Indian Culture and Business Management
Mr. Ranjan Kumar (EFPM-02016)- Communication	Paper titled "Developing a GRI-G4 based persuasive communication framework for sustainability reporting (SR): Examining Top 10 Indian banks" is accepted for publication in the International Journal of Emerging Markets.

07

POST GRADUATE PROGRAMME IN SUSTAINABLE MANAGEMENT



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 the 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.

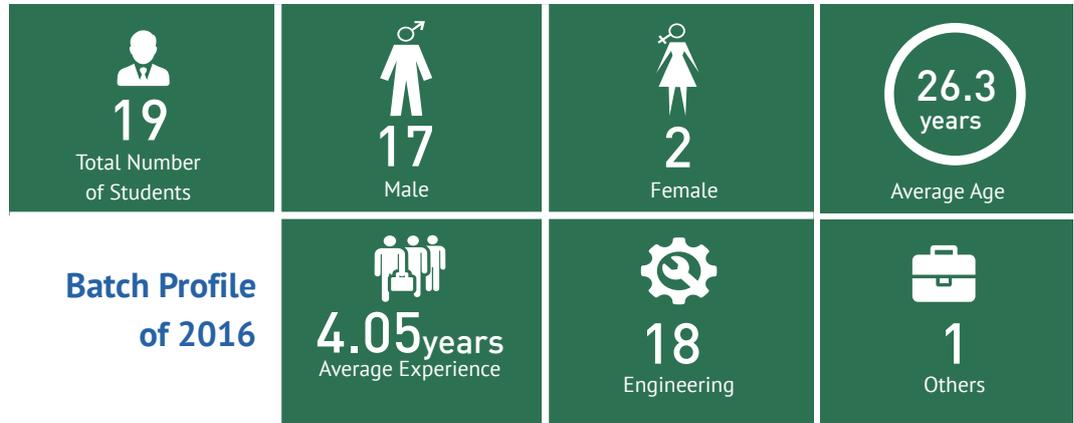
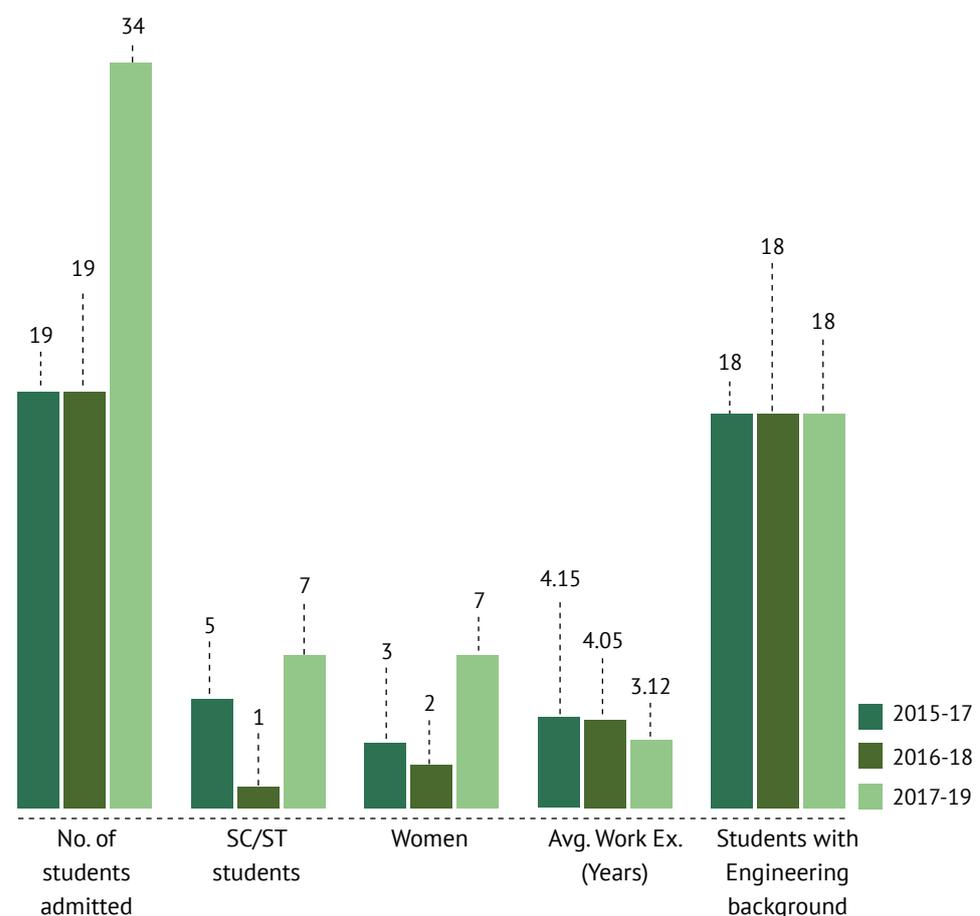


Table 7.1 – 3 Years Batch Profile

Parameters	2015-17	2016-18	2017-19
No. of Students Admitted	19	19	34
No. of Students Graduated	19	Yet to Graduate	Yet to Graduate
SC/ST Students	5	1	7
Women	3	2	7
Average Work Exp. (Years)	4.15	4.05	3.12
Students with Engineering Background	18	18	18

Chart 7.1- 3 Years Batch Profile



7.1 Preparatory Programme

Students attend a preparatory course in Maths along with the PGPM and PGP-ABM students.

7.2 Orientation Programme

A three day Orientation programme helps the new students know each other and exposes them to topics like ethical conduct in education, the responsibility of business in society, leveraging the IIML experience, contemporary management issues and life after IIML. Students get to interact with the library and computer centre team and also with students of other programmes on the campus.

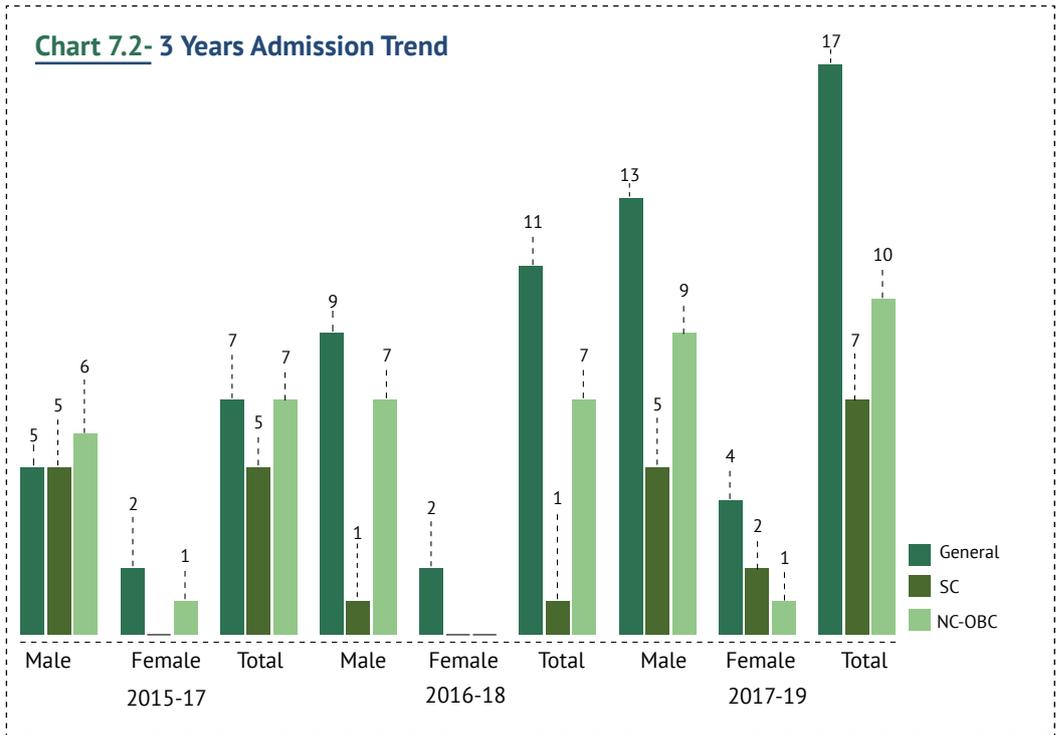
7.3 Lectures

S.No.	Name	Company Affiliation
1	Mr. Manpreet Singh	KPMG
2	Ms. Himadri Banerjee	Ernst & Young
3	Mr. Saunak Saha	ITC Infotech
4	Mr. Nagaraj Sivasubramaniam	Palumbo Donahue School of Business
5	Dr. Pradip Kumar Sarmah	Centre for Rural Development
6	Mr. Sachin Joshi	CII-ITC Centre of Excellence for Sustainable Development
7	Mr. Sudhanshu Rai	Copenhagen Business School
8	Mr. Vibhav Nuwal	REConnect Energy Solutions
9	Mr. Manish Singhal	Mahindra Susten
10	Mr Sandeep Roychowdhury	VNV Advisory
11	Mr. Valluri	Valluri Technology Accelerators
12	Mr. Alind Rastogi	NTPC
13	Mr. Mritunjay Chaubey	UPL
14	Mr. Sujit Nag	Delhi International Airport Ltd.
15	Mr. Arvind Bodhankar	Tata Motors
16	Mr. Lovish Ahuja	Vedanta
17	Dr. Ravi Segal	GE Energy Consulting
18	Ms. Rubina Sen	Global Reporting Initiative
19	Mr. R V Yadav	Renew Power

Table 7.2 – 3 Years Admission Trend

Category	2015-17			2016-18			2017-19		
	Male	Female	Total	Male	Female	Total	Male	Female	Total
General	5	2	7	9	2	11	13	4	17
SC	5		5	1	0	1	5	2	7
ST	NA	NA	NA	NA	NA	NA	NA	NA	NA
NC-OBC	6	1	7	7	0	7	9	1	10

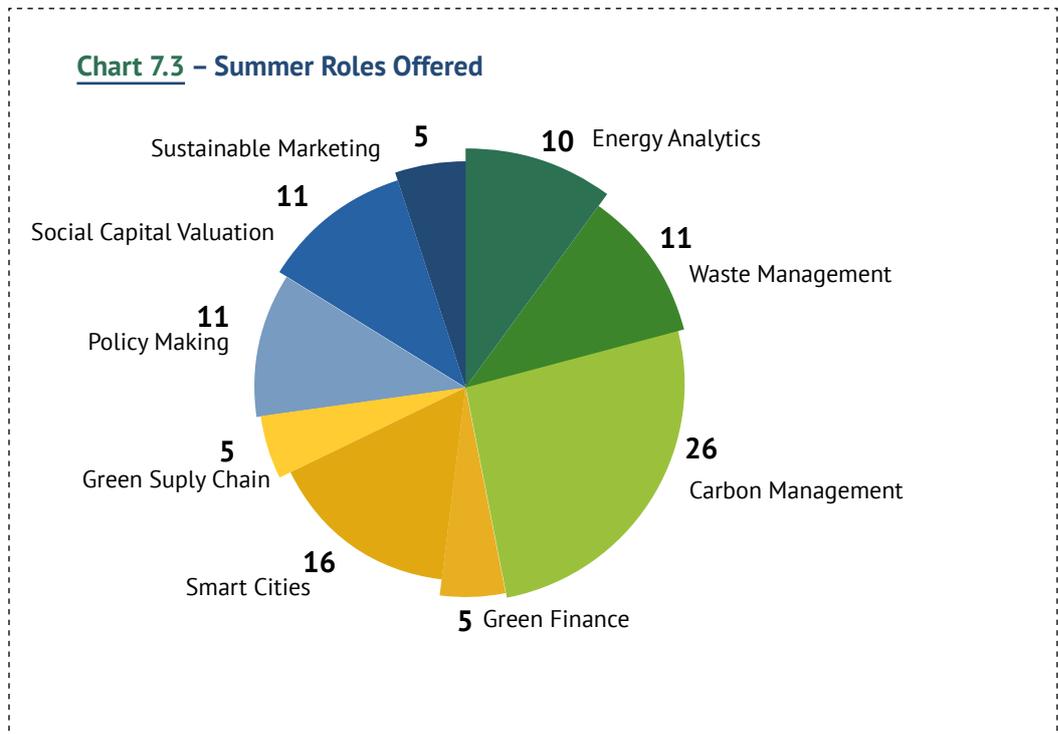
Chart 7.2- 3 Years Admission Trend



7.4 Summer Placements 2015 - 2017 Batch

Summer internships have been offered to the students by a wide range of companies from various sectors like Mahindra and Mahindra, Mrida Group, SWEEP Enviro Pvt. Ltd, Cairn India Limited, Valluri Technology Accelerators, TSG, BCG and CSTEP.

Chart 7.3 – Summer Roles Offered

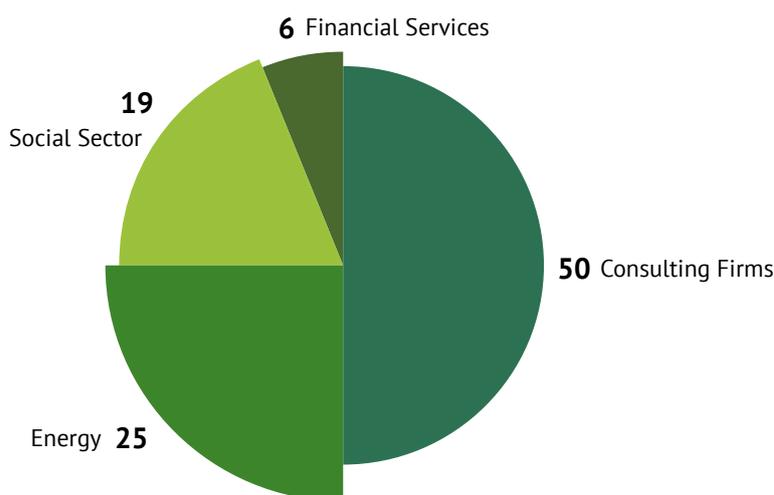


7.5 Final Placements 2015 - 2017 Batch

The first batch comprised of 19 students with an average work experience of 4.5 years. The final placement witnessed the participation of organizations from diverse sectors involved in sustainability related work such as consulting, energy, urban transport, apparel, financial services, and social sector.

Students have received job offers from organizations in consulting (EY, KPMG, PwC), energy (Energy Efficiency Services Limited, Mytrah Energy, Vikram Solar), financial services (Tres Vista), and social sector (Tata Strive, Tata Trust). Other companies which participated in the placement process include Accenture, Cargill Foods, Lavaasa, McKinsey & Co., Solaron, Treeni, and UMTC. Roles on offer included senior consultants, business development, business strategy etc. One student opted out of the placement process to pursue higher education.

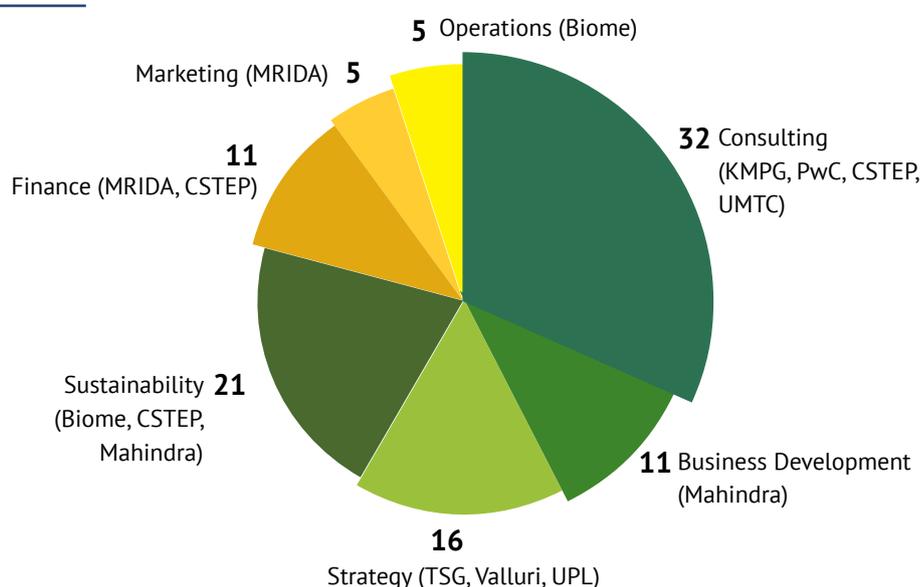
Chart 7.4 – Final Placements



7.6 Summer Placements 2016 - 2018 Batch

Summer internships were offered to the students by a wide range of companies from various sectors. Mahindra, Tata Sustainability Group, Wipro, Cairn Energy, PwC, KPMG, Azim Premji Foundation, Wipro Earthian-CSTEP, BIOME, Valluri Technology Accelerators, Sweep Enviro, UPL and Biocon are some of the companies that recruited interns in varied roles in sustainability. Roles offered have been in the domain of smart city consulting, sustainability reporting, rural development, social and community inclusion, renewable energy solutions, corporate social responsibility, environment, waste management, carbon neutrality and pricing.

Chart 7.5 – Summer roles offered in 2016



Financial Assistance, Industry Scholarships & Awards

The objective of the Institute's Financial Assistance Schemes is to provide adequate financial aid opportunities, so that no student is prevented from pursuing the programme due to financial constraints. The schemes presently available are:

Need Based Scholarships

The institute has instituted scholarships for students based on merit and family income. Any student, including those belonging to the reserved category, whose total annual gross family income (self, parents, spouse) for the year 2015-16 does not exceed more than Rs. 3,00,000/- is eligible for consideration of these scholarships. The awardees are chosen from eligible candidates in order of merit, for a period of one academic year at a time. The scholarship covers the Tuition Fee component of the total fee charged by the Institute in the

year awarded, and is subject to maintaining the stipulated standards of academic performance. A total of 47 scholarships were awarded for the year 2016-2017 – 17 to 1st year students and 30 to 2nd year students.

Industry Scholarships

In 2016-2017, 11 students received external scholarships sponsored by the industry these are awarded based on the academic performances and other criteria.

Scholarship	No. of Scholarships
Aditya Birlas	1
O.P.Jindal	1
Central Bank of India	5
Apeejay	2
Class of 93 Scholarship	1
Amrit Kala Dayal Girl Scholarship	1

Convocation



The 31st Annual Convocation of Indian Institute of Management Lucknow was held on March 20th 2017. 590 students were awarded their diplomas and Mr. Deep Kalra, CEO of makemytrip.com, was the Chief Guest on the occasion and delivered the Convocation Address.

Mr. Kalra in his address emphasized the need to leverage one's strengths and combine the same with hard work. What follows is magic. Sharing his experiences, he said that career and life is not a race, it's not a sprint and not even a marathon.

It's a journey. So, one should set one's goals for self-development and not let financial metric define success. He urged students to be fearless in the corporate world. He reiterated how fearless people are creating value and changing lives with the power in their palms. Mr. Kalra highlighted the importance of humility and called it a virtue that must not be lost. A person sans humility stops hearing and stops taking advice. Finally, he urged the outgoing batch to be calm in crisis and be prepared to learn from failures.

In all, 590 students of IIM Lucknow received their diplomas. 405 students from the 31st batch of Post Graduate Programme in Management, 18 students from the 12th batch of Post Graduate Programme in Agri-business Management, 5 students from the Fellow Programme in Management (FPM), along with 80 students from the 10th batch of Post Graduate Programme in Management for Working Executives (WMP), 63 students from the 9th batch of International Programme in Management for Executives (IPMX) and 19 students from the 1st batch of Post Graduate Programme in Sustainable Management (PGPSM), from the Noida campus received the diplomas. The institute has been nurturing talent since 1984 and with this outgoing batch of 2017, IIM Lucknow will expand its alumni network of about 5000+ alumni who have been dedicatedly serving community through contributions in various domains.

The list of Medal winners for the Post Graduate Programme in Management and Post Graduate Programme in Agri- Business Management are as follows :

Mr. Raghav Arora	Chairman's Gold Medal
Mr. Arzoo Jain	Director's Medal
Mr. Himanshu Arora	PGP Chairman's Medal
Ms. Chitra Kashyap	RESHMA SAREEN Memorial Medal for Best Girl Student
Ms. Chitra Kashyap	Bizkool Medal for the Best Student in Information Technology
Mr. Aditya Pratap Singh	Hari Shankar Singhania Medal for Best All Rounder
Ms. Sonali Singh	Budhiraja Medal for Best All Rounder

From the Post Graduate Programme in Management for Working Executives, the following were the award winners:

Mr. Jaideep Singh	Chairman's Gold Medal
Mr. Jagmeet Singh Suri	Director's Medal

From the International Programme in Management for Executives (IPMX), the following were the award winners:

Mr. Mayank Agarwal	Chairman's Gold Medal
Mr. Abhinav G Pandey	Director's Medal

From the Post Graduate Programme in Sustainable Management (PGPSM) following were the award winners:

Mr. Dhruv Malik	Chairman's Gold Medal
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Addressing the august gathering, Prof. Ajit Prasad, Director IIM Lucknow highlighted the accomplishments of the institute in the academic year 2016-2017:

Research and consultancy continue to be the key thrust areas at IIML. The institute has undertaken several socially relevant research and consultancy projects in areas like Agriculture, Entrepreneurship, Health Management, Education, Information Technology and Rural Development. This year about 106 research contributions in different forms have already been published in prestigious journals.

Prof. Prasad also mentioned that the Institute and the World Bank Group have entered into a MoU to offer training programmes on the World Bank's procurement framework. Under this MoU, IIML will offer international training programmes twice a year. The first of such training programme was held in our NOIDA Campus in December 2016. It attracted participants from Bangladesh, Cambodia, Georgia, India and Rwanda.

Prof. Prasad shared that the Institute with the guidance from the Ministry of Human Resource Development is in the process of setting up the National Faculty Management Centre

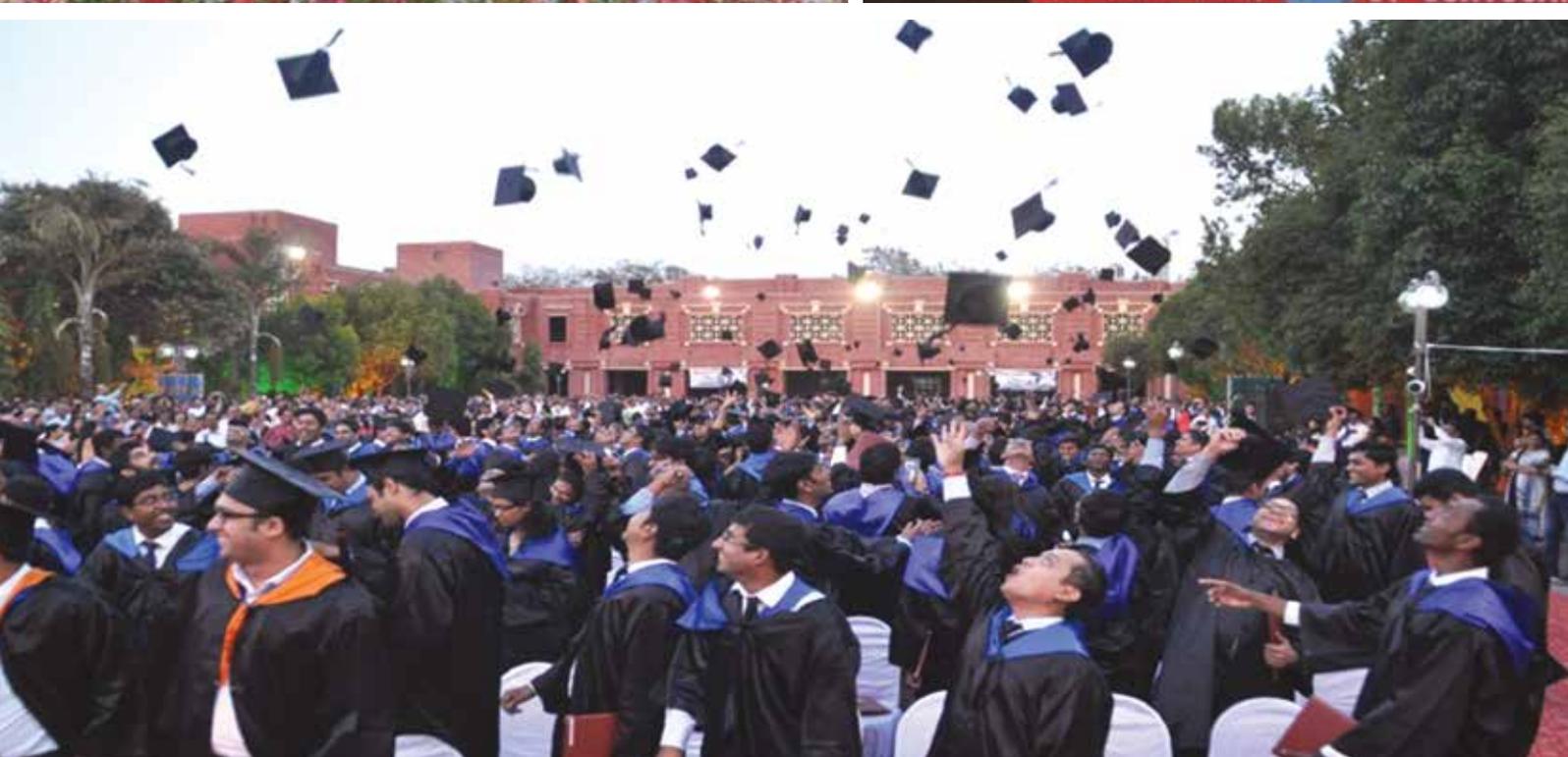
(NMFDC) at its NOIDA Campus. NMFDC will be distinctly positioned as a high quality capacity building centre to create a suitable pool of faculty for management institutions in the country.

After successfully mentoring IIM Rohtak, Kashipur and Sirmaur, IIM Lucknow is now working on developing IIM Jammu and its satellite campus at Srinagar. While the PGP will continue at Jammu, Srinagar will be the hub for entrepreneurship, skill development, management development programmes, and explore the possibility of installing an incubator there.

One of the key messages by Prof. Prasad was that success and achievement are very individualistic in nature and one must define them by their own parameters.

Chairman of Board of Governors of IIM Lucknow, Dr. J J Irani shared his wisdom with the graduating batch. He highlighted the role of parents in ensuring access to quality education to their wards. Sharing anecdotes about Shri JRD Tata, he concluded with the following words: "Be humble, be true, and be honest. You will have the world at your feet."

The ceremony concluded with the recitation of national anthem.





Section 2

RESEARCH & CONSULTANCY



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 2016-2017 also saw many journal publications, books, conferences, which are listed below:

Publications	2016-17
Papers in Journals	81
Books	--
Chapters in Books	1
Conference Presentations	25
Externally Funded Research Projects	1
Seed Money Research Projects	8
Working papers	7

The following table provides “Research Output” for the previous academic years: 2012-13, 2013-14, 2014-15, 2015-16 and 2016-17

Sl. No.	Category	2012-13	2013-14	2014-15	2015-16	2016-17
1	Total numbers of Publications	53	67	82	66	81
2	Books	3	3	3	2	-
3	Chapters in Books	6	4	9	1	1
4	Total Number of Presentations in National and International Conferences	92	68	46	50	25
5	Externally Funded Research Projects	2	-	4	3	1
6	Seed Money Research Projects	7	5	10	5	8
7	Working Papers	42	10	17	5	5

Book Chapters

- Awasthi, M.K., “Information Asymmetry in Supply Chain of Darjeeling and Assam Tea in India” in Agricultural Marketing System in India, Biotech Books, 2016.

Journals

- Adhikari, Arnab, Indranil Biswas, and Arnab Bisi. “Case- ABCtronics: Manufacturing, Quality Control, and Client Interfaces.” *INFORMS Transactions on Education* 17, no. 1 (2016): 26-33.
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Conferences (International/National)

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- Dwivedi, Gourav., Agarwal, Yogesh. K. and Srivastava, Rajiv. K. (2016), “Simultaneous Production And Transportation Problem: A Case of Additive Manufacturing”, INFORMS Annual Meeting Conference, Nashville, Tennessee, USA, November 12-16, 2016. (Presented by first author)
- Dwivedi, Gourav., Srivastava, Rajiv. K. and Srivastava, Samir. K. (2016), Exploration of Impact of Additive Manufacturing on Supply Chain, fourth PAN IIM World Management Conference, December 13-15, 2016, Ahmedabad, India.
- Dwivedi, Gourav., Srivastava, Rajiv. K. and Srivastava, Samir. K. (2016), Analysis of interactions among enablers and barriers of Additive Manufacturing implementation in Indian Automotive Sector: A Fuzzy-ISM Approach, Informs Annual Meeting Conference, Nashville, USA, November 13-16, 2016.
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- Mehra, Payal. (2017), Strengthening Communication and Improving Outcomes in Public Hospitals: Promising practices for patient-centered care at King George Medical University, Lucknow, Uttar Pradesh, INDIA: A Case Study, 4th International Communication Management Conference (ICMC) 'People, Planet and Profit: Synergistic Leadership for Social and Communication Innovations' (January 10-12, 2017) at MICA, Ahmedabad.
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 - Raj, Alok., Biswas, Indranil. and Srivastava, Samir. K. (2016), Sustainable supply chain analysis under green sensitive demand and socially responsible agents in two tier supply chain, 20th Annual Conference of the Society of Operations Management, ABV Indian Institute of Information Technology and Management, Gwalior, December 22-24, 2016.
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 - Shukla, Dharendra. Mani. and Mital, Amita; Qureshi, Israr; Wang, Taiyuan. Alliance Network: Tie-Strength, Expansion Speed and High-Tech Venture Performance presented at the 30th ANZAM conference at Brisbane, Australia during December 6-9, 2016.
 - Shukla, Dharendra. Mani. and Mital, Amita. Performance Effects of Partner Diversity in Alliance Portfolios: An Organizational Learning Perspective presented at the PhD Consortium 2016 with the theme Advances in Theory and Applications in Management Science organized by SJMSOM, IIT Bombay during January 24-25, 2017.
 - Singh, Sandeep. and Srivastava, Samir. K. (2016), A Systems Approach to Mitigate Supply Chain Issues of Sugar Industry: A perspective from Uttar Pradesh, India, International Journal of Arts & Sciences' (IJAS) International Conference, University of London, November 8-11, 2016.
 - Srivastava, Rajiv. K. (2016), "Alternate Configurations and Extensions of Cellular Manufacturing", presented at the IAARHIES 27th International Conference on Engineering & Technology (ICET 2016), New Delhi, September 14-15, 2016.
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 - Venkataramanaiah, S., Gope, R., Yujata and Ekka, A. (2016), From Concept to Reality: Intervention of Information Technology- Humanizing Work and Work Environment Conference-2016, Dec 8-11, 2016, NIT-Jalandhar. (Received 2nd Prize and Young Researcher Award (Co-Sponsored by Springer)
 - Venkataramanaiah, S., Gope, R., Yujata, Ekka, A. and Radhika (2016), An Analytical Framework for Value Creation in Healthcare: The Community Health Participation and its Efficiency- Humanizing Work and Work Environment Conference-2016, Dec 8-11, 2016, NIT-Jalandhar. (Received 3rd Prize and Young Researcher Award (Co-Sponsored by Springer)
 - Venkataramanaiah, S., Gope, R., Yujata, Ekka, A. and Sawant, S.S. (2016), Bridging Service Divide in India: Learning from success stories- Marketing in Emerging Economies Conference 2017, Jan 5-7, 2017, IIM-Lucknow Noida Campus. (Received Dr. Arun K. Jain Best paper Award Co-Sponsored by Emerald).
 - Venkataramanaiah, S., Gope, R., Yujata, Ekka, A. and Sawant, S.S. (2016), Cost Effective Interventions to Prevent Burden of Disease: A Case of Indian Eye Care- Learning from success stories- Marketing in Emerging

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- Venkataramanaiah, S., Gope, R., Yujata, Ekka, A. and Singh, R. (2016), Technical Efficiency of Indian Eye Care Service Providers: An Integrated DEA-AHP Approach- International Conference on Production & Industrial Engineering CPIE-2016, Dec 19-21, 2016, NIT-Jalandhar

Working Papers

WP No.	Title	Authors
W2016-17/01	The Use of Effective Displays by Transformational Leaders...Convergent Thinking	Abhijit Bhattacharya, Shailendra Singh, Mohd. Haris Minai, Arup Varma
W2016-17/02	An Integrative Model of Individual Innovation... Dynamism	Shailendra Singh, Mohd. Haris Minai, Arup Varma
W2016-17/03	Too Fit to Innovate: When Flexibility does not lead to Innovative Work Behaviors	Shailendra Singh, Mohd. Haris Minai, Yamini Prakash Sahay
W2016-17/05	A Meta-Analysis on the Impact of Family Communication Patterns on Consumer Information Search	Moutusi Maity
W2016-17/06	Consumer adoption of mobile services at the base of the pyramid- An exploratory study	Rajesh Aithal, Satyam
W2016-17/07	Understanding wholesalers responses to the changing retail environment- Study in an emerging economy	Rajesh Aithal, Satyam

Conferences/Doctoral Colloquium/Consortium Participation by FPM Students (last 3 years)

Conferences International/Domestic						
Sl. No	Name Of The Student	Co-Authored By	Title Of The Paper	Name Of The Conference	Type	Year
1	Shekhar Shukla	Swati Sharma And Rashmi Gb	A Fuzzy Approach For Insurance Policy Selection In Internet Business	3rd International Conference On Business Analytics And Intelligence (IIMB)	Domestic	17-19 December 2015
2	Shekhar Shukla		Fuzzy Association Rule Mining Framework For Product Selection In E-Commerce	Informs Annual Meeting 2016, Nashville, Tennessee	International	13-16 November 2016
3	Swati Sharma		The Information Flow And Market Efficiency Between The U.S & Indian Crude Oil Futures Markets	3rd PAN-IIM World Management Conference, IIM Indore	Domestic	16-18 December 2015
4	Swati Sharma		Liquidity Risk And Pricing Of Liquidity Risk	International Conference For Business And Economics By International Journal Of Arts & Sciences' (IJAS), Rome	International	15-18 November 2016
5	Vikas Pandey		Volatility Spillover From Crude Oil To Equity Sector: Indian Evidence	International Conference For Business And Economics By International Journal Of Arts & Sciences' (IJAS), Rome	International	15-18 November 2016
6	Suhani Maharshi		Challenging The Metaphors That Claim Motherhood Impairs Intelligence	13th International Conference On Social Representation - 2016, Marseille France	International	14-17 September 2016
7	Saurabh Kumar	Samrat Gupta	Ensemble Prediction Technique For Box Office Performance : Leveraging Social Media Analysis To Improve Accuracy	3rd International Conference On Business Analytics And Intelligence (IIMB)	Domestic	17-19 December 2015
8	Saurabh Kumar		Privacy Preserving Graph Publishing Using Fuzzy Sets	International Conference ICNC-FSKD 2016	International	13-15 August 2016
9	Saurabh Kumar		An Ensemble Model Approachfor Economic Performance Of Indian Movies	China India Insights Conference 2016	International	21-23 July 2016

10	Saurabh Kumar		Investigating The Antecedents And Outcomes Of Privacy Concerns On Online Social Network	IMR Doctoral Conference 2016-2017, IIMB	Domestic	11-12 January 2017
11	Saurabh Kumar		A Comparative Analysis Of Prediction Models For Indian Motion Picture Industry	3rd PAN-IIM World Management Conference, IIM Indore	Domestic	16-18 December 2015
12	Samrat Gupta		Discovering Community Structure In Complex Networks	18th International Conference On Big Data Analytics & Knowledge Discovery (DAWAK'16), Portugal	International	5-8 September 2016
13	Samrat Gupta	Saurabh Kumar	Ensemble Prediction Technique For Box Office Performance : Leveraging Social Media Analysis To Improve Accuracy	3rd International Conference On Business Analytics And Intelligence (IIMB)	Domestic	17-19 December 2015
14	Anubhav Mishra		Adolescent's Ewom Intentions And Smart Products Usage: A Consumer Socialization Perspective	4th Indam Biennial Conference Indian Academy Of Management	Domestic	11-13 December 2015
15	Anubhav Mishra		Exploring The Role Of Culture On Family Communication Patterns And Self- Construal Among Indian Adolescents	International Conference For Business And Economics By International Journal Of Arts & Sciences' (IJAS)	International	15-18 November 2016
16	Anubhav Mishra	Prof. S M Satsh (IIML)	Technology Adoption Among Adolescents: A Consumer Socialization Perspective"	10th Great Lakes NASMEI Marketing Conference, Chennai	Domestic	23-24 December 2016
17	Anubhav Mishra		The Impact Of Family Communication On Ewom Intentions Of Adolescents: A Multiple Serial Mediation By Self-Esteem And Internet Usage	IMR Doctoral Conference 2016-2017, IIMB	Domestic	11-12 January 2017
18	Amit Anand Tiwari		Consumer Buying Behaviour For A Multi-Attribute Product: An Emerging Economy Perspective	International Conference For Academic Discipline 2016	International	8-11 November 2016
19	Amit Anand Tiwari	Prof. Anirban Chakraborty (IIML)	Decoding Convergent Products & Its Effect On Consumer-Based Brand Equity : Customer Experience As A Mediator	7th IIMA Conference On Marketing In Emerging Economies, 2017	Domestic	11-13 January 2017

20	Sandeep Singh		A System Dynamics Approach To Mitigate Supply Chain Issues Of Sugar Industry: A Perspective From Uttar Pradesh, India	International Conference For Business And Economics By International Journal Of Arts & Sciences' (IJAS)	International	8-11 November 2016
21	Gourav Dwivedi		Additive Manufacturing : A Review From Sustainable Operations Perspective	XIX Annual Conference Of The Society Of Operations Management (SOM) IIMC	Domestic	11-13 December 2015
22	Gourav Dwivedi	Prof. Rajiv K Srivastava (IIML) And Prof. Samir K Srivastava (IIML)	Analysis Of Interactions Among Enablers And Barriers Of Additive Manufacturing Implementation In Indian Automotive Sector: A Fuzzy-ISM Approach	Informs Annual Meeting 2016, Nashville, Tennessee	International	13-16 November 2016
23	Gourav Dwivedi	Prof. Yogesh K Agarwal (IIML) And Prof. Rajiv K Srivastava (IIML)	Simultaneous Production And Transportation Problem: A Case Of Additive Manufacturing	Informs Annual Meeting 2016, Nashville, Tennessee	International	13-16 November 2017
24	Gourav Dwivedi		Exploration Of Impact Of Additive Manufacturing On Supply Chain	4th PAN-IIM World Management Conference, Ahmedabad	Domestic	13-15 December 2016
25	Gourav Dwivedi		Simultaneous Production And Transportation Problem: A Case Of Additive Manufacturing	IMR Doctoral Conference 2016-2017, IIMB	Domestic	11-12 January 2017
26	Dhirendra Mani Shukla	D.M. Shukla And Prof. A.K. Sinha (IIML)	Board Capital And Corporate Diversification: Evidence From India	3rd PAN-IIM World Management Conference, IIM Indore	Domestic	16-18 December 2015
27	Dhirendra Mani Shukla	D.M. Shukla And Prof. A.K. Sinha (IIML)	Influence Of Network And Learning On Foreign Market Entry Mode Choices: Evidence From India	3rd PAN-IIM World Management Conference, IIM Indore	Domestic	16-18 December 2015
28	Dhirendra Mani Shukla	D.M. Shukla And Prof. M. Akbar (IIML)	Business Groups As Social Networks: An Exploration Of Relationship Between Network Cohesiveness And Within-Network Similarity Of Firms' Strategies	4th INDAM Biennial Conference Indian Academy Of Management	Domestic	11-13 December 2015

29	Dhirendra Mani Shukla	D.M. Shukla And Prof. Amita Mittal (IIML)	Experiential Antecedents Of Alliance Portfolio Diversity: Evidence From India	Academy Of Management Conference, Anaheim, California	International	5-9 August 2016
30	Dhirendra Mani Shukla	D.M. Shukla And Prof. Amita Mital (IIML)	How Does Network Configuration Affect The Relationship Between Interorganizational Learning Orientation And Firm Performance? Evidence From India	The Eighth Annual China India Insights Conference, At London Business School, London	International	21-23 July 2016
31	Dhirendra Mani Shukla	D.M. Shukla, Amita Mital, I. Qureshi, T. Wang	Alliance Network: Tie-Strength, Expansion Speed, And High-Tech Venture Performance	IMR Doctoral Conference 2016-2017, IIMB	Domestic	11-12 January 2017
32	Amit Mittal		M&A In The Indian Banking Sector: An Analysis Of Private Public Bank Transactions	4th PAN-IIM World Management Conference, Ahmedabad	Domestic	13-15 December 2016
33	Amit Mittal	Prof. Ajay Garg (IIML)	Private Information Implications For Acquires And Targets In Horizontal Mergers	China Meeting Of Econometric Society 2017, Wuhan	International	9-11 June 2017
34	Amit Mittal	Prof. Ajay Garg (IIML)	1. Private Information Implications For Acquires And Targets In Horizontal Mergers 2. M&A In The Indian Banking Sector: An Analysis Of Private Public Bank Transactions	24th Annual Global Finance Conference 2017, NY USA	International	4-6 May 2017
35	Alok Raj	Prof. Indranil Biswas (IIML) And Prof. Samir Srivastava (IIML)	1. Sustainable Supply Chain Analysis Under Green Sensitive Demand And Socially Responsible Agents In Two Tier Supply Chain. 2. Setting Optimal Selling And Return Product Acquisition Pricing In Closed Loop Supply Chain.	XX Annual International Conference Of Society Of Operations Management 2016	Domestic	22-24 December 2016
36	Baidyanath Biswas		ICT For Developing Countries: M-Pesa Case Study From India And Kenya	China India Insights Conference 2016	International	21-23 July 2016

37	Baidyanath Biswas		Volatility Spillover From Crude Oil To Equity Sector: Indian Evidence	Conference On The Digital Economy (CODE), ISB Hyderabad	Domestic	2-3 January 2017
38	Mohd. Fuad	Prof. Amita Mital (IIML)	Determinants Of Early Movers In International Strategic Alliances: A Study Of Technology-Intensive Indian Firms	AIB 2017, Annual Meeting, Dubai	International	2-5 July 2017
39	Mohd. Fuad	Prof. Amita Mital (IIML)	Determinants Of Entry-Timing In International Strategic Alliances: Evidence From India	International Conference On Strategies In Volatile And Uncertain Environment For Emerging Markets, IIT DELHI	Domestic	14-15 July 2017
40	Prashanth V. Anand	Prof. Omkarprasad S. Vaidya (IIML) And Prof. Sushil Kumar (IIML)	An Integrated Customer Orders And Returns Allocation In A Risk-Pooled Online Retail Environment	XX Annual International Conference Of Society Of Operations Management 2016	Domestic	22-24 December 2016
41	Rohit Gupta	Prof. Indranil Biswas (IIML) And Prof. Sushil Kumar (IIML)	Supply Chain Coordination Mechanism For Three-Tier Supply Chain	XX Annual International Conference Of Society Of Operations Management 2017	Domestic	22-24 December 2017
42	Rohit Gupta		Importance Of Contract Sequence In Multi-Tier Supply Chain Coordination	EUROMA 2017 Conference, Scotland	International	1-5 July 2017
43	Vachhhrajani Mit Chandresh		Exploring The Relationship Of Ethical Leadership With Work Engagement, Health And Emotional Intelligence Of Employees In Indian Context	NAOP 2016 Conference, IIT Madras	Domestic	29-31 December 2016
44	Vachhhrajani Mit Chandresh		Development Of A Theory Based Ethical Leadership Scale For India (ELSI) : The Initiation	4th PAN-IIM World Management Conference, Ahmedabad	Domestic	13-15 December 2016
45	Vachhhrajani Mit Chandresh		Scale For Ethical Leadership: Dimensions, Measurement And Validation	EURAM 2017, UK	International	20-24 June 2017
46	Vachhhrajani Mit Chandresh		Spirituality And Stress Relationship: Do Age And Level Of Management Matter?	77th Annual Meeting Of Academy Of Management, Georgia USA	International	4-8 August 2017

Consortium/ Collaquium						
Sl. No	Name Of The Student	Co-Authored By	Title Of The Paper	Name Of The Conference	Type	Year
1	Shekhar Shukla	Prof. Ashwani Kumar (IIML)	Synergies Of Data Mining And MCDM: Aperspective On Product Selection Problem In E-Commerce	Ph.D Consortium 2016, IIT Bombay	Domestic	24-25 January 2017
2	Saurabh Kumar		Investigating The Personality Traits Of Individuals Affecting Privacy Concerns On Social Network	Ph.D Consortium 2016, IIT Bombay	Domestic	24-25 January, 2017
3	Samrat Gupta		A Rough Set Approach To Find Cohesive Subgroups In Financial Credit Networks	6th IDRBT Doctoral Colloquium	Domestic	8-9 December 2016
4	Samrat Gupta	Prof. Pradeep Kumar (IIML) & Prof. Bharat Bhasker (IIML)	Discovering Community Structure In Complex Networks Using Rough Set	Ph.D Consortium 2016, IIT Bombay	Domestic	24-25 January 2017
5	Dhirendra Mani Shukla	D.M. Shukla And Prof. Amita Mital (IIML)	Performance Effects Of Partner Diversity In Alliance Portfolios: An Organizational Learning Perspective	Ph.D Consortium 2016, IIT Bombay	Domestic	24-25 January 2017
6	Amit Mittal			Ph.D Consortium 2016, IIT Bombay	Domestic	24-25 January 2017
7	Mohd. Fuad	Prof. Amita Mital (IIML)	Interaction Effects Of Partner Type And Partner Motives In Determining The Scope Of International Joint Ventures	Ph.D Consortium 2016, IIT Bombay	Domestic	24-25 January 2017
8	Shalabh Singh	Prof. Sonia (IIML)	Multi-Choice Goal Programming Approach To Bi-Criteria Transportation Problem	Ph.D Consortium 2016, IIT Bombay	Domestic	24-25 January 2017

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, review of financial forecasts, marketing plans, and many others.

Ongoing Consultancy Projects

Sl. No.	Project Title	Funding Agency	Faculty (Professors)
1	Evaluation of Contractual Manpower Available under Various Staff Categories and to Rationalise the current compensation design	U.P. State Road Transport Corporation, Lucknow	Prof. Himanshu Rai
2	Study on Operational Research on Optimum Utilization of Pilots and Technical Personnel of Pawan Hans Ltd.	Pawan Hans Ltd.	Prof. S. Venkataramanaiah, Prof. S. B. Dash, Prof. Neeraj Dwivedi
3	Bajaj Finance Case Study and Development for Publication and Competition	Bajaj Finance Ltd.Pune	Prof. Rajeev Kumra
4	Module Development and Developing Training Plan for Elected Representatives of Panchayati Raj Institutions in Uttrakhand	Panchayati Raj Department, Uttrakhand	Prof. Sanjeev Kapoor, Prof. P. Priyadarshi
5	Evaluation Study on Impact of Computer Training on Social And Economic Development of Trainees Under SCA to SCSP	UP SCs Finance & Development Corporation Ltd.	Prof. P. Priyadarshi, Prof. Pankaj Kumar
6	Prospects and Possibilities of Coir Industry in the State of U.P.	Coir Board, Ministry of MSME , Gol Kochi	Prof. S.B Dash, Prof. S. Venkataramanaiah
7	KOL Segmentation Strategy	Abott India Ltd., Mumbai	Prof. Rajeev Kumra
8	Monitoring and Evaluation services for various sites under CSR	Security Printing and Minting Corporation of India Ltd., New Delhi	Prof. Rajeev Kumra
9	Market Survey on School Choice Behavior	Seth Anand Ram Jaipuria School, Lucknow	Prof. S.B. Dash
10	Activities of UP Handicrafts Development and Marketing Corporation Ltd., Lucknow	UP Handicrafts Development and Marketing Corporation Ltd.	Prof. Devashish Das Gupta, Prof. Sabyasachi Sinha
11	Modelling an information flow based decision support system - Agriculture	Agrorhythm Research Centre Pvt. Ltd.	Prof. S. Venkataramanaiah

Details of Consultancy Project Completed

Sl. No.	Project Title	Funding Agency	Faculty (Professors)
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, Lucknow	Prof. Jabir Ali, Prof. Sushil Kumar
2	Evaluation Study on Border Area Development Programme	Planning Commission, Govt. of India	Prof. Himanshu Rai
3	Shelter for Urban Poor through Community Approach	Human Settlement Management Institute, New Delhi	Prof. R.M. Vikas
4	Study and improvement of Procurement Process of TTD	Tirumala Tirupati Devasthanams, Tirupati	Prof. S Venkataramanaiah, Prof. Amit Agrahari
5	Study of the Daily Monitoring System of Mid Day Meal Scheme in U.P.	Mid Day Meal Authority, Lucknow	Prof. Sushil Kumar, Prof. Omkarprasad S Vaidya
6	Benchmarking and Negotiation Strategies for a Robust Acquisition System	College of Materials Management, Jabalpur	Prof. Samir Srivastava, Prof. Amit Agrahari, Prof. Prakash Singh
7	Assessment of Performance Utility & Requirement of TRAI Regional Offices	Telecom Regulatory Authority of India, New Delhi	Prof. Amit Agrahari, Prof. Anirban Chakraborty
8	Strategy Formulation & Implementation for Business Transformation	Subhash Chandra Bose Institute of Higher Education, IIM Road, Lucknow	Prof. Devashish Das Gupta
9	Procurement Observatory (at IIML) in the State of Uttar Pradesh (UP)	The World Bank Group, New Delhi	Prof. Samir Srivastava, Prof. Amit Agrahari
10	Consultancy on Logistics Operations of Tata Motors, Profile Business	Tata Motors Ltd., Mumbai	Prof. Samir Srivastava



Section 3

NEW INITIATIVES





IIM Lucknow Enterprise Incubation Centre

IIM Lucknow Enterprise Incubation Centre has been setup by IIM Lucknow at its Noida campus. This is registered as section 8 not for profit company with the trademark L-INCUBATOR. The centre is supported by UP State Govt under Startup & IT policy and NSTEDB, Department of Science & Technology, Govt of India.

The focus of the centre is to speeding up the growth and successful commercialization of technology and knowledge based startups and early stage ventures. It will provide a combination of Accelerator programme, SEED Capital, Smart Co working space, High End Laboratories, Industry & Corporate linkages, Mentoring and incubation services to help growing these businesses faster.

While the centre's roots are grounded in Uttar Pradesh, its vision and aspirations have a broader trajectory. It will bring innovation and ideas to life that will create economic opportunity and jobs for the country.

Initiatives

IIML Alumni Angel Network is a network of alumni of IIML which would mentor, nurture, provide seed & growth capital to incubate companies. Thus, we aim to provide a platform for alumni who could be potential investor and mentor for startups to build their foundations, breaking down the barriers to success, reducing risk and increasing the chances of survival and success of technology ventures.

Corporate Supported Incubation Programme: L-INCUBATOR, IIM Lucknow and HPCL entered into a MoU to work together for incubating innovative ideas and business Start-Ups in the Energy Sector. The signing ceremony held during Startup Pitch Day on 22nd July 2017 at the IIM Lucknow Enterprise Incubation Centre (L-INCUBATOR) of IIM Lucknow, Noida Campus.

The centre has the following objectives;

- Inculcating Entrepreneurial spirit among students & youth to become job creator.
- Development of Entrepreneurial Leaders through education and training.
- Development and speedy commercialization of technology / products.
- Creation of Technology Based Next Generation Entrepreneurs through incubation support and services.
- Resource centre for Startup and technology based enterprises.
- To facilitate innovation and IPR (Intellectual Properties)
- Early stage Venture Funding through IIML Angel Network



Education & Training

IDEA to Execution – This is a six week entrepreneur development programme for aspiring entrepreneurs based on the philosophy of learning by doing followed with HACKATHON and IDEATHON.

Growth Hacker - This is a six week venture growth strategy programme for growing startups. We help them in creating a viable and sustainable business growth strategy and prepare them for raising series A fund from venture capital firms.

Funds provided to establish and run startup business by incubation centres: THREE SEED FUND: We have provided initial SEED fund to the following incubated startups in the range of 5 lakhs to 25 lakhs

- CONSTEMS AI PVT LTD (IIML Alumn startup) 5 lakh by incubator and 10 lakh through investor network.
- RX2RX PVT LTD (IIML Alumn startup) 5 lakh by incubator and 5 lakh through investor network
- JAN ELAAJ HEALTHCARE PVT LTD – 5 lakh by incubator

Number of projects institutionalized by the incubation centres: SIX

- CONSTEMS AI PVT LTD (IIML Alumn startup)
- RX2RX PVT LTD (IIML Alumn startup)
- JAN ELAAJ HEALTHCARE PVT LTD
- ECOLOGICAL CONCEPT PVT LTD
- TECHNYBIRDS
- TARGET PLUS PVT LTD

Snapshot

- Incorporated as section 8 company
- Supported by NSTEDB, DST, Govt of India and UP State Govt.
- Corporate partnership with HPCL for joint incubation of startup
- Motivated 2000+ people about entrepreneurship through awareness programmes
- Trained 100+ people on entrepreneurship
- Received 350+ application for incubation support
- Incubated 06+ startups, 06 more are selected which would be incubated in August'17
- Invested in 3 startups; which have leveraged L-Incubator SEED Fund and Angel funds from investor network.





Section 4

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 Centre for Food and Agribusiness Management (CFAM) has grown into a '**Global Centre of Excellence**' in the field of food & agribusiness management education, research & consultancy. The Centre strives to accelerate the professional management of agricultural and other rural resources by integrating business with farming.

The main aims of the Centre for Food and Agribusiness Management are:

- To generate knowledge for efficient management of farm sector by preparing young dynamic graduates and entrepreneurs;
- To impart high level practical training supported by field based research through effective linkages between national & international academic institutions as well as organizations and agencies; and
- To offer consultancy to national & international organizations in the field of agriculture and rural management.

Academic Activity/ Activities

CFAM faculty offered 18 courses in Post Graduate Programme in Agribusiness Management (PGP-ABM), which is a full time two-year residential management education programme focusing on the food & agribusiness sector. The Programme with a strong international orientation is open to university and college graduates having an affinity with the agriculture and allied sector.

Research & Study Projects

- Influence of Information asymmetry on land value perception
- Business Innovations in Food and Agribusiness, Micro, Small and Medium-Seed Enterprises in India
- Value chain Analysis of Agricultural Products in U.P.

Research and Publications

- **Gupta, K.B. and Gupta, L.B.** (2017). A Framework for Identification of Opportunities for Agribusiness and Agripreneurship in India, *Journal of Management Research and Analysis*, January-March, 2017, 30-34
- **Awasthi, M.K.**, "Influence of Perceived Price Fairness on Buying Decision of Rural Consumer in India" *International Journal of Applied Management Research*, Vol. 4 (No.1), 1-12.
- **Niraj Kumar and Sanjeev Kapoor** (2017), "Extensiveness of farmers' buying process of agri-inputs in India: implications for marketing", *Journal of Agribusiness in Developing and Emerging Economies*, Vol. 7 Issue: 1, 35-51.
- **Niraj Kumar, Sanjeev Kapoor**, (2017) "Do labels influence purchase decisions of food products? Study of young consumers of an emerging market", *British Food Journal*, Vol. 119 Issue: 2, pp.218-229



CFAM faculty offered

18 course

Graduate Programme in Agribusiness Management (PGP-ABM), which is a full time two-year residential management education programme focusing on the food & agribusiness sector.

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 therein for marketing practitioners.

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

The major objective of CMEE is to establish itself as a vital and lively resource centre for scholars, academicians, marketing research practitioners and corporations from around the world, who have interest in emerging economy markets. The vision and mission laid down for the centre are:



Vision

To be the globally recognized Centre for Marketing that studies, understands and educates about consumers, business and public policies towards marketing in Emerging Economies.



Mission

To promote research of international standard and facilitate knowledge transformation in emerging economies as the credible source of 'marketing information,' 'consumer behavior,' 'business competitiveness,' 'dynamics of the economy, technology, the socio-political situation on marketing and public policies towards marketing.' The center will facilitate the exchange of ideas and experiences between academic scholars, marketing managers, research practitioners, concerned public policy makers and moulders of public opinion including the media.

Research and Publications	Description
Coir in Uttar Pradesh: a Field study report on prospects of coir products in Uttar Pradesh	This highlighted the coir industry status and growth in Uttar Pradesh and other states of India and availability of macroeconomic environment for coir industry development at U.P. This further presented challenges faced by coir unit and approaches to address the same. It summarized over a conclusion that suitable marketing, distribution, manufacturing and financial interventions can help establish coir industry in U.P. which involves suitable organization structure and a better understanding of problems faced by cluster units and implementation framework along with roles and responsibilities of stakeholders.
Affordable healthcare delivery models: Challenges and opportunities in Emerging Economics	The document highlighted around 20 models of affordable healthcare delivery in the Indian context and other emerging economy countries like Bangladesh, Nigeria, Ghana, and Uganda. These models focussed on the needy patients and timely delivery of quality care at free of cost to its citizens in the areas of primary care, emergency care, few non-communicable diseases thereby presenting the challenges and opportunities in the implementation of these models. These path-breaking models provided meaningful insights into current delivery process and guidelines for the same.
Bibliography in Research in marketing on emerging market economics	This research note briefly reports a compilation of the bibliography done during the last 25 years, i.e. from 1991-2015, on all the emerging market economies (EMEs) specific research articles that were published in the marketing area journals across the world. A total of 1257 theoretical and empirical research papers were sourced from 86 marketing journals. The publication trend across the marketing journals indicated the increasing significance the EMEs specific research has achieved over the years.

Significant Achievements

Workshop on Data Visualization: Methods and Tools: 2 - Day workshop on 'Data Visualization' was organized in association with MRSI both in Noida (25th-26th April) and Mumbai (28th-29th April) 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.

The Workshop delivered understanding on Data visualization for strategic marketing decision, Using the 'R' programming language for data visualization, Text data to insights-creating a storyline with social data, Interactive graphical data analysis through tableau software, Data visualization and data mining using SAS, Visual storytelling: using data and storytelling to get a message across, Geographic data visualization methods.

Workshop – Case Study Writing and Development on 5th January 2017: 2 days Workshop instructed by Prof Naresh Malhotra (Georgia Institute of Technology), Prof. Niraj Dawar (faculty of Ivey Business School) and Prof. Amitava Chattopadhyay, (the GlaxoSmithKline Chaired Professor of Corporate Innovation at INSEAD) who took three session respectively.

The Workshop took into account detailed discussion on the impact of using a video case, "Why" Case study and Practices for Teaching the Cases in three different sessions respectively.

CMEE-IIML Annual Conference of Emerging markets on the theme "Reaching Consumers of Emerging Markets." The conference was organized mainly for Marketing Practitioners, Academicians and Doctoral students from 5-7th January 2017. It has received more than 300 research articles from across the world and more than 200 participants from over 16 countries who presented their research papers.

The conference provided a platform for sharing insights and finding on marketing in emerging economies, where scholars from different countries exchange ideas and explore collaboration, shaping the agenda for research on marketing in emerging economies. The conference further set an agenda for "Research Consumers of Emerging markets" in consonance with the growing opportunities available to consumers for expressing their opinion.





Section 5

INTERNATIONAL LINKAGES



International Academic Collaboration

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.

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.

This year saw the addition of four new international partner institutions - Gordon Institute of Business Science, University of Pretoria, South Africa, Ben-Gurion University of the Negev, Israel, University of North Texas College of Business, USA, IESEG School of Management, France.



Incoming

42

Student Exchange

For the year 2016-17



Outgoing

67

Highlights for the year 2016-17

International partnerships were done in two new previously untapped areas - South Africa and Israel

Activities

IIM Lucknow 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.

IIM Lucknow Partner Institutions List

Europe

- Universite Catholique de Louvain (UCL), Belgium
- Copenhagen Business School (CBS), Denmark
- Turku School of Economics, Finland
- ESSEC Business School, France
- Ecole de Management (EM) – EM Strasbourg Business School, France
- Universite Jean Moulin (UJM), France
- NEOMA Business School, France
- ESCP-EAP, European School of Management, France
- Toulouse Business School (Groupe ESC Toulouse), France
- Telecom Ecole de Management, France
- BREST Business School, France
- EMLYON Business School, France
- La Rochelle Business School, France
- KEDGE Business School, France
- IESEG School of Management, France
- Leipzig School of Management (HHL), Germany
- Athens University of Economics and Business, Greece

- Bocconi University, Italy
- MIP Politecnico Di Milano School of Management, Italy
- Ca' Foscari University of Venice, Italy
- University of Amsterdam (UvA), Netherlands
- University of St. Gallen, Switzerland
- University of Hull, United Kingdom

North America

- McMaster University-Michael G Degroote School of Business, Canada
- Brock University, Canada
- Carleton University, Canada
- University of Connecticut, USA
- Kelley School of Business, USA
- University of Kentucky, USA
- University of Akron, USA
- University of North Texas College of Business, USA

Asia

- Beijing Jiaotong University, China
- National University of Singapore, Singapore
- Singapore Management University, Singapore
- Ben-Gurion University of the Negev, Israel

Africa

- Gordon Institute of Business Science, University of Pretoria, South Africa

Oceania

- Lincoln University, New Zealand

Our Partner Institutions





Section 6

EXECUTIVE EDUCATION



Management Development Programme

Established in 1984, Indian Institute of Management Lucknow, since its inception, has been a leading authority in quality enhancement among corporate and public systems by influencing leadership and management practices. Creation of Management Development Programme (MDP) department in 1985 is one such initiative.

The MDP department has initiated a wide variety of programmes and activities aimed at developing leadership and competitiveness in the industry. Each programme is designed to address the distinct needs of specific executives at various points in their career, helping them enhance their skill sets and progress.



The main objectives of the Management Development Programmes (MDP) are:

- Provide education, training, and consultancy to corporate and public systems.
- Develop and enhance leadership through people.
- Upgrade management skills.
- Improve the competitiveness of private and public sectors by catalyzing innovation of new methods, building capacity and quality enhancement.

The programmes offered by MDP pertain to general management as well as all functional areas. Programmes conducted by IIM Lucknow mainly are of three types -

- Faculty-driven Open Programmes.
- Customized programmes to cater the specific needs of industry.
- Certification Programmes.

These courses are designed with the intention of offering organizations' area focused industry-integrated up-skilling. MDP offers focused training in many areas which would be relevant across bands, roles and job definitions in any vertical or sector.

The programmes offer range from fundamentals, helping executives shifting from one functional area to another to programmes focusing on specific topics to help executives take up specific higher responsibilities. IIM Lucknow conducts internationally patterned certification programmes for executives of corporate and government officials. One year part time Certificate Management Programmes are designed for such purpose. These programmes have been meticulously designed to inculcate strong conceptual frameworks in business and management skills to integrate advanced management theories with real-world business practices. At present MDP is conducting two such programmes namely Certificate Programme in General Management for Executives (CPGME) and Certificate Programme in Business Analytics for Executives (CPBAE). As part of the corporate social responsibility, IIM Lucknow conducts six months General Management Programme for Defence Officers. The objective of the programme is to facilitate smooth second career transition of the Defence Officers into the corporate world and familiarize them with contemporary management practices. The programmes can be conducted at either of our campuses (Lucknow or Noida) or the location desired by the client organization.

Management Development Programmes 2016- 17

I - Open Programmes (Short Duration Programmes)

Sl. No	Title	Faculty Coordinator/s	Dates	No. of Participants
1	Effective Contract Management and Negotiation	Prof. D.S. Sengar	April 20-24, 2016	11
2	Managing Procurement of Agriculture Products	Prof. Sanjeev Kapoor	June 01-03, 2016	9
3	Leadership Development	Prof. Pushpendra Priyadarshi	June 30 - July 02, 2016	21
4	Supply Chain Analytics	Prof. S Venkataramanaiah	August 08-10, 2016	21
5	Effective Communication for Managerial Success	Prof. Neerja Pande	August 08-10, 2016	14
6	Effective Communication for Managerial Success	Prof. Neerja Pande	November 10-12, 2016	17
7	Agricultural Input Marketing	Prof. Sanjeev Kapoor	October 19-22, 2016	23
8	Agricultural Input Marketing	Prof. Sanjeev Kapoor	November 07-10, 2016	28
9	Leading Schools	Prof. Debashis Chatterjee	November 10-12, 2016	33
10	Finance for Decision Making (for Non-Finance Executives)	Prof. Ajay K Garg	November 21-25, 2016	10
11	General Management Programme	Prof. Archana Shukla	November 21 - December 02, 2016	10
12	International Training Programme on the World Bank's New Procurement	Prof. Samir K Srivastava & Prof. Amit Agrahari	November 28 - December 9, 2016	23
13	Digital Marketing	Prof. Moutusy Maity	December 01-03, 2016	21
14	The First Time Leader	Prof. Nishant Uppal	January 18-20, 2017	14
15	Financial Statement Analysis and Practical Business Applications	Prof. Seshadev Sahoo	February 16-18, 2017	11
16	Interpersonal Communication Skills, Presentation Skills and Image Management	Prof. Payal Mehra	February 22-24, 2017	13



II – Long Duration Programmes

Sl. No	Title	Faculty Coordinator/s	Dates	No. of Participants
1	One-year Part-time Certificate Programme in General Management for Executives with 240 hours of teaching in four on-campus modules of 9 days each (CPGME 13) 2nd to 4th on-campus modules	Prof. D Tripathi Rao & Prof. Madhumita Chakraborty	May 21, 2016 – February 12, 2017	24
2	One year Part-time Certificate Programme in Business Analytics for Executives (CPBAE V) - 4th on-campus module	Prof. Amit Agrahari & Prof. Samir K Srivastava	July 13-17, 2016	23
3	One year part-time Certificate Programme in Business Analytics for Executives (CPBAE VI)	Prof. Kaushik Bhattacharya & Prof. Gaurav Garg	June 01, 2016 – March 5, 2017	27
4	One-year Part-time Certificate Programme in General Management for Executives with 240 hours of teaching in four on-campus modules of 9 days each (CPGME12) - 4th on campus module	Prof. Sushil Kumar (CBS) & Prof. K C Balodi	August 06-14, 2016	31
5	One-year Part-time Certificate Programme in General Management for Executives with four on-campus modules of 9 days each in 240 hours of teaching (CPGME 14) - 1st & 2nd on-campus modules	Prof. Prakash Singh & Prof. Prem P Dewani	September 24 – December 11, 2016	22
6	One-year Part-time Certificate Programme in Business Analytics for Executives (CPBAE VII) - Module 1 & 2	Prof. Gaurav Garg & Prof. Amit Agrahari	December 7 – March 19, 2017	25

III – Customized Programmes

Sl. No	Title	Faculty Coordinator/s	Dates	Total Participants
1	Leadership and Strategic Management for Quality Improvement in Education for HOS of Directorate of Education and SCERT/DIET Faculty	Prof. Rajesh K Aithal & Prof. Nishant Uppal	April 20-24, 2016	31
2	Forest Research Methodology for IFS Officers	Prof. Jabir Ali & Prof. Sourindra Bhattacharjee	May 23-27, 2016	11
3	Business Leadership Programme for the executives of JK Group	Prof. Archana Shukla & Prof. Seshadev Sahoo	May 23 - June 03, 2016	33
4	Change Management Programme (CHAMP) for the Sr. Executives of Bharat Electronics Ltd.	Prof. Neerja Pande & Prof. Ajay Singh	May 23-28, 2016	22
5	Change Management Programme (CHAMP) for the Sr. Executives of Bharat Electronics Ltd.	Prof. Ajay Singh & Prof. Shamama Afreen	July 18-23, 2016	20
6	Change Management Programme (CHAMP) for the Sr. Executives of Bharat Electronics Ltd.	Prof. Archana Shukla & Prof. Shamama Afreen	September 19-24, 2016	26

Sl. No	Title	Faculty Coordinator/s	Dates	Total Participants
7	Change Management Programme (CHAMP) for the Sr. Executives of Bharat Electronics Ltd.	Prof. Ajay Singh & Prof. Shamama Afreen	November 07-12, 2016	31
8	Understanding Self for Managerial Excellence for MP State Administrative Service Officers	Prof. Pankaj Kumar & Prof. Nishant Uppal	May 30 - June 03, 2016	24
9	Understanding Self for Managerial Excellence for MP State Administrative Service Officers	Prof. Pushpendra Priyadarshi & Prof. Nishant Uppal	July 29 - August 02, 2016	19
10	Understanding Self for Managerial Excellence for MP State Administrative Service Officers	Prof. Pankaj Kumar	December 12-16, 2016	21
11	Emerging Leaders Programme for the Executives of JK Group	Prof. Pushpendra Priyadarshi & Prof. Prem P Dewani	June 06-10, 2016	31
12	Emerging Leaders Programme for the Executives of JK Group	Prof. Madhumita Chakraborty & Prof. Prem P Dewani	June 13-17, 2016	31
13	Emerging Leaders Programme for the Executives of JK Group	Prof. Devashish Das Gupta & Prof. Nishant Uppal	June 20-24, 2016	31
14	Emerging Leaders Programme for the Executives of JK Group	Prof. Madhumita Chakraborty & Prof. Pushpendra Priyadarshi	June 27 - July 01, 2016	29
15	General Management Programme for the Executives of Coal India Ltd.	Prof. Shailendra Singh & Prof. Ashutosh K Sinha	June 06-17, 2016	24
16	General Management Programme for the Executives of Coal India Ltd.	Prof. Vikas Srivastava & Prof. Satish S M	July 11-22, 2016	25
17	General Management Programme for the Executives of Coal India Ltd.	Prof. Madhumita Chakraborty & Prof. Prem P Dewani	August 01-12, 2016	26
18	General Management Programme for the Executives of Coal India Ltd.	Prof. Sushil Kumar (OM) & Prof. Ashutosh K Sinha	November 21 - December 02, 2016	24
19	General Management Programme for the Executives of Coal India Ltd.	Prof. Shailendra Singh & Prof. Indranil Biswas	December 5-16, 2016	27
20	MCTP for IRS (Direct Taxes) Officers (7-9 years of service), Phase III, Group I	Prof. Sushil Kumar (CBS) & Prof. Seshadev Sahoo	July 11 - August 05, 2016	37
21	MCTP for IRS (Direct Taxes) Officers (7-9 years of service), Phase III, Group II	Prof. A K Mishra & Prof. Payal Mehra	August 08 - September 02, 2016	40
22	MCTP for IRS (Direct Taxes) Officers (7-9 years of service), Phase III, Group III	Prof. K G Sahadevan & Prof. Nishant Uppal	September 05-30, 2016	37

Sl. No	Title	Faculty Coordinator/s	Dates	Total Participants
23	Complex Level Leadership Development Programme for the Sr. Executives of Hindustan Aeronautics Ltd.	Prof. Pankaj Kumar & Prof. Neeraj Dwivedi	July 18 - August 06, 2016	18
24	Complex Level Leadership Development Programme for the Sr. Executives of Hindustan Aeronautics Ltd.	Prof. Pankaj Kumar & Prof. Pushpendra Priyadarshi	September 19 - October 08, 2016	20
25	Complex Level Leadership Development Programme for the Sr. Executives of Hindustan Aeronautics Ltd.	Prof. Himanshu Rai & Prof. Nishant Uppal	November 7-26, 2016	20
26	Setting up Professional Goal Oriented Targets and Performance Evaluation for CPSEs/SLPEs	Prof. Shailendra Singh & Prof. Ajay K Garg	August 08-12, 2016	33
27	MCTP for IRS (Direct Taxes) Officers (14-16 years of service), Phase IV, Group I	Prof. Rajesh Aithal & Prof. Vikas Srivastava	August 08-September 02, 2016	26
28	MCTP for IRS (Direct Taxes) Officers (14-16 years of service), Phase IV, Group II	Prof. Ajay K Garg & Prof. Neeraj Dwivedi	September 05-30, 2016	31
29	Middle Management Programme for the Executives of Oil India Ltd.	Prof. Amita Mital & Prof. Prakash Singh	August 22 - September 01, 2016	20
30	FLO Women Director's Programme on Board Readiness (Advanced Level)	Prof. Ajay K Garg & Prof. Neeraj Dwivedi	September 15-16, 2016	19
31	MCTP for IRS (C&CE) Officers, Phase IV, Group I	Prof. Bharat Bhasker & Prof. A Vinay Kumar	September 26 - October 15, 2016	35
32	MCTP for IRS (C&CE) Officers, Phase IV, Group II	Prof. Ashutosh K Sinha & Prof. Seshadev Sahoo	October 10-29, 2016	35
33	Leadership and Team Management for Administrative Officers of LIC	Prof. Debashis Chatterjee & Prof. Nishant Uppal	October 04-07, 2016	25
34	Leadership and Team Management for Administrative Officers of LIC	Prof. Archana Shukla & Prof. Sushil Kumar (CBS)	October 24-27, 2016	22
35	Leadership and Team Management for Administrative Officers of LIC	Prof. Shailendra Singh & Prof. Pushpendra Priyadarshi	November 15-18, 2016	26
36	Leadership and Team Management for LIC Executives	Prof. Shailendra Singh	December 19-22, 2016	26
37	Case Writing for NABARD Executives	Prof. Ajit Prasad & Prof. Jabir Ali	October 24-25, 2016	21
38	Case Writing for NABARD Executives	Prof. Ajit Prasad & Prof. Jabir Ali	November 04-05, 2016	25

Sl. No	Title	Faculty Coordinator/s	Dates	Total Participants
39	MCTP for IRS (C&CE) Officers, Phase III, Group I	Prof. P Priyadarshi & Prof. Madhumita Chakraborty	October 24 - November 11, 2016	38
40	MCTP for IRS (C&CE) Officers, Phase III, Group II	Prof. B K Mohanty & Prof. Jabir Ali	November 28 - December 16, 2016	40
41	MCTP for IRS (C&CE) Officers, Phase III, Group III	Prof. Bharat Bhasker & Prof. Sabyasachi Sinha	January 09 - 27, 2017	42
42	UnYi Programme for Confederation of Indian Industry	Prof. Prakash Singh	November 04-05, 2016	17
43	Strategic Leadership Programme for the Executives of Roche Diagnostics India Pvt. Ltd.	Prof. Vikas Srivastava & Prof. Neeraj Dwivedi	November 14-19, 2016	22
44	Communication for the Executives of GAIL India Ltd.	Prof. Neerja Pande & Prof. Payal Mehra	November 21-25, 2016	29
45	Communication for the Executives of GAIL India Ltd.	Prof. Himanshu Rai & Prof. Payal Mehra	January 16-20, 2017	28
46	HR for HR Executives of NTPC Ltd.	Prof. Ajay Singh & Prof. Pankaj Kumar	November 21-25, 2016	22
47	Financing Micro-Finance Institutions by Banks	Prof. Sanjeev Kapoor	November 22-26, 2016	25
48	Excelling in Leadership for the Executives of MetLife GOSC	Prof. Nishant Uppal	November 28-30, 2016	30
49	Excelling in Leadership for the Executives of MetLife GOSC	Prof. Nishant Uppal	January 05-07, 2017	30
50	Excelling in Leadership for the Executives of MetLife GOSC	Prof. Nishant Uppal	February 22-24, 2017	30
51	Excelling in Leadership for the Executives of MetLife GOSC	Prof. Nishant Uppal	February 27- March 01, 2017	30
52	Planning, Organizing and Foresightedness for the Executives of GAIL India Ltd.	Prof. Himanshu Rai & Prof. Neeraj Dwivedi	December 05-09, 2016	29
53	Planning, Organizing and Foresightedness for the Executives of GAIL India Ltd.	Prof. Shailendra Singh & Prof. Ashutosh K Sinha	February 27 - March 3, 2017	28
54	Analytical Problem Solving for the Executives of GAIL India Ltd.	Prof. Sushil Kumar (OM) & Prof. Ashutosh K Sinha	December 12-16, 2016	18

Sl. No	Title	Faculty Coordinator/s	Dates	Total Participants
55	Leadership Development Programme for DDVMs of Maruti Udyog Ltd.	Prof. Anadi Pande & Prof. Seshadev Sahoo	December 19-21, 2016	9
56	General Management Programme for the Defence Officers	Prof. B K Mohanty & Prof. Prem P Dewani	January 02 - June 16, 2017	48
57	Leadership Development for the Women Executives of ONGC Ltd.	Prof. Himanshu Rai	January 09-13, 2017	23
58	Leadership Development for the Women Executives of ONGC Ltd.	Prof. Devashish Das Gupta & Prof. Madhumita Chakraborty	March 06-10, 2017	21
59	Execution Excellence for the Executives of GAIL India Ltd.	Prof. O S Vaidya & Prof. Nishant Uppal	January 09-13, 2017	22
60	Management Module for IFS Probationers	Prof. Shailendra Singh & Prof. Payal Mehra	January 30 - February 3, 2017	56
61	General Management Programme for the Administrators of Govt. of Madhya Pradesh	Prof. Payal Mehra & Prof. Nishant Uppal	February 6-17, 2017	25
62	Building Capability (Developing Self & Others) for GAIL India Ltd.	Prof. P Priyadarshi	February 13-17, 2017	26
63	General Management Programme for the Executives of NTPC Ltd.	Prof. Shailendra Singh & Prof. Prakash Singh	February 13-24, 2017	26
64	General Management Programme for the Executives of NTPC Ltd.	Prof. Prakash Singh & Prof. Rajesh K Aithal	February 27 - March 10, 2017	30
65	Big Data and Data Analysis for ISS Officers	Prof. Bharat Bhasker & Prof. Pradeep Kumar	February 27 - March 4, 2017	19
66	Decision Making for Effective Leadership for the executives of NHPC Ltd.	Prof. Nishant Uppal & Prof. Kshitij Awasthi	March 06-08, 2017	19
67	Capacity Building and Training the for Entrepreneurs (Sponsored by CII)	Prof. Prakash Singh	March 16-17, 2017	26
68	Embedding Leadership for DRDO Scientists	Prof. Pushpendra Priyadarshi	March 20-24, 2017	20
69	Managing Creativity and Innovation for the executives of NHPC Ltd.	Prof. Sushil Kumar (CBS)	March 22-24, 2017	21
70	Strategic Management and Leadership for the Sr. Officers of Kendriya Vidyalaya Sangathan	Prof. R K Srivastava & Prof. Rajesh K Aithal	March 27 - April 1, 2017	38
71	Capacity Building and Training for Entrepreneurs (Sponsored by CII)	Prof. Prakash Singh	April 10-11, 2017	25



Section 7

SUPPORT FACILITIES



Computer Centre

The Computer Centre is housed in a spacious 7500 sq. ft., air conditioned centrally located designed building and is equipped with the state-of-the-art computing resources to cater to 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 1500 nodes to each of these servers for sharing different hardware and software resources.

The hardware resources of the Institute include Computers (from Pentium to Xeon processors, 4 to 48 GB RAM, 80 to 2 TB Storage), high speed printers. The software resources include a wide variety of management oriented software along with Microsoft Campus agreement.

All students are provided an email and login account and sufficient storage space on joining the Institute and round the clock access to the wired/ wireless network and secured Internet with a high speed leased line from TATA and NKN (National Knowledge Network).



Hardware Specifications

- IBM Blade Servers
- IBM SAN Storage with Tape Library
- IBM, HCL, HP High-end Servers
- High-end Computers in two LABs (76 No.)
- High-end Computers at Users Locations (Approximately 300 No.)
- Outsourced High speed Network/ Desktop Laser Printers (Colored, B&W, Duplex, Scanning)

Software and Services Specifications

- Microsoft Campus Agreement
- IIM Lucknow Website hosting
- Gmail hosted webmail services with 30 GB Storage each
- ERP – Oracle Peoplesoft Campus Solution and Back office
- Active Directory based User Administration
- Printing Accounting Software
- Statistical Software like SAS, SPSS etc.
- CMIE Database (Prowess, Capex, India Trade, Business Beacon etc.)
- Bloomberg
- XLMiner, Mathematica etc.
- Students Service Portals like Claroline, Blondie, Etrigan and Software Library

Network/ Internet Specifications

- Authentication based secured access to the Internet
- Leased Line of 180 Mbps from TATA and 1 Gbps from NKN (National Knowledge Network)
- 80 Mbps leased VPN Line between Noida and Lucknow Campus
- Fortigate Firewall for Network Security
- Entire campus is covered with approximately 2000 wired and wireless (Wi-Fi) network nodes
- Approximately 125 Switches (L2 and L3), 250 Access Points and Fiber backbone consists Campus Network

Library

Library: The Learning Resource Centre

Operating from a spacious building of about 30000 square feet, fully air-conditioned, centrally located and functionally designed building with a seating capacity of 250 readers in five halls, the library is operating in a fully automated environment. Library is equipped with ergonomically designed furniture, fittings and fixtures. Integrated library management software is in place. Entire library resources are bar-coded and an On-Line Public Access Catalogue (OPAC) is giving information about its resources. The active collection of the library is tagged with the RFID tags and the RFID System has been installed for surveillance, issue return and other operations related to AMH (Automated Material Handling) operations. Gyanodaya is the centre of attraction of academics, researchers and students. Keeping in view the vision and mission of the Institute, Gyanodaya Library: The Learning Resource Centre 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 to the information 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.



45341

Books



1838

Corporate Reports



4021

Complimentary Documents



50

Thesis



354

CDs/DVDs



416

Current Subscription to Journals



17

Newspapers



55

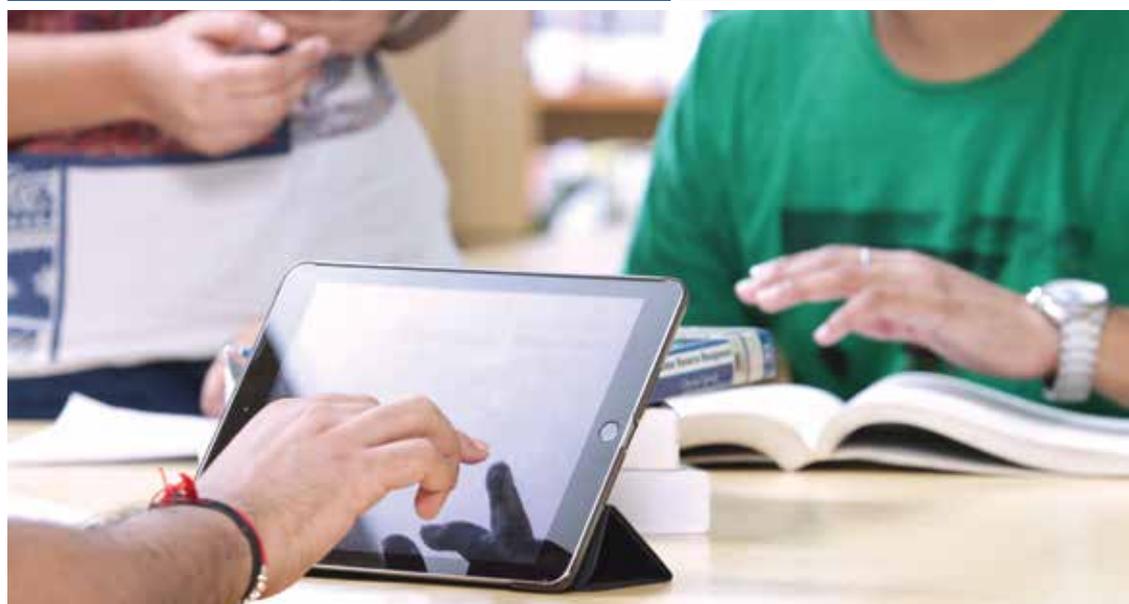
Magazines



21500

Bound Volumes

Resources
(as on 31/03/2017)





Library also has access to more than

2800

learned e-journals from the international renowned leading publishers

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, Sage Journals, SDC, Springer Journals, SCC Online, Summons, Taxmann, Taylor & Francis Journals, Venture Intelligence Databases, Wall Street Journal, Web of Science, Westlaw India and Wiley InterScience Journals. Gyanoday 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 2800 learned e-journals from the international renowned leading publishers like Elsevier Science, EMERALD, Inderscience, Infosci, John

Wiley and Sons, Oxford, Sage, Springer, Taylor and Francis etc.

Facilities and Services

- Audio-Visual Facility
- Automated Circulation
- Bibliography
- Current Awareness Service
- Cyber Lab
- Database Search Service
- Document Delivery
- E-Mail Alert Service
- Inter-Library Loan
- Lab for Visually impaired
- Online Public Access Catalogue (OPAC)
- Orientation Programme
- Reference Service
- Reprographic Service
- Research Carrels
- Round the clock Reading Facility
- SMS Alert Service
- Video Conferencing Facility

Library: Noida Campus

Recognizing the role of library and information services in meeting the requirements of the Institute's academic, research and training programmes, the Library was set-up as one of the key divisions of the Indian Institute of Management, Lucknow - Noida Campus.

Stocking a core collection of around 6500 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:

The library is in a growing phase. It has grown to a reasonable number of around 5483 documents since its inception. The selection of the documents is done carefully by the concerned faculty, keeping in mind the requirements of the students. During the period of report, the value additions to the library in terms of learning resources are given as under:

- 309 select volumes of documents in the form of Books and Video DVD in the discipline of management and allied areas were acquired. The amount involved in purchase in the reporting year 2016-2017 was Rs. 5, 03,968 lakhs. A total of 47 periodicals in print form were subscribed during the year and the amount spent was Rs. 6, 86,574 lakhs.
- All the documents acquired during the period of report were technically processed and the bibliographical data of these documents were stored in LIBSYS.
- The Audio-visual collection was further enriched with the addition of one film.

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.

Facilities and 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).

- Using an automated circulation system, the library provided core services to its users, like issue/return, reminders, recalls, statistical data generations, report generation, reservations and giving answers to other reference queries. 2422 documents were circulated during the period of report.
- The OPAC (On-line Public Access Catalogue) is accessible through LAN within the campus, which gives search facility for Noida and Lucknow library both.
- Several ready and long range reference/information queries were attended to during the year.
- The library has started providing information about the latest arrival of books in the library through Current Contents. Two issues of the CC have been published.
- 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.
- Twenty Eight external members were served during the year. Out of this 2 members took the annual membership and 26 were casual members (daily, weekly, monthly).

Highlights

The case study, Libraries on Fingertips: A case study of Indian Institute of Management Lucknow-Noida Campus, conducted by the Assistant Librarian, Noida Campus – Kavita Chaddha won the first position in the Best Paper Category at the International Conference of Digital Libraries (ICDL 2016) organized by The Energy and Resources Institute (TERI), at IHC Delhi during 13-16 December 2016.



Section 8

STUDENT & ALUMNI ACTIVITIES



Alumni Activities

Alumni Affairs office works under the auspices of the Chairman elected and in tandem with the IIM Lucknow Alumni Association. The Association works under a executive committee elected among the Alumni of the institution. The President, Secretary and the Treasurer are all alumnus of the institution. The Alumni Affairs office has a full time recourse to reach out to the alumni periodically. In addition there are current student members of all the programmes running in both campus as part of the Alumni Committee. The sole purpose of the Alumni Affairs office is to keep the 5000 plus Alumni, Faculty and the current students connected to their Alma Mater.

Our Motto: Wherever you are, the IIM Lucknow Alumni Affairs is with you. From hosting events, to creating lifelong connections and providing career support, the IIM Lucknow Alumni Association keeps you in the family—for life.

Alumni Subscription

The 2016-2017 had the following additions to the family

PGP-435

PGPSM-15

Alumni Interaction 2016

The Alumni Committee of the Indian Institute of Management Lucknow recently organized Alumni Interaction 2016 for the PGP1

The fresh batch interacted with our seasoned Alumni from 1992 & 1993 on the one hand and on the other had interactive session with young achievers from the batch of 2010 & 2011.



The topics deliberated were as follows:

IIM Lucknow - The Alumni Perspective	Vinit Chauhan
My Career - and how IIM Lucknow helped	G. Ramesh
The First Year at IIML - A view in Hindsight	Piyush Sethia
The "Softer" Aspects - Communication, Networking, and Industry	Vinit Chauhan
IIML and the Skills for Entrepreneurship	Mohammed Ali
Alumni Panel Discussion: Your Questions about IIML	All Alumni

All sessions had full attendance and were arranged in the Campus Auditorium Utsav. In the final panel discussion students could ask pre requested questions which were collected a day prior. The feedback for the session was most promising.

Senior Alumni conclave 2016

A high-level alumni congregation held at the Noida campus on the 14th and 15th of October. This was the 4th edition of the event. C-level executives from various companies congregated at the institute to discuss the theme – "Three Things three key developments/opportunities/threats that their industry or area faces". Each alumnus deliberated on the three things in their respective industry. There was attendance from across batches, including 3 from the first graduating batch of IIML (1987).

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.

ALUMNI CONCLAVE '16

14TH & 15TH OCTOBER



 Dr. Kumar Vinay Pratap (Economic Adviser) Ministry of Urban Development	 Subir Sangal(CEO) Eagle Information System Pvt. Ltd	 Sonjoy Mohanty(Senior Adviser) Albright Stonebridge Group	 Sanjeev Kumar Govil(COO) Idea Cellular Ltd	 Manmohan Bhutani Head HR & VP Business Operations India Ltd American Cyber Systems Group	 Amit Dutta Founding & Managing Director Luxury Hues Group	 Mutha Ashok Jain(IPS) Inspector General of Police, Lucknow	 Manoj Tandon Founder & CEO, The Manoj & Tandon Company	 Kamlesh Chandra Varshney Commissioner of Income Tax, Income Tax Department, GOI	 KR Lakshminarayana Chief Endowment Officer Azim Premji Foundation	 Rajiv Khosla (MD) Lumileds India Ltd	 Amit Garg Executive Director Digital HT Media	 Vivek Gaur(CEO) Yepme (Vasdata Services Pvt Ltd)	 Vinit Singh Chauhan Head of Change Finance Functions Standard Chartered Bank	 Navin Chandra Rao Service Business Leader IKEA	 Nanda Kumar S President Perfint Healthcare Corporation	 Amit Chatterjee(CEO) SparcX Software	 Mahadevan Narayan Moni Senior Advisor, TPG Growth	 Amit Saxena Founder, CEO & MD Kavy Finance	 Nitin Das(Director) Filmkaar Production	 Ashish Saxena ED & CEO, Texmex Cuisine India Pvt. Ltd.	 Siddhartha Lakhera(CEO) Clairvoyant Mobile Solutions
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IIM LUCKNOW (NOIDA CAMPUS), NOIDA, UP-201307



Nostalgia 2016

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 2016 (conducted during 23rd-25th December 2016), 100+ attendees including spouses and kids visited the campus from the reunion batches of 1991, 1996, 2001, and 2006. This year's Nostalgia celebrated the Silver Jubilee year of the batch of 1991. 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. The back to classroom session with Prof. R. K. Srivastava was completely loved by our Alumni and their families alike.

Director & Alumni meet in London

Our Alumni based in London hosted our Director over lunch. Over 30 Alumni attended the get together and Chairman Alumni affairs Prof. Ajay Garg Specially flew for the event.

Job Postings

Lucrative job openings are posted in groups among our Alumni and all the networking with the companies, institutions and individual 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 Programme

On three month basis our Alumni are touched base with to update them about the happenings at the campus and to record all or any update from them. This strengths our database and helps us in keeping connected with our Alumni.

Entrepreneur Workshop 2017

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.

4x4 cities get together

We had the first of the kind 4 by 4 informal networking meet in Mumbai last year and it was a huge success. The same happens every month and growing every month in the number of Alumni attending and cities covered. This month it is planned in Delhi, Mumbai, Bangalore, Chennai, New York and Singapore.

Database structure

We are also restructuring the contents of our database; new fields have been introduced to capture new data inputs from our alumni. The data would be stored on our website and would be cautiously available for Faculty Alumni and Students registered on the website.

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 created by the Alumni Committee are posted on the various social media channels.

Remote interaction

Faculty members are being approached to connect them to our Alumni for the guest lecture series for their courses. The Alumni could be invited and also remotely engaged through internet to deliver their expertise on the matter.

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 and help they 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.

Staff Day

Alumni are invited to conduct workshops for Staff members so as to ensure they learn new life skills and have learnings for their profession and personal growth. Last year a picnic was also organized at a resort by Alumni affairs office to add the flavor of adventure and team work.

Teacher's day Celebration

In order to respect the efforts and dedication put in by the beloved professor's @IIM Lucknow, the alumni are invited to send messages for their favorite professors which are then conveyed to the respective professors via customized greeting cards. The gesture is highly appreciated by the entire faculty and alumni alike.

Mentorship

An alumnus mentoring has been a hallmark tradition at many b-schools. The Alumni committee intends to revive this rich tradition by launching the "Alumni Guidance Initiative" - An alumni-student relationship that will enable students to make the most of their summer internship.

Also, the objectives of the programme were:

For mentees: "an alumni-student relationship that will enable students to make the most of their summer internship"

For mentors: "an opportunity to stay connected with your alma-mater, give to a student and give back to IIM Lucknow"

About

100
students
benefited from
the programme
which was
led by 120
volunteering
alumni.



Student Activities

Lucknow Campus

Clubs & Committees

To cater to various needs of student fraternity, IIM Lucknow has a total of 20 committees and 9 clubs in various domains. These clubs and committees are responsible for arranging workshops, seminars, organising college fests, delivering functional knowledge, etc. At the same time, clubs are meant to help students develop their hobbies, such as music, dance, quizzing, etc. All these committees and clubs fall under the purview of the Students' Council which is an elected student body. Their functioning and budgeting is overlooked by Council. During last year, a lot of activities and events were conducted with major attraction as given below:

Events/ Activities

Alumni Conclave

Alumni Committee conducted Alumni Conclave 2016 which saw a select group of 20 C-Level executives debate and brainstorm on the theme "Three Things". Each speaker highlighted the three key developments, opportunities and threats perceived by their respective industry or area of expertise. 20+ CXO level alumni attended the event including Mr. Vinit Chauhan, President, Alumni Association; Mr. Sanjiv Govil, COO, Idea Cellular ; G Ramesh, Managing Director and CEO at HDB Financial Services Ltd ; Manmohan Bhutani , Vice President at Finserv Global Services and the likes.

Bhavishya

Bhavishya-the social initiative committee, has adopted the Saidapur village and is actively involved in its development. It organised medical

camp in Saidapur village with the objective of providing free medical tests to villagers who don't even have a basic health centre in and around their village. It also organised Harmony cup, with an aim to raise funds for improving school infrastructure in the Saidapur village. The event saw participation from around 250 students and total funds worth Rs. 87,000 were raised. It organised medical camps at IIM Lucknow dedicated towards providing free medical services and support to contractual employees from various departments at IIML. It has also introduced initiative named Parijaat to sponsor education of a girl child. It has also been constantly involved in organising blood donation camps, evening schools for kids from Saidapur village, cloth drive during winter season, etc.

Entrepreneurship Cell

Entrepreneurship Cell organised Confluence, 2016, which was a Panel Discussion on Social & Political Entrepreneurship with an aim to develop awareness of recent activities in the field. The prominent guest speakers were- Aditya Yadav, Politician & Director, IIFCO, Pankaj Jain, Founder, IRMA & Gynashala & Shaba Hussain, Founder SEWA NGO. It also organised an interaction session with founders from running startups who shared their experiences. Ventura, a national level B-Plan competition was organised to foster startup ideas from all over the nation. The event saw a participation of total 163 team involving 453 students.

Industry Interaction Cell (IIC)

The Industry Interaction Cell organized Pre-Budget Panel Discussion on the theme 'Expectations from Union Budget 2017-18' in association with Business Standard which saw popular speakers like, Shri Prabhu Chawala, Sri H.N Gupta, Mr Rakesh Nangia and Prof N R Bhanumurthy. The annual leadership summit of IIM Lucknow, Samvit,

hosted 3 leaders from various different domains in the industry- Mr R Gopalkrishnan, Director Tata Sons, Ex- Chairman Unilever, Mr CVL Srinivas, CEO Group M and Mr Tarun Tripathi, Business Head TVF.

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. For over 30 years, Manfest, 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. Themed around ‘Towards a World Without Borders’ the fest saw management events with total prize worth Rs. 16 lacs, Lucknow city and kids run and 2nd edition of IIM Lucknow Model United Nations Conference. Mr. Suresh Prabhu, Railway Minister of India, Dr. K. Radhakrishnan, Former Chairman of ISRO and Saurabh Srivastava, Co-Founder and Former Chairman of NASSCOM graced the ICONS series as the keynote speakers. Several other speakers of high repute include: Ashutosh Pandey, CEO-Tata Cliq; Colonel Prabir Sengupta, an Independent Consultant; Navniet Sekera, IG, Women Power Line and Sunil Gupta, CEO and MD of Igniva Consulting. KK, Ash King and Lost Stories, the EDM DJ Duo of Tomorrowland, featured in the pro shows. It also witnessed pan-India B-School sports tournament where more than 1200 participants from over 25 colleges participated across 14 different sports.

INDEX

INDEX, IIM Lucknow's flagship disguised marketing research event was held at the Colvin Taluqdars' College grounds on the 26th and 27th of November 2016. This year, the event had a plethora of food stalls, games and fun activities which engaged children and adults alike and the Colvin Taluqdars' grounds came alive with festive cheer and spirit. A first for INDEX, the Shayari competition brought out the hidden poets in one and all. INDEX 2016 concluded with an on campus event wherein the MR teams from IIM Lucknow,

compiled and analysed the data collected from 1000+ respondents at the fair and made their final presentations before the jury in January 2017.

Nihilanth

The Quizzing Commoners-quizzing club of IIM Lucknow successfully hosted Nihilanth-the inter IIT-IITM quizzing fest for the second time, since its inception. With 33 IITs and IIMs participating, Nihilanth this year was bigger than any previous editions. The 3-day fiesta was held in the IIM Lucknow campus on the 13th, 14th and 15th of January, 2017. With Nihilanth '17, IIM Lucknow brought in 8 quizzes on various topics such as sports, India, business, science & technology, etc. The event saw popular quizmasters such as Mr Suraj Menon, Mr J Ramanand, Major Chandrakant Nair, Mr Arul Mani, Mr Vikram Joshi, and Mr Sachin Ravi. IIT Madras was presented with the overall ‘Championship Trophy’ for a fourth consecutive year in a row.

Sangharsh

For the first time in the history of Sangharsh, IIM Lucknow bagged the second-highest number of golds, trailing behind tournament winners IIM Calcutta by just 1 medal. It was a tooth-and-nail fight to the finish in all the sports, and our teams put up splendid performances. We were in contention for the most number of golds until the very last event. IIM Lucknow bagged the third- place in overall points tally, falling short of second-placed IIM Bangalore's by just a few points. We won Gold in Badminton (W), Cricket, Squash, Snooker, Table Tennis (M), Volleyball (W), and Bronze in Badminton (M), Basketball (M & W), Chess, Frisbee, Throwball, Volleyball (M) and Kabaddi (W).

The various functional groups, such as Consulting & Strategy Club, IG FAB (Interest Group for Agri-business Management), OIG (Operations Interest Group), PRISM-the marketing cell, SIGFI (Special Interest Group In Finance) organised a number of functional area related events, workshops, panel discussion with industry experts, live projects etc. which saw participation from B-schools across the country.

List of events conducted from October'16 to April'17

Month	Event Name	Committee/Club Name	Comments
Nov'16	Theatre Workshop	Abhivyakti	Mr Sukant Goel & Mr Ajitesh Gupta were invited for taking the workshop
Jan'17	Theatre Play		Professional play titled 'Shadows of Darkness' in association with Anshu Tandon from Saakar
Jan'17	Republic day play		Qawwali based street play
Oct'16	Alumni Conclave	Alumni Committee	Themed at "Three Things", saw brainstorming and debates by 20+ CXO Level alumni
Dec'16	Nostalgia		150+ alumni from batches of 1991, 1996, 2001 & 2006 attended the 3 day event
Nov'16	Poster making	Art Strokes	Participants created posters on the theme of War against Corruption during Vigilance Awareness Week
Nov'16	Medical Camp	Bhavishya	The medical camp organised at IIM Lucknow was dedicated towards providing free medical services and support to contractual employees from various departments at IIML. The camp registered a footfall of over 200 employees from the Security, Sanitation, MDP, Mess, and horticulture departments, who availed the free medical services.
Dec'16	Medical Camp		The external medical camp was conducted in Saidapur village with the objective of providing free medical tests to villagers who don't even have a basic health centre in and around their village.
Jan'17	Harmony Cup		The 4 day long event saw participation from around 250 students and a total of 31+ matches were played. Total funds worth Rs. 87,000 were raised through the event which are being used to improve the school infrastructure in the village of Saidapur
Feb'17	Blood donation camp		Organised in association with Dr. Ram Manohar Lohia Hospital at IIML dispensary, a total of 105 people turned for the blood donation drive
	Paarijat		Initiative by Bhavishya which aims at creating 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 2016-17 academic year, 73 girls were sponsored through this initiative.
	Cloth Donation Drive		Clothes, especially winter wear clothes, were collected from the students and faculty from within the campus and donated to villagers to help them beat the grueling winters and also get normal wear clothes for their children.
Dec'17	Strategia		Consulting and Strategy Club
	Live Projects	Live projects with Aarohan (social consulting), Nestle and Pidilite.	
	Casebook	A casebook was launched which is a collection of consulting interview experiences (both from summer and final placements) with the consulting firms recruiting from the campus.	

Month	Event Name	Committee/Club Name	Comments
Oct'16	BizWiz session	Credence	The topics covered during the session were- banking sector analysis, FMCG sector analysis, US elections & their impact, Monetary Policy Committee, Brexit and US Federal Policy
Nov'16	BizWiz session		Topics covered during the session were- Indian E-commerce Industry, Indian E-commerce Industry and India after Demonetization
Jan'17	BizWiz session		Topics covered were Company Evaluation based on DCF & Relative Valuation
Jan'17	BizWiz session		Topics covered were impact of demonetization on FMCG & snapshot of the banking industry till date
Mar'17	BizWiz session		Topics covered were Introduction to Industry/ Company Analysis, Sector Overviews : E-commerce & FMCG and Macro topics such as Digital Payments, GST etc
	Celebrations	Cultural Club	Following festival celebrations/events were organised by Cultural Club-Diwali, Ganesh Chaturthi, Lohri, Republic Day, Holi, Janmashtami, Christmas, PGP Day and Farewell
Jan'17	Esummit	Entrepreneurship Cell	Student-centric events like Margdarshan (startup founder's interaction), Ventura (B-plan and funding competition), Alliance (case study competition) were pioneered in this event
Dec'16	Confluence		Panel Discussion on Social & Political Entrepreneurship featuring Aditya Yadav, Politician & Director, IIFCO, Pankaj Jain, Founder, IRMA & Gynashala and Shaba Hussain, Founder SEWA NGO attended by 97 students
Nov'17	Bizness		Organised in association with INDEX, 5 teams put up stalls at Colvin Taluqdar ground after a round of closed bidding
Jan'17	Margdarshan		Three entrepreneurs, Mr. Arjun Ahlwat, CEO and Cofounder, CoSphere, Saumya Vardhan, CEO, Shubhpuja, and Ankit Prasad, Founder, Bobble App shared their experiences as entrepreneurs and answered relevant questions that students of IIM Lucknow had.
Jan'17	Ventura		Ventura was a national level B-Plan competition to foster startup ideas from all over the nation, evaluated by Rohit Koshy, (Angel investor: Baxi, works with Venture Catalyst), Prerak Mehta (syndicate partner, White Unicorn venture) and Rishabh Golcha (Angel investor: Inc42, Vahanalytics and 9 more)
Jan'17	National Agribusiness Conclave	IGFAB	The national agribusiness conclave included events like Vimarsh- a panel discussion on the topic 'Impact of GST Bill and Demonetization on the Agri-business domain' which was graced by dignitaries like Mr Vijay Sardana (Advisor SEBI) and Dr, Jaideep Bhatia (Agri-business Supply Chain Head, PepsiCo), C- trader- a simulation trading game and Broncomania – National level quiz competition where students from B-schools all over India participated.
Jan'17	Pre- Budget Panel discussion 2017	IIC	Organized Pre-Budget Panel Discussion on the theme 'Expectations from Union Budget 2017-18' in association with Business Standard which saw popular speakers like, Shri Prabhu Chawala, Sri H.N Gupta, Mr Rakesh Nangia and Prof N R Bhanumurthy
Feb'17	Samvit 2017		The annual leadership summit of IIM Lucknow, Samvit, brings the best from the Industry to interact with the students. It hosted 3 leaders from various different domains in the industry- Mr R Gopalkrishnan, Mr CVL Srinivas and Mr Tarun Tripathi
	Leadership Talks		Dr.Sumit D Chowdhury, Mr. Shravan Subramanyam, Mr R Gopalkrishnan were invited to deliver talks over range of topics ranging from career management, sustainability, and strategy management among others.

Month	Event Name	Committee/Club Name	Comments
Nov'16	INDEX	INDEX	INDEX was organised in Colvin Taluqdars' ground over a span of 2 days which saw plethora of food stalls, games and fun activities and concluded with on campus round for MR teams from IIM Lucknow in January 2017
Nov'16	Manifest-Varchasva	Manifest Varchasva, Sports Committee	Themed around 'Towards a World Without Borders' the fest saw management events with total prize worth Rs. 16 lacs, Lucknow city and kids run and 2nd edition of IIM Lucknow Model United Nations Conference. Mr. Suresh Prabhu, Railway Minister of India, Dr. K. Radhakrishnan, Former Chairman of ISRO and Saurabh Srivastava, Co-Founder and Former Chairman of NASSCOM graced the ICONS series as the keynote speakers. Several other speakers of high repute include: Ashutosh Pandey, CEO-Tata Cliq; Colonel Prabir Sengupta, an Independent Consultant; Navneet Sekeira, IG, Women Power Line and Sunil Gupta, CEO and MD of Igniva Consulting. KK, Ash King and Lost Stories, the EDM DJ Duo of Tomorrowland, featured in the pro shows. It also witnessed pan-India B-School tournament where more than 1200 participants from over 25 colleges participated across 14 different sports.
Jan'17	Writing workshop by Terribly Tiny Tales	Media and Communication Cell	Organised by Mr. Anuj Gosalia, co-founder Terribly Tiny Tales, the workshop was attended by 80 people
	IIM Pulse		IIM Pulse is the annual magazine of IIM Lucknow which gives the students glimpse of the happenings in the past year in the campus
	IIM Prints		IIM Prints is the yearbook for the graduating batch compiled each year for the outgoing batch
	Theme dinners	Mess Committee	Various theme dinners were organised by mess committee to celebrate different festivals/events through the year, such as Diwali, Pongal/Sankranti, etc
	Trilogy	Operations Interest Group	Flagship event of OIG comprising of three-stages and saw a tremendous participation of 175+ participants from B-schools across the country.
	Opsyrus		A national level white paper competition inviting articles from all the major B-schools of the country on the topic A new initiative- Paytm offering loans to retailers.
Dec'16	Workshops	PRiSM	Sports Marketing in India by Mr. Sandip Tarkas, CEO, Future Group's Media, Sports & Special Projects division. It was attended by ~50 students.
Jan'17	Mark Mania		A 2 round online event comprising an online quiz in the first round followed by an online simulation game hosted by Dare2Compete based on Marketing/Sales concepts.
Jan'17	Workshops		PRiSM assisted Kraftshala in launching their new Brand Building Master-Class programme for the first year students.
Feb'17	Market Research Project Competition:	Quizzing Commoners	PRiSM in association with Tally Solutions Pvt. Ltd. Conducted a market research project competition for students of both years.
Nov'17	MarkDarshan		Annual flagship event attended by 200+ with multiple back-to-back marketing-based events, such as, MarKhoj, Mark My Words, Question Mark and M-Ad Men
	Disqus Sessions		PRiSM organised Disqus sessions, which consisted of group discussions on various topics in the domain of Sales and Marketing involving second year students and faculty from the Marketing discipline.

Month	Event Name	Committee/Club Name	Comments
Nov'16	SpEnt Quiz	Quizzing Commoners	Sports and entertainment Quiz
Jan'17	Nihilanth		Annual inter IIT-IIM Quizzing extravaganza and the biggest campus quizzing festival in the country, which saw participation of 450+ students from across IITs and IIMs.
Feb'17	Ball Dance Workshop	Random Walk	A 2-day salsa workshop as part of prom event for salsa enthusiasts.
	Dance workshop for Bhavishya school kids		RW Club helped in choreographing the dance for the performance of evening school kids of Bhavishya.
Feb'17	Prom Night		Ball room dance event for IIM Lucknow students
	Dandiya Night		Dandiya Night was organized to celebrate the festival of Navaratri.
Jan'17	ICICI Stockmind	SIGFI	A trading game conducted on ICICI's platform; concerned with managing a virtual investment portfolio that tests participants' investment and financial skills; in addition to personal money management component
Nov'17	Finball		An event comprising of quiz and floor trading through a unique combination of Finance and FIFA; saw participation of about 80 students engaging in live gaming and open outcry
	Corporate Bridge Tests		Campus wide tests for CGAT (Corporate Bridge General Aptitude Test) and CFAT (Corporate Bridge Financial Aptitude Test) were undertaken by 220+ students across PGP 1 and PGP 2
Nov'17	Kathak Concert	Spic Macay	Kathak performance by Rani Khanam, one of the most sensitive and astute interpreters of Lucknow Gharana of Kathak.
	Udaan	Sports Committee	Organized in February'17, the PGP I vs PGP II event saw competitions among the best of the first and second year.
Jan'17	Sangram		Organised in January'17, the inter-section sports war of PGP I, Sangram, saw tremendous participation from the batch this year. Competition were organized for Badminton, Basketball, Cricket, Football, Futsal, TT, Volleyball, Carrom, Frisbee, Throwball and Tug-of-War.
	New Portals	Team Synapse	ExTra – Online bill tracking portal for GnB and JnT, Grapevine - Online portal to connect with IIML community, resolve general queries and get popular opinion and Knockturn-alley - an internal portal for putting up ads, sell and buy items.
	Upgradation of Cerberus		Cerberus, the electives bidding portal, was upgraded to a more user friendly UI and new rules and regulations were incorporated in the portal.



Noida Campus

Clubs & Committees

Student Affairs Committee at IIM Lucknow, Noida campus was envisaged as one umbrella under which all the student activities across all the programmes at Noida campus will be taken care of by the students at Noida campus.

Events/ Activities

Formed with the purpose of promoting sports and cultural activities at IIM Lucknow Noida campus, the committee conducted various extracurricular activities and sports. Session 2016-17 began with a warm welcome to new batches of PGPSM, WMP, and IPMX. Two grand celebrations marked this beginning. The baton was passed on to the new batch of IPMX at a dazzling event Shubharambh. "AAGMAN", Fresher's party of all the programmes at Noida Campus started with a warm welcome to new batch, followed by cultural programme from students of all the three courses. The extravaganza of the evening came to an end with a lavish dinner and DJ. Ganesh Chaturthi Puja was organized by the students on the campus for all the community members. Aarti was offered in the morning and evening of both the days, followed by Visarjan with dhol and nagaras. The event took everyone through a devotional and spiritual journey for two days and left everyone rejuvenated for their future endeavours. Another auspicious occasion of Navratri was celebrated where students organised Dandiya and Garba on the Seventh day of Navratri. It was an amazing sight to see the participants learning the dance form from one another and patiently waiting for everyone else to follow the dandiya moves so that they can all move as a group. On the whole, it was a fun-filled night that surely made some new bonds and strengthened the old ones.

Sports Committee of IIM Lucknow – Noida Campus, organized the Annual Inter Corporate Football Tournament 'PRAVAAH'. As the players descended on the manicured 25 yards at the IIM Lucknow, Noida Campus, the overcast followed by a light drizzle promised the perfect ambience for the excitement to unfold. The event witnessed a healthy footfall with faculty, corporate, students, turning up to cheer on the teams. One Event, 2 Days, 14 Teams, 18 Matches, 60 Goals!! Priceless memories all culminated into Pravaah.

The end of the academic year was marked with a grand Farewell party to the outgoing batches of various programmes.

Significant Achievements

The main achievements of the students from Noida Campus are:

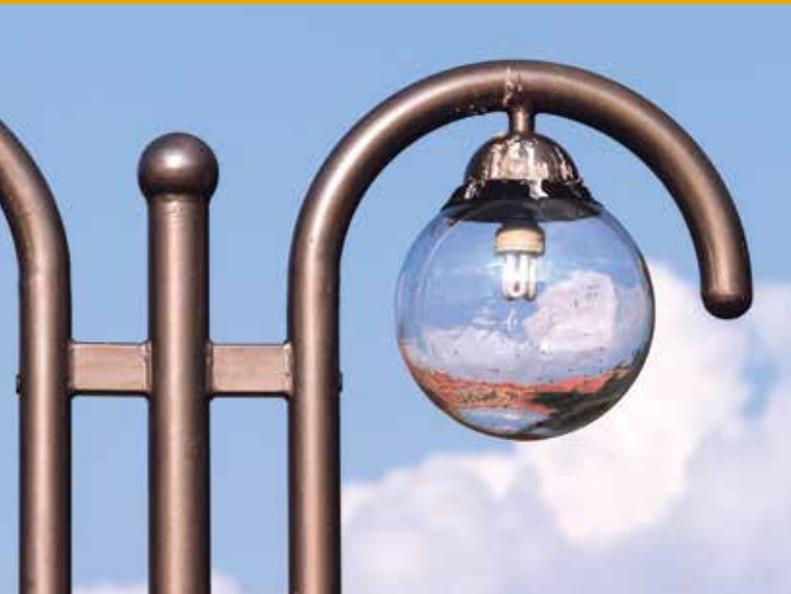
- Team of three WMP students represented IIM Lucknow at National level of Hult Business Plan competition, organized by Hult prize foundation and backed by Hult International Business School and Clinton Global Initiative Programme. They were shortlisted among top 10 teams (along with IIM Calcutta, IIM Bangalore, ISB, IIT Kharagpur, XLRI, etc.) and represented IIM Lucknow in regional finals held in Dubai.
- Mr. Abhinav Pandey of IPMX represented IIM Lucknow and won the flagship event of International Business Summit of IIM Calcutta, Intaglio. The other finalists were from the IIM-A, IIM-B, IIM-C, FMS, SIBM and MICA.
- An article of one IPMX student got published in [Oneyearmba.co.in](http://www.oneyearmba.co.in). [Oneyearmba.co.in](http://www.oneyearmba.co.in) is a dedicated website for one year MBA across the world.

Link - <http://www.oneyearmba.co.in/ipmxed-iim-lucknow-noida-campus-wmp-efpm-study-material-bonding-in-diversity-professional-leadership-talk-series-session-guest-lecture-alumini-meet-fun-personal-family-life-exams-learning/>



Section 9

COMMUNITY AFFAIRS



Employees Welfare Committee (EWC) of IIM Lucknow organizes various events throughout the year. EWC organized a cultural programme performed by employees and their family members on the occasion of Foundation day. On this occasion committee felicitated the community children, who excelled in 10th and 12th standard examinations. EWC in collaboration with student's body FortyTwo organized debate competition for community members on the occasion of Independence Day. EWC organized Vishwkarma Puja on 17th Sep 2016 and Maa Saraswati Puja in Jan 2016. EWC celebrated Holi, Christmas, Eid & Diwali. EWC organized a get-together and dinner at Genesis Club for all EWC members and their families.

EWC organized Drawing, Dance and Aerobic Classes for Community. We have started new initiative by organizing Food Fete on 5th Feb.2017. Community members had put up stalls of different food items and earned a very nice experience. EWC's main aim is to help community to interact more frequently and to create healthy relations among the community members.

EWC also offers Education Loan at a very nominal rate of interest.

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 32nd Foundation Day on 27th July, 2016. The festivities started from 20th July 2016, with various sporting events for the entire IIML community members (students, faculty, staff and their families). A wide variety of sporting events like Table Tennis, Gym, Squash, Badminton, Billiards and Swimming were organised. The highlight of this year's Foundation Day was the first of its kind Foundation Day Lecture Series delivered by Mr. Devdutt Pattanaik, who is a renowned author, mythologist, and leadership consultant. His insightful lecture on "The Management Lessons from the Puranas" was enriching and thoroughly enjoyed by one and all.

A Cross Country run was organised on 27th July 2016. Employees and students participated with full vigour and excitement. The evening started off with the recognition and appreciation of meritorious children and employees who had completed 25 years of service. Our esteemed Director, Prof. Ajit Prasad delivered an inspiring address on how IIM Lucknow will only grow bigger and better in the future. The festivities ended with a cultural night of enthralling performances by the campus children and PGP students, which was then followed by prize distribution ceremony to award winners of all Foundation Day events.

Section 10

ANNEXURES



Overall Profile of the Institute

The overall profile of the Institute for the year 2016-17 consists of financial and personnel profiles.

Financial Profile

The Financial Profile for the year 2016-17 is presented below:

Amount (₹ in Lakhs)			
Income		Expenditure	
1. Academic Receipts:		1. Staff Payments and Benefits	3357.71
PGP	5520.26	2. Academic Expenses	
MDP	3670.56	PGP	1185.63
Fellow Programme	86.98	MDP	1935.83
PGP - SM	237.58	Fellow Programme	254.64
WMP Income	559.07	PGP - SM	104.49
IPMX Income	1117.35	WMP Expenses	118.81
Placement Income	71.01	IPMX Expenses	402.17
Consultancy Income	300.32	Placement Expenses	17.27
Other Fee - CAT	571.12	Consultancy Expenses	213.01
2. Grant / Subsidies	0	CAT Expenses	9.55
Plan- Recurring/FPM		Journals & Periodicals	0.98
3. Income from Investments	2419.89	Research & Development	507.59
4. Interest Earned	109.52	3. Depreciation	1430.62
5. Other Income & Recoveries	136.47	4. Administrative & General Expenses	545.48
6. Prior Period Income	0	5. Transportation Expenses	52.43
		6. Repairs & Maintenance	458.40
		7. Finance Cost	0.72
		8. Other Expenses	0
		9. Prior Period Expenses	35.10
		Excess of Income over Expenditure	4169.70
Total	14800.13	Total	14800.13

During the year, the Institute was not sanctioned any Grant from Ministry of HRD, Govt. of India, towards Plan Capital/Plan Recurring or for FPM expenses.



Personnel Profile

The Institute with personnel strength of 299 (as per March, 2017 payroll), has admirably been able to cater to the Academic, Administrative and Campus Development Activities of both the Campuses at Lucknow & Noida.

IIML Faculty	85
Regular	77
Contract	8
Research Associates	2
Officers	49
Regular	40
Contract	09
Staff	141
Regular	97
Contract	44
Research Personnel	22
Total	299

The expenditure on the academic staff i.e.

Faculty forms **64.85%** of the 'Staff payments' to the Institute's employees.

The total Staff Payments & Benefits forms **31.58%** of the Revenue expenditure of the Institute.

The Revenue expenditure forms **71.62%** of the total Revenue Income of the Institute.

Overall Administration

DIRECTOR Prof. Ajit Prasad

Faculty Council

Chairman Prof. Ajit Prasad

Secretary Prof. M.K. Awasthi

Deans

Dean (Faculty) Prof. Abhijit Bhattacharya

Dean (Research) Prof. Shailendra Singh/ Prof. Abhijit Bhattacharya

Dean (Programme) Prof. K.G. Sahadevan

Dean (Noida Campus) Prof. Amit Mookerjee

Area Chairpersons

Agri-Business Management Prof. Sanjeev Kapoor

Business Communication Prof. Payal Mehra

Business Environment Prof. Chandan Sharma

Decision Sciences Prof. B.K. Mohanty

Finance & Accounting Prof. Alok Dixit

Human Resource Management Prof. Nishant Uppal

IT & Systems Prof. Bharat Bhasker

Legal Management Prof. D S Sengar

Marketing Management Prof. Anirban Chakraborty

Operations Management Prof. O.S. Vaidya

Strategic Management Prof. Krishna Chandra Balodi

Business Sustainability Prof. Shamama Afreen

TASK HEADS

Chairperson, Post Graduate Programme	Prof. Sushil Kumar (OM)/Prof. Vikas Srivastava
Chairperson, Fellow Programme in Management	Prof. Samir K Srivastava
Chairperson, Management Development Programme	Prof. Archana Shukla/Prof. Rajesh Aithal
Chairperson, WMP	Prof. Manoj Anand/Prof. Ajay Singh
Chairperson, IPMX	Prof. Anita Goyal
Chairperson, EFPM	Prof. Kaushik Bhattacharya
Chairperson, Admissions	Prof. Ashutosh Kumar Sinha/Prof. Prakash Singh/Prof. Neeraj Dwivedi, Prof. Moutushi Maity (Noida Campus)
Chairperson, Student Affairs & Placement	Prof. Prakash Singh/Prof. Neeraj Dwivedi
Chairperson Placement – IPMX	Prof. D.S. Sengar
Chairperson Placement (PGPSM)	Prof. Sourindra Bhattacharjee
Chairperson, Student Affairs	Prof. Ajay Singh/Prof. Garima Mittal (Noida Campus)
Chairperson, Alumni Affairs	Prof. Ajay K Garg
Chairperson, Financial Aid & International Linkages	Prof. Devashish Das Gupta
Chairperson, Corporate Communication & Media Relations	Prof. Pushpendra Priyadarshi/ Prof. Neerja Pande
Chairperson, International Accreditation	Prof. Payal Mehra
Chairperson, International Relations	Prof. Debashis Chatterjee/Prof. Rajeev Kumra

ACADEMIC PERSONNEL (Area Wise)

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Ph.D.

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Krishan Chandra Balodi

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Anadi Saran Pande

Ph.D.
Lucknow University

Kshitij Awasthi

Fellow
Indian Institute of
Management (IIM) Bangalore

Legal

Dharmendra S. Sengar

LL.D.
University of Lucknow,
India and Post Doc. Shastri
Fellow, University of Calgary,
Canada; Post Doc. Fulbright
Fellow, George Washington
University, Washington, USA

LIBRARY

Chairman, Library Advisory Committee	Prof. H. Panda
Librarian	Vacant
Deputy Librarian	Mr. M.U. Raja
Deputy Librarian	Mr. M.K. Singh
Assistant Librarian	Mr. Sanjay S. Deglookar, Mr. Khursheed Ahmad, Mr. Ravindra Kumar, Mr. Tapas Kumar Raut, Mr. Anoop Singh & Ms. Kavita Chaddha (Noida)

COMPUTER CENTRE

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

RESEARCH PERSONNEL

Senior Research Associate	Mr. C. M. Mishra
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ADMINISTRATIVE SERVICES

Chief Administrative Officer	Mr. Vishwa Ranjan
FA-cum-CAO	Mr. Sudhir Chandra
Sr. F & A Officer	Mr. PradipDhar
Senior Administrative Officer (Establishment)	Mr. Rajeev Pandey
Senior Administrative Officer (Recruitment, Legal, Purchase)	Mr. Anurag
Senior Administrative Officer (Student's Affairs)	Mr. Prem Prakash
Senior Administrative Officer (Stores & Estate)	Mr. Dinesh Saxena
Senior Administrative Officer (Course Material Section)	Mr. Praveen Kumar Rai
Senior Administrative Officer (Placement)	Mr. Sunil K. Srivastava
Senior Administrative Officer (Noida Campus)	Mr. Manoj Kumar**
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 (Director's Office)	Ms. Anitha Rajmohan

Administrative Officer (BoG, Ministry Correspondence, APIO, Travel & Dispatch, Director Office (Addl PGP)	Mr. M.C. Shukla
Administrative Officer (MDP, CCMR, FA&IL & Nodal Officer - AISHE, MHRD)	Ms. Swapna Verma
Administrative Officer(Dean Faculty's Office)	Mr. T.U. George
Administrative Officer (Accounts)	Mr. Amit Saxena
Administrative Officer (Horticulture, Transport & House Keeping)	Mr. A. Devanandan
Administrative Officer (Dean Programme's Office)	Mr. Ashish Kumar
PR-cum-MRO (Office of IR, International Immersion)	Ms. Anuradha Manjul
Administrative Officer (Accounts)	Mr. J.S. Rawat
Administrative Officer (MDP)	Mr. T.R. Girijavallabhan
Administrative Officer (Accounts)	Mr. R.M. Mohan*
Administrative Officer (Noida Campus)	Mr. Vijay Singh
Administrative Officer (Noida Campus)	Mr. S. Mukhopadhyay
Estate Manager	Mr. Rohtas Singh**
Estate Manager	Mr. Vivek Tyagi (NC) **
Resident Medical Officer	Dr. S.P. Singh**
Law-cum-Liaison Officer	Mr. S.K. Chaturvedi**
Administrative Officer (Noida Campus)	Mr. N.K. Padmanabhan**

* left the organization during the year/superannuation.

** On contract.

List of Guest Faculty 2016-17

- Ambassador Ajai Malhotra, IFS (Ret.)
- Col. Arun Kumar
- Dr. Alok Pande
- Dr. E M Rao
- Dr. Gyanendra Mani
- Dr. Hari Prakash
- Dr. Kedar Joshi
- Dr. Pankaj Jain
- Dr. Rajhans Mishra
- Dr. S R Musanna
- Ms. Eika Banerjee
- Justice V B Gupta
- Mr. Alok Noronha
- Mr. Amardeep Singh
- Mr. Amit Gupta
- Mr. Anand Bhatia
- Mr. Anand Bhatia
- Mr. Anil Agarwal (IPS)
- Mr. Anubhav Jain
- Mr. Anuj Bajpai
- Mr. Arun Sawhney
- Mr. Arvind Mathur
- Mr. Ashish Bhatnagar
- Mr. Ashish Rae
- Mr. Ashutosh Mayank
- Mr. Atul Pratap Singh
- Mr. Augustine Peter
- Mr. Birendra Bisht
- Mr. Chandravir Singh
- Mr. D Krishna Sundar
- Mr. Deepali Singh
- Mr. Devendra Raghav
- Mr. Dharani Dharan
- Mr. Dhruv Bhushan
- Mr. Dipendra Rawat
- Mr. Faraz Alam Sagar
- Mr. G S Vonothe Harish
- Mr. Gaurav Mehta
- Mr. Gaurav Singhal
- Mr. Jaideep Deodhar
- Mr. Jaideep Narain Mathur
- Mr. Jaidev Deshpande
- Mr. Jayant Keskar
- Mr. Kamesh Mullapudi

- Mr. Kaustav Ghosh
- Mr. Kishore Chakraborti
- Mr. Kumar Keshav
- Mr. Lakshminarayana Kollengode
- Mr. Lal C Verma
- Mr. Lalit Ojha
- Mr. Laxmi Narayan
- Mr. Laxminarayanan G
- Mr. Madhukar Sabnavis
- Mr. Maneet Jolly
- Mr. Manish Gupta
- Mr. Manmohan Bhutani
- Mr. Manomoy Das
- Mr. Mehmood Khan
- Mr. Mohit Mehrotra
- Mr. Mukesh Kumar
- Mr. Nandu Nandkishore
- Mr. Narendra Mandava
- Mr. Narendra Nath Akhouri
- Mr. Navniet Sekera
- Mr. Nimai Swain
- Mr. Ninad Laud
- Mr. Nitin Suvarna
- Mr. P G Raghuraman
- Mr. P V Srikanth
- Mr. Piyush Kabra
- Mr. Prabhakar Tiwari
- Mr. Pranav Lotlikar
- Mr. Praveen K Singh
- Mr. Punit Chadha
- Mr. R K Anil
- Mr. Raj Benahalkar
- Mr. Rajat Katyal
- Mr. Rajeev Agrawal
- Mr. Rajesh K Premchandran
- Mr. Ran Chakrabarti
- Mr. Rishad Murtaza
- Mr. Rishi Mohan Sanwal
- Mr. Ritesh Gauba
- Mr. Ritwik Mishra
- Mr. Rohit Gupta
- Mr. Rohit Kumar
- Mr. Rohit Mohta
- Mr. S Srinivas
- Mr. Sandeep M Sandilya
- Mr. Sandeep Sharma
- Mr. Sanjiva Dubey
- Mr. Satish Rao
- Mr. Satya Narain Gupta
- Mr. Sayantan Chatterjee
- Mr. Seerat Jangda
- Mr. Shantaram J
- Mr. Shivananda Subidhi
- Mr. Shrey Vig
- Mr. Shubham Gupta
- Mr. Sidharth Bansal
- Mr. Subhashish Sinha
- Mr. Sudhanshu Dhar Mishra
- Mr. Sunil Gupta
- Mr. Sunil Nair
- Mr. Sushant Kumar Mishra
- Mr. Uday Raj Prabhu
- Mr. V Rajaraman
- Mr. Varun Sadana
- Mr. Vicky Sajnani
- Mr. Vikas Gupta
- Mr. Vikram Gupta
- Mr.K R Venkatadri
- Ms. Ami M Shah
- Ms. Asha Kaul
- Ms. Awantika Bajaj
- Ms. Bhargavi Mukherjee
- Ms. Mukta Kulkarni
- Ms. Shreyanka Basu
- Padmashri Sh. Raj Bisaria
- Prof. Tathagata Bandopadhyay
- Prof. A K Chaudhuri
- Prof. Anindya Sen
- Prof. Anurag Agrawal
- Prof. Arup Varma
- Prof. Ashok Banerjee
- Prof. Ashok K Mishra
- Prof. Bharat Bhasker
- Prof. Deva Prasad
- Prof. Krishna Kumar
- Prof. Mithileshwar Jha
- Prof. P M Singhi
- Prof. Pankaj Gupta
- Prof. Prasanna Chandra
- Prof. Rahul Pandey
- Prof. Rejie George Pallathitta
- Prof. Shekhar Chaudhuri
- Prof. Sourindra Bhattacharjee
- Prof. V Sridhar
- Swami Muktinathananda ji

ACADEMIC PERSONNEL

List of Adjunct Faculty 2016-17

- Dr. Alka Chadha
- Dr. Arun K Triprathy
- Dr. Uday Singh Rajput
- Mr. Ajit Narain Mulla
- Mr. Ashutosh Bhupatkar
- Mr. Debi S Saini
- Mr. Jaydeep Deodhar
- Mr. Kaustav Banerjee
- Mr. Kishore Chakraborti
- Mr. Pushkaraj Apte
- Mr. Somonnoy Ghosh
- Mr. Utla Balaji
- Mr. Vijay Santhanam
- Ms. Bela Sood
- Ms. Mousumi Padhi
- Prof. Binilkumar Amarayil Sreeraman
- Prof. Amit Bardhan
- Prof. G K Shukla
- Prof. Himanshu Rai
- Prof. L Ganapathy
- Prof. N Kinra
- Prof. Rahul Pandey







ANNUAL FINANCIAL STATEMENTS

— 2016-17 —



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, 2017

in Rupees (₹)

	Schedule	Current Year ending 31.3.2017	Previous Year ending 31.3.2016
SOURCES OF FUNDS			
CORPUS/CAPITAL FUND	1	3,99,17,46,493	3,93,78,46,807
DESIGNATED/EARMARKED/ENDOWMENT FUNDS	2	2,85,14,77,212	2,32,78,83,311
CURRENT LIABILITIES & PROVISIONS	3	49,48,04,612	22,09,04,375
TOTAL		7,33,80,28,317	6,48,66,34,493
APPLICATION OF FUNDS			
FIXED ASSETS	4		
Tangible/Intangible Assets		1,32,42,29,474	1,23,33,39,049
Capital Work-In-Progress		5,87,59,984	12,74,49,471
Fixed Assets (Net Block)		1,38,29,89,458	1,36,07,88,520
INVESTMENTS FROM EARMARKED/ENDOWMENT FUNDS	5	2,27,98,69,671	2,03,42,58,374
INVESTMENTS - OTHER	6	2,52,20,00,000	2,41,73,00,000
CURRENT ASSETS	7	26,93,57,722	16,23,56,181
LOANS, ADVANCES & DEPOSITS	8	88,38,11,466	51,19,31,418
TOTAL		7,33,80,28,317	6,48,66,34,493

Significant Accounting Policy	23
Contingent Liabilities and Notes To Accounts	24

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

Place: Lucknow

Date: 15.05.2017

(P. Dhar)

Sr. Finance & Accounts Officer

(Sudhir Chandra)

Financial Adviser-cum-Chief Accounts Officer

(Prof. Ajit Prasad)

Director

Income & Expenditure Account

for the year ending 31st March, 2017

in Rupees (₹)

Particulars		Schedule	Current Year ending 31.3.2017		Previous Year ending 31.3.2016	
1.	INCOME					
1.1	Academic Receipts	9				
	Post Graduate Programme	9.1	55,20,26,384		50,07,93,387	
	Management Development Programmes	9.2	36,70,55,551		42,30,36,852	
	Fellow Programme	9.3	86,97,500		56,54,000	
	PGP-SM	9.4	2,37,57,980		1,04,80,000	
	WMP Income	9.5	5,59,06,955		7,14,35,205	
	IPMX Income	9.6	11,17,35,333		13,20,26,142	
	Placement Income	9.7	71,01,780		78,85,000	
	Consultancy Income	9.8	3,00,32,110		2,94,10,160	
	Other Fee - CAT	9.9	5,71,11,833	1,21,34,25,426	1,78,71,433	1,19,85,92,179
1.2	Grants (Plan Recurring/FPM)	10				1,48,00,000
1.3	Income from Investments	11		24,19,88,690		20,88,97,187
1.4	Interest Earned	12		1,09,51,892		1,29,75,351
1.5	Other Income & Recoveries	13		1,36,47,638		1,48,90,616
1.6	Prior Period Income	14		0		0
	TOTAL INCOME			1,48,00,13,646		1,45,01,55,333
2.	EXPENDITURE					
2.1	Staff Payments and Benefits	15		33,57,71,002		27,02,18,117
2.2	Academic Expenses	16				
	Post Graduate Programme	16.1	11,85,63,383		10,80,18,016	
	Management Development Programmes	16.2	19,35,83,256		23,92,38,301	
	Fellow Programme	16.3	2,54,64,105		2,08,53,268	
	PGP-SM Expenses	16.4	1,04,48,567		41,32,409	
	WMP Expenses	16.5	1,18,80,836		1,40,93,329	
	IPMX Expenses	16.6	4,02,17,201		4,10,16,575	
	Placement Expenses	16.7	17,26,427		17,14,567	
	Consultancy Expenses	16.8	2,13,00,948		2,25,17,878	
	Common Admission Test	16.9	9,55,369		13,99,757	
	Journals & Periodicals	16.10	98,250		3,22,98,700	
	Research & Development	16.11	5,07,59,324	47,49,97,667	3,43,51,510	51,96,34,310

2.3	Depreciation	4		14,30,62,200		12,69,87,197
2.4	Administrative & General Exp.	17		5,45,47,423		4,55,45,448
2.5	Transportation Exp.	18		52,43,273		45,59,897
2.6	Repairs & Maintenance	19		4,58,40,132		4,10,18,332
2.7	Finance Cost	20		71,555		43,214
2.8	Other Expenses	21		0		0
2.9	Prior Period Expenses	22		35,09,948		22,74,962
	Total Expenditure			1,06,30,43,200		1,01,02,81,477
3.	Excess Of Income Over Expenditure					
	Lucknow Campus		34,64,47,181		33,18,43,245	
	Noida Campus		7,05,23,265	41,69,70,446	10,80,30,611	43,98,73,856
	Transferred to: General Asset Fund		11,06,22,759			1,29,10,042
	Building Fund		5,50,63,111			3,21,12,314
	Pension Fund		20,00,00,000			
	Depreciation Fund (before 2004-05)		1,96,99,718			1,96,99,718
	Net Surplus carried to Capital/Corpus Fund		3,15,84,858			37,51,51,782
	TOTAL INCOME			1,48,00,13,646		1,45,01,55,333

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

Place: Lucknow

Date: 15.05.2017

(P. Dhar)

Sr. Finance & Accounts Officer

(Sudhir Chandra)

Financial Adviser-cum-Chief Accounts Officer

(Prof. Ajit Prasad)

Director

Receipts & Payments Accounts

for the Year Ending 31st March'2017

in Rupees (₹)

Particulars	Receipts			Payments		
	2016-17	2015-16	2016-17	2016-17	2015-16	
	Amount	Amount	Particulars	Amount	Amount	
To Opening Balance			Non Recurring Payments			
Cash and Bank Balance			By Current Liabilities & Provisions	22,14,47,971		
Cash A/c	75,000	75,000	Other Current Liabilities & Provisions		22,76,66,106	
Bank Accounts	9,82,73,564	14,79,72,038	Consultancy Payable	28,10,012	10,97,185	
			Sundry Creditors Control Account	-	2,73,46,088	
			Retention Deposit	-	32,00,700	
To Special Purpose / Endowment Funds		10,97,20,891	Provision for Arrears	25,00,000	10,46,732	
Depreciation Fund	4,22,732	6,63,90,212	By Fixed Assets	2,34,94,411		
Dep Fund Interest	9,65,17,134	7,82,31,168	Computer & Office Automation	37,04,521	7,81,241	
Ishwar Dayal Fund	-	1,49,79,420	Equipments	64,62,275	29,43,384	
Leave Encashment Fund Interest	1,11,95,966	92,96,906	Furniture & Fixtures	73,78,366	44,41,677	
Other Funds	15,85,059	19,76,605	Journals & Periodicals	12,31,768	24,11,566	
Pension Fund FD Interest		2,63,78,272	Library Books	27,77,764	16,21,274	
			Staff Vehicle	19,39,717		
To Current Liabilities & Provisions		1,29,24,450	By Statutory Liabilities	13,18,20,828		
Earnest Money Deposit Control	5,60,500	1,83,500	CPF Employee Sub Payable	13,98,999	16,00,300	
Security Deposit from Contractors	12,86,551	2,16,800	CPS Employee Sub Payable	84,02,595	75,08,018	
GIS Accounts	-	4,57,504	PF Subscription	2,55,20,036	2,46,61,302	

Particulars	Receipts			Payments		
	2016-17	2015-16	2015-16	2016-17	2015-16	2015-16
	Amount	Amount	Amount	Amount	Amount	Amount
On Account Receipts	91,36,135	21,00,936	Service Tax Payable-MDP/ Consultancy		1,66,26,291	
Other current liabilities and Provision	15,91,264	3,27,31,933	Service Tax Payable-Placement	2,26,497	1,62,400	
CAT Support Services	3,50,000	15,00,000	Service Tax Payable-Rent	16,200	28,144	
			Service Tax for Third Party	47,59,741	-	
Other Provisions		18,77,035	TDS Payable Salary	4,84,40,452	4,28,79,234	
Payable to Pension fund	18,77,035	43,27,268	Labor Cess Payable	11,123		
Statutory Advances		38,43,649	By Bonds/Term Deposits		16,31,41,924	
Service Tax Input- Cons/MDP	38,43,649		Investment in Bonds/Term Deposits		55,03,99,889	
TDS Receivable	-	54,20,186				
Staff Advances		0	By Current Assets, Loans & Advances			
House Building Advance	0	2,31,050	Staff/Faculty Advances		1,29,02,624	
Soft Loan to Faculty	0	3,353	Prepaid Exp.	31,40,120	22,20,890	
			Other Current Assets	8,92,211	84,26,911	
			TDS Receivable	3,49,85,990	-	
Other Advances		2,21,84,341	By Accrued Income/ Receivables		32,24,173	
Security Deposits Paid (Gen).	68,850	2,473	CMEE Advance Payment	32,24,173	32,35,868	
IIM HP A/c	2,21,15,491	46,62,104	Income Receivable		26,460	
			MSME		1,119	
Accrued Income Receivable		2,14,723	By Other Advances		1,87,64,285	

Particulars	Receipts			Payments		
	2016-17	2015-16	Particulars	2016-17	2015-16	
	Amount	Amount		Amount	Amount	
Incubator	2,14,723		Advance for Construction work	52,30,000	1,09,04,594	
CME Advance Payment		7,22,637	Advance for Franking Machine	6,00,000	-	
Statutory Liabilities		90,73,972	Advance to Outside Parties	22,74,629	5,85,03,783	
Service tax payable- MDP/ Consultancy			Other Advances	-	6,54,920	
Service tax payable- Rent	10,567		Security Deposits Paid (General)	1,02,386	2,87,539	
Service tax payable- Placement	90,63,405		IIM Jammu A/c	1,05,57,270		
To Current Assets, Loans & Advances		24,75,34,852				
NOIDA A/C	6,17,19,916	-	Leave Encashment Investments	36,00,000	51,08,171	
Sundry Debtors (Sundry debtors control A/C)		-	Depreciation fund Investment	22,56,21,000	-	
Income Receivable	-	1,00,000	Pension fund Investment	-	3,33,12,548	
Grant Receivable from GoI	-	1,16,64,000	Other Fund Assets	91,00,414	1,20,27,561	
Refund Clearing	15,72,41,471	5,05,94,363				
To Programmes & Projects Adv. Receipts						
Consultancies Advance Receipts	92,84,603	2,60,72,161	Consultancies Advance Payment	7,88,678	32,20,844	
IPMX/EFPM Advance/Prepaid Income	5,44,56,000	4,57,74,000	Research Projects Advance Payment	7,26,259		
Research Projects Advance Receipts	5,21,536	17,06,717	MDP Prepaid Expenses	1,918	15,438	
MDP Advance Fees	25,00,000		IPMX Prepaid Expenses		2,238	
Recurring Receipt			By Noida Dep. Fund Investments	8,06,00,000		

Particulars	Receipts			Payments		
	2016-17 Amount	2015-16 Amount	Particulars	2016-17 Amount	2015-16 Amount	
To Post Graduate Programme Income		56,64,25,290	Depreciation Fund Investment	8,06,00,000	6,20,00,000	
PGP Income	55,57,68,764	50,23,38,736				
PGP Scholarship Receipts	50,64,760	1,16,39,000	By Project Advance Receipts	2,599		
Placement income	55,91,766	67,35,038	Research Projects Adv Receipts	2,599		
			MDP Advance Fees		8,57,892	
To Management Development Programme Income						
MDP Income- Open Programme	5,01,39,798	4,51,90,733	Books and Course Material Exp	2,53,19,644	2,12,89,223	
MDP Income- Sponsored Programme	29,60,83,423	30,96,42,619	IPMX Courses Expenses	1,71,15,110	1,66,93,135	
			Visiting Faculty Expenses	1,89,02,186	1,38,78,865	
To Consultancy & Funded Research Income					3,11,82,551	
Company Training Income		1,500	MDP Fee-Open Programme		3,24,939	
Overhead for consultancy	13,877		MDP Expenses	10,25,06,133	12,48,70,082	
			Placement Expenses	27,53,688	22,38,381	
To Ipmx Fees		8,32,04,000	Scholarship (merit cum means + Scholarship other-paid)		1,87,04,000	
IPMX-Fees A/c	8,32,04,000	8,34,54,857	WMP EXPENSES (MISC)	4,50,324	9,68,868	
			Other Courses & Programme exp.	3,11,20,174	6,83,61,389	
			Recurring Payments			
To Fellow Programme Income		85,06,500	By Establishment Expenses	10,69,60,850		
Fellow Programme	85,06,500	53,19,435	Salary & Allowances	5,00,74,835	70,95,402	
			Employee's Welfare	55,17,040	34,49,633	

Particulars	Receipts			Payments		
	2016-17	2015-16	2016-17	2015-16	2016-17	2015-16
	Amount	Amount	Amount	Amount	Amount	Amount
To PGPSM						
	2,39,47,980	2,39,47,980			23,24,740	24,03,631
			-		15,69,449	-
					92,98,538	81,04,090
To Income From Investments		7,54,91,088			1,56,608	12,00,471
Interest on Investment	7,54,91,088		17,27,20,036		79,71,984	17,77,195
					1,40,98,839	1,42,33,285
To Wmp Fees		6,38,14,500			20,80,253	23,38,324
WMP Fee	6,38,14,500		7,21,38,361		1,38,68,564	
To Recoveries & Mics. Income		1,92,66,515			14,02,72,992	
Interest on SB A/c	98,40,270		1,07,51,794		20,17,170	15,42,902
Interest on Staff Loans	48,633		11,740		7,96,234	36,870
Library Membership Fees	2,04,600		1,11,850		3,20,000	4,28,133
Miscellaneous Income	16,65,329		16,35,914			5,58,62,049
Subscription for Institute Journal	18,769				64,80,419	53,81,904
Computer Recovery	4,60,150		1,21,285		78,20,398	58,39,999
Electricity Recovery	29,74,661		28,97,388		2,83,294	10,27,090
Guest House Recovery	29,11,701		29,30,697			1,607,645
House Rent Recovery	1,49,847		-		34,49,611	32,22,403
Telephone Recovery	8,751		9,086			34,03,205
Transport Recovery	1,08,999		1,64,040		16,90,480	12,33,749
Xeroxing Recovery	3,58,972		-		4,07,02,691	2,45,57,502

Receipts			Payments		
Particulars	2016-17 Amount	2015-16 Amount	Particulars	2016-17 Amount	2015-16 Amount
Rental Income	5,15,883	10,95,026	Other Administrative exp.	34,48,462	17,19,664
			Vehicle Running & Maintenance Exp.	7,58,858	7,35,854
To Common Admission Test Receipt		5,71,11,833	FPM Administrative Expenses	13,20,633	12,38,581
CAT - Income	5,71,11,833	1,78,71,433	Transport Services Expenses	49,84,624	42,12,953
			Travelling Expenses	18,12,548	10,77,429
			Lease Rent	41,14,688	42,55,012
			By Repair and Maintenance Expenses		425,81,700
			Development Expenses		50,000
			Repair & Maintenance Computers	1,27,80,397	
			Repair & Maintenance Equipments	1,18,44,139	1,01,18,501
			Repair & Maintenance Furniture	5,33,497	
			Repair & Maintenance Office/ Building/Campus		1,09,19,194
			Other Repair & Maintenance Expenses		
			By Research & Development	348,21,923	
			Accreditation & Research Development		11,65,357
			Faculty Development Expenses	70,09,544	61,31,998
			Licences Internet Fees	1,21,35,803	1,13,62,584
			Seminars/conferences Exp	85,35,340	54,81,585
			LPS - IIML Award Expenses	26,99,847	-
			Other Research & Development Exp.	15,41,277	17,81,303

Particulars		Receipts		Payments		2015-16	
		2016-17	2015-16	2016-17	2015-16	Amount	Amount
		Amount	Amount	Amount	Amount	Amount	Amount
						-	
	By Debtors						
	Noida A/c						1,63,58,108
	Refund Clearing						1,80,32,400
	By CWIP					9,72,66,410	
	CWIP			9,72,66,410			1,11,15,473
	By Closing Balance						
	Cash and Bank Balance					22,56,73,246	
	Cash A/c						75,000
	Bank Accounts			22,55,98,246			9,82,73,564
Total		1,81,64,89,420	1,78,94,66,166	1,81,64,89,420	1,81,64,89,420	1,81,64,89,420	1,78,94,66,166

Place: Lucknow

Date: 15.05.2017

(P. Dhar)*Sr. Finance & 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 2016-17

Schedule 1 - Corpus/Capital Funds

in Rupees (₹)

	Particulars	2016-17	2015-16
1. Corpus Fund			
1.1 Corpus Fund (Lucknow)			
	Opening Balance	2,10,77,50,754	1,85,80,35,252
	Add: Transferred from I & E Account	18,50,415	27,28,34,630
	Less: Settlement of deficit in Govt. Grant for 2014-15	0	(2,31,19,128)
	Sub-total (1.1)	2,10,96,01,169	2,10,77,50,754
1.2 Corpus Fund (Noida)			
	Opening Balance	46,93,07,533	36,69,90,382
	Add: Transferred from I & E Account	2,98,48,333	10,23,17,151
	Sub-total (1.2)	49,91,55,866	46,93,07,533
	* Total 1 (1.1to1.2)	2,60,87,57,035	2,57,70,58,287
2. Capital Fund			
2.1. Building Fund (Lucknow)			
	Opening Balance	58,62,80,488	60,42,87,074
	Add : Allocation from Surplus for Capital expenditure	5,50,63,111	3,05,25,981
	Less : Transferred to Depreciation Fund	(4,97,73,579)	(4,85,32,567)
	Less : Transferred to Depreciation Fund towards written off	(4,22,732)	0
	Sub-total (2.1)	59,11,47,288	58,62,80,488
2.2. General Assets Fund (Lucknow)			
	Opening Balance	6,82,22,306	7,64,04,700
	Add : Allocation from Surplus for Capital exp.	10,49,47,827	87,82,916
	Less : Transferred to Depreciation Fund	(3,68,49,440)	(1,69,55,698)
	Less: Transfer to Depreciation Fund towards written off	0	(,9,612)
	Sub-total (2.2)	13,63,20,693	6,82,22,306
2.3. Sponsored Projects Fund (Lucknow)			
	Opening Balance	1	1
	Less : Transferred to Depreciation Fund	0	0
	Sub-total (2.3)	1	1
2.4. Building Fund (Noida)			
	Opening Balance	68,15,90,186	73,55,01,285
	Add : Allocation from Surplus for Capital Exp.	0	15,86,333
	Less : Transferred to Depreciation Fund - Noida	(5,04,35,129)	(5,54,97,432)
	Sub-total (2.4)	63,11,55,057	68,15,90,186
2.5. General Asset Fund (Noida)			
	Opening Balance	2,46,95,539	2,65,69,913
	Add : Allocation from Surplus for Capital Exp.	56,74,932	41,27,126
	Less : Transferred to Depreciation Fund	(60,04,052)	(60,01,500)
	Sub-total (2.5)	2,43,66,419	2,46,95,539
	Total 2 (2.1to2.5)	1,38,29,89,458	1,36,07,88,520
	Grand Total (1+2)	3,99,17,46,493	3,93,78,46,807
* Against this Corpus figure, Rs. 230.00 crores is currently Earmarked for future expected Pension liability.			

(P. Dhar)

Sr. Finance & Accounts Officer

(Sudhir Chandra)

Financial Adviser-cum-Chief Accounts Officer

Schedules forming part of

Annual Financial Statements of IIM Lucknow for the year 2016-17

Schedule 2 - Designated/Earmarked/Endowment Funds

in Rupees (₹)

Particulars	2016-17	2015-16
2.1. Pension Fund		
Opening Balance	23,86,79,863	22,28,53,083
Addition during the year	20,00,00,000	1,40,58,295
Income from investments	1,84,66,214	2,10,68,455
Interest on Saving Bank Account	3,27,032	3,97,362
Other Addition	18,93,917	11,52,740
Less: Expenditure towards objective of the fund	(2,50,06,981)	(2,08,50,072)
Sub-total (2.1)	43,43,60,045	23,86,79,863
2.2. Gratuity Fund		
Opening Balance	9,66,58,115	9,22,56,934
Addition during the year	41,201	20,96,131
Income from investments	71,98,900	76,18,497
Interest on Saving Bank Account	33,308	21,877
Less: Expenditure towards objective of the fund	(59,67,051)	(53,35,324)
Sub-total (2.2)	9,79,64,473	9,66,58,115
2.3. Depreciation Fund (Lucknow)		
Opening Balance	1,46,31,24,080	1,26,82,42,743
Addition during the year	10,67,45,469	8,51,97,595
Income from investments	12,10,39,780	10,96,83,742
Sub-total (2.3)	1,69,09,09,329	1,46,31,24,080
2.4. Depreciation Fund (Noida)		
Opening Balance	37,22,74,142	28,62,45,496
Addition during the year	5,64,39,182	6,14,98,932
Income from investments	2,87,02,107	2,45,29,714
Sub-total (2.4)	45,74,15,431	37,22,74,142
2.5. Leave Encashment Fund		
Opening Balance	11,92,07,608	10,48,91,278
Addition during the year	84,28,800	96,21,085
Income from investments	1,03,87,708	98,31,345
Less: Expenditure	(67,69,486)	(51,36,100)
Sub-total (2.5)	13,12,54,630	11,92,07,608
2.6. Endowment Fund		
Opening Balance	3,79,39,503	2,22,27,888
Addition during the year	0	1,50,00,000
Income from investments	23,58,424	14,87,941
Less: Expenditure	(7,24,623)	(7,76,326)
Sub-total (2.6)	3,95,73,304	3,79,39,503
Total (2.1 to 2.6)	2,85,14,77,212	2,32,78,83,311

(P. Dhar)

Sr. Finance & Accounts Officer

(Sudhir Chandra)

Financial Adviser-cum-Chief Accounts Officer

Schedules forming part of

Annual Financial Statements of IIM Lucknow for the year 2016-17

Schedule 3 - Current Liabilities & Provisions

in Rupees (₹)

Particulars		2016-17	2015-16
Lucknow Campus :			
3.1	Current Liabilities		
	Security Deposit PGP/FPM	96,55,371	95,04,371
	Grant-in-Aid: Opening Balance	0	(2,31,19,128)
	Received during the year	0	1,48,00,000
	Utilized for Capital/Recurring	0	(1,48,00,000)
	Transfer to Corpus	0	2,31,19,128
	Closing Balance	0	0
	Retention Deposit	1,00,91,554	99,94,328
	Security Deposit : Works	24,70,645	6,17,094
	Expenses Payable Account	7,37,90,417	4,60,07,986
	Account of outside Parties	10,47,488	34,55,257
	Consultancy/ CAT Payable	86,81,082	1,07,93,663
	Earnest Money	4,91,000	5,37,500
	Security Deposits : Library	36,000	36,000
	Employees Benevolent Fund	4,59,366	4,59,366
	GIS Accounts	13,023	14,703
	Advance Receipts - Consultancy	62,45,553	1,77,07,225
	Advance Receipts - Funded Research	35,18,257	29,01,478
	Advance Receipts - MDP	25,00,000	0
	On Account Receipts	23,05,307	15,74,630
	IIM HP A/c	44,03,057	
	PF Subscription	75,000	
	Other liabilities	15,74,245	17,28,135
	Sub-total (6.1)	12,73,57,365	10,53,31,736
3.2	Provisions :		
	Salaries & Allowances	1,92,00,298	1,72,43,860
	Pension	20,15,00,369	0
	Arrears under 7th CPC	2,47,16,900	0
	Sub-total (6.2)	24,54,17,567	1,72,43,860
	Total (6.1 & 6.2)	37,27,74,932	12,25,75,596

Particulars		2016-17	2015-16
Noida Campus :			
3.3	Current Liabilities		
	Security Deposit WMP/IPMX	88,90,621	90,35,621
	Retention & Earnest Money	1,05,56,063	1,06,11,530
	Expenses Payable	1,95,03,079	1,19,10,286
	Advance Receipts - Consultancy	25,25,994	7,60,000
	Advance Receipts - (IPMX/WMP)	4,87,28,000	4,63,34,000
	Provision for Salary	52,58,280	34,90,097
	Consultancy Payable	19,50,000	30,41,244
	Account of outside party	96,38,137	96,38,666
	CMEE A/c	13,03,824	32,76,417
	Other Liabilities	3,66,582	2,30,918
	Arrears under 7th CPC	1,33,09,100	0
		Sub-total (6.3)	9,83,28,779
		Grand Total	22,09,04,375

(P. Dhar)*Sr. Finance & Accounts Officer***(Sudhir Chandra)***Financial Adviser-cum-Chief Accounts Officer*

Schedule 4 - Fixed Assets

Schedule 4 - Fixed Assets

in Rupees (₹)

Particulars	Rate (WDV)	Gross Block					Depreciation Block					Net Block	
		OPENING AS ON 1.04.2016	ADDITIONS upto 03.10.16	ADDITIONS from 04.10.2016 to 31.03.2017	ADJ./ WRITTEN OFF	CLOSING AS ON 31.03.2017	UP TO 31.03.2016	CHARGED DURING THE YEAR	ADJUSTED DURING THE YEAR	UP TO 31.03.2017	AS ON 31.03.2017	AS ON 31.03.2016	
1	2	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 :-													
i. Land :													
Free hold - Lucknow campus	0	86,52,693	-	-	-	86,52,693	-	-	-	-	86,52,693	86,52,693	
ii. Buildings & Other Capital Works													
Office Buildings & Other Works (Phase-I & II)	10%	93,10,40,908	-	12,07,56,160	72,69,718	1,04,45,27,350	51,20,20,055	4,78,97,620	68,46,986	55,30,70,689	49,14,56,661	41,90,20,853	
Residential Buildings & Other Works (Phase-I & II)	5%	8,01,90,110	-	-	-	8,01,90,110	4,26,70,921	18,75,959	-	4,45,46,880	3,56,43,230	3,75,19,189	
Sub-Total (4.1)		1,01,98,83,711	-	12,07,56,160	72,69,718	1,13,33,70,153	55,46,90,976	4,97,73,579	68,46,986	59,76,17,569	53,57,52,584	46,51,92,735	
4.2. Others Assets :													
i. Equipments	15%	8,46,66,038	5,36,39,302	41,34,372	-	14,24,39,712	5,37,92,783	1,29,86,961	-	6,67,79,744	7,56,59,968	3,08,73,255	
ii. Furniture and Fixtures	10%	7,27,22,556	47,13,400	22,49,338	-	7,96,85,294	4,31,93,368	35,36,726	-	4,67,50,094	3,29,55,200	2,95,29,188	
iii. Staff vehicles	15%	47,09,565	-	-	-	47,09,565	33,95,782	1,97,067	-	35,92,849	11,16,716	13,13,783	
iv. Office Automation & Computers	60%	13,33,55,709	9,97,571	22,35,410	-	13,65,88,690	12,87,57,380	40,28,163	-	13,27,85,543	38,03,147	45,98,329	
v. Gifted computer software etc.	100%	18,88,496	-	-	-	18,88,496	18,88,496	-	-	18,88,496	-	-	
vi. Library Books & Microfilms, CD Roms, etc.	60%	11,80,92,083	11,13,417	19,08,209	-	12,11,13,709	11,61,84,332	23,85,163	-	11,85,69,495	25,44,214	19,07,751	
vii. E-Journals [SLM]	40%	-	17,39,992	3,25,48,409	-	3,42,88,401	-	137,15,360	-	137,15,360	2,03,73,041	-	
Sub-Total (4.2)		41,54,34,447	6,22,03,682	4,30,75,738	-	52,07,13,867	34,72,12,141	3,68,49,440	-	38,40,61,581	13,66,52,286	6,82,22,306	
4.3. Sponsored / Funded Projects Equipments	60%	1,92,93,311	-	-	-	1,92,93,311	1,92,93,310	-	-	1,92,93,310	1	1	
Sub-Total (4.3)		1,92,93,311	-	-	-	1,92,93,311	1,92,93,310	-	-	1,92,93,310	1	1	

Particulars	Rate (WDV)	OPENING AS ON 1.04.2016	ADDITIONS upto 03.10.16	ADDITIONS from 04.10.2016 to 31.03.2017	ADJ./ WRITTEN OFF	CLOSING AS ON 31.03.2017	UP TO 31.03.2016	CHARGED DURING THE YEAR	ADJUSTED DURING THE YEAR	UP TO 31.03.2017	AS ON 31.03.2017	AS ON 31.03.2016
Sub-Total (4.1 to 4.3)		1,45,46,11,469	6,22,03,682	16,38,31,898	72,69,718	1,67,33,77,331	92,11,96,427	8,66,23,019	68,46,986	1,00,09,72,460	67,24,04,871	53,34,15,042
4.4. Noida Assets												
i. Noida Building												
Office Buildings & Other Works (Phase-I & II)	10%	70,26,51,136	26,64,845	-	-	70,53,15,981	22,78,76,358	4,77,43,962	-	27,56,20,320	42,96,95,661	47,47,74,778
Residential Buildings & Other Works (Phase-I & II)	5%	5,81,08,875	-	-	-	5,81,08,875	42,85,530	26,91,167	-	69,76,697	5,11,32,178	5,38,23,345
ii. Noida Lease Hold Land	0%	14,66,30,345	-	-	-	14,66,30,345	-	-	-	-	14,66,30,345	14,66,30,345
iii. Noida General Assets												
Equipments	15%	2,33,74,583	2,12,945	2,67,458	-	2,38,54,986	1,10,71,851	18,97,414	-	1,29,69,245	1,08,85,741	1,23,02,752
Furniture & Fixture	10%	2,68,71,264	3,88,993	26,635	-	2,72,86,892	1,84,04,938	8,86,864	-	1,92,91,802	79,95,090	84,66,326
Staff vehicle	15%	20,08,993	-	19,39,717	-	39,48,710	10,08,685	2,95,525	-	13,04,210	26,44,500	10,00,308
Office Automation & Computers	60%	1,60,83,051	2,28,040	2,43,500	-	1,65,54,591	1,58,34,408	3,59,060	-	1,61,93,468	3,61,123	2,48,643
Library Books & Microfilms, CD-ROM etc.	60%	1,90,82,327	3,68,220	6,20,186	-	2,00,70,733	1,64,04,817	20,13,494	-	1,84,18,311	16,52,422	26,77,510
E-Journals [SLM]	40%	-	-	13,79,238	-	13,79,238	-	5,51,695	-	5,51,695	8,27,543	-
Sub-Total (4.4)		99,48,10,574	38,63,043	44,76,734	-	1,00,31,50,351	29,48,86,567	5,64,39,181	-	35,13,25,748	65,18,24,603	69,99,24,007
Sub-Total (4.1 to 4.4)		2,44,94,22,043	6,60,66,725	16,83,08,632	72,69,718	2,67,65,27,682	1,21,60,82,994	14,30,62,200	68,46,986	1,35,22,98,208	1,32,42,29,474	1,23,33,39,049
4.5. Capital Work-In-Progress												
a. Lucknow Campus	0%	12,10,87,753	1,90,180	9,98,28,389	16,60,43,211	55,063,111,00	-	-	-	-	5,50,63,111	12,10,87,753
b. Noida Campus	0%	63,61,718	-	-	26,64,845	36,96,873	-	-	-	-	36,96,873	63,61,718
Sub-Total (4.5)		12,74,49,471	1,90,180	9,98,28,389	16,87,08,056	587,59,984	-	-	-	-	5,87,59,984	12,74,49,471
GRAND TOTAL (2016-17)		2,57,68,71,514	6,62,56,905	26,81,37,021	17,59,77,774	2,73,52,87,666	1,21,60,82,994	14,30,62,200	68,46,986	1,35,22,98,208	1,38,29,89,458	1,36,07,88,520
Previous Year (2015-16)		2,53,24,40,745	3,18,97,168	1,31,25,188	5,91,587	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

(P. Dhar)

Sr. Finance & Accounts Officer

(Sudhir Chandra)

Financial Adviser-cum-Chief Accounts Officer

Schedules forming part of

Annual Financial Statements of IIM Lucknow for the year 2016-17

Schedule 5 - Investments From Earmarked/Endowment Funds

in Rupees (₹)

Funds		2016-17	2015-16
Investments from Earmarked/Endowment Funds (Fund wise)			
1.	Pension Fund Investment	21,00,00,000	21,00,00,000
2.	Gratuity Fund Investment	9,76,99,671	9,64,09,374
3.	Depreciation Fund Investment : Lucknow Campus	1,46,35,00,000	1,29,78,79,000
4.	Depreciation Fund Investment : Noida Campus	36,53,80,000	29,02,80,000
5.	Leave Encashment Fund Investment	11,31,00,000	10,95,00,000
6.	Endowment Fund Investment	3,01,90,000	3,01,90,000
Total		2,27,98,69,671	2,03,42,58,374

Schedule 6 - Investments - Others

in Rupees (₹)

Funds		2016-17	2015-16
Others (To be specified):			
1.	Term Deposits : Lucknow Campus	2,00,30,00,000	1,93,21,00,000
2.	Term Deposits : Noida Campus	51,90,00,000	48,52,00,000
Total		2,52,20,00,000	2,41,73,00,000

Schedule 7 - Current Assets

in Rupees (₹)

Particulars		2016-17	2015-16
1.	Stock in Hand (Stationery & Electrical)	11,73,823	11,16,928
2.	Sundry Debtors : Lucknow Campus	2,12,58,366	2,08,52,415
	: Noida Campus	1,65,80,939	3,01,57,644
3.	Cash and Bank Balances :		
	a) With Scheduled Banks :		
	- Saving Bank Accounts-Lucknow Campus	10,96,78,569	3,40,52,658
	- Saving Bank Accounts-Noida Campus	11,59,19,677	6,42,20,906
	- Saving Bank Accounts - Pension Fund	43,93,462	1,16,12,742
	- Saving Bank Accounts - Group Gratuity Fund	2,64,803	2,48,741
	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	13,083	19,147
Total		26,93,57,722	16,23,56,181

(P. Dhar)

Sr. Finance & Accounts Officer

(Sudhir Chandra)

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Schedules forming part of

Annual Financial Statements of IIM Lucknow for the year 2016-17

Schedule 8 - Loans, Advances & Deposits

in Rupees (₹)

Particulars		2016-17	2015-16
8.1	Lucknow Campus		
1.	Advances to Employees: (Non-interest bearing)		
	a) Festival	1,800	1,71,000
	b) TA/LTA	5,30,443	5,09,071
2.	Long Term Advances to Employees: (Interest bearing)		
	a) Vehicle Loan	2,85,384	5,65,940
	b) Home Loan	28,75,945	35,77,004
	c) Others (PC/Laptop)	75,120	1,13,680
	d) Soft Loan to Faculty	2,46,848	45,600
	e) Education Loan		0
	f) Loan to PGP Student	9,21,200	5,65,000
3.	Advances and other amounts recoverable:		
	a) M/S Ashrey	7,45,591	0
	b) To Suppliers (Secured Advance Contractors)		0
	c) Others	4,53,392	47,79,377
4.	Prepaid Expenses:	12,01,175	44,767
5.	Deposits:		
	a) Telephone	3,97,703	3,97,703
	b) Security Deposit	76,87,080	77,55,930
6.	Income Accrued:		
	a) On Investments from Earmarked Endowment Funds	20,54,212	14,02,554
	b) On Investments - Others	36,55,12,154	23,89,06,571
	c) Pension Fund	1,84,66,214	1,70,67,121
	d) Others Staff Loans	28,66,161	30,59,901
7.	Other - Current Assets receivable:		
	a) Consulting/Programmes, Advance Payment	14,11,457	65,42,861
	b) Grants receivable from MHRD	0	1,48,00,000
	c) Research Project Advance payment	54,31,620	38,74,685
8.	Claim Receivable:		
	a) Advance Tax	3,84,16,058	3,84,16,058
	b) TDS	13,16,50,435	9,83,44,044
	c) Income receivable		9,46,661

Schedules forming part of

Annual Financial Statements of IIM Lucknow for the year 2016-17

Schedule 8 - Loans, Advances & Deposits

in Rupees (₹)

Particulars		2016-17	2015-16
	d) Pension Fund	20,15,00,369	0
	e) IIM Jammu Account	10,10,313	0
	f) Service Tax Input	0	2,65,784
	Total (8.1)	78,37,40,674	44,21,51,312
8.2	Noida Campus:-		
1.	Advances to Employees: (Non-interest bearing)		
	a) TA/LTA	38,000	2,25,500
2.	Advances and other amounts recoverable:		
	a) Others (to outside party)	18,21,237	18,04,015
	b) On Capital Account (For construction work)	10,00,000	0
	c) Incubator	3,46,457	
3.	Prepaid Expenses:	21,22,291	21,17,387
4.	Deposits:		
	a) Security Deposit	17,82,500	16,80,114
5.	Income Accrued:		
	a) On Investment-other	7,12,03,444	4,87,41,495
6.	Other - Current Assets receivable:		
	a) Consulting/Programmes, Advance Payment	5,70,947	5,12,510
7.	Claim Receivable:		
	a) TDS	2,11,85,916	1,46,66,185
	b) Refund clearing		32,900
	Total (8.2)	10,00,70,792	6,97,80,106
	Grand Total (8.1 to 8.2)	88,38,11,466	51,19,31,418

(P. Dhar)*Sr. Finance & Accounts Officer***(Sudhir Chandra)***Financial Adviser-cum-Chief Accounts Officer*

Schedules forming part of

Annual Financial Statements of IIM Lucknow for the year 2016-17

Schedule - 9 Academic Receipts

in Rupees (₹)

Particulars	INCOME	
	2016-17	2015-16
SCHEDULE 9.1 - Post Graduate Programme		
Lucknow Campus - PGP		
Admission	3,21,84,585	2,26,00,000
Books and Course Materials	6,85,38,000	6,32,19,071
Convocation	42,60,000	44,10,000
Room Rent / Maintenance Exp.	8,55,64,000	7,98,74,000
Students' Activities/Welfare	1,33,02,000	1,33,66,361
Tuition Fees	26,86,91,200	22,76,32,336
Computer Fees	3,72,57,000	3,77,61,000
Library Fees	3,10,61,000	3,02,18,000
Fee from foreign candidates	28,12,804	48,83,225
Fine & Other Fees	6,30,035	24,96,394
PGP Alumni Fees/Exp.	26,61,000	26,94,000
Total A	54,69,61,624	48,91,54,387
PGP Scholarships		
Scholarships- Others	50,64,760	1,16,39,000
Total B	50,64,760	1,16,39,000
Total 9.1	55,20,26,384	50,07,93,387
SCHEDULE 9.2 - Management Development Programmes		
Lucknow Campus		
Open Programmes Fee	50,133,798	5,73,74,983
Sponsored Programmes Fee	24,58,08,051	29,60,19,251
Total A	29,59,41,849	35,33,94,234
Noida Campus		
Open Programmes Fee	46,61,664	57,37,361
Sponsored Programmes Fee	6,64,52,038	6,39,05,257
Total B	7,11,13,702	6,96,42,618
Total 9.2	36,70,55,551	42,30,36,852
SCHEDULE 9.3 - Fellow Programme		
Lucknow Campus		
FPM Forms, Fee	1,96,500	1,78,000
Total A	1,96,500	1,78,000
Noida Campus		
FPM Fees Income	85,01,000	54,76,000
Total B	85,01,000	54,76,000
Total 9.3	86,97,500	56,54,000

Schedules forming part of

Annual Financial Statements of IIM Lucknow for the year 2016-17

Schedule - 9 Academic Receipts

in Rupees (₹)

Particulars		INCOME	
		2016-17	2015-16
SCHEDULE 9.4 - PGP-SM			
	PGP-SM Course Fee (Noida Campus)	2,37,57,980	1,04,80,000
	Total 9.4	2,37,57,980	1,04,80,000
SCHEDULE 9.5 - WMP FEE			
	WMP Course Fee (Noida Campus)	5,59,06,955	7,14,35,205
	Total 9.5	5,59,06,955	7,14,35,205
SCHEDULE 9.6 - IPMX FEE			
	IPMX Course Fee (Noida Campus)	11,17,35,333	13,20,26,142
	Total 9.6	11,17,35,333	13,20,26,142
SCHEDULE 9.7 - PLACEMENT FEE			
	Placement Fee	71,01,780	78,85,000
	Total 9.7	71,01,780	78,85,000
SCHEDULE 9.8 - CONSULTANCY FEE			
Lucknow Campus			
	Consultancy-Income	1,52,49,888	1,81,56,428
	Institute's Share of Consultancy	57,57,611	39,40,980
	Overhead for Consultancies	13,87,273	17,54,463
	Company Training Income	46,67,015	23,61,146
	Total A	2,70,61,787	2,62,13,017
Noida Campus			
	Consultancy-Income		15,71,244
	Institute's Share of Consultancy	4,85,112	2,96,159
	Overhead for Consultancies	5,35,211	2,61,624
	Company Training Income	19,50,000	10,68,116
	Total B	29,70,323	31,97,143
	Total 9.8	3,00,32,110	2,94,10,160
SCHEDULE 9.9 - OTHER FEE			
	Common Admission Test	5,71,11,833	1,78,71,433
	Total 9.9	5,71,11,833	1,78,71,433
	Grand Total (9.1 to 9.8)	1,21,34,25,426	1,19,85,92,179

(P. Dhar)

Sr. Finance & Accounts Officer

(Sudhir Chandra)

Financial Adviser-cum-Chief Accounts Officer

Schedules forming part of

Annual Financial Statements of IIM Lucknow for the year 2016-17

Schedule - 10 Grants/Subsidies (Irrevocable Grants Received)

in Rupees (₹)

Particulars	PLAN		Current Year Total	Previous Year Total
	Govt. of India			
Balance B/F				-(2,31,19,128)
Add: Receipts during the year				1,48,00,000
Total				-83,19,128
Less: Utilised for Capital Expenditure (A)		0	0	0
Balance				-83,19,128
Utilised for Recurring Expenditure (FPM)				-(1,48,00,000)
Transfer to Corpus (Deficit of Previous Year)				2,31,19,128
Balance C/F (C)		0	0	0

Schedule - 11 Income From Investments

in Rupees (₹)

Particulars	Earmarked/Endowment Funds		Other Investments	
	Current Year	Previous Year	Current Year	Previous Year
1. (a) Interest on Term Deposits of Funds	18,81,53,133	17,42,19,694		0
(b) Interest on Term Deposits - Lucknow	0	0	19,44,82,959	17,39,24,148
(c) Interest on Term Deposits - Noida	0	0	4,75,05,731	3,49,73,039
2. Interest on S.B. Accounts of Endowment/Earmarked Funds	3,60,340	4,19,239		0
Total	18,85,13,473	17,46,38,933	24,19,88,690	20,88,97,187
Transferred to Earmarked/Endowment Funds	18,85,13,473	17,46,38,933		
Balance	0	0		

Schedule - 12 Interest Earned

in Rupees (₹)

Particulars	Current Year	Previous Year
1. On Savings Accounts with scheduled Banks-Lucknow	70,20,265	89,88,928
On Savings Accounts with scheduled Banks-Noida	28,20,005	17,66,293
2. On Loans (Employees/Staff)	11,11,622	22,20,130
3. On Debtors and Other Receivables	0	0
Total	1,09,51,892	1,29,75,351

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Schedules forming part of

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Schedule - 13 Other Income & Recoveries

in Rupees (₹)

Particulars	2016-17	2015-16	
A. Income from Land & Buildings			
Lucknow Campus :			
1. Rental	4,89,752	6,09,595	
2. License Fee	9,92,297	10,75,151	
3. Guest House Recovery	17,38,744	17,19,825	
4. Electricity Charges Recovered	57,67,774	58,70,627	
5. Xeroxing Recovery	7,57,606	15,49,755	
Sub-total	97,46,173	1,08,24,953	
Noida Campus :			
1. Rental		3,63,000	
2. License Fee	2,06,505	181,187	
3. Guest House Recovery	12,67,757	12,23,132	
4. Electricity Charges Recovered	7,93,007	9,21,443	
5. Xeroxing Recovery		0	
Sub-total	22,67,269	26,88,762	
Total	1,20,13,442	1,35,13,715	
B. Sale of Institute's publications	Total (B)	18,769	55,592
C. Income from holding events	Total (C)	0	0
D. Other			
1. Library Membership	2,04,600	1,11,850	
2. Profit on sale/disposal of Assets: Own Assets		50,573	
3. Other Recoveries & Receipt			
(a) Lucknow Campus	11,32,004	9,46,511	
(b) Noida Campus	2,78,823	2,12,375	
Total (D)	16,15,427	13,21,309	
Total (A to D)	1,36,47,638	1,48,90,616	

Schedule 14 - Prior Period Income

in Rupees (₹)

Particulars	2016-17	2015-16
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 2016-17

Schedule 15 - Staff Payments & Benefits (Establishment Expenses)

in Rupees (₹)

Particulars		2016-17	2015-16
Lucknow Campus :			
Salary and Allowances			
Basic Pay	7,80,66,687		7,44,26,339
D.A.	9,19,16,039		8,33,95,047
H.R.A.	51,51,844		48,68,058
Special Pay	94,220		1,13,720
Transport Allowance	1,20,05,322		1,16,07,736
Daily Wages	26,22,096		32,65,181
Personal Pay	74,050		76,350
Arrears under 7th CPC	2,47,16,900		-
		21,46,47,158	17,77,52,431
Other Benefits			
Overtime	65,557		78,841
Medical	1,24,04,976		1,29,36,174
L.T.C.	61,88,868		30,87,083
Bonus	8,53,628		2,86,682
Reimbursement of Tuition Fee	15,59,434		18,13,502
Leave Encashment on LTC	15,27,128		9,03,547
Staff Liveries/Washing Allowances	6,75,749		
		2,32,75,340	1,91,05,829
Employee's Welfare			
Staff Training	1,34,055		3,500
Staff Canteen Subsidy	1,92,500		71,000
IIML Employees' Welfare Committee	28,67,280		17,30,748
		31,93,835	18,05,248
Terminal Benefits			
CPF Employer's Contribution	10,80,969		973,968
CPS Employer's Contribution	82,17,569		7,130,122
Pension Exp./Pension Contribution	1,38,60,307		10,854,435
Leave Encashment/Leave Salary Contribution	84,15,064		9,621,085
Gratuity	1,56,608		1,200,471
		3,17,30,517	2,97,80,081
	Total A	27,28,46,850	22,84,43,589
Noida Campus			
Salary & Allowances		4,72,25,673	3,98,71,652
Other Benefit		23,89,379	19,02,876
Arrears under 7th CPC		1,33,09,100	
	Total B	6,29,24,152	4,17,74,528
	Total A+B	33,57,71,002	27,02,18,117

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Schedules forming part of

Annual Financial Statements of IIM Lucknow for the year 2016-17

Schedule 16 - Academic Expenses

in Rupees (₹)

Particulars		EXPENDITURE	
		2016-17	2015-16
SCHEDULE 16.1 - Post Graduate Programme			
Admission		73,00,261	71,46,666
Books and Course Materials		2,01,56,176	1,88,24,930
Convocation		19,70,932	28,09,480
Students' Welfare Activities		74,86,741	51,03,552
Students' Activities centre		23,50,508	22,08,638
PGP Alumni Exp.		18,81,156	15,48,880
Visiting Faculty Expenses		1,10,59,922	82,69,570
PGP Electricity		2,85,92,923	2,54,91,924
PGP Misc.		43,06,370	37,21,494
PGP Teaching Honorarium		70,00,000	35,00,000
Cleaning & Security Expense		1,09,46,828	76,11,200
ABM Exp. (Specific)		96,806	1,70,182
	Total A	10,31,48,623	8,64,06,516
PGP Scholarships			
Scholarships - Merit-cum-Means		1,03,50,000	99,72,500
Scholarships- Others		50,64,760	1,16,39,000
	Total B	1,54,14,760	2,16,11,500
	Total A+B	11,85,63,383	10,80,18,016
SCHEDULE 16.2 - Management Development Programmes			
Particulars		2016-17	2015-16
Lucknow Campus			
Programme Expenses (Direct)		13,13,46,170	18,88,66,525
Security, Maintenance & Cleaning		65,91,761	34,04,052
Electricity		87,97,718	70,43,668
Salary & Honorarium		1,24,89,445	1,29,81,015
	Total A	15,92,25,094	21,22,95,260
Noida Campus			
Programme Expenses (Direct)		2,25,61,152	1,92,67,537
Security, Maintenance & Cleaning		63,70,635	18,54,412
Electricity		34,88,825	42,28,667
Salary & Honorarium		19,37,550	15,92,425
	Total B	3,43,58,162	2,69,43,041
	Total A+B	19,35,83,256	23,92,38,301

(P. Dhar)

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Schedules forming part of

Annual Financial Statements of IIM Lucknow for the year 2016-17

Schedule 16.3 - Fellow Programme

in Rupees (₹)

Particulars		2016-17	2015-16
Lucknow Campus			
	Administrative Expenses	13,38,706	13,59,986
	Fellowship Honorarium	1,76,39,844	1,56,58,561
	Student's Contingency	33,83,429	18,68,198
	Electricity Expenses	13,19,657	11,76,551
	Security Services	95,964	
	Total A	2,37,77,600	2,00,63,296
Noida Campus			
	Visiting Faculty & Administrative Expenses	16,86,505	7,89,972
	Total B	16,86,505	7,89,972
	Total A+B	2,54,64,105	2,08,53,268

Schedule 16.4 - PGP-SM

Particulars		2016-17	2015-16
	Admission Expense	7,71,603	3,92,925
	Books & Course Materials	8,14,149	3,22,002
	Visiting Faculty Expenses	22,16,153	9,54,747
	Electricity Expense	9,96,807	5,99,311
	Cleaning & Security Expense	39,03,636	13,11,562
	Misc. Expense	11,70,728	5,51,862
	Placement Expense	3,87,991	0
	Scholarships - Merit-cum-Means	1,87,500	0
	Total	1,04,48,567	41,32,409

Schedule 16.5 - WMP

Particulars		2016-17	2015-16
	Admission Expenses	7,26,052	17,32,307
	Course Materials	19,14,170	28,75,024
	Misc. Expenses	8,43,426	8,12,768
	Visiting Faculty Expenses	38,97,912	30,86,762
	Electricity	34,88,825	39,00,637
	Cleaning & Security Expenses	10,10,451	16,85,831
	Total	1,18,80,836	1,40,93,329

Schedule 16.6 - IPMX

Particulars		2016-17	2015-16
	Admission Expenses	11,81,518	15,06,066
	Books & Course Materials	24,03,772	17,73,325
	Hospitality Expenses	60,45,040	44,76,825
	International Expenses	1,62,83,765	1,76,31,110
	Misc. Expenses	7,84,970	28,88,327
	Visiting Faculty Expenses	26,22,362	25,68,800
	Electricity	66,45,381	60,32,847
	Cleaning & Security Expenses	34,45,305	41,39,275
	Placement Expenses	8,05,088	
	Total	4,02,17,201	4,10,16,575

Schedules forming part of

Annual Financial Statements of IIM Lucknow for the year 2016-17

SCHEDULE 16.7 - Placement

in Rupees (₹)

Particulars		EXPENDITURE	
		2016-17	2015-16
	Placement Expenses	17,26,427	17,14,567
	Total	17,26,427	17,14,567
Schedule 16.8 - Consultancy			
Particulars		2016-17	2015-16
Lucknow Campus			
	Consultancy Expenditure	1,46,38,240	1,74,48,306
	Company Training Expenditure	47,09,690	24,08,905
	Total A	1,93,47,930	1,98,57,211
Noida Campus			
	Consultancy Expenditure	3,018	16,10,667
	Company Training Expenses	19,50,000	10,50,000
	Total B	19,53,018	26,60,667
	Total A+B	2,13,00,948	2,25,17,878
Schedule 16.9 - Common Admission Test			
Particulars		2016-17	2015-16
	CAT Expenses	9,55,369	13,99,757
	Total	9,55,369	13,99,757
Schedule 16.10 - Journals & Periodicals			
Particulars		2016-17	2015-16
	Lucknow Campus - J & P Expenses	55,017	3,22,52,106
	Noida Campus - J & P Expenses	43,233	46,594
	Total	98,250	3,22,98,700
Schedule 16.11 - Research & Development			
Particulars		2016-17	2015-16
Lucknow Campus			
	Software and Internet	1,18,15,461	97,89,787
	Membership Fees	17,95,229	4,32,147
	LPS-IIML National Leadership Award	27,94,748	0
	Centre for Excellence of Business Sustainability	72,258	2,32,774
	Seminars/Conferences	74,69,729	63,59,788
	Faculty Development & Incentives	1,60,69,234	68,68,387
	Officer Development	14,02,906	14,42,912
	Accreditation & Research Development	36,53,666	19,65,710
	Institute's Journal - Metamorphosis	2,07,488	2,58,369
	Seed Money & Research Projects	9,41,708	25,92,874
	Total	4,62,22,427	2,99,42,748
Noida Campus			
	Faculty Development & Incentives	29,00,995	22,93,991
	Licences Internet Fees	2,25,000	11,30,914
	Seminar/Conferences & Other Activities	10,94,285	8,31,928
	Other	3,16,617	1,51,929
	Total	45,36,897	44,08,762
	Total	5,07,59,324	3,43,51,510
	Grand Total (16.1 to 16.10)	47,49,97,667	51,96,34,310

(P. Dhar)

Sr. Finance & Accounts Officer

(Sudhir Chandra)

Financial Adviser-cum-Chief Accounts Officer

Schedules forming part of

Annual Financial Statements of IIM Lucknow for the year 2016-17

Schedule 17 - Administrative & General Expenses

in Rupees (₹)

	2016-17	2015-16
Lucknow Campus		
Security, Cleaning and Maintenance Services	1,17,50,127	1,05,47,212
Stationery and Printing expenses	32,10,228	35,54,051
Horticulture (Labour & Plantation)	59,31,710	41,37,661
Hospitality and Guest House Expenses	13,30,996	10,53,205
Telecom Expenses	26,43,036	24,09,396
Electricity	53,21,842	51,35,790
Faculty/Staff Recruitment	16,02,342	18,79,348
Internal Audit Fees	3,11,508	3,85,563
AG Audit Fees	6,60,228	1,29,066
Office Contingencies	3,27,080	2,79,184
Postage	1,32,178	1,98,800
Official Functions	14,64,783	8,05,102
Advertising & Publicity	4,33,984	36,870
Rent	1,50,000	1,40,324
Legal Expenses	2,83,294	10,07,090
BOG Expenses	15,24,104	14,77,994
Community Development	15,21,315	4,28,133
Travelling Expenses	15,81,306	9,58,046
Insurance	85,805	-
Loss on sale of Fixed Assets	2,87,732	-
Total A	4,05,53,598	3,45,62,835
Noida Campus		
Security, Cleaning & Maintenance	39,49,918	8,90,519
Electricity	16,61,346	16,40,162
Stationery and Printing expenses	6,77,700	5,51,985
Horticulture Revenue Expenses	11,70,380	14,99,037
Telephone Expenses	7,43,954	7,42,334
Lease Rent	41,14,688	41,14,688
Other Administrative Expenses	16,75,839	15,43,888
Total B	1,39,93,825	1,09,82,613
Total A+B	5,45,47,423	4,55,45,448

(P. Dhar)*Sr. Finance & Accounts Officer***(Sudhir Chandra)***Financial Adviser-cum-Chief Accounts Officer*

Schedules forming part of

Annual Financial Statements of IIM Lucknow for the year 2016-17

Schedule 18 - Transportation Expenses

in Rupees (₹)

	2016-17	2015-16
Lucknow Campus		
Fuel for vehicles	5,42,772	7,35,854
Transport Services Expenses	40,72,294	31,11,149
Repair and Maintenance vehicles	1,22,832	1,85,821
Vehicle Insurance Expenses	66,151	45,821
Local Conveyance	4,740	4,600
Total A	48,08,789	40,83,245
NOIDA CAMPUS		
Transportation Expenses	4,34,484	4,76,652
Total B	4,34,484	4,76,652
Total A+B	52,43,273	45,59,897

Schedule 19 - Repairs & Maintenance

in Rupees (₹)

	2016-17	2015-16
Lucknow Campus		
R & M PGP	78,01,150	31,40,525
R & M Office / Buildings	87,55,095	59,19,154
R & M Furniture	4,12,218	4,57,586
R & M Equipments	56,38,000	54,81,709
R & M Computer Hardware & Software	91,42,508	84,07,324
Development Expenses	0	27,75,393
Total A	3,17,48,971	2,61,81,691
Noida Campus		
R & M Office / Campuses	29,97,336	56,07,224
R & M Furniture	1,30,279	3,79,336
R & M Equipment	72,24,830	72,06,797
R & M Computers	37,38,716	16,43,284
Total B	1,40,91,161	1,48,36,641
Total A+B	4,58,40,132	4,10,18,332

Schedule 20 - Finance Cost

in Rupees (₹)

	2016-17	2015-16
Bank Charges (Lucknow Campus)	70,096	43,214
Bank Charges (Noida Campus)	1,459	-
Total A	71,555	43,214

Schedules forming part of

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Schedule 21 - Other Expenses

in Rupees (₹)

	2016-17	2015-16
Lucknow Campus	-	-
Writing off (Bad Debts)	-	-
Total	-	-

Schedule 22 - Prior Period Expenses

in Rupees (₹)

	2016-17	2015-16
Lucknow Campus		
Academic Expenses - Lucknow	1,84,773	20,68,711
Academic Expenses - Noida	33,25,175	2,06,251
Total	35,09,948	22,74,962

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 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.
- 3.4 The depreciation is provided on all the assets, other than E-Journals, by adopting the written down value method as per the rates specified in the Income Tax Act, 1961.
- 3.5 On E-Journals depreciation is provided on Straight Line Method at the rates as prescribed in Revised Financial Reporting format of MHRD.
- 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 ₹65,66,573/- as on 31.03.2017.

4. Intangible Assets:

- 4.1 E Journals are being treated as 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 Provision for pension liability as on 31st March, 2017 in respect of employees who had joined on or before 31.12.2003 has been assessed by actuarial form and accordingly required extra Fund in the assisting Pension Fund is being provided in installment. 1st Installment of ₹20 crores is being added during this year.

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 IIML EPF 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 being accounted on sanction basis, however, there was no sanction of Grant for the Institute during 2016-17.

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 & 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 31.03.2017 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 ₹0.56 crores as on 31.03.2017 (Previous year ₹1.16 crores).

3. Fixed Assets:

3.1 Addition in the year to Fixed Assets in Schedule – 4 includes Assets purchased out of Institute's savings (₹16.57 crores). The Assets have been set up by credit to Capital Fund.

3.2 In the Balance Sheet as on 31.03.2017 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 were already transferred to Revenue Account and accounted as Miscellaneous Income.

6. Expenditure in Foreign Currency:

a. Travel	₹2,33,37,549.00
b. Foreign Drafts for import of Chemicals etc.	₹0.00
c. Others	₹5,72,05,911.00
Total	₹8,05,43,460.00

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 Saving 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, 2017 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 2016-17, to the Institution's Accounts.

(P. Dhar)

Sr. Finance & Accounts Officer

(Sudhir Chandra)

Financial Adviser-cum-Chief Accounts Officer

Appendix – 1

Employee Provident Fund Trust Balance Sheet as at 31st March, 2017

in Rupees (₹)

Particulars	2016-17	2015-16
1. Sources of Funds		
1.1 General Provident Fund		
Opening Balance	16,99,68,510	15,16,84,408
Add: Subscription	2,08,87,887	1,96,41,313
Interest Credited	1,48,02,438	1,33,73,009
Transferred from previous employer	0	53,303
	20,56,58,835	18,47,52,033
Less: Final Withdrawals/Transfer	1,51,81,824	1,47,83,523
	19,04,77,011	16,99,68,510
1.2 Contributory Provident Fund		
Opening Balance	1,70,51,818	1,35,09,044
Add: Subscription	13,98,999	16,00,300
Employer's Contribution	10,80,969	9,73,969
Interest Credited	14,53,910	13,00,632
Transfer from previous employer	0	
	2,09,85,696	1,73,83,945
Less: Final Withdrawals	35,75,276	3,32,127
	1,74,10,420	1,70,51,818
1.3 Contributory Pension Scheme Fund		
Opening Balance	10,73,50,896	10,43,87,560
Add: Subscription	84,02,595	75,08,018
Employer's Contribution	82,17,569	74,61,248
Interest Credited	97,79,041	93,33,365
Transfer from previous employers	1,15,506	6,81,037
	13,38,65,607	12,93,71,228
Less: Final Withdrawals	(42,96,334)	(2,20,20,332)
		12,95,69,273
		10,73,50,896
1.4 Income & Expenditure A/c		
Opening Balance	93,09,657	58,22,157
Add: Transfer from I & E A/c	44,86,427	40,19,648
	1,37,96,084	98,41,805
Less: Transferred for Bonus/Settlement	(21,09,392)	(5,32,148)
		93,09,657
	34,91,43,396	30,36,80,881
2- Application of Funds		
2.1 Investments		
(a) Govt. & SBI Spl. Deposit	62,91,745	62,91,745
(b) Deposit with Banks & Others	30,05,96,404	26,24,00,000
	30,68,88,149	26,86,91,745
2.2 Current Assets, Loans & Advances		
(a) Advances to members		
Opening Balance	9,83,009	9,58,055
Add: Paid during the year	9,61,000	9,32,000
Less: Refunded during the year	(8,90,152)	(9,07,046)
	10,53,857	9,83,009
(b) Special Advances to members		
Opening Balance	73,95,753	85,92,877
Add : Paid during the year	55,07,000	50,82,000
Less: Refunded during the year	(70,03,274)	(62,79,124)
	58,99,479	73,95,753
(c) Interest accrued but not received	2,41,88,126	1,72,17,187
(d) TDS Receivable	1,37,105	1,37,105
(e) Bank Balance		
Yes Bank SB A/c	4,12,134	37,11,664
Axis Bank SB A/c	1,05,64,546	55,44,418
	34,91,43,396	30,36,80,881

(Sudhir Chandra)
Secretary

(Prof. Prakash Singh)
Chairman

Appendix – 1

Employee Provident Fund Trust

INCOME AND EXPENDITURE ACCOUNT FOR THE YEAR ENDING 31ST MARCH, 2017

in Rupees (₹)

	Particulars	2016-17	2015-16
1	Income		
	1.1 Interest From:		
	Saving Bank Accounts	4,51,277	13,85,224
	Govt. Securities, Deposits & Bonds etc.	2,78,55,229	2,55,67,849
	Special Advances to members	1,06,948	1,30,690
	Total (1)	2,84,13,454	2,70,83,763
2	Expenditure		
	2.1 Interest Paid		
	Paid/Credited to GPF members A/c	1,33,67,637	1,27,02,904
	Paid/Credited to CPF members A/c	13,62,563	12,59,733
	Paid/Credited to CPS members A/c	91,95,797	91,00,210
	Bank Charges	1,030	1,268
	Total (2)	2,39,27,027	2,30,64,115
3	Excess of Income over Expenditure		
	Transferred to Balance Sheet		
	Total (3)	44,86,427	40,19,648
	Total (2+3)	2,84,13,454	2,70,83,763

(Sudhir Chandra)
Secretary

(Prof. Prakash Singh)
Chairman

Appendix – 1

Employee Provident Fund Trust

RECEIPT AND PAYMENT ACCOUNT FOR THE YEAR ENDING 31ST MARCH 2017

in Rupees (₹)

	Particulars	2016-17	2015-16
1	Receipts		
	1.1 Opening Balance		
	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
	1.2 Maturity of Investments		
	FDRs, Bonds & Others	6,92,00,000	5,08,00,000
	1.3 Interest Received		
	Saving Bank Account	4,51,278	13,85,224
	FDRs, SDS & Other Deposits	2,08,84,290	2,35,82,080
	Special Loans	1,06,948	1,30,690
		2,14,42,516	2,50,97,994
	1.4 Members Accounts		
	Members Account GPF	2,12,61,260	2,00,84,321
	Members Account CPF	26,13,072	25,74,269
	Members Account CPS	1,69,62,353	1,66,93,071
	Recovery of Advances	8,90,152	9,07,046
	Recovery of Special Advances	70,03,274	62,79,124
		4,87,30,111	4,65,37,831
		Total (1)	14,86,28,709
2	Payments		
	2.1 Investments		
	FDRs, Bonds & Others	10,73,96,404	7,32,00,000
	2.2 Payment to Members		
	Advances	9,61,000	9,32,000
	Finals Withdrawals GPF	1,51,81,824	1,43,71,512
	Final Withdrawals CPF	35,75,276	0
	Final Withdrawals CPS	42,96,334	2,20,20,332
	Special Advances	55,07,000	50,82,000
	Interest paid/Bank charges etc.	7,34,191	17,65,868
		3,02,55,625	4,41,71,712
	2.3 Closing Balances		
	Yes Bank SB A/c	4,12,134	37,11,664
	Axis Bank SB A/c	1,05,64,546	55,44,418
		1,09,76,680	92,56,082
		Total (2)	14,86,28,709

(Sudhir Chandra)
Secretary

(Prof. Prakash Singh)
Chairman

Separate Audit Report of the Comptroller and Auditor General of India on the accounts of the Indian Institute of Management, Lucknow for the year ended 31 March, 2017

1. We have audited the attached Balance Sheet of the Indian Institute of Management, Lucknow (Institute) as at 31 March, 2017, the Income and Expenditure Account and Receipts and Payments Accounts for the year ended on that date under Section 20 (1) of the Comptroller and Auditor General's (Duties, Powers and 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 observations on financial transactions with regard to compliance with the Law, Rules and 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 of 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 Institute 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) Balance Sheet

The Institute charged depreciation on Fixed Assets as per Income Tax Act, 1961 instead of as prescribed in the format of MHRD. The Institute needs to modify its accounting policy with regard to charging of depreciation and net impact may be incorporated suitably in the Annual Account.
 - (b) Grants-in-aid

The Institute did not receive any Grants-in-aid during the year 2016-17 from MHRD. After taking opening balance as Nil, the fund available was ₹148.026 crore (₹121.34 crore from internal sources, ₹25.29 crore from interest ₹0.036 crore from endowment funds and ₹1.36 crore from other sources). The Institute utilized ₹106.33 crore leaving balance of ₹41.69 crore.

- (v) Subject to observation in the preceding paragraph, 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 Account and subject to the significant matters stated above and other matters mentioned in Annexure to this Audit Report give 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,2014 and
 - (b) In so far as it relates to Income and Expenditure Account of the 'surplus' for the year ended on that date.

For and on behalf of the C&AG of India

Place: Lucknow

Date : 26.12.17

Principal Director of Audit (Central)

Annexure

1. Adequacy of Internal Audit System

The Institute has an Internal Audit wing of its own. The Internal Audit has been completed up to 31.03.2017.

2. Adequacy of Internal Control System

The Internal Control System is characterized by following deficiency :

Non-realization of fund as Sundry debtors increased from ₹ 2.09 crore to ₹ 2.13 crore.

3. System of Physical verification of fixed assets

The physical verification of fixed assets was carried out during the year 2016-17.

4. System of Physical verification of Inventories

The physical verification of inventories was conducted out during the year 2016-17.

5. Regularity in Payment of Statutory dues

The Institute is regular in payment of statutory dues and nothing is pending against it as on 31 March 2017.

Dy. Director of Audit (CE)

Prepared By: Corporate Communication & Media Relations

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भारतीय प्रबंध संस्थान, लखनऊ

Indian Institute of Management Lucknow

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