

ANNUAL REPORT 2017-18



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भारतीय प्रबंध संस्थान लखनऊ
INDIAN INSTITUTE OF MANAGEMENT LUCKNOW

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FROM THE DIRECTOR'S DESK

Dear Colleagues,

It gives me immense pleasure to bring out the Annual Report – 2018 of Indian Institute of Management, Lucknow.

It is my privilege to welcome our new Chairman, Mr N Chandrasekharan, the head of the Tata Group who joined us recently. A doyen of Indian Industry, he needs no introduction. We hope with his experience, perspective, and vision, IIM Lucknow will be spurred to even greater heights.

In the current year, we have achieved significant milestones. We published 83 research papers in category journals, conducted 99 MDPs, trained over 2500 managers, and graduated 430 students. We did an extremely successful Pan-IIM Conference, where over 2000 papers were presented and discussed in a time period of over 3 days. We also collaborated with the World Bank in offering training programs on its procurement process, which attracted participants not only from India, but also from Myanmar and Afghanistan. IIM Lucknow also operationalized its L-incubator at its Noida campus, with seven well-funded start-ups who are engaged in commercializing smart technologies in collaboration with top energy companies, technology institutions, and investors and intends to support 100 incubators with the help of UP Government in Uttar Pradesh. We also successfully executed first-of-its-kind research, “Navigator Study on Responsible Lending in India”. This study aims to introduce the Indian consumers, especially first time small borrowers to the concept of responsible lending practices. Findings of the report have been widely appreciated by the industry experts and was also included in talk shows by premier business channels like ET Now.

Academic institutions globally today are going through a challenging phase. At IIM Lucknow, we have identified four priorities that will help us adapt and change accordingly. These are [1] Research, [2] Teaching, [3] Consulting, and [4] Training.

Being dynamic in this volatile scenario is the need of the day. The question that now arises is how dynamic we can be, keeping in mind all the existing constraints.

Nevertheless, some of the things that we, at IIM Lucknow are looking forward to are:

[1] This year saw a comprehensive review of our Post Graduate Programme both at area level and structural level. The purpose of this extensive exercise was to offer globally competitive courses and also bridge the gap between emerging field and management education. We will now be offering many contemporary management courses apart from the regular classroom courses which would include innovative outbound courses like Experiential Learning and Framing Identities and Roles through Exploration.

[2] We are an institute with a strong focus on research and our new rigorous research based courses like one in Behavioural Economics and Finance just are small steps towards strengthening this. Not only this, for the first time since our Fellow Programme was launched, a record number of 12 students are being awarded their fellowship this year.

[3] In today's world, winning has become everything and somehow in this process we end up compromising on ethics, forgetting human values. This is not a good sign for any society, and certainly not for IIM Lucknow. The Indian Institute of Management Lucknow will be one of the first IIMs to introduce a new core course in Human Values and Responsible Citizenship – this is our small initiative to give the society empathic, ethical and responsible citizens.

[4] To become truly a global business school, we need to have something to offer to various nations globally. This year we have launched and would be launching many Executive Education Programmes for the Middle Eastern Market with partner operations in Dubai. We are working closely with the Indian government in the process of Knowledge Transfer to our neighbours in the Indian subcontinent. We are currently working with Indo-Nepal government for designing, developing and disseminating management education programmes in Nepal.

[5] At IIM Lucknow, it has been our constant endeavour to work towards improving the quality of life within the institute and outside. In the future, we will be working to make this campus a happier place.

Dr. Ajit Prasad



THE INSTITUTE

The Indian Institute of Management, Lucknow is a premier management school established after IIM Calcutta, IIM Ahmedabad and IIM Bangalore.

The Vision

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

The Mission

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



BOARD OF GOVERNORS

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Chairman, TATA Sons
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24, Homi Mody Street
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Joint Secretary & Financial
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Director
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Noida 201303

Shri Chandra Bhan Prasad

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Chief Executive Officer
Integrated Cities & Industrial
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Mahindra Lifespace Developers
Ltd, Mahindra Towers, 5th floor,
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Marg, Worli,
Mumbai 400018

Dr. Ajit Prasad

Director
Indian Institute of Management
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Lucknow 226 013

Prof. Tariq Mansoor

Vice Chancellor
Aligarh Muslim University
Aligarh 202002 UP

Shri Firdose Vandrevala

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Prof. Abhijit Bhattacharya

Dear (Faculty)
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Prabandh Nagar, IIM Road
Lucknow-226 013

Shri Kewal Kumar Sharma, IAS,
Secretary (Higher Education),
Dept. of Higher Education,
MHRD, Govt. of India, New
Delhi was on the Board of
IIM Lucknow as Chairman,
BoG during 17.04.2017 -
03.01.2018.

Section

1

ACADEMIC PROGRAMMES

1. Post Graduate Programme in Management

2. Post Graduate Programme in
Agri-Business Management

- PGPM & PGP ABM Final Placement 2018
-

3. Post Graduate Programme in Management for
Working Executives

4. International Programme in Management for
Executives

5. Fellow Programme in Management

6. Executive Fellow Programme in Management

7. Post Graduate Programme in Sustainable
Management



2 year,
full-time,
residential
programme



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 new needs. Accreditation from AMBA and the ongoing process with AACSB ensure that the rigor is maintained.

The PGP also prepares the students to take up multiple responsibilities and energizes them for the fast-track performance expected of them. The curriculum, by any standards, is rigorous. Assignments, live and simulated projects, periodic evaluations, and demanding academic schedules ensure that the student develops skills in managing time and working efficiently. 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 a new batch of students who are found relatively under-prepared in Quantitative skills. Preparatory programme was held before the start of the regular session. 102 students attended this programme during June 12-25, 2017.

1.2 Induction Programme

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

- » 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 case methods.
- » 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.

1.3 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 the concerned area were reviewed and revised in PGP review conducted during May 2017. Review was carried out by involving external industry experts and renowned faculty. Six new courses were introduced in PGP.

- » Technology Innovation & Strategy
- » Behavioral Economics & Management
- » Supply Chain Analytics & Strategy
- » Healthcare Operations Management
- » Economics of Labour Markets & Human capital investment
- » Workshop on Design Thinking



Table 1.1 – 3 Years Batch Profile

Parameters	Year (2015-17)	Year (2016-18)	Year (2017-19)
Intake Parameter			
No. of Students Admitted	440	411	416
No. of Students Graduated	405	396	Yet to graduate
SC/ST Students	82	90	99
Women	136	98	126
With Work Experience	276	269	302
Students with Engineering Background	301	258	237

Chart 1.1 – 3 Years Batch Profile

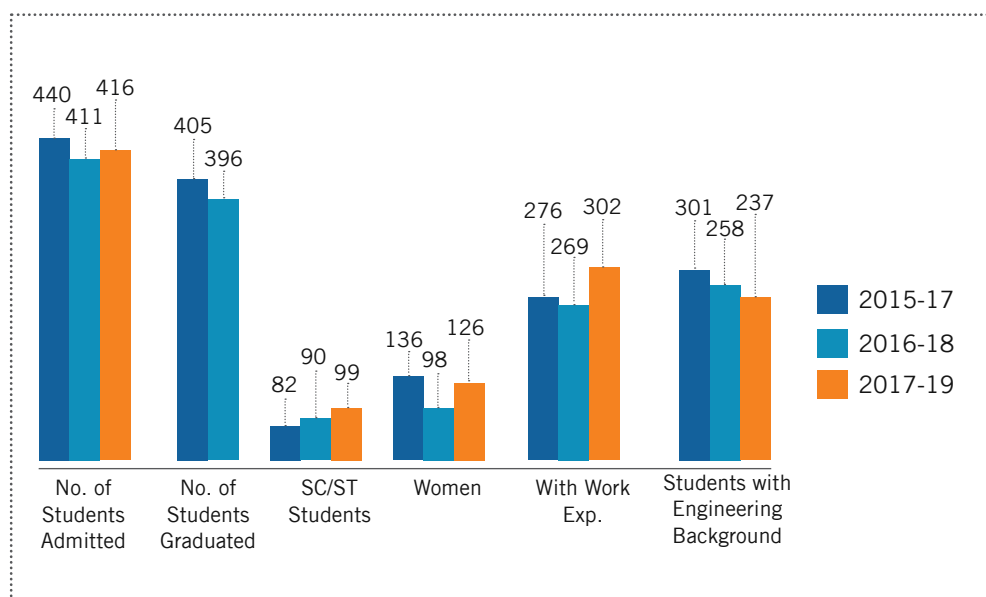
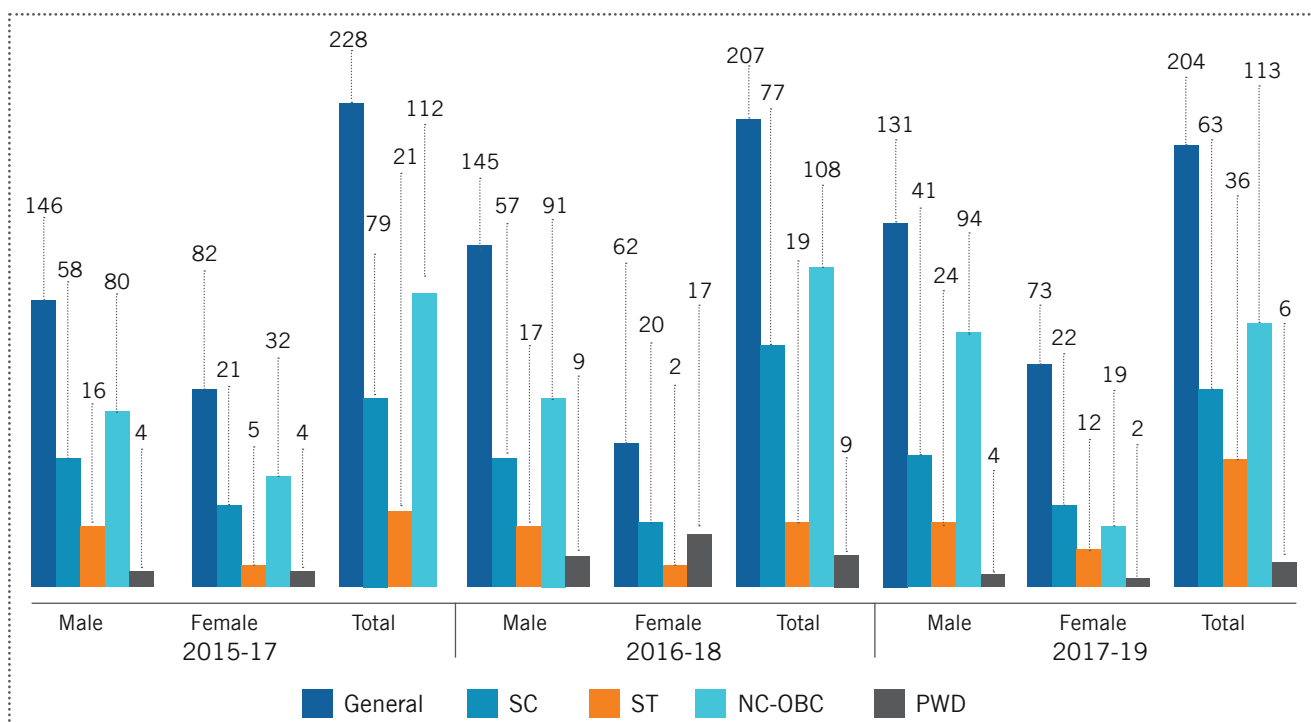




Table 1.2 – 3 Years Admission Trend

2015-17				2016-18			2017-19		
Category	Male	Female	Total	Male	Female	Total	Male	Female	Total
General	146	82	228	145	62	207	131	73	204
SC	58	21	79	57	20	77	41	22	63
ST	16	5	21	17	2	19	24	12	36
NC-OBC	80	32	112	91	17	108	94	19	113
PWD *	4	4		9	0	9	4	2	6
* PWD figures are already included in respective categories									

Chart 1.2 – 3 Years Admission Trend





02 Post Graduate Programme in Agri-Business Management

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 a pre-designed research study on agribusiness and rural marketing issues.

2.3 New Course

Two new courses were introduced in PGP-ABM.

- » Strategic Agribusiness Innovation
- » Agribusiness and Development sector consulting. In addition, Term Exchange Programme was introduced

2.4 Batch Profile- 2017-2018

A total of 14 female students have been inducted this year in the PGP ABM. 34 students have work experience.

Table 2.1 – 3 Years Batch Profile

Parameters	Year (2015-17)	Year (2016-18)	Year (2017-19)
Intake Parameter			
No. of Students Admitted	23	51	45
No. of Students Graduated	18	49	Yet to graduate
SC/ST Students	8	6	11
Women	5	23	14
With Work Exp.	5	29	34
Students with Engineering Background	8	10	26

Chart 2.1 – 3 Years Batch Profile

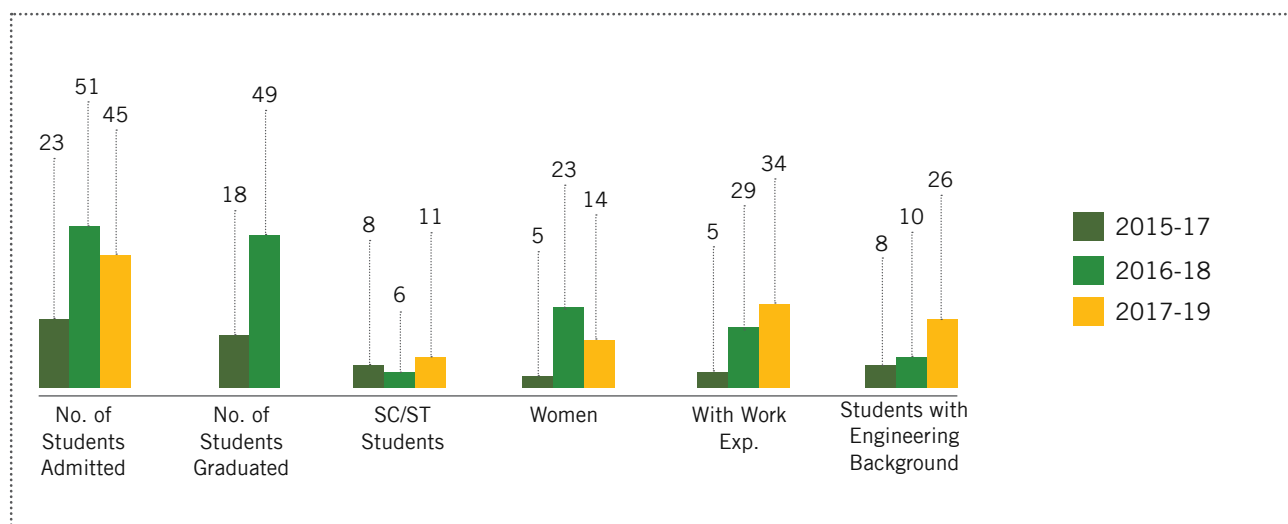
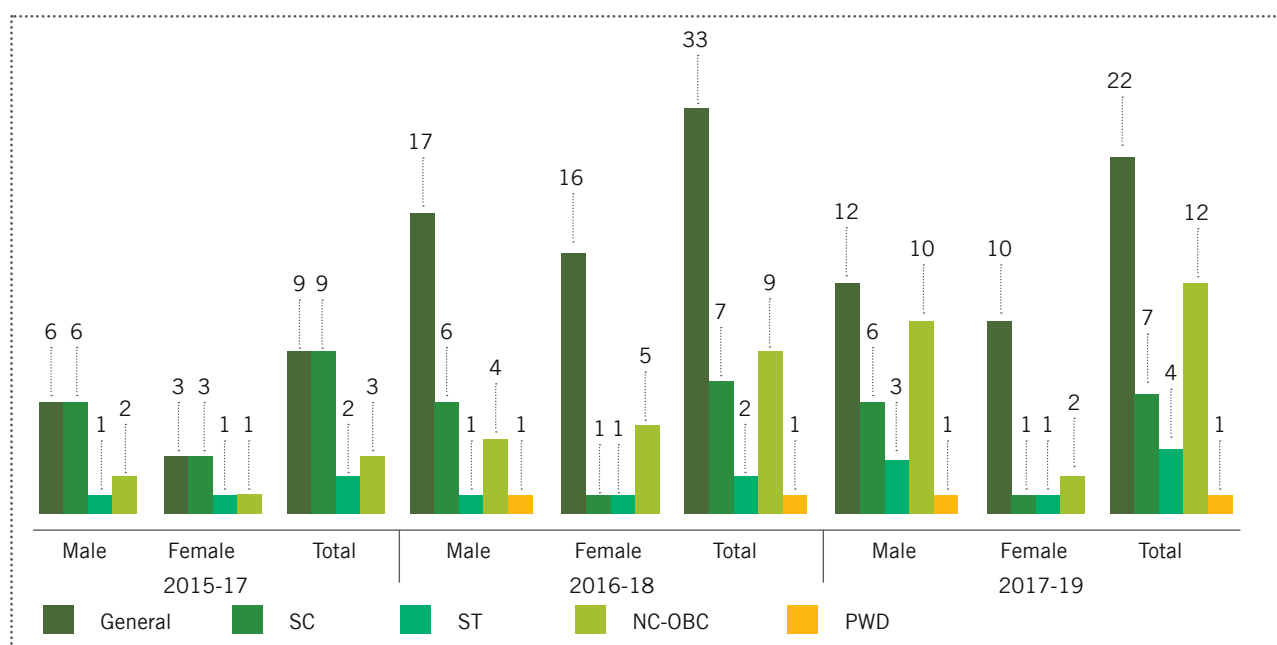


Table 2.2 – 3 Years Admission Trend

2015-17				2016-18			2017-19		
Category	Male	Female	Total	Male	Female	Total	Male	Female	Total
General	6	3	9	17	16	33	12	10	22
SC	6	3	9	6	1	7	6	1	7
ST	1	1	2	1	1	2	3	1	4
NC-OBC	2	1	3	4	5	9	10	2	12
PWD *	0	0	0	1	0	1	1	0	1
* PWD figures are already included in respective categories									

Chart 2.2 – 3 Years Admission Trend



Need Based Scholarship

Table: IIML Need Based Scholarship				
Year	2014-15	2015-16	2016-17	2017-18
PGP 1	19	11	17	14
PGP 2	44	32	30	36
Total	63	43	47	50

The institute has introduced 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 2016-17 (1.4.2016-31.3.2017) does not exceed more than Rs. 3,00,000.00 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

Industry Scholarships (2017-18):

In 2017-2018, 11 students received external scholarship, sponsored by the industry. These are awarded based on the academic performances and other criteria.

Aditya Birla

01

Apeejay

02

OP Jindal

01

Class of 93

01

Central Bank of India

05

Amritkala Dayal Scholarship for Girls

01

PGPM & PGP ABM Final Placement Report | Batch 2016-18



**IIM Lucknow
reinforced its
presence as a
Premier B-school
once again with

100%
Final
Placements**

The Indian Institute of Management (IIM) Lucknow has completed the Final Placements for the class of 2016-18 of the two-year Post Graduate Programme. This year, IIM Lucknow has recorded 100 percent placement with all the 445 students being recruited by over 143 companies within a record time.

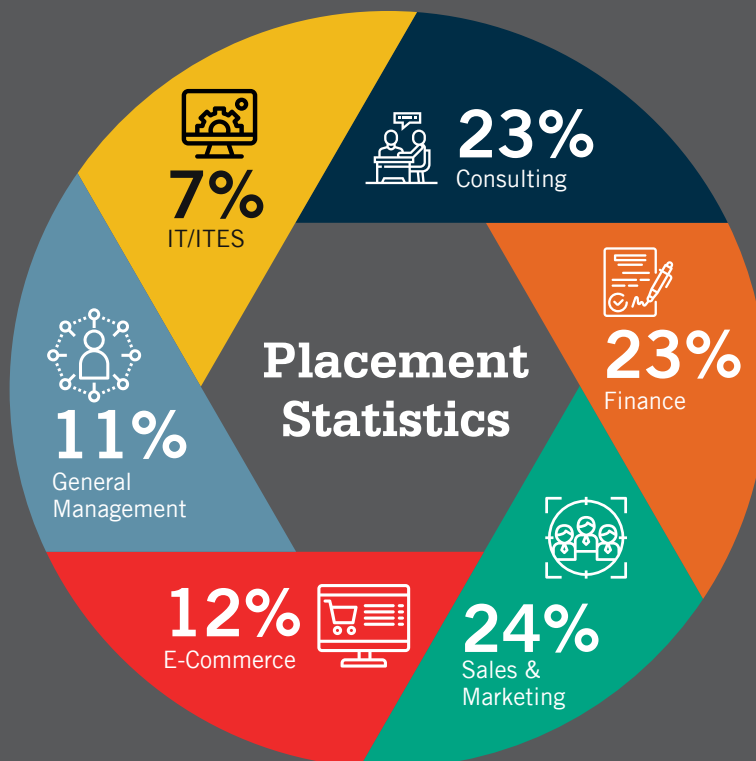
The placements concluded on a high note with a total of 454 offers being made by 143 recruiters including 47 new recruiters for a batch of 445 students. The offers included 20% increase in the number of Pre Placement Offers, a 30% increase in the number of offers from the Higher Entry Placement Process (HEPP) and 220 offers from the final placements.

Prominent recruiters in HEPP were Aditya Birla Group, Amazon, Accenture, Citi, Deloitte, Everest Group, Flipkart, Hinduja, KPMG, PwC, Paytm, Tredence Analytics, Yes Bank.

The highlight of the Placement Season was the participation of esteemed firms like Alvarez & Marsal, Citi Markets, Kotak, McKinsey & Company, Fidelity, Mastercard Advisors 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 segments based on functional roles offered were Sales & Marketing (24%), Finance (23%), Consulting (23%), e-Commerce (12%), Systems/IT (7%) and General management (11%). Another important highlight of this placement season was the increase in number of offers from major management consulting and financial firms.



Sector-Wise Summary

FMCG/Consumer Goods/Telecom/Digital Media Sector

In the FMCG/consumer goods/telecom/digital media sector some of the top firms being Airtel, ABInBev, Dr.Reddy's, GSK, Hindustan Unilever, ITC, Nestle, Procter & Gamble, Reckitt Benckiser, Samsung, and Star TV among others. In addition to the traditional sales & marketing roles, these firms offered roles in supply chain management, IT, corporate finance and analytics with some of them being exclusive roles for IIM Lucknow.

BFSI sector

BFSI sector saw the participation of some 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 participation from prestigious firms such as American Express, Altisource, Avendus Capital, CRISIL, Citi, Deutsche Bank, DBS, HSBC, ICICI Bank, Kotak, o3 Capital and Societe Generale among others. The major roles were in Investment Banking, Global Markets, Investment Research, Corporate/ Wholesale/Retail Banking, Market Research, Trading, and Operations.

Consulting and General Management Sector

The consulting domain saw participation from Accenture, Alvarez & Marsal, Capgemini, Arete Advisors, Deloitte, EY, Feedback Infra, KPMG, PwC, Mastercard, McKinsey & Company and The Boston Consulting Group among others.

The General Management domain saw participation from companies such as Aditya Birla Group (ABG), Airtel, Hinduja, Lodha Group, RPG and Tata Administrative Services among others.

IT/e-Commerce/Technology sector

Some of the firms from the IT/e-Commerce/Technology sectors were Amazon, Flipkart, Cloudtail, OYO, Paytm, Uber and Wipro among others. Major profiles for which the students were selected included IT/Systems management, category management, sales enablement, business development, supply chain management, product marketing, strategic alliances, program manager, and analytics.



03

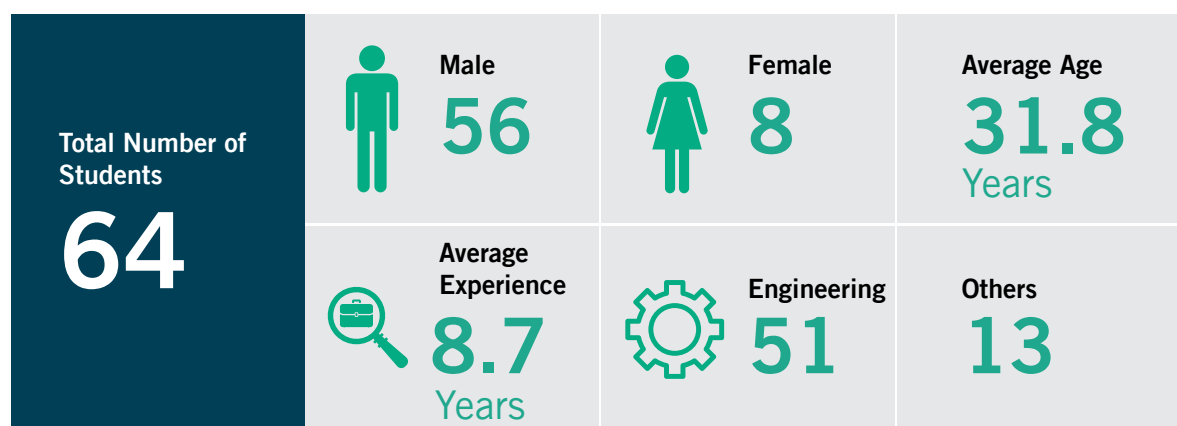
Post Graduate Programme in Management for Working Executives



The Post Graduate Programme in Management for Working Executives, popularly known as Working Managers' Program (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 rigor expected from all postgraduate 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 24 months Programme has over thirty credit worth of courses which must be successfully completed.

13th Batch (Year 2017-19)



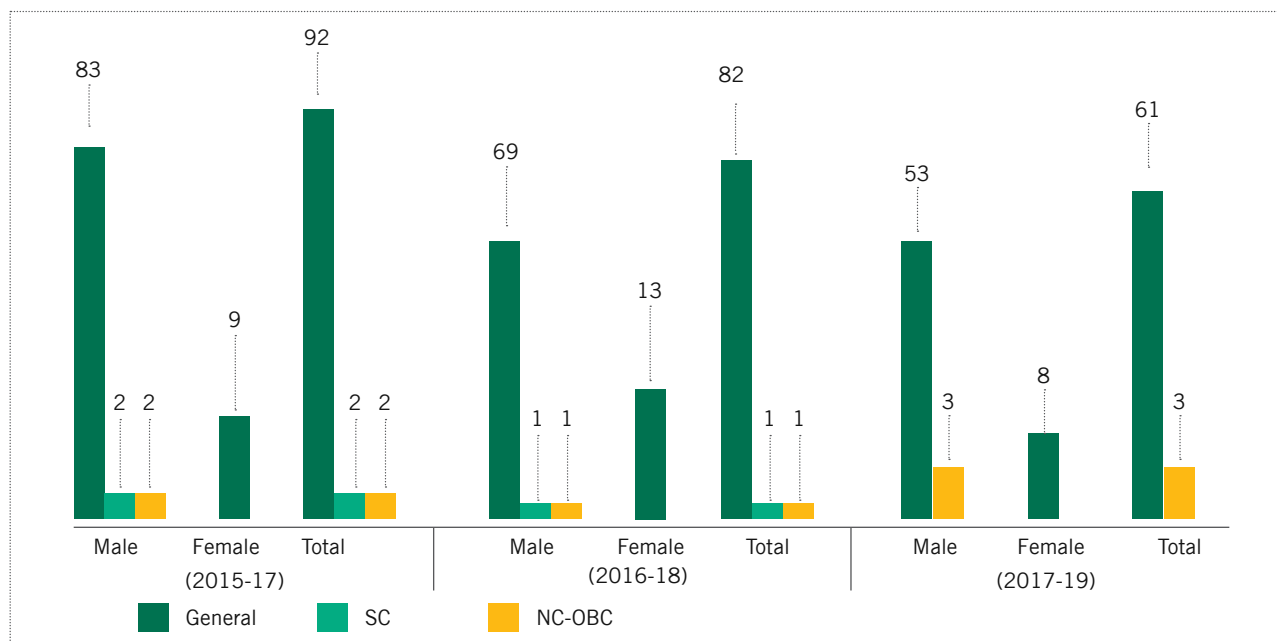
The specific objectives of the Programme are to enable the executives to:

- » Comprehend the meaning of socio-economic, technological and ecological environment of modern societies and their characteristic values;
- » Acquire the prevailing state-of-the-art knowledge and skills in functional areas of management;
- » Develop analytical and innovative foresight to gauge change holistically, and to enhance effectiveness and efficiency of business systems;
- » Value societal well-being and the responsibility of corporate citizens;
- » Visit, attend classes and obtain certification from a university of repute at an international location (in Europe or East Asia);
- » Benefit from the real-time industry project and/or dissertation with industry and an academic mentor.

Table 3.1 – 3 Years Admission Trend

2015-16				2016-17			2017-18		
Category	Male	Female	Total	Male	Female	Total	Male	Female	Total
Total	87	9	96	71	13	84	56	8	64
General	83	9	92	69	13	82	53	8	61
SC	2	0	2	1	0	1	0	0	0
NC-OBC	2	0	2	1	0	1	3	0	3
* No ST and PWD student admitted during 2017-18									

Chart 3.1 – 3 years Admission Trend



3.1 Orientation Programme: 2017-18

An orientation programme for new students was held from June 16, 2017. Mr. Dilip Cherian, Consulting Partner at Perfect Relations was invited as Chief Guest. In addition to this, students were addressed by the Director, Dean & Head (Noida Campus) and the WMP Chairperson. A dialogue with the WMP senior batch, briefing on the computer and library facilities as well as their usage formed part of the programme. An extended session on academic honesty and case preparation and case method was also held to familiarize new students with case method of teaching since that is the dominant pedagogical tool.

3.2 Tutorials

Tutorials were offered by instructors in some courses of first year to help students cope with the requirements of the programme

3.3 Curriculum

The curriculum is revised periodically by the Course faculty to keep pace with latest research. This year, first year students took 16 compulsory courses spread over four terms. In the second year, students had to complete 5 compulsory course and maximum of 11 credits of elective courses. In the second year, 19 elective courses were offered.

3.4 New Courses

Three new elective courses were offered in the second year.

1. Dynamic Pricing and Revenue Management
2. Econometric Methods
3. Managing Energy Businesses

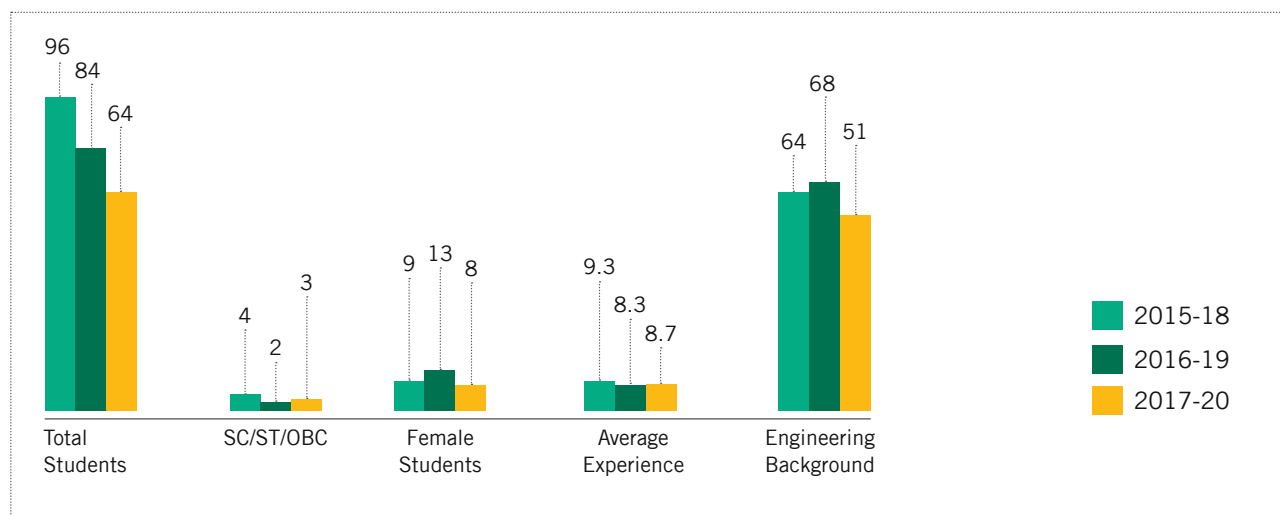
One Term Exchange Programme

There is no Exchange Programme.

Table 3.2 – 3 Years Admission Trend

No. of Students Admitted	96	84	64
No. of Students Graduated	75	In Second Year	In First Year
SC/ST/OBC Students	4 = (OBC – 2, SC - 2)	2 = (OBC – 1, SC - 1)	3 = (OBC - 3)
Female	9	13	8
Avg. work Exp. (in Years.)	9.3 Years	8.3 Years	8.7 Years
Students with Engineering Background	64	68	51

Table 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 program, 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 with this provides 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.



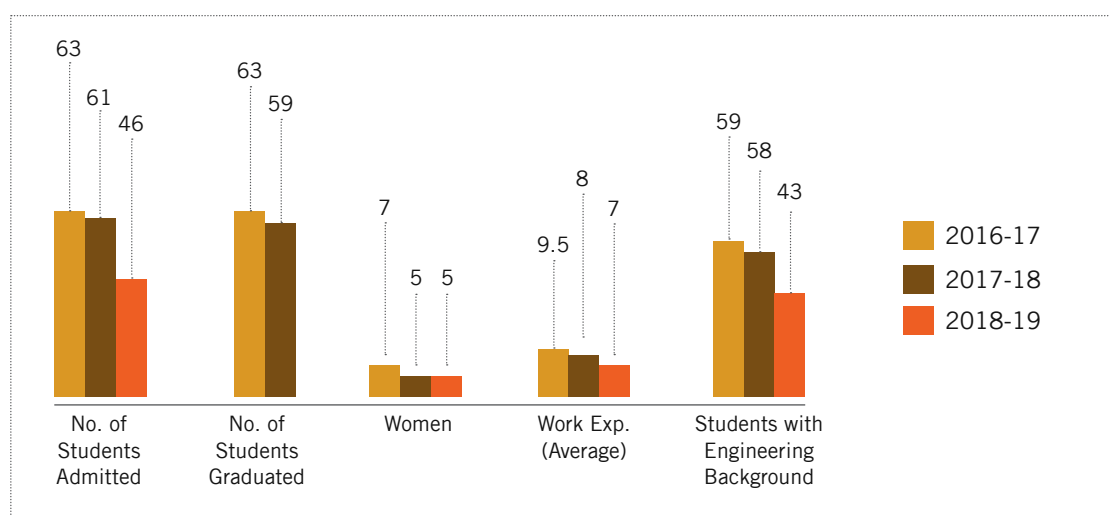
Table 4.1 – Batch Profile of 2016-17

GMAT score	Range 620–770 (Average-655)
Male	56
Female	5
Average Age	30 years
Average Work experience	8.4 years

Table 4.2 – 3 Years Batch Profile

	2016-17	2017-18	2018-19
No. of Students Admitted	63	61	46
No. Of Students Graduated	63	59	Yet to be Graduated
Women	7	5	5
Work Exp.(Average)	9.5 Years	8 years	7 years
Students with Engineering Background	59	58	43

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 programs 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. The programme consists of:

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.



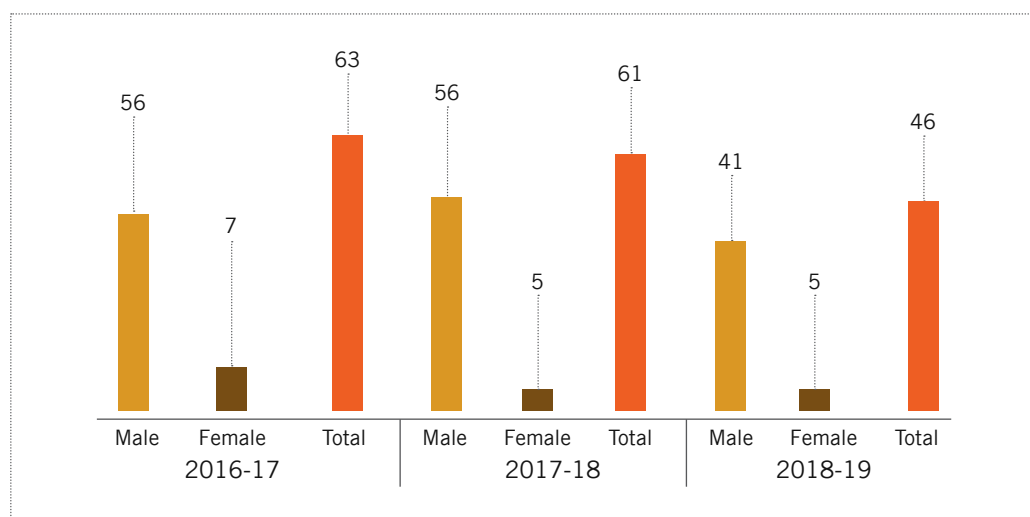
4.6 Lectures

S. No.	Name	Company Affiliation
1	Mr. Ajay Garg	CEO, Access Technologies (Former AVP & Delivery Director, GlobalLogic)
2	Mr. Anish De	Partner at KPMG
3	Mr. Mrutunjay Mishra	Co-Founder Juxt Smart Mandate (An analytics startup), Director Oizom Director Janwaar Castle
4	Mr. Nishant Govil	Director , BlackRock India
5	Mr. Vasant Sanzgiri	Group HR Head, Shapoorji Pallonji Group
6	Mr. Lalit Dash	Director, United Health Group
7	Mr. Amit Kasliwal	Sales Head, Ford India
8	Mr. Arindam Sen & Mr. Sameer Gupta	SVP, Schneider Electric
9	Mr. Mrityunjay Athreya	Management Guru, Former Professor at IIM Calcutta
10	Mr. Pradeep Kashyap	Founder & CEO, MART
11	Mr. Vivek Matange	Senior General Manager, Bosch Ltd
12	Mr Sumit Sharma	COO-Lacoste India

Table 4.3 – 3 years Admission Trend

	2016-17			2017-18			2018-19		
Category	Male	Female	Total	Male	Female	Total	Male	Female	Total
General	56	7	63	56	5	61	41	5	46

Chart 4.3 – 3 years Admission Trend



4.7 – 3 years Placement Trend Report

IIM Lucknow's International Programme in Management for Executives (IPMX), is designed for mid/senior level professionals, preparing them for leadership roles. The programme is designed to develop students for mid and senior level strategic roles and thus 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 enabling 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 the month of 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

Over last few years IPMX has witnessed large number of companies participating in the placement process and making offers for various geographies worldwide. Recruiters find this programme suitable to fulfil their middle and senior level strategic manpower requirements. The recruitment process is conducted through in campus and off campus modes. The focus is on ensuring a good fit between the students and the potential job/role. Career Development Services at IIML Noida Campus helps IPMX participants in their efforts and provides required resources and support.

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

Major recruiters*	Typical positions offered*
Gartner	EA to Chairman / President
Accenture	International Management Trainee
Google	Operating Officer
Deloitte	Product Manager
Schneider Electric	Engagement Manager
Ashok Leyland	Sr. GM /DGM/ AGM
Shapoorji Pallonji & Co. Ltd	VP / VP
Syntel	Delivery Manager
Citi	Manager/ Sr. Manager/ Group Manager
Ford	Principal Consultant / Sr. Consultant / Consultant
EXL Service	Business Development Managers
Virtusa India Pvt. Ltd.	
GE India	
Goldman Sach	
IBM	
Dell	
Flipkart	

*indicative 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 program offers a unique opportunity to those who wish to enhance their research capabilities and teaching talents. It is designed to develop high quality academicians, researchers and management thinkers, by providing 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 program structure provide 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 program 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 program, with its ample financial support, facilitates FPM scholars to present and participate in national and international conferences and doctoral consortiums. In addition, a rich tradition of internal seminars provides a perfect learning platform for FPM scholars.

Area of Specialization



Table 5.1 – 3 Years Admission Trend

	2015-16			2016-17			2017-18		
Category	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
Total Admission Offered			14			18			26
*No PWD candidate during this period									

Chart 5.1 – 3 Years Admission Trend

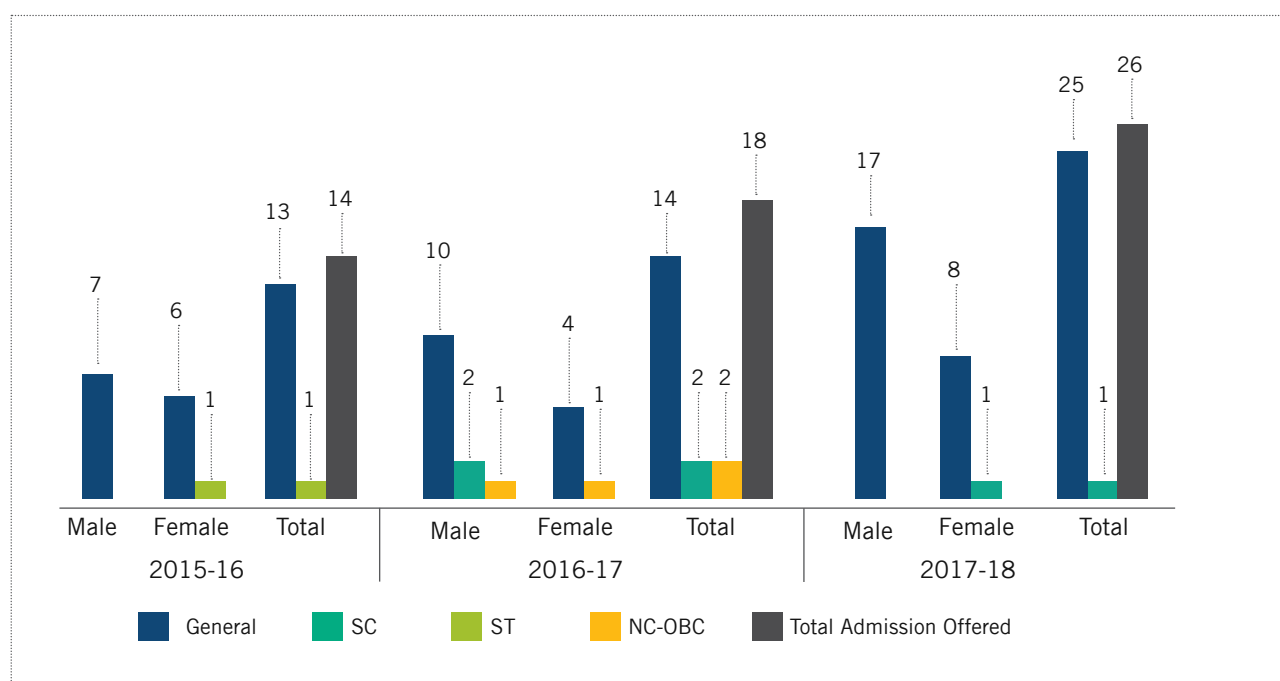
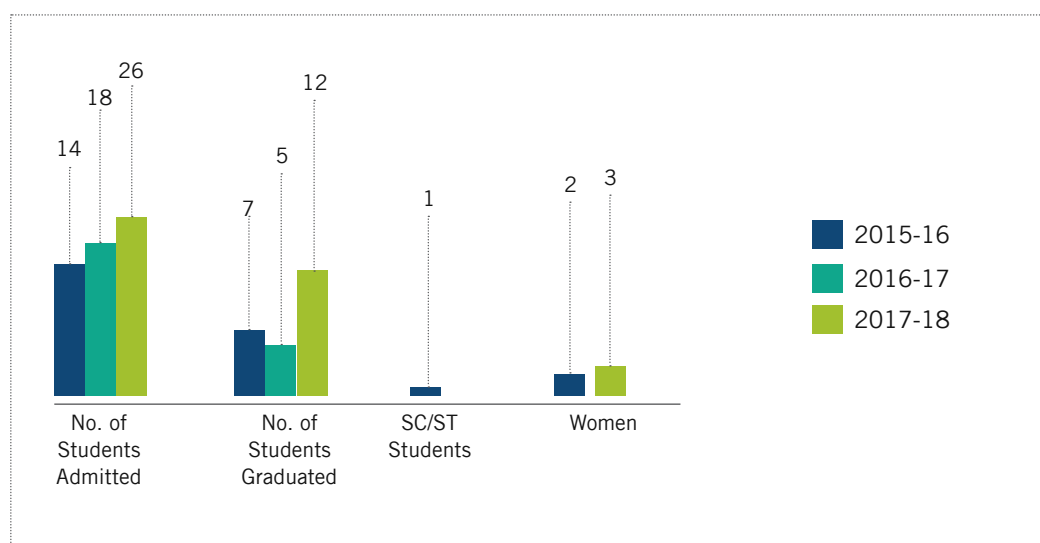


Table 5.2 – 3 Years Batch Profile

Parameters	2015-16	2016-17	2017-18
No. of Students Admitted	14	18	26
No. of Students Graduated	7	5	12
SC/ST Students	1	0	0
Women	2	0	3

Chart 5.2 – 3 Years Batch Profile



Graduating FPM Students (2017-18)

Sl. No.	Name	Area	Thesis Title	Thesis Advisory Committee	Placement
1	Monika Gupta	Business Environment	An Analysis of Implementation of Carbon Tax in Indian Road Passenger Transport	Prof. Sanjay Kumar Singh (Chairperson), Prof. Kaushik Rajan Bandyopadhyay (Member), Prof. Chandan Sharma (Member)	BITS Pilani
2	Parvathi Ganesh	Finance & Accounting	Credit Scoring & Securitization a study with reference to Micro Finance Institutions in India	Prof. Prakash Singh (Chairperson), Prof. Sanjeev Kapoor (Member), Prof. Vinodh Madhavan (Member)	Not Available
3	Dhirendra Mani Shukla	Strategic Management	Alliance Portfolios: A study of performance Effects of Partner Diversity, Tie-Strength & Expansion Speed	Prof. Amita Mital (Chairperson), Prof. M. Akbar (Member), Prof. Israr Qureshi (Member)	IIM Kozhikode
4	Gourav Dwivedi	Operations Management	Additive Manufacturing: Exploration of Barriers to Technology Implementation, Selection Models, & Supply Chain Decisions	Prof. Rajiv K Srivastava (Chairperson), Prof. Samir K Srivastava (Member), Prof. Yogesh K Agarwal (Member)	IIM Rohtak
5	Anubhav Mishra	Marketing	Electronic Word of Mouth Intentions & Technology Readiness of Adolescents: A Consumer Socialization Perspective	Prof. Satish S.M. (Chairperson), Prof. Moutusy Maity (Member), Prof. Sridhar Samu (Member)	IIM Ranchi
6	Shivam Singh	Finance & Accounting	An Examination of Pricing Behaviour of the Index options & Effects of Short Selling: Indian Evidence	Prof. Alok Dixit (Chairperson), Prof. A. Vinay Kumar (Member), Prof. Vipul (Member)	Not Available
7	Neha Sadhotra	Marketing	Determinants of Brand Loyalty in Technology Facilitated Services	Prof. Satya Bhusan Dash (Chairperson), Prof. Abhijit Bhattacharya (Member), Prof. K Sivakumar (Member)	Not Available
8	Samrat Gupta	Information Technology & Systems	An Investigative Study for Community Detection in Complex Networks	Prof. Pradeep Kumar (Chairperson), Prof. Bharat Bhasker (Member), Prof. Abhijit Bhattacharya (Member)	IIM Ahmedabad
9	Vikas Pandey	Finance & Accounting	Essay on Commodity Market Investments: Volatility Spillover, Hedging & Portfolio Diversification	Prof. Vipul (Chairperson), Prof. Kaushik Bhattacharya (Member), Prof. Alok Dixit (Member)	Not Available
10	Issac K Varghese	Strategic Management	The Effect of Institutional Distance on the Financial Performance of International Joint Venture with Indian Firms	Prof. M Akbar (Chairperson), Prof. Neeraj Dwivedi (Member), Prof. Gaurav Garg (Member)	Not Available
11	Amitabh Thakur	Human Resource Management	Relationship of Leadership, Human Resource Practices & Stress Experiences on the Employee Outcomes	Prof. Pankaj Kumar (Chairperson), Prof. Himanshu Rai (Member), Prof. Pushpendra Priyadarshi (Member)	Government of India
12	Manas Tripathi	Information Technology & Systems	A framework for IT Risk Management & IT Governance for Organizations	Prof. Arunabha Mukhopadhyay (Chairperson), Prof. Ashwani Kumar (Member), Prof. Manoj Anand (Member)	IIM Rohtak

Conferences (Over the last three years)

International Conferences 14	Domestic Conferences 29	Total Conferences 43	Total students Participated 18	International 14
Domestic 29	Total Doctoral Colloquium 13	Total students Participated 8	Total number of paper published by FPM students 64	

Awards (2017-2018)

Name of students	Conference Awards
Rupika Khanna	Khanna, R., and Sharma, C. (2018). Information technology and output growth: a comparison across sectors using micro-level data on Indian manufacturing, IME DC 2018, IIT Kanpur (awarded best paper award - a Kindle and books worth € 150/-, sponsored by SAS and Springer).
Rupika Khanna	Khanna, R., and Sharma, C. (2018). Infrastructure and manufacturing productivity in India: A dynamic heterogeneous panel approach. IMR DC 2017, IIM Bangalore (awarded best paper award - cash prize of INR 30,000/-, sponsored by SBI Life).

Research Output of FPM Scholars (2017-2018)

Journal Publication
Bhatia, M.S. and Rajiv K. Srivastava (2018), "Analysis of external barriers to remanufacturing using grey-DEMATEL approach: An Indian perspective," Resources, Conservation and Recycling, 136, 79 - 87
Fuad, M., and Akbar, M. (2018). "Determinants of firm performance in international new ventures: A study of Indian firms," European Business Review.
Fuad, M., and Sinha, A. K. (2018). "Entry-timing, business groups and early-mover advantage within industry merger waves in emerging markets: A study of Indian firms," Asia Pacific Journal of Management, https://doi.org/10.1007/s10490-017-9531-2
Khanna, R., and Sharma, C. (Forthcoming), "Do Infrastructure and Quality of Governance Matter for Manufacturing Productivity? Empirical Evidence from the Indian States", Journal of Economic Studies, 45(4).
Khanna, R., and Sharma, C. (Forthcoming), "Manufacturing Productivity in the Indian States," Singapore Economic Review.
Pal, S. and Mukhopadhyay, A. (2017) "A Machine Learning Approach for Telemedicine Governance" with A. Mukhopadhyay, ISACA Journal. Vol 1, Year 2017.
Pal, S., Biswas, I., and Gupta, G. (2017) "Codezin: Braving the Startup Storm" with I. Biswas and G. Gupta, Emerald Emerging Markets Case Studies, 7(4). [adjudged Winner of 23rd CEEMAN case writing competition, 2017]
Pandey, V., & Vipul. (2017). Market efficiency and information content of Indian commodity futures markets. International Journal of Indian Culture and Business Management, 14(3), 274-293.
Pandey, V., & Vipul, (2018) "Volatility spillover from crude oil and gold to BRICS equity markets," Journal of Economic Studies, Vol. 45 Issue: 2, pp.426-440

Raj, A., and Khanna, R. (Forthcoming), "Benchmarking performance of governance quality in Indian states using MCDM," Benchmarking: An International Journal.
Sharma, A. (2018), "Sustainable Logistics Sector Development using system dynamics modeling simulation"; Journal of Business logistics, Wiley online. (Under review)
Shekhar Shukla, B.K Mohanty and Ashwani Kumar (2018), "Strategizing sustainability in e-commerce channels for additive manufacturing using Value-Focused Thinking and Fuzzy Cognitive Maps," Industrial Management and Data Systems; Vol. 118 Issue: 2, pp.390-411)
Shekhar Shukla, B.K Mohanty and Ashwani Kumar (2018), "A fuzzy approach to prioritize DEA ranked association rules" (Accepted at International Journal of Business Intelligence and Data Mining); Forthcoming
Singh, S., and Singh S. (2017), "Multi-choice programming: an overview of theories and applications," Optimization 66 (10), 1713-1738
Singh, S., and Singh S. (2018), "Bi-Criteria Transportation Problem with Multiple Parameters," Annals of Operations Research. https://doi.org/10.1007/s10479-018-2825-z .
Singh, Sanjay K., and Jha, Amit P. (2017), "State Transport Undertakings in India: Status and Issues," Theoretical Economics Letters, 7(October), 1646-1659
Conferences
Ankit and Bhargava, S. (2017), "Theoretical Aspects of Individual Behavior Leading to Culture Change," Pan IIM World Management Conference, Lucknow, December 16, 2017. Lucknow: Indian Institute of Management, Lucknow.
E. Aggarwal, 183-192 (2017), "Fuzzy Logic and TOPSIS: An integration approach for product recommendation in online business," in Proceedings of Fifth PAN IIM World Management Conference.
Faisal, M. A., Sinha, A. K., and Fuad, M. 2018). "Cross-border acquisition motives and merger waves in emerging economies: A study of Indian firms," 78th Annual Meeting of the Academy of Management, Chicago, United States.
Fuad, M., and Mital, A. (2018). "Early movers in the formation of international strategic alliances: A temporal perspective," 78th Annual Meeting of the Academy of Management, Chicago, United States.
Fuad, M., and Mital, A. (2017). "Determinants of Early Movers in International Strategic Alliances: A Study of Technology Intensive Indian Firms," Annual Meeting of the Southern Management Association 2017, Florida, United States.
Fuad, M., and Mital, A. (2017). "Determinants of Early Movers in International Strategic Alliances: A Study of Technology Intensive Indian Firms," Annual Meeting of the Academy of International Business AIB 2017, Dubai, UAE.
Gupta, G., Pal, S., and Biswas, I. (2017) "When young firms compete with startups in developing economies: the case of Codezin" in Book of Abstracts – 25th CEEMAN Annual Conference, Emerald Publishing.
Maity, M, Bagchi, K, Shah, A & Mishra, A (2017), "Factors affecting Digital Piracy and Green IT: Testing the Norm-Activation Model and the UTAUT," in Annual Conference of Emerging Markets, Center for Marketing in Emerging Economies, Noida, India, MI: CMEE
Maity, M, Bagchi, K, Shah, A & Misra, A (2017), "Factors affecting Digital Piracy and Green IT: Testing the Norm-Activation Model and the UTAUT," in Annual Conference of Emerging Markets, Center for Marketing in Emerging Economies, Noida, India, MI: CMEE
Rai, H, and Vachhrajani, M (2017). "Spirituality and Stress relationship: Do age and level of management matter?" at Academy of Management Proceedings, Atlanta, USA, 4-8 August 2017.
Shah, A, Mishra, A & Maity, M (2017), "Consumer Shopping Motivations as the Determinants of Webrooming & Showrooming Behaviour," in NASMEI Summer Marketing Conference, IIM Indore, India, MI: North American Society for Marketing Education in India
Shah, A, Mishra, A & Maity, M (2018), "Drivers of Webrooming and Showrooming: Channel Switching Behavior in Consumers," in Winter AMA Conference, New Orleans, USA, MI: American Marketing Association
Shah, A, Misra, A & Maity, M (2017), "Consumer Shopping Motivations as the Determinants of Webrooming & Showrooming Behaviour," in NASMEI Summer Marketing Conference, IIM Indore, India, MI: North American Society for Marketing Education in India
Shah, A, Misra, A & Maity, M (2018), "Drivers of Webrooming and Showrooming: Channel Switching Behavior in Consumers," in Winter AMA Conference, New Orleans, USA, MI: American Marketing Association
Sharma, A. (2017), "Sustainable logistics network design using integrated system dynamics modeling simulation" 11th ISDSI International Conference: Indian Institute of Management Tiruchirappalli

Sharma, A., S. Chakraborty, B. Priya, and O. S. Vaidya (2017), "An application of ISM and IRP for identification and ranking of barriers in successful IT implementation in Indian unorganized logistics sector," in Fifth Pan IIM World Management Conference, Lucknow: Indian Institute of Management Lucknow
Sharma, A., S. Chakraborty, B. Priya, and O. S. Vaidya (2017), "An application of ISM and IRP for identification and ranking of barriers in successful IT implementation in Indian unorganized logistics sector," in Fifth Pan IIM World Management Conference, Lucknow: Indian Institute of Management Lucknow
Singh, S., and Singh S. (2017), "Multi-choice goal programming approach to the bi-criteria transportation problem," in IIT Bombay Ph.D. Consortium.
Singh, S., and Singh S. (2017), "Optimizing Trade-Off Decisions in a Multi-Choice Scenario," in International conference on Advancing Frontiers in Operational Research (AFOR).
Vachhrajani, M, and Singh S (2017). "Scale for Ethical Leadership: Dimensions, Measurement, and Validation" in EURAM Conference proceedings, Glasgow (Scotland, UK), 21-24 June 2017.
Doctoral Consortium
Pal, S. and Mukhopadhyay, A. (2017) "Developing and risk modeling of prediction technique for the choice of telemedicine broadcast sites in an Indian context," 3rd MDC & VRS 2017, February, 8-9, IIT Kharagpur, India.
Working Papers
Khanna, R., and Sharma, C. (2017), "Does infrastructure stimulate total factor productivity? A dynamic heterogeneous panel analysis for Indian manufacturing industries".
Khanna, R., and Sharma, C. (2017), "The dynamic role if information technology manufacturing production."
Rai. H., Vu, M. C., & Vachhrajani, M.C. (2018). Leadership Principles: Insights from Hinduism and Buddhism, (Working Paper Series 2017-18/16). Indian Institute of Management Lucknow
Vu, M. C., Rai. H., & Vachhrajani, M.C. (2018). The role of Religion & Spirituality in shaping Leadership Values in India & Vietnam: A comparative, (Working Paper Series 2017-18/15). Indian Institute of Management Lucknow.



06

Executive Fellow Programme in Management

The EFPM is a part-time, non-residential, doctoral program that has been specifically designed to cater to the academic needs of working executives/managers/teaching professionals/researchers. The objective of the EFPM 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 one the power to advance in senior management, initiate consulting practice and launch an academic career. EFPM is specially structured to develop theory and practice of management that benefit the contemporary business world."

Batch profile of 2017-18

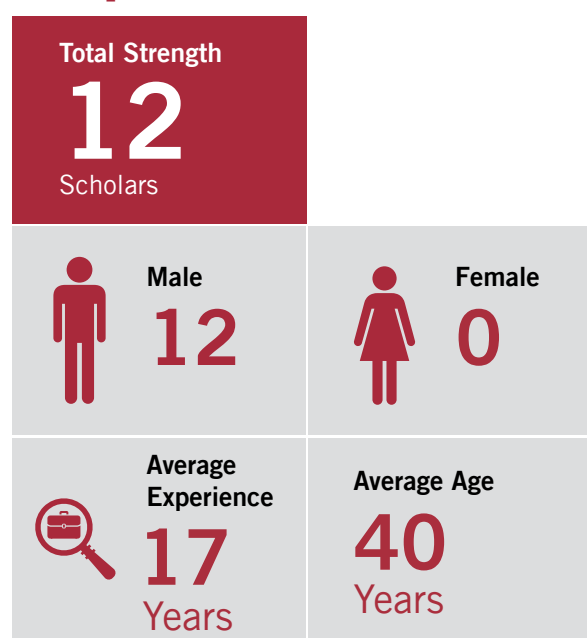


Table 6.1 – 3 Years Admission Trend

	2015-16			2016-17			2017-18		
Category	Male	Female	Total	Male	Female	Total	Male	Female	Total
General	10	1	11	25	3	28	12	0	12
SC	0	0	0	1	0	1	0	0	0

**No ST and NC-OBC admitted during 2015-17.*

Chart 6.1 – 3 Years Admission Trend

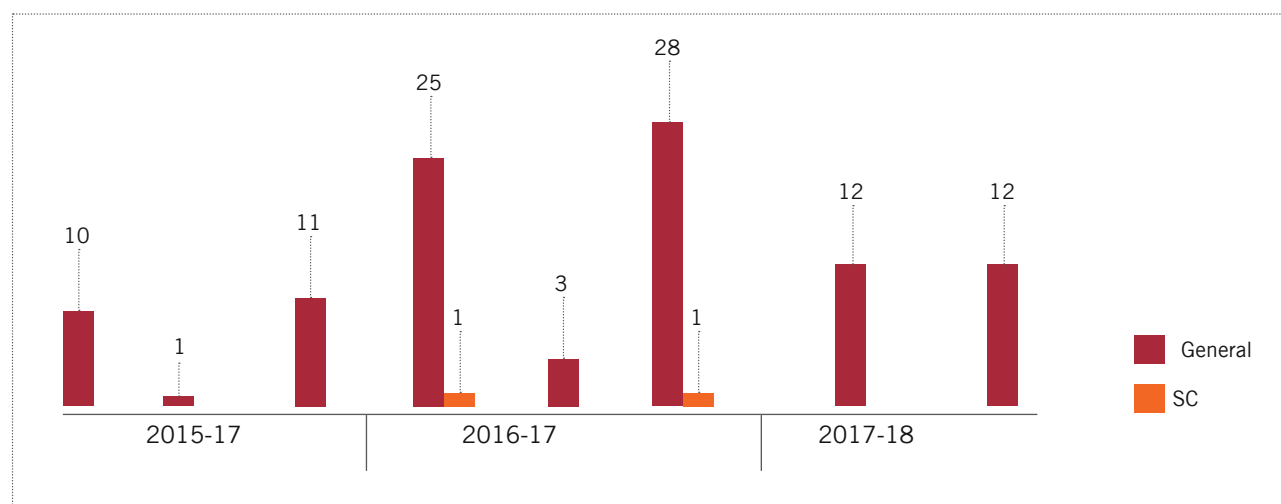
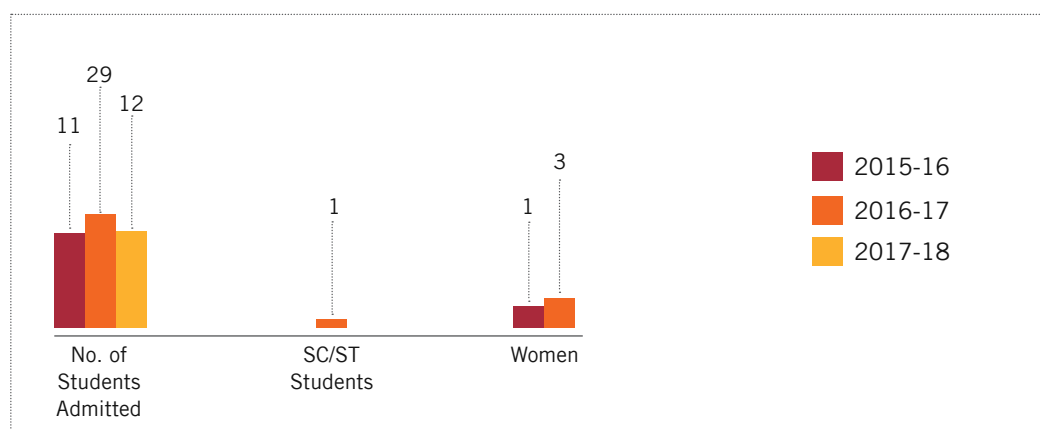


Table 6.2 – 3 Years Batch Profile

Parameters	2015-16	2016-17	2017-18
No. of Students Admitted	11	29	12
SC/ST Students	0	1	0
Women	1	3	0

Chart 6.2 – 3 Years Batch Profile



Papers Published

Pandey, Santosh Kumar, Mookerjee, Amit (2018) Assessing the role of emotions in B2B decision making: an exploratory study” Journal of Indian Business Research, 10 (2), 170-192.

Mishra, Prashant, Shukla, AV, 2018: “Key Account Management: The case of BMJ India “Marketing in the next decade,” 33-39.

Mishra, Prashant, Singh, Praveen K, Mukherjee, Silky, Shukla, Sudhanshu, Tiwari, Umesh, K. 2018: “BMJ Awards” Internet Marketing: A Practical Approach in the Indian Context (By Moutusy Maity), published by Oxford University Press, 178-183.

Gurazada, Pavankumar and Maity, Moutusy, 2018: “Power Law Distribution of Consumer Engagement on Brand Posts” European Marketing Academy Conference 2018.

Mathur, Mayank, 2017: “Growing through M&A: An impact analysis of Acquisitions in IT Industry,” IJIR Vol 53, No. 2, October 2017, 253-264.

Bhatnagar, Mohit, 2018: “Career guidance in India based on O*NET and cultural variables” International Journal for Educational and Vocational Guidance, 18 (1), 81-99.

Shireesh & Kumar, Sushil 2018: “Stakeholder Management approach in Business: A Literature Review” International Journal of Business and Emerging Markets, Vol. 10 (2), 2018, Inderscience.

Conference Presentations

Pandey, Santosh Kumar, Mookerjee, Amit 2017: “Assessing the Role of Emotions in B2B Decision Making: An Exploratory Study” 2017 IIM Indore - NASMEI Summer Marketing Conference.

Pandey, Santosh Kumar, Mookerjee, Amit 2017: “Emotions in Customer Value Perception and Decision Making: The CEV Model” 2017 IIM Indore - NASMEI Summer Marketing Conference.

Premchandran, Rajesh, Priyadarshi, Pushpendra, 2017: “Eudaimonia and Hedonia through Enrichment: Pathways to Happiness” Indian Academy of Management 2017.

Premchandran, Rajesh, Priyadarshi, Pushpendra, 2017: “Do Boundary preferences, work-family self-efficacy, and proactive personality predict job satisfaction? The mediating role of work-family enrichment” PAN IIM Conference, 2017.

Premchandran, Rajesh, Priyadarshi, Pushpendra, 2017: “Work-family enrichment: Evidence from India on source attribution” Cosmar IISC, 2017

Rajan and Akbar 2017: “Exploring the determinants of diffusion of Environment-Friendly Technologies” International Conference on Organization and Management - ICOM2017, Asia Academy of Management and Abu Dhabi University. Abu Dhabi.

Rajan 2018: “Exploring Open Innovation Processes from a Convergence-Ecosystem Framework.” SMS Special Conference: Sharing Strategies for the Connected World. Oslo.

Rajan and Akbar 2018: “Classifying Born Globals” AIB India Conference: International Business and the Make in India Perspective. Shimla

Rajan 2018: “Structural and Governance Challenges in Producer Companies: A Transaction Cost Economics Perspective” International Conference on Cooperatives in the Changing World of Work, ICA (Asia-Pacific), ILO, ULCCS & IIM Kozhikode.

Rajan and Akbar 2018: "Deeper determinants of diffusion of environment-friendly technologies: Evidence from the global electric-car industry" International Conference on Business, Economics and Sustainable Development. TERI University. New Delhi.

Rajan 2018: "Cross-sector social interactions for business sustainability: Analyzing corporate response to social problems" International Conference on Sustainable Management. IIM Kashipur.

Rajan 2018: "Sustainable development in a globalized world" International Conference on Sustainable Management. IIM Kashipur.

Roy, Subhadip, Daiya, Abhinata and Shah, Ami, 2018: "I interact, but I do not watch: Investigating the effectiveness of social media in movie marketing in an emerging market" JAMS India Conference scheduled during April 26-28, 2018 in Indian School of Business, Hyderabad.

Mathur, Mayank, 2017: "An impact analysis of Acquisitions in IT Industry," Competitive Paper Selected for COSMAR 2017, IISc Bangalore.

Mathur, Mayank, 2017: "An impact analysis of Acquisitions in IT Industry," Competitive Paper selected for 5th Biennial Indian Academy of Management (INDAM), INDAM 2017, IIM Indore.

Graduating EFPM Students

Name	Area	Thesis Title	Thesis Advisory Committee
Mr. Vikram Batra	Decision Sciences	Algorithms for modular-capacitated multi-period plant location problem, with capacity closure constraint	Prof. Yogesh Agarwal, Prof. Sonia, Prof. S Venkataramanaiah
Mr. K R Lakshminarayana	Finance	Earnings Management in India-Impact of Ownership Structure, CEO Changes, Board Composition and Auditor Reputation	Prof. Ajay K Garg, Prof. Manoj Anand, Prof. I M Pandey
Mr. Vinit Singh Chauhan	Finance	Family Controlled Business: A Comparative Performance Evaluation	Prof. Ajay K Garg, Prof. Manoj Anand, Prof. I M Pandey



A full-page background image featuring a peacock standing on a rough stone wall. The peacock has a vibrant blue neck and head, with a small crest. Its body is covered in iridescent feathers, showing shades of blue, green, and brown. The background is a lush, out-of-focus green forest under a bright sky.

07

Post Graduate
Programme
in Sustainable
Management

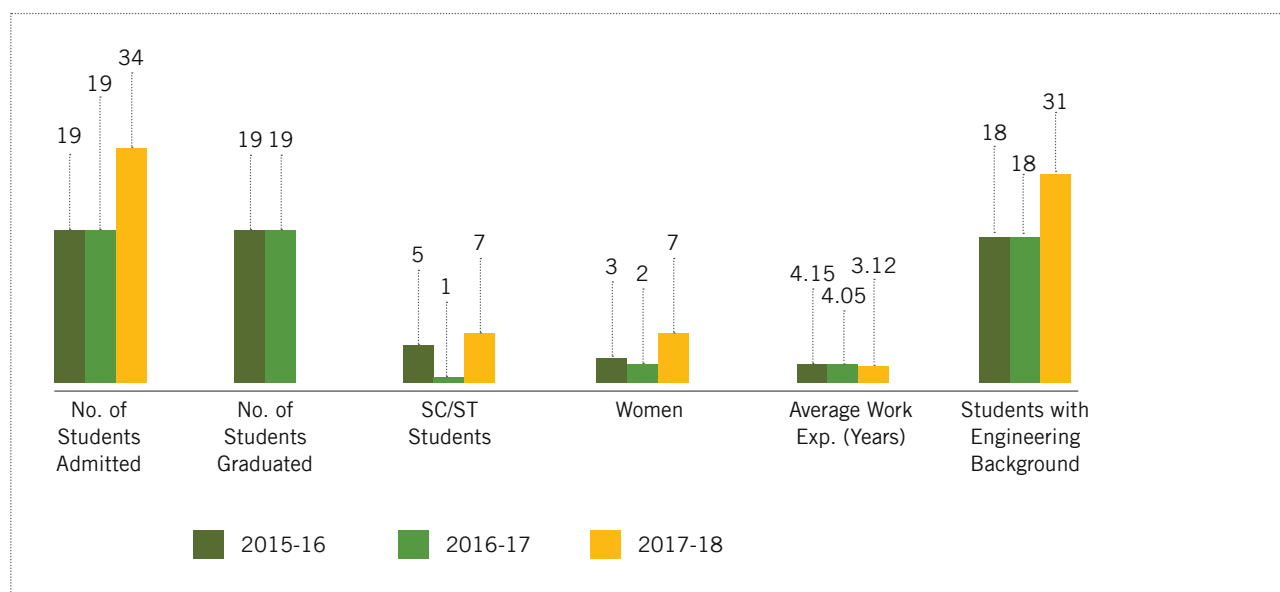
Post Graduate Programme in Sustainable Management (PGPSM) is a two-year full time, residential Programme. It is designed to help managers develop an ethos of the environment and social responsibility of businesses and equip them with holistic thinking and skills to handle varied sustainability challenges 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 interconnectedness 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	2015-16	2016-17	2017-18
No. of Students Admitted	19	19	34
No. of Students Graduated	19	19	NA
SC/ST Students	5	1	7
Women	3	2	7
Average Work Exp. (Yrs)	4.15	4.05	3.12
Students with Engineering Background	18	18	31

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 program 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 center team and also with students of other programs on the campus.

7.3 Orientation Programme

- » Services Marketing: Sustainability Perspective (Elective)
- » Customer Relationship Management (Elective)
- » Strategic Role of HRM in Building Organizational Sustainability (Elective)

7.4 Lectures

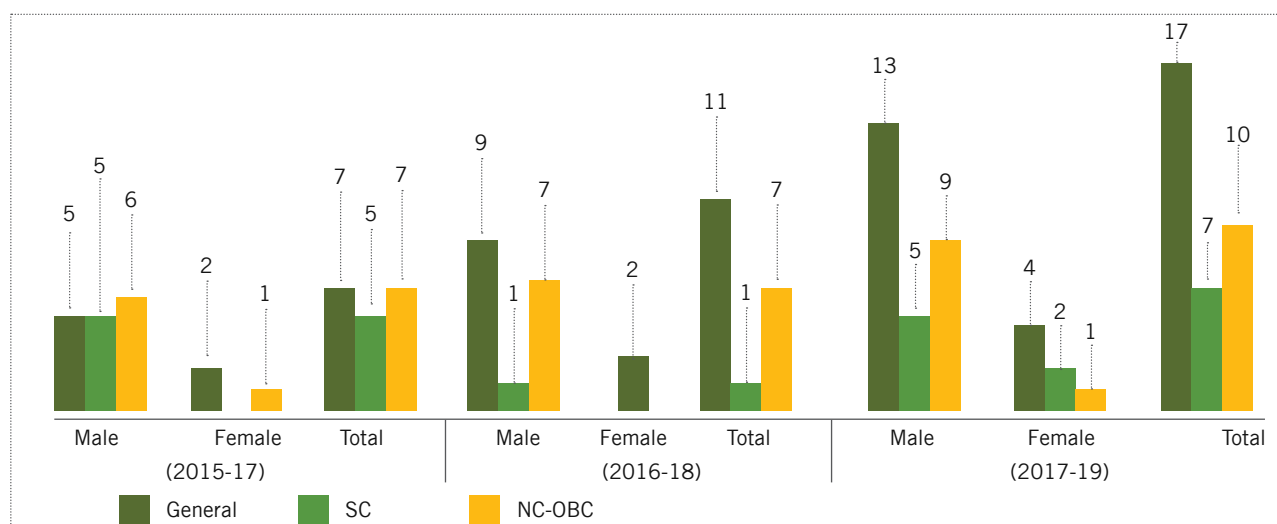
S. No.	Name	Company Affiliation	Topic
1	Mr. Vikas Goswami	Godrej	
2	Col. Prakash Tewari (Retd.)	DLF Ltd	Gurgaon Rejuvenation Plan - Sustainable Development of Gurgaon Millennium City
3	Mr. Vinod Malhotra	IAS and bestselling author & advocate of Bhagwad Gita	
4	Mr. Narayanan PV	GE India	
5	Mr. Ashish Kulkarni	Ricardo Energy & Environment	
6	Mr. Abhishek Ranjan	Brillio Technologies	Drivers for business sustainability and responsibility
7	Dr. Sudhansu Pathak	LG Electronics India	
8	Mr. Jarnail Singh	Climate Group	Driving Corporate demand for renewables – The RE100 experience
9	Dr. Rishikesh Naik	Aditya Birla Group	
10	Mr. Soumitra Gupta	Aforeserve	
11	Mr. Alok Agrawal	Genpact Headstrong Capital Markets	
12	Mr. Abhishek Gupta	McKinsey Generation Foundation	
13	Mr. Santhosh Jayaram	KPMG	
14	Mr. Amit Walia	Shell	
15	Mr. Rahil Rangwala	Dell Foundation	

Table 7.2 – 3 Years Admission Trend

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

**No ST and PWD candidate admitted during 2015-17*

Chart 7.2 – 3 Years Admission Trend





Convocation

The 32nd Annual Convocation of Indian Institute of Management Lucknow, was held on March 17, 2018. A total of 613 students received their diplomas out of which 396 were students from the 32nd batch of Post Graduate Programme in Management, 49 students from the 13th batch of Post Graduate Programme in Agri-business Management, 12 students from the Doctoral Programme, 3 students from EFPM Programme along with 75 students from Post Graduate Programme in Management for Working Executives (WMP), 59 students from International Programme in Management for Executives (IPMX) batches and 19 students from Post Graduate Programme in Sustainable Management (PGPSM), from the Noida campus.

Mr. Sanjeev Bikhchandani, Founder, Info Edge (India) Limited in his video message said, “real professional happiness can be achieved through the joy of creation, the joy you get from others who appreciate what you have created and the joy you get when your creation makes a difference.” He said that while money is important, it is also essential to figure out one’s inner calling. The best kind of money is the one which we earn when we are happy. He concluded by saying, “The best advice I can give is to keep looking out until you find your calling. When you find your calling, stay with it”.





Medal winners for the Post Graduate Programme in Management & Post Graduate Programme in Agri-business Management are:

Name	Medal
Vivek Choudhary	Chairman's Gold Medal for securing 1st rank
Joydeep Chakraborty	Director's Medal for securing 2nd rank
Kumari Ankita	PGP Chairman's Medal for securing 3rd rank
Bhoomika Gupta	Bizkool Medal for the Best Student in Information Technology
Pranay Bhabhera	Hari Shankar Singhania Medal for Best All Rounder
Bharti Gupta	Budhiraja Medal for Best All Rounder

From the Post Graduate Programme in management for working executives, the following were the award winners:

Deepak Luthra	Chairman's Gold Medal for securing 1st rank
Anshum Sehgal	Director's Medal for securing 2nd rank

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

Hitanshu Agarwal	Chairman's Gold Medal for securing 1st rank
------------------	---

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

Aman Jain	Chairman's Gold Medal
Shashi Kant	Director's Medal



Addressing the august gathering, Dr. Ajit Prasad, Director, IIM Lucknow welcomed the new Chairman of Board of Governors Mr. N Chandrasekaran, underscoring his exemplary leadership citing his past achievements. He highlighted the accomplishments of the institute in the academic year 2017-18. IIM Lucknow published 83 research papers in category journals, conducted 99 MDPs, trained over 2500 managers and graduated 430 students. He talked about the joint training program of IIM Lucknow and the World Bank on the World Bank's procurement process, which attracted participants not only from India but also from Myanmar and Afghanistan. IIM Lucknow also operationalized its L-incubator at its Noida campus, with seven well-funded start-ups who are engaged in commercializing smart technologies in collaboration with top Energy companies, technology institutions, and investors. He talked about the mission to support 100 incubators with the help of UP Government in Uttar Pradesh & about the successfully executed first-of-its-kind research on "Navigator Study on Responsible Lending in India."

He also highlighted about IIM Lucknow's initiative to include research-based courses like Behavioral Economics, contemporary management courses like 'Experiential

Learning' and 'Framing Identities and Roles through Exploration' which are not the regular textbook classroom courses & courses focusing on ethics and human values like 'Human Values and Responsible Citizenship' in the Post Graduate Programme curriculum. In the context of globalization, he mentioned about the Executive Education Programme to be launched by IIM Lucknow in Middle Eastern places like Dubai.

Addressing the students, he said, "Don't think of the past, remember nothing happens by chance. Find your destiny." Quoting Winston Churchill, he said, "Go create history!"

The New Chairman of Board of Governors of IIM Lucknow, Mr. N Chandrasekaran said it was a great privilege and honour to accept the role. He congratulated the graduates for their achievements. He remarked that the students are entering the world at a time when everything is changing with problems being similar on a global scale. He mentioned the lack of jobs, climate change, global terrorism, aging population and failure to cope with massive disruption in technology as the major problems with the world at large reacting with a degree of protectionism. However, the Indian context being different with a huge demand for doctors, teachers, judges & nation builders with the country having



the highest number of professional graduates in the pipeline.

Highlighting the lack of access and scale being the chief impediments in India, he said that the business leadership and entrepreneurship has to solve this problem by choosing their industry and part of the country and work towards lifting the quality of life and create job opportunities. Addressing the graduates, he said, “As management graduates, you are at a very distinct advantage because you can appreciate the role of technology in business and appreciate the business model that is required to make the solutions viable. We need to solve the problems in a short period and in a non-traditional way. I hope all of you will reflect on this thought and play an influential role in creating a better India”.

The ceremony concluded with the recitation of the national anthem.



Section

2

**RESEARCH
&
CONSULTANCY**



Publications

The faculty is the intellectual storehouse of the institute. Our faculty members have been diligently working to fulfill the mission which is to produce high quality research published in refereed journals. The year 2017-2018 also saw many journal publications, books, conferences, which are listed below:

The following table provides “Research Output” for the academic years: 2013-14, 2014-15, 2015-16, 2016-17 and 2017-18:

Sl. No.	Category	2013-14	2014-15	2015-16	2016-17	2017-18
1	Total numbers of Publications	67	82	66	81	75
2	Books	3	3	2	-	3
3	Chapters in Books	4	9	1	1	7
4	Total Number of Presentations in National and International Conferences	68	46	50	25	23
5	Externally Funded Research Projects	-	4	3	1	1
6	Seed Money Research Projects	5	10	5	8	8
7	Working Papers	10	17	5	5	8

Book Chapters

S. No.	Author	Title of the Book	Publisher	Title of the Chapter
1.	Anita Goyal	The SAGE International Encyclopedia of Travel and Tourism	SAGE	Group Travel Specialists
2.	D. Tripathi Rao & Swarnima Singh	Contemporary Issues in Global Business Research Across Emerging Countries	Tata McGraw Hill	Education and Employability for Economic and Social Inclusion in India
3.	Omkarprasad S Vaidya & Manisha Ketkar	Flexibility in Resource Management	Springer	A Flexible Approach to Mitigation of Supply Risk Through Scenario Modelling
4.	Rajeev Kumra, R K Mittal, and Gunupudy Laxmi	Information Systems- Debates, Applications, and Impacts	Routledge Taylor & Francis	Trust and its Determinants in Internet Banking: A Study of Private Sector Banks in India
5.	S. Venkataramanaiah	Cellular Manufacturing Systems	Nova Science Pub.	The Design of a Focused Cellular Manufacturing System...Study
6.	Satya Bhusan Dash	Legends in Strategic Marketing: Rajan Varadarajan	SAGE Publishing	Contributions of Rajan Varadarajan to the Amalgamation...Marketing- A Commentary
7.	Suresh Kumar Jakhar	Managerial Strategies for Business Sustainability During Turbulent Times	IGI Global	Management of Risks in Sustainable Supply Chain Using AHP and Monte Carlo Simulation

Journals

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Cases

Sl. No.	Faculty Name	Type	Paper Code	Year	Title of the Case
1	Prem Prakash Dewani & Achint Nigam	Ivey Case	9B16A062	2017-18	Muscle RDX- Pricing, Packaging, and Demand forecasting for a new product
2	Prem Prakash Dewani & Achint Nigam	Ivey Case	9B17A004	2017-18	Muscle RDX- Product Positioning and Communication Strategy
3	Debdatta Pal, Abhishek Rohit, & Pradyumna Dash	Ivey Case	9B17M054	2017-18	Hind Oil Industries- Demand Analysis
4	Amita Mital & Shrey Vig	Ivey Case	9B17M100	2017-18	Dilli Haat- Reviving the Lost Glory
5	Amita Mital & Vijayalakshmi Natarajan	Ivey Case	9B18M038	2017-18	CHARAGH DIN- DRESSING THE ELITE
6	Sushil Kumar (OM), Joshin John & Neetha J Eappen	Ivey Case	9B17D015	2017-18	Safe Boat Trip Ltd.- Launching the flying ferries
7	Rajeev Kumra & Anjali Malik	Ivey Case	9B17A068	2017-18	Wingreens Farms- Sustainable Growth



Books

Negotiation

Author: Himanshu Rai

Publisher: Tata McGraw Hill

Internet Marketing

Author: Moutusy Maity

Publisher: Oxford University Press

Project and Infrastructure Finance

Author: Vikas Srivastava & V Rajaraman

Publisher: Oxford University Press

National and International Conferences:

Sl. No.	NAME OF FACULTY	CONFERENCE	TITLE OF THE PAPER, PLACE & DATE
1	Prof. Venkataramanaiah	Production and Operations Management Society (POMS) conference, USA	Economies of Scale in Eyecare Delivery: Lessons from Selected Cases, USA, May 5-8, 2017
2	Prof. Venkataramanaiah	5th PAN IIM Conference, 2017	Service mix design and service delivery challenges in technology-enabled healthcare service providers in India: Insights from case studies and future research opportunities, Lucknow, 14-16, 2017
3	Prof. Neerja Pande	Global Advances in Business & Communication 2017	Managing Digital Communication Hotspots in Reverse Offshoring - Evidence from the Indian IT and BPO Sector, Belgium, May 22-24, 2017
4	Prof. Neerja Pande	Teaching Programme for Early Career Management Teachers, Bangalore, June 12-15, 2017 (without paper presentation)	
5	Prof. M. Maity	EMA (The European Marketing Academy Conference)	Developing access to markets and people: An empirical investigation of 4A framework in five Asian BOP markets, Netherlands, May 23-27, 2017
6	Prof. Anirban Chakraborty	31st International Academic Conference	Effect of Convergent Product Perception on Experiential Brand Loyalty: An Interactive Device Viewpoint, London, U.K., May 29-31, 2017
7	Prof. D.S. Sengar	Seminar on Negotiation and Leadership, Cambridge (U.K.), June 19-22, 2017 (without paper presentation)	
8	Prof. D.S. Sengar	5th PAN IIM World Management Conference 2017	Evolving Legal and Ethical Issues in Data Protection in Digital India, IIM Lucknow, December 14-16, 2017
9	Prof. D.S. Sengar	FORE INTERNATIONAL SUSTAINABLE DEVELOPMENT	Community Awareness and Participation in Water Resources Management: The case of River Hindon in Baghpat, Uttar Pradesh, New Delhi, January 11-13, 2018
10	Prof. Vikas Srivastava	International Conference for Business and Economics	Project Finance and Telecom Sector in India: Are we Missing Something? Venice, Italy, June 20-23, 2017
11	Prof. D. Tripathi Rao	International Conference on Business and Economics (ICBE 2017)	Monetary Transmission Channels, Sectoral Output and Augmented VAR Analysis, Vietnam, July 06-08, 2017
12	Prof. Chandan Sharma	The Shadow Economy, Tax Evasion and Informal Labor	Estimating the Size of the Black Economy and Illicit Outflows: New Evidence from India, Warsaw, Poland, July 27-30, 2017
13	Prof. Nishant Uppal	Academy of Management Annual Meeting	Curvilinear Experience-Performance Relationship: Role of Commitment and Job Characteristics, Atlanta, USA, August 04-08, 2017
14	Prof. Himanshu Rai	AOM	Spirituality and Stress relationship: Do age and level of management matter? Atlanta, USA, August 04-08, 2017
15	Prof. Kshitij Awasthi	Academy of Management Conference	Role of political connections in strategy execution: Project announcements and project costs, Atlanta, USA, August 04-08, 2017
16	Prof. Rajesh K Aithal	Toronto Case Teaching and Writing Workshop, Toronto, Canada, August 15-18, 2017 (without paper presentation)	

Sl. No.	NAME OF FACULTY	CONFERENCE	TITLE OF THE PAPER, PLACE & DATE
17	Prof. Rajesh K Aithal	First Subsistence Market Places Bottom-Up Immersion Conference, Chennai, January 04-06, 2018 (without paper presentation)	
18	Prof. Suresh Kumar Jakhar	INFORMS 2017 Annual Conference - INFORMS	Sustainable Hub Location Model Under Uncertainty In Aviation Industry, Houston (USA), October 22-25, 2017
19	Prof. Suresh Kumar Jakhar	11th ISDSI International Conference	Sustainable and Resilient Network Design for Indian Airline Industry, IIM Trichy, December 27-30, 2017
20	Prof. Sabyasachi Sinha	2017 SMS Annual International Conference	Ambidexterity by Serendipity: A Process Study, Houston (USA), October 28-31, 2017
21	Prof. B.K. Mohanty	3rd Int. Conf. on Fuzzy Systems & Data Money	Product Preferences with Multiple Attributes - A Fuzzy Set Theoretic Approach, Taiwan, November 24-27, 2017
22	Prof. Jyotirmoy Dalal	INFORMS 2017 Annual Conference - INFORMS	An integrated framework for assisted evacuation of remote habitats, Houston (USA), October 22-25, 2017
23	Prof. Sanjay K Singh	CODATU XVII Conference	Assessment of Passenger Satisfaction with Public Bus Transport Services: A Case Study of Lucknow City (India), Hyderabad, November 04-06, 2017
24	Prof. Sanjay K Singh	National Conference IIC 2018 on E-Business in India: Opportunities and Challenges, Jaipuria, Lucknow, March 16, 2018 (without paper presentation)	
25	Prof. Madhusudan Karmakar	13th Asia-Pacific Business Research Conference, Australia, October 23-24, 2017	
26	Prof. Madhumita Chakraborty	13th Asia-Pacific Business Research Conference	Corporate Social Responsibility Disclosure and Firms Financial Performance in India, Australia, October 23-24, 2017
27	Prof. Hrushikesh Panda	Risk in Economics and Society	Inward and outward Foreign Direct Investments and Exports from India, Japan, 17-20, 2017
28	Prof. O.S. Vaidya	Workshop on Design & Analysis of Experiments, Kolkata, November 06-11, 2017 (without paper presentation)	
29	Prof. Somdeep Chatterjee	Annual Conference on Contemporary Issues in Development Economics	Do Political Reservations Affect Borrowing and Lending? Evidence from India, Kolkata, December 21-22, 2017
30	Prof. Satya Bhusan Das	AIM-AMA Sheth Foundation Doctoral Consortium and International Research Conference, Bangalore, January 05-08, 2018 (without paper presentation)	
31	Prof. Arunabha Mukhopadhyay	Digital Innovations, Transformation, and Society (DIGITS 2018)	Path to IT Performance: Complementarity of IT Assimilation and IT Service Management, New Delhi, January 13-14, 2018

Consultancy:

Consultancy projects form one of the major and integral activities undertaken by the faculty at IIM Lucknow. In addition to generating revenue, consultancy projects help IIM Lucknow faculty in keeping abreast with practical management issues facing industry and government. These projects also lead to the development of cases and research papers, thus contributing to the body of knowledge.

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 consultancy projects in thrust areas like Agriculture, Entrepreneurship, Health Management, Education, Information Technology, Transportation and Rural Development. Past projects include strategy recommendations, customer analysis, cost analysis, balance sheet analysis and review of financial forecasts, marketing plans, and many others.

Six consultancy projects were completed during the academic year 2017-18, whereas eleven are ongoing. Out of the ongoing projects, six are new consultancy projects awarded to IIM Lucknow during the academic year 2017-18. The clients of these new projects are Brandvox Communications Pvt. Ltd., Shiv Nadar Foundation, Nuvoco Vistas Corp. Ltd., National Handloom Development Corporation Ltd., Department of Posts, New Delhi and U.P. Beej Vikas Nigam, Lucknow. The income generated through consultancies completed during the academic year 2017-18 was Rs. 67,10,212.00

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. Satya Bhusan Dash, Prof. Neeraj Dwivedi
3	KOL Segmentation Strategy	Abott India Ltd., Mumbai	Prof. Rajeev Kumra
4	Monitoring and Evaluation services for various sites under CSR	Security Printing and Minting Corporation of India Ltd., New Delhi	Prof. Rajeev Kumra
5	Activities of UP Handicrafts Development and Marketing Corporation Ltd., Lucknow	UP Handicrafts Development and Marketing Corporation Ltd.	Prof. Devashish Das ,Gupta, Prof. Sabyasachi Sinha
6	Navigator Project on Responsible Lending	Brandvox Communications Pvt. Ltd.	Prof. Devashish Das Gupta
7	Impact Evaluation for Shiksha Elementary	Shiv Nadar Foundation	Prof. Somdeep Chatterjee
8	Competency Mapping and Group Counselling for Nuvoco Vistas Corp. Ltd. Executives	Nuvoco Vistas Corp. Ltd.	Prof. Rajeev Kumra
9	Formulation of Corporate Strategic Plan & Vision Document for NHDC	National Handloom Development Corporation Ltd.	Prof. Rajesh K. Aithal
10	Mid Term Review of the IT Modernization Project of Department of Post	Department of Posts, New Delhi	Prof. Amit Agrahari, Prof. Anirban Chakraborty
11	Developing a Corporate Business Plan	U.P. Beej Vikas Nigam, Lucknow	Prof. Sanjeev Kapoor Dr. C. M. Mishra

Details of Consultancy Project Completed:

Sl. No.	Project Title	Funding Agency	Faculty (Professors)
1	Bajaj Finance Case Study and Development for Publication and Competition	Bajaj Finance Ltd. Pune	Prof. Rajeev Kumra
2	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
3	Modeling an information flow based decision support system - Agriculture	Agrorhythm Research Center Pvt. Ltd.	Prof. S. Venkataramanaiah
4	Upgrading Processes of U.P. State Road Transport Corporation to provide World Class Services to Customers	U.P. State Road Transport Corporation, Lucknow	Prof. Devashish Das Gupta
5	Designing of Purchase Manual for Procurement of Goods and Services for SMVDSB	Shri Mata Vaishno Devi Shrine Board, Katra	Prof. S. Venkataramanaiah Prof. S. B. Dash
6	Background paper for a critical input to the thematic chapter on "Mobilizing development finance to support the 2030 Agenda."	The United Nations Economic and Social Commission for Asia and the Pacific (ESCAP)	Prof. Chandan Sharma

Research Projects:

Externally Funded Research Projects

S. No.	Project Name	Project In charge	Name of sponsoring institution
1	The Role of Non-Market Strategies in shaping firms' Exploration and exploitation in the market domain: A Study of High-Tech Firms	Prof. Amita Mital	ICSSR

Seed Money Projects

S. No.	Financial Year	Title of project	Project In charge
1	2017-18	Follow or Flee? How Employees react to Robotic Process Automation led change - A study of the Indian BPO/KPO sector	Prof. Pushpendra Priyadarshi
2	2017-18	Exploring Relationship between HRM, Firm and Individual Performances	Prof. Nishant Uppal
3	2017-18	A Study of INVs for emerging economies: Challenges, Opportunities, and Strategic Choices	Prof. Krishna Chandra Balodi
4	2017-18	Do Stock Markets Witness Instantaneous Reactions to Change in Dividend Tax Laws? Evidence from India.	Prof. Mrityunjay Kumar Tiwary
5	2017-18	Airline and Hotel Pricing in India	Prof. Sameer Mathur
6	2017-18	Targeting in a digitized world.	Prof. Anirban Chakraborty
7	2017-18	Risk Disclosure Quality & IPO Pricing: An Empirical Investigation	Prof. Seshadev Sahoo
8	2017-18	Ethical leadership and Success	Prof. Himanshu Rai



Section

3

NEW

INITIATIVES



L-INCUBATOR



IIM LUCKNOW

PROGRESS SO FAR (April 2017-March, 2018)

1. A section 8 company is registered under the name "IIM Lucknow Enterprise Incubation Center."
2. Sector Agnostic with a technology focuses on Industry 4.0, i.e., Data Analytics, Artificial Intelligence, AR/VR, IoT, Blockchain, and FinTech.
3. The Incubation center was sanctioned Rs. 1.5 Cr by the board of IIM Lucknow in the BOG meeting dated July 15, 2016
4. Received approval for 15 Cr funding support from NSTEDB, DST, Govt. of India. Funds are awaited and expecting in May / June 2018.
5. Partnered with HPCL, GAIL, and ONGC for providing Corporate Venture Fund to incubated startups.
6. In the process to signup MoU with Uttar Pradesh Govt for helping them to develop and mentor 100 business incubators in the state.
7. Signed MoU with TERI, IITD, Amazon, Google, IBM, HP, CADANCE, and STMicroelectronics for providing incentives and technical mentoring.
8. On boarded seven members incubator team including MD and 1 VP, 2 AVP, 2 Managers, 1 Accountant
9. The website is up and running, Social media presence and YouTube channel created
10. Total 11 startups incubated, 4 are IIM Lucknow Alumni startups.
11. Invested SEED money in 8 startups; five startups also received Corporate Venture Fund through Incubator.
12. L-Incubator has 2-3 % equity in startups.
13. ~Rs. 40 lakh revenue generated in the year 2016-17 through various activities at L-Incubator.
14. The total operating expenditure of the incubator in the year 2016-17 is ~52 lakh. So, L-Incubator is the first incubation center of the country that almost reached break even in the very first year of operation.
15. L-Incubator has trained 500+ aspiring entrepreneurs through various entrepreneurship programs and events conducted under L-SCHOOL, the education and training division of incubator.
16. Supported Student initiative UDYAM 2017 for inspiring and creating student startups.
17. L-Incubator has launched first-time Corporate Venturing programs for corporates to educate and train them for setting up a corporate accelerator for creating entrepreneurs within the organization. 10 PSU participated in the programme.
18. Introduced L-ANGELS, an exclusive network of IIM Lucknow alumni investors to co-invest in the incubated startups.
19. Designed one-year L-ACCELERATOR program for startups who are bootstrapped and going for commercialization and faster scale and raising series 'A' funds. Exploring the potential partnership with Stanford University / YC for running the program jointly.

Funding to incubated startups

Total eight startups are funded by L-Incubator, and 5 got Corporate Venture Fund and IIML Angels fund. Total SEED fund by L-Incubator 40 lakh and by Corporate Venture Fund 308 lakh

Sl. No.	Venture's Name	FUNDING RAISED		Remarks
		L-Incubator	Corporate VC	
1	Konstem AI Pvt. Ltd. (IIML alumni)	5 lakh	100 lakh	From HPCL
2	RxiCo Pvt. Ltd (IIML alumni)	5 lakh	0	
3	Simulanis Tech Pvt. Ltd	0	90 lakh	From HPCL Won National Entrepreneurship Award from Arun Jaitley, also bagged the International award for best AR/VR startup.
4	TechnyBirds Pvt. Ltd	5 lakh		
5	Hypotheser Pvt. Ltd	5 lakh	48 lakh	IIML Angels
6	Jan ElaaJ Clinics Pvt. Ltd	5 lakh		

Sl. No.	Venture's Name	FUNDING RAISED		Remarks
		L-Incubator	Corporate VC	
7	Target Plus Edutech Pvt. Ltd	5 lakh		Self-funded, reached to a turnover of 1 Cr helping them for raising series 'A' fund for scale up.
8	Skillancer Solar Pvt. Ltd	5 Lakh	50 lakh	HPCL (Hindustan Petroleum Corporation)
9	Faster Justice (IIM Alumni)	5 Lakh	20 lakh	IIML-Angels
	Total	40 lakh Internal	308 lakh External	

Other incubate – Aha Loans (IIML Alumni), GreenworkForce < in the process of raising SEED round>



IIM Lucknow SIDBI Center for Innovations in Financial Inclusion (SCI-FI)

About the Center

SIDBI Center for Innovations in Financial Inclusion (SCI-FI) was established through an agreement between the two leading public institutions, SIDBI and IIM Lucknow on 18th July 2017 with the aim to nurture start-ups working on financial inclusion aided by technology (FinTech) by providing an enabling environment for the growth of ventures. The center is sponsored under the Poorest States Inclusive Growth (PSIG) Programme of SIDBI supported by the UKAid, Department for International Development (DFID). SCI-FI was inaugurated on 27th Oct 2017 by Shri Mohammad Mustafa, IAS Chairman & MD, SIDBI, and Dr. Ajit Prasad, Director, IIM Lucknow.

IIML SCIFI seeks to unlock the entrepreneurial potential of the Indian youth through capacity building measures and by mentoring of start-ups in the domain of financial inclusion. The incubation center facilitates to explore, understand and turn tech ideas into reality by providing required mentoring support and access to ecosystem resources. Shri Mohammad Mustafa, IAS Chairman and Managing Director, SIDBI and Prof. Ajit Prasad, Director, IIM Lucknow inaugurated SIDBI Centre for Innovation in Financial Inclusion (SCI-FI) on October 27, 2017.

Key Activities Undertaken at the center

- SCI-FI organized a conference on Creating an Eco-system for Start-ups in Lucknow/UP with Lucknow Management Association (LMA) on 20 September 2017. The two panel discussions on (a) “Fuelling Rapid Growth of Start-Ups - Investor’s Perspective” and (b) “Role of Incubators and Accelerators in Building up Start-Up Ecosystem” were organized. There was a PITCH-IN competition for students and start-ups from Lucknow and Kanpur.
- SCI-FI organized a panel discussion on “Disruptions in Digital Finance Space: Role of FinTech” where industry experts such as Mr. Sameer Singh Jaini, Digital Fifth and Mr. Gaurav Hinduza, co founder, Capital Float were invited.
- SCI-FI in association with Microfinance Association of Uttar Pradesh (UPMA) organized a training programme on Fintech driven inclusion for the Microfinance Institutions operating in the state of Uttar Pradesh. An industry expert, Mr. Abhishant Pant along with experts from Airtel Payment Bank, Rupeepower and Microsave were invited to participate. A total of thirty-seven members from seventeen Microfinance Institutions including Saija Microfinance, AU Welfare, Margdarshak, Cashpor participated in the masterclass workshop along with representative members from MFin and SIDBI participated.



Work Progress at IIML SCI-FI

- Sourcing of Start-Ups: SCI-FI has launched its website (<http://iimlscifi.com>) and has already started getting applications including from other network sources.

The first Selection Committee meeting took place on 7th April at the presence of the SCI-FI SC members. Mr. Vinayak Nath, Venture Catalyst and Mr. Hargopal Mangipudi were also invited as expert members in the selection process. SCI-FI received seven applications and out of that five startups presented their business pitch to the committee members. Two startups, Intello Transpo Pvt. Ltd. and Khwahish Social Ventures were selected for two years incubation at SCI-FI by the committee out of the five applicants.

- Network Building: SCI-FI ensures to build a strong pool of mentors across sectors with diversified backgrounds and industry expertise that is very crucial for the start-ups in their journey. As of now, SCI-FI has approved twelve mentors from FinTech, Technology, Investment, Marketing, Banking and Financial sector, Entrepreneurial skills, Strategic Planning, Regulatory and Financial planning, Startup consultancy area. These mentors are located in NCR, Bangalore, Mumbai, Hyderabad, Lucknow and represent various relevant organizations such as Fino Payments Banks, Caspian, VISA, Microsave, Theta-preneur, Kristal AI, ex-HP, ex-SIDBI executives, The Margdarshak Inc., etc.
- First Governing Body meeting of SCIFI was held on 23rd Feb 2018 with full member participation through physical or virtual presence. Director- IIM, Dr. Ajit Prasad chaired the meeting.
- Digital Presence of SCI-FI: (1) SCI-FI website was developed in-house and was operational since June 2018. (2) SCI-FI is also present in the Social media such as LinkedIn and Facebook. (3) SCI-FI has decided to start its newsletter on a quarterly basis. The first quarterly newspaper was circulated for the April-June quarter in its network. (4) Registration in the startup India hub under Startup India programme of DIPP.

Supporting IIML E CELL Students

- SCI-FI supported as Title Sponsor rights for all On-The-Spot (OTS) events at Manifest-Varchasva 2017. These OTS events were organized by IIM-L student bodies viz. IGFBAB, Operations Interest Group, Consulting & Strategy Club, and Media & Communications Cell. These OTS events witnessed a total participation of over 200 students. SCI-FI Financial Inclusion quiz, Coin-a-slogan for SCIFI, SCI-FI FinTech Quiz & Interaction session were organized.
- IIML SCIFI Fintech also supported a workshop and an Use Case Competition on Blockchain under E-Summit Events by the Entrepreneurship Cell at IIM Lucknow between 20 and 21 January 2018. The workshop on Blockchain & Cryptocurrency was conducted by Mr. Indradeep Khan, Head of India Sales and Business Development and a member of the core management team at Kristal.Ai.

Section

4

National Management Faculty
Development Centre
(NMFDC)

.....

Centre for Food & Agribusiness
Management
(CFAM)

.....

Centre for Marketing in
Emerging Economies
(CMEE)

CENTRES OF EXCELLENCE



National Management Faculty Development Centre (NMFDC)

The Indian Institute of Management Lucknow which has been successfully shaping leaders since 1984 is all set to take even further the mandate of 'Better Management towards Better Nation' with the establishment of NMFDC at its strategically located Noida Campus.

NMFDC is distinctly positioned, as envisioned, as a high quality capacity building Centre for creating and strengthening the knowledge base and pedagogical techniques of the faculty of management institutions globally.



Inauguration of NMFDC

Shri Ajay S. Shriram, Educationist and CMD, DCM Shriram Ltd., who is the Chairperson, Governing Body, Sri Ram College of Commerce and Chairman, Board of Governors (BoG), IIM Sirmour, inaugurated the National Management Faculty Development Centre (NMFDC), at Indian Institute of Management Lucknow-Noida Campus on 11th September 2017.

The inauguration took place in the presence of Prof. Ajit Prasad, Director, IIM Lucknow, Prof. Abad Ahmad, Member, BoG-IIM Lucknow, Mr. Firdose Vandrevalla, Member, BoG-IIM Lucknow, Prof. Krishna Kumar, Former Director, IIM Kozhikode, Prof. Amit Mookerjee, Dean and Head-Noida Campus and Chairperson, NMFDC and Prof. Neerja Pande, Executive Head, NMFDC.

While explaining the thought behind NMFDC, Prof. Neerja Pande, Executive Head, NMFDC, stated that NMFDC is envisioned as a high-quality capacity building centre for creating and strengthening the knowledge base and pedagogical techniques of the faculty of management institutions globally.

Directors and Deans of various institutions and organizations attended the event. Amongst those present were Prof. Gautam Sinha, Director, IIM Kashipur, Dr. Atish Chattopadhyay, Director, IMT Ghaziabad, Prof. Ravikesh Srivastava, Dean-Academics, IMT Ghaziabad, Prof. Abhijit Bhattacharya, Dean-Faculty, IIM Lucknow, Prof. M. Akbar, MD, L-Incubator Prof. Satish Kalra, Eminent Professor of OB/HR. Mr. Amit Agnihotri, CEO, MBA Universe, and presence of management faculty from various IIMs and prominent B-schools and management students of various programmes graced the occasion.

Dr. Ajit Prasad, Director IIM Lucknow envisioned NMFDC, as a Pan IIM initiative, where various IIM's shall collaborate to enhance the quality of management faculty in the country.

Mr. Ajay S. Shriram, while taking up the theme of addressing paucity of adequately equipped faculty in India, suggested that it was desirable that the delivery of programmes at the centre be benchmarked with world-class institutions. This will enable it to fulfil its mission more ably. He expressed strong need for such an institution in this country to serve the needs of all types of institutions towards the national level initiative for management faculty development.





Key activities at NMFC

A 4-day workshop on 'Case Teaching and Writing Workshop' (CTWW), in collaboration with Ivey, Canada

CTWW was held at National Management Faculty Development Centre (NMFC) at Indian Institute of Management Lucknow – Noida Campus

CTWW Inauguration



CTWW was inaugurated on 5th September 2017, on the auspicious occasion of Teachers' Day by Prof. Krishna Kumar, Former Director, IIM Kozhikode, who also participated in a workshop.



A workshop organized during the day had 50 participants who came from over 30 academic institutions. Participants included Directors, Deans, academic heads and other faculty members from a number of IIMs.

Academic Area wise break-up



Participating Institutions

Amongst the participating institutions were IIM Jammu, IIM Raipur, IIM Ranchi, IIM Lucknow, DMI Patna, University of Lucknow, IMS Bhaddal, Department of Business Administration - Aligarh Muslim University, Indian Institute of Foreign Trade, UPES Dehradun, Department of Management Studies-University of Kashmir, IMT Ghaziabad, BIMTECH Noida, IMS Ghaziabad, G.D. Goenka University, New Delhi, Jaypee Business School, Noida, Shri Mata Vaishno Devi University, Jammu, Patel Group

of Institutions, KJ Somaiya, Mumbai, VJIM Hyderabad, Gitam University, Visakhapatnam, Swami Ram Himalayan University, Dehradun,

CTWW Valedictory Function

CTWW concluded on 08th September 2017 with a valedictory function and certificate distribution to the participants in the gracious presence of Prof. Abad Ahmad, Member-BoG, IIM Lucknow and Prof. Ajit Prasad, Director, IIM Lucknow.



Centre for Food & Agribusiness Management (CFAM)

Established in 1998, the Centre for Food and Agri-business Management (CFAM) has grown into a 'Global Centre of Excellence' in the field of food & agri-business management education, research and 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 Agri-business Management are:

- To generate knowledge for efficient management of the 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 and international academic institutions as well as organizations and agencies and

- To offer consultancy to national and international organizations in the field of agriculture and rural management.

Academic Activities

CFAM faculty offered 18 courses in Post Graduate Programme in Agri-business Management (PGP-ABM), which is a full time two-year residential management education programme focusing on the food and agri-business sector. The Programme with a strong international orientation is open to university and college graduates having an affinity with the agriculture and allied 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 programme, the centre also acts as a platform for academicians and practitioners in selected emerging geographies to collaborate with each other effectively.

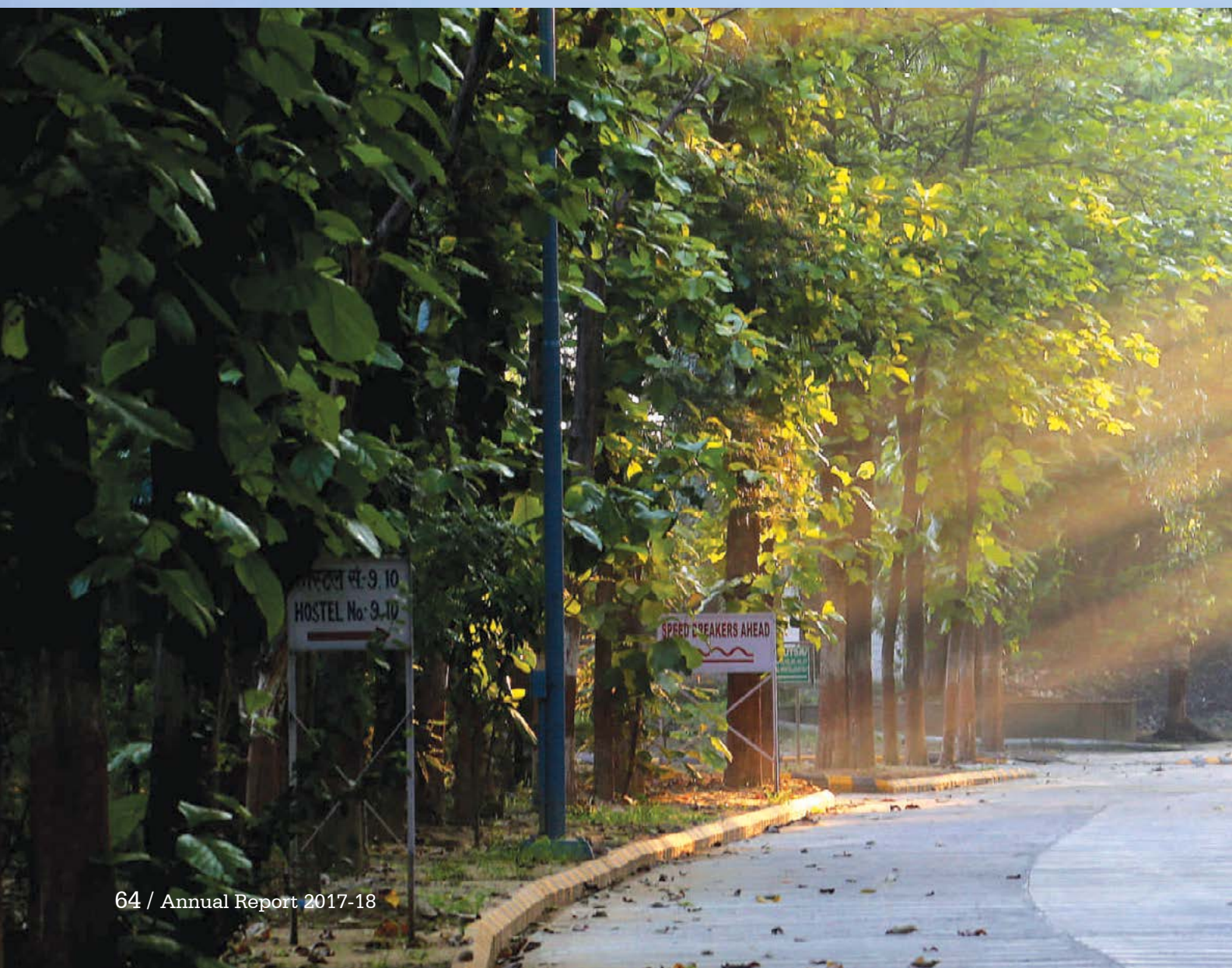
The major objective of CMEE is to establish itself as a vital and lively resource centre for scholars, academicians, marketing research practitioners and corporations from around the world, who have an interest in emerging economy markets. The vision and mission laid down for the centre are as follows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

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 centre will facilitate the exchange of ideas and experiences between academic scholars, marketing managers, researchers, concerned public policymakers and moulders of public opinion including the media.

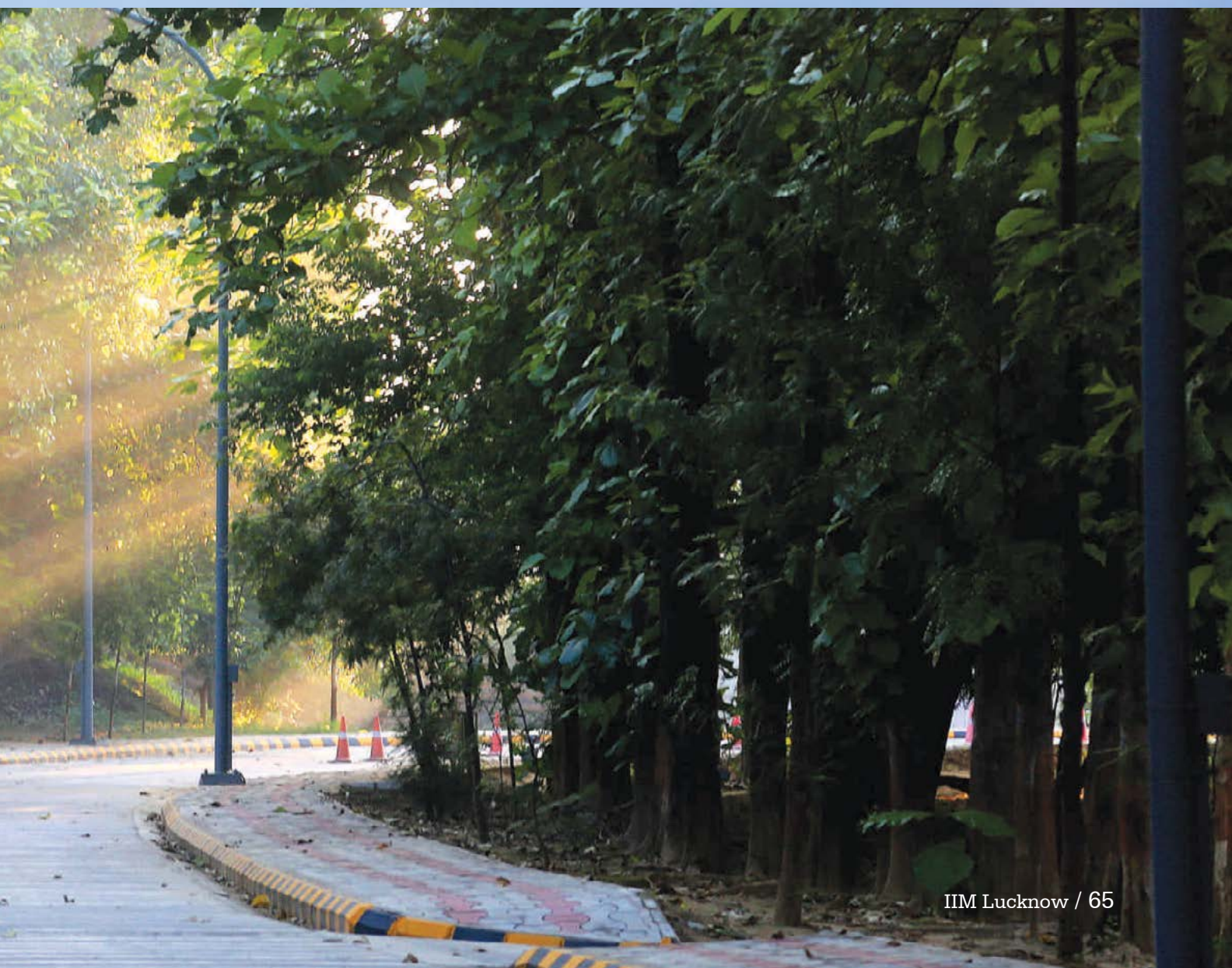


Activities of CMEE during the year 2017-18

Research Projects

CMEE has undertaken the following two major PAN-INDIA research projects in 2017-18. Objectives of these research projects and their status are given below:

Research Project Title	Research Objectives	Status
A study to understand the Role of CSR in making corporate brand equity	1) To assess the impact of the awareness and understanding of Corporate Social Responsibility (CSR) among stakeholders	Ongoing (the Initial exploratory study has already been conducted with four Tata group companies)
	2) To assess the impact of the order of importance of CSR activities among provider and key stakeholders	
	3) To assess the impact of CSR on the brand building process	
A Study to understand Challenges for Adoption and Usage of Digitalization and Data for Learning, Livelihoods, and Healthcare in Uttar Pradesh, India	1) To identify, study and understand the usage and adoption challenges of digital technologies.	Ongoing (Initial exploratory phase of the study already conducted)
	2) Based on the identified factors in the first phase, use it for a targeted experimental approach for learning, livelihoods skills, and healthcare using hardware and software.	



Section

5



INTERNATIONAL LINKAGES

International Academic Collaboration

Overview

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 one new international partner institution for student exchange programme -EDHEC Business School France.

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, international students and faculty members come to IIM Lucknow to understand the working and mindset of one of the potentially largest markets in the world.

Student Exchange	Incoming	Outgoing
For the year 2017-18	28	57

Any other highlights for the year 2017-18

Student Exchange agreement was done with EDHEC Business School France.

International Partner Institutions List

S. No.	Europe
1	ESSEC Business School, France
2	Ecole de Management (EM) – EM Strasbourg Business School, France
3	Universite Jean Moulin (UJM), France
4	NEOMA Business School, France
5	Turku School of Economics, Finland
6	ESCP-EAP, European School of Management, France
7	Toulouse Business School (Groupe ESC Toulouse), France
8	Telecom Ecole de Management, France
9	BREST Business School, France
10	EMLYON Business School, France
11	La Rochelle Business School, France
12	KEDGE Business School, France
13	IESEG School of Management, France
14	Bocconi University, Italy
15	MIP Politecnico Di Milano School of Management, Italy
16	Ca' Foscari University of Venice, Italy
17	University of St. Gallen, Switzerland
18	University of Hull, United Kingdom
19	EDHEC Business School France
20	Athens University of Economics and Business, Greece
21	Universite Catholique de Louvain (UCL), Belgium
North America	
22	McMaster University-Michael G Degroote School of Business, Canada
23	Kelley School of Business, USA
24	University of North Texas College of Business, USA
25	University of Akron, USA
26	Brock University, Canada

S. No.	Europe
Asia	
27	Beijing Jiaotong University, China
28	National University of Singapore, Singapore
29	Singapore Management University, Singapore
30	Ben-Gurion University of the Negev, Israel
Africa	
31	Gordon Institute of Business Science, University of Pretoria, South Africa
Oceania	
32	Lincoln University, New Zealand

Out Partner Institutes

Section

6

EXECUTIVE EDUCATION



Management Development Programme

Established in 1984, Indian Institute of Management Lucknow, since its inception, has been a leading force in quality enhancement among corporate and public systems by contributing to 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 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 include 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 to 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 a range from fundamentals to helping executives shifting from one functional area to another to programmes focusing on specific topics that could 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 Programmes in Management 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 the 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 at our campuses (Lucknow or Noida) or the location desired by the client organization.

Management Development Programmes 2017- 18

Highlights

Sl. No.	Programmes	No. of Programmes	No. of Participants			
			Public Sector	Govt./State/ Co-operative Sector	Private Sector	Total
1	General Management Programmes	8	33	49	142	224
2	Customized Programmes	74	1049	451	229	1729
3	Open Programmes	18	111	53	238	402
	Total	100	1193	553	609	2355

Area-wise Programmes

Sl. No.	Programmes	No. of Participants				No. of programmes
		Public Sector	Govt./ State Sector	Private Sector	Total	
Agri-business Management						
1	Agricultural Input Marketing	0	0	23	23	1
Communication						
1	Communication for the Executives of GAIL India Ltd.	32	0	0	32	1
2	Communication for the Executives of GAIL India Ltd.	24	0	0	24	
3	Communication, Presentation and Report/Proposal Writing Skills for the DRDO Scientists	0	17	0	17	1
4	Effective Communication for Managerial Success	2	0	11	13	1
5	Leadership, Communication, and Image Management	19	1	7	27	1
Finance and Accounting						
1	Finance for Decision Making (for Non-Finance Executives)	3	0	6	9	1
General Management						
1	17th General Management Programme for Defence Officers	0	48	0	48	1
2	Building Capability (Developing Self & Others) for the Executives of GAIL India Ltd.	27	0	0	27	1
3	Certificate Programme in Business Analytics for Executives- CPBAE-07	0	0	25	25	1
4	Certificate Programme in Business Analytics for Executives- CPBAE-08	0	0	27	27	1
5	Certificate Programme in General Management for Executives - CPGME-14	0	0	25	25	1
6	Certificate Programme in General Management for Executives - CPGME-15	0	1	28	29	1
7	Certificate Programme in General Management for Executives - CPGME-16	0	0	18	18	1
8	Change Management Programme for the Sr. Executives of Bharat Electronics Ltd.	105	0	0	105	4
9	Creativity and Innovation for Disruptive Transformation for the executives of NHPC Ltd.	20	0	0	20	1
10	Creativity, Problem Solving & Decision Making for the Middle-Level Executives of Indian Oil Corporation Ltd.	56	0	0	56	2
11	Creativity, Problem Solving, and Decision Making	0	2	10	12	1
12	Developing Leadership for the Sr. Executives of NTPC Ltd.	46	0	0	46	2
13	Developing Strategic Mindset	13	0	23	36	1
14	Developing Transformational Leadership for the Executives of NHPC Ltd.	20	0	0	20	1

Sl. No.	Programmes	No. of Participants				No. of programmes
		Public Sector	Govt./ State Sector	Private Sector	Total	
15	Developing Transformational Leadership for the Sr. Executives of RITES Ltd.	28	0	0	28	1
16	DISHA training for the dealers of Indian Oil Corporation Limited.	20	0	0	20	1
17	General Management Programme for the Executives of Coal India Limited	179	0	0	179	7
18	General Management Programme for the Executives of Hindustan Petroleum Corporation Ltd.	59	0	0	59	2
19	General Management Programme for the Executives of Luminous Power Technologies Pvt. Ltd.	0	0	19	19	1
20	General Management Programme for the Executives of NTPC Ltd.	64	0	0	64	2
21	General Management Programme for the Executives of ONGC Ltd.	23	0	0	23	1
22	General Management-cum-Leadership Programme for the Executives of Oil India Ltd.	36	0	0	36	2
23	International Training Programme on the World Bank's New Procurement Framework	3	44	0	47	1
24	Leadership Development for the Women Executives of ONGC Ltd.	46	0	0	46	2
25	Leadership Development Programme for the Executives of Maruti Suzuki India Limited	43	0	0	43	4
26	Leadership Development Programme for the Sr. Executives of SPMCIL	29	0	0	29	1
27	Leadership Development, Team Building, and Communication for the Principals and Vice-Principals of Govt. Colleges of Rajasthan Govt.	0	50	0	50	2
28	Leadership, Strategic Thinking and Team Building for the Sr. Executives of RITES Ltd.	39	0	0	39	2
29	Management Module for IFS Probationers	0	89	0	89	1
30	Managerial Excellence for the Chief Engineers of UP Power Corporation Ltd.	0	17	0	17	1
31	MCTP for IRS (Customs & GST) Officers, Phase IV	0	67	0	67	2
32	MCTP for IRS (Direct Taxes) Officers, Phase II, Group I	0	49	0	49	2
33	Planning, Organizing, and Foresightedness for the Executives of GAIL India Ltd.	43	0	0	43	2
34	Project Saksham: Leadership competency Development for the Executives of Indian Oil Corporation Ltd.	40	0	0	40	2
35	Strategic Leadership Programme for the Executives of Roche Diagnostics India Pvt. Ltd.	0	0	22	22	1

Sl. No.	Programmes	No. of Participants				No. of programmes
		Public Sector	Govt./ State Sector	Private Sector	Total	
Human Resource Management						
1	Advanced Refresher Course on Training the Trainers for Executives of THDC India Ltd.	20	0	0	20	1
2	Assessment Centre Approach to Competency Mapping for the executives of NHPC Ltd.	16	0	0	16	1
3	Counseling and Feedback for the Sr. Executives of NTPC-SAIL Power Company Ltd.	23	0	0	23	1
4	Developing Leadership for the Officers of U P Raj Bhawan	0	27	0	27	1
5	Embedding Leadership for the DRDO Scientists	0	17	0	17	1
6	Excelling in Leadership for the Executives of MetLife Global Operations Support Centre	0	0	60	60	2
7	Inspired Leadership	22	0	5	27	1
8	Leadership and Team Management for the Executives of Life Insurance Corporation of India (NCZ-HRD)	70	0	0	70	3
9	Leadership Development	4	0	69	73	3
10	Managerial Effectiveness	27	1	18	46	2
11	Managing Self for Leadership Excellence for the Executives of Power Grid Corporation of India Ltd.	41	0	0	41	1
12	Role of Ethics, Leadership, Motivation and Quality Management for the Executives of Rural Engineering Department, Govt. of Uttar Pradesh	0	23	0	23	1
13	Succession Planning: Strategies for Building Leadership for Key Positions for the Sr. Executives of NHPC Ltd.	18	0	0	18	1
14	Talent Management and Career Progression for the Executives of Power Finance Corporation Ltd.	19	0	0	19	1
15	Understanding Self for Managerial Excellence	4	0	17	21	
Legal Management						
1	Effective Contract Management and Negotiation	0	2	18	20	1
Marketing						
1	Digital Marketing for the Channel Partners of Franklin Templeton Asset Management (India) Pvt. Ltd.	0	0	20	20	1
2	Sales and Distribution Management Excellence in Indian Market for the Partners of Franklin Templeton Asset Management (India) Pvt. Ltd.	0	0	30	30	1
3	Business Leadership Development for the Star Suppliers of Larsen & Toubro Limited	0	0	23	23	1
4	Marketing Module for the Indian Postal Service Probationers	7	0	0	7	1
5	Sales Leadership and Sales Force Motivation for the Executives of the LaLiT Suri Hospitality Group	0	0	31	31	1

Sl. No.	Programmes	No. of Participants				No. of programmes
		Public Sector	Govt./ State Sector	Private Sector	Total	
6	Sales Leadership and Sales Force Motivation	0	3	15	18	1
7	Digital Marketing	4	0	9	13	1
Operations Management						
1	Project Management for the State Administrative Service Officers of Govt. of Madhya Pradesh	0	18	0	18	1
2	Project Management for the DRDO Scientists	0	20	0	20	1
3	Supply Chain Management for Logistics for the Executives of ONGC Ltd.	15	0	0	15	1
Strategic Management						
1	Strategic Leadership in Uncertain Environments	10	0	7	17	1

I – Open Programmes

Sl. No.	Name of the Programme	No. of Participants			
		Public Sector	Govt./ State/ Co-operative Sector	Private Sector	Total
1	Agricultural Input Marketing	0	0	23	23
2	Creativity, Problem Solving, and Decision Making	0	2	10	12
3	Developing Strategic Mindset	13	0	23	36
4	Digital Marketing	4	0	9	13
5	Effective Communication for Managerial Success	2	0	11	13
6	Effective Contract Management and Negotiation	0	2	18	20
7	Finance for Decision Making (for Non-Finance Executives)	3	0	6	9
8	Inspired Leadership	22	0	5	27
9	International Training Programme on the World Bank's New Procurement Framework	3	44	0	47
10	Leadership Development	4	0	69	73
11	Leadership, Communication, and Image Management	19	1	7	27
12	Managerial Effectiveness	27	1	18	46
13	Sales Leadership and Sales Force Motivation	0	3	15	18
14	Strategic Leadership in Uncertain Environments	10	0	7	17
15	Understanding Self for Managerial Excellence	4	0	17	21
	TOTAL	111	53	238	402

II – Long Duration Programmes

Sl. No.	Name of the Programme	No. of Participants			
		Public Sector	Govt./ State/ Co-operative Sector	Private Sector	Total
1	Certificate Programme in General Management for Executives - CPGME-14	0	0	25	25
2	Certificate Programme in General Management for Executives - CPGME-15	0	1	28	29

Sl. No.	Name of the Programme	No. of Participants			
		Public Sector	Govt./ State/ Co-operative Sector	Private Sector	Total
3	Certificate Programme in General Management for Executive - CPGME-16	0	0	18	18
4	Certificate Programme in Business Analytics for Executives- CPBAE-07	0	0	25	25
5	Certificate Programme in Business Analytics for Executives- CPBAE-08	0	0	27	27
6	General Management Programme for the Executives of Hindustan Petroleum Corporation Ltd.	33	0	0	33
7	General Management Programme for the Executives of Luminous Power Technologies Pvt. Ltd.	0	0	19	19
8	17th General Management for Defence Officers	0	48	0	48
	TOTAL	33	49	142	224

III – Customized Programmes

Sl. No.	Name of the Programme	No. of Participants				
		Public Sector	Govt./ State Sector	Private Sector	Total	No. of programs
1	Advanced Refresher Course on Training the Trainers for Executives of THDC India Ltd.	0	20	0	20	1
2	Assessment Centre Approach to Competency Mapping for the executives of NHPC Ltd.	16	0	0	16	1
3	Building Capability (Developing Self & Others) for the Executives of GAIL India Ltd.	27	0	0	27	1
4	Business Leadership Development for the Star Suppliers of Larsen & Toubro Ltd.	0	0	23	23	1
5	Change Management Programme for the Sr. Executives of Bharat Electronics Ltd.	105	0	0	105	4
6	Communication for the Executives of GAIL India Ltd.	56	0	0	56	2
7	Communication, Presentation and Report/Proposal Writing Skills for the DRDO Scientists	0	17	0	17	1
8	Counseling and Feedback for the Sr. Executives of NTPC-SAIL Power Company Ltd.	23	0	0	23	1
9	Creativity and Innovation for Disruptive Transformation for the executives of NHPC Ltd.	20	0	0	20	1
10	Creativity, Problem Solving and Decision Making for the Executives of Indian Oil Corporation Ltd.	56	0	0	56	2
11	Developing Leadership for the Officers of U P Raj Bhawan	0	27	0	27	1

Sl. No.	Name of the Programme	No. of Participants				
		Public Sector	Govt./ State Sector	Private Sector	Total	No. of programs
12	Developing Leadership for the Sr. Executives of NTPC Ltd.	46	0	0	46	2
13	Developing Transformational Leadership for the Executives of NHPC Ltd.	20	0	0	20	1
14	Developing Transformational Leadership for the Sr. Executives of RITES Ltd.	28	0	0	28	2
15	Digital Marketing for the Channel Partners of Franklin Templeton Asset Management (India) Pvt. Ltd.	0	0	20	20	1
16	DISHA training for the dealers of Indian Oil Corporation Limited.	20	0	0	20	1
17	Embedding Leadership for the DRDO Scientists	0	17	0	17	1
18	Excelling in Leadership for the Executives of MetLife Global Operations Support Centre	0	0	60	60	2
19	General Management-cum-Leadership Programme for the Executives of Oil India Ltd.	0	36	0	36	2
20	General Management Programme for the Executives of Coal India Limited	179	0	0	179	7
21	General Management Programme for the Executives of NTPC Ltd.	64	0	0	64	2
22	General Management Programme for the Executives of ONGC Ltd.	23	0	0	23	1
23	Leadership and Team Management for the Executives of Life Insurance Corporation of India	70	0	0	70	3
24	Leadership Development for the Women Executives of ONGC Ltd.	46	0	0	46	2
25	Leadership Development Programme for the Executives of Maruti Suzuki India Limited	43	0	0	43	4
26	Leadership Development Programme for the Sr. Executives of SPMCIL	29	0	0	29	1
27	Leadership Development, Team Building, and Communication for the Principals and Vice-Principals of Govt. Colleges of Rajasthan Govt.	0	50	0	50	2
28	Leadership, Strategic Thinking and Team Building for the Senior Executives of RITES Ltd.	39	0	0	39	2
29	Management Module for IFS Probationers	0	89	0	89	1
30	Managerial Excellence for the Chief Engineers of UP Power Corporation Ltd.	0	17	0	17	1

Sl. No.	Name of the Programme	No. of Participants				
		Public Sector	Govt./ State Sector	Private Sector	Total	No. of programs
31	Managing Self for Leadership Excellence for the Executives of Power Grid Corporation of India Ltd.	41	0	0	41	1
32	Marketing Module for the Indian Postal Service Probationers	7	0	0	7	1
33	MCTP for IRS (Customs & GST) Officers, Phase IV, Group I	0	67	0	67	2
34	MCTP for IRS (Direct Taxes) Officers, Phase II, Group I	0	49	0	49	2
35	Planning, Organizing, and Foresightedness for the Executives of GAIL India Ltd.	43	0	0	43	2
36	Project Management for the DRDO Scientists	0	20	0	20	1
37	Project Management for the State Administrative Service Officers of Govt. of Madhya Pradesh	0	18	0	18	1
38	Project Saksham: Leadership competency Development for the Executives of Indian Oil Corporation Ltd.	40	0	0	40	2
39	Role of Ethics, Leadership, Motivation and Quality Management for the Executives of Rural Engineering Department, Govt. of Uttar Pradesh	0	23	0	23	1
40	Sales and Distribution Management Excellence in Indian Market for the Partners of Franklin Templeton Asset Management (India) Pvt. Ltd.	0	0	30	30	1
41	Sales Leadership and Sales Force Motivation for the Executives of the LaLiT Suri Hospitality Group	0	0	31	31	1
42	Strategic Leadership Programme for the Executives of Roche Diagnostics India Pvt. Ltd.	0	0	22	22	1
43	Succession Planning: Strategies for Building Leadership for Key Positions for the Sr. Executives of NHPC Ltd.	18	0	0	18	1
44	Supply Chain Management for Logistics for the Executives of ONGC Ltd.	15	0	0	15	1
45	Talent Management and Career Progression for the Executives of Power Finance Corporation Ltd.	0	19	0	19	1
TOTAL		1074	469	186	1729	

International Relations

With the aim of providing quality executive education for working professionals and diversifying the MDP portfolio outside India, Indian Institute of Management Lucknow (IIML) announced its foray into the promising UAE education sector.

In an exclusive tie-up with Anisuma Training Institute, a venture of the prestigious electronics retail giant in UAE- Jacky's, which has over four decades of worldwide operations, announced its first General Management Programme for Executives (GMPe).

IIM Lucknow will be taking the lead in providing Executive Education and Training Programs to enhance the managerial capabilities of senior executives and mid-career professionals in the region to prepare them for senior management positions. The flagship executive program designed, developed and delivered by IIM Lucknow in association with Anisuma Training Institute has been specially designed to cater to the needs to UAE workforce.

The world of business is constantly evolving; the GMPe program has been designed accordingly; it's intensive, practical and relevant to the current business climate. The program is unique and exclusively designed to meet the needs of UAE professionals while keeping in mind their ever demanding work situation. For practical purposes, the classes will be held one-weekend every month, and all the sessions will be face-to-face with IIM L faculty members who will be flying from India to conduct the sessions.

The course will conclude with the students spending five days at the IIM Lucknow Campus. This 22-day long intensive program will be spread over 9-10 months.

Mr. Manohar Punjabi - Executive Director, Jacky's Group of Companies and Mr. Mahesh Chotrani, Asst. Vice President, Jacky's Electronics are the Founder Directors of Anisuma Training Institute.

Prof. Rajeev Kumra - Dean - Noida Campus & Chairperson – International Relations, IIM Lucknow is the Program Director.

The program has been meticulously designed to inculcate strong conceptual frameworks in Business and Management Skills, allowing working executives to return to the classroom for a weekend every month and acquire knowledge and specialized skills. The program has been designed to adapt to the business practices in the region; it will offer professionals a holistic overview of business and help them connect dots between the various aspects of business management. The program will also assist entrepreneurs to fine tune their businesses by offering them a better understanding of management and business principles.

The certificate program is open to all nationalities who have minimum seven years of professional experience and have earned at least a Bachelor's degree. The 1st batch of GMPe IIM Lucknow in Dubai started on 21st March 2018 with the batch strength of 30 participants.



Section

7

SUPPORT FACILITIES





Computer Centre

The Computer Centre is housed in a spacious 7500 sq. ft., centrally air-conditioned 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).



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

Hardware Specifications

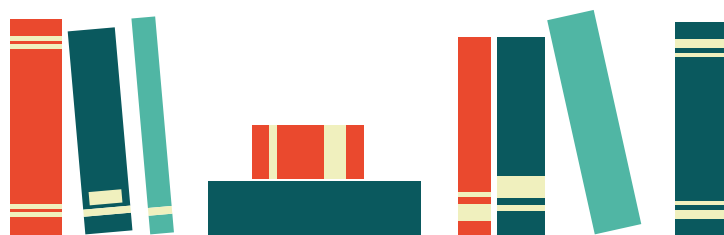
- IBM Blade Servers
- IBM SAN Storage with Tape Library
- IBM, HCL, HP High-end Servers
- High-end Computers in two Labs (76 Nos.)
- High-end Computers at Users Locations (Approximately 300 Nos.)
- Outsourced High-speed Network/ Desktop Laser Printers (Colored, B&W, Duplex, Scanning)

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
- The 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 ज्ञानोदय

LIBRARY: THE LEARNING RESOURCE CENTRE



Operating from a spacious building of about 30,000 square feet, fully air-conditioned, centrally located and functionally designed with a seating capacity of 250 readers in five halls, the library is operating in a fully automated environment. The 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) gives 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 center of

attraction for academics, researchers and students. Keeping in view the vision and mission of the Institute, Gyanodaya Library- The Learning Resource Centre was established. The objective of Gyanodaya is “to promote knowledge generation and application through its effective dissemination.” The library acts as the main learning resource center and caters to the information needs of the Institute’s teaching, training, research and consultancy programmes. It is well equipped in subject 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.



Resources (as on 31/03/2018)	
Particulars	
Books	45497
Corporate Reports	1838
Complimentary Documents	4021
Thesis	62
CDs/DVDs	493
Current Subscription to Journals	414
Newspapers	17
Magazines	55
Bound Volumes	21760

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, Indiastat, 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 1 million e-books. In addition to the above resources, the library also has access to more than 4700 learned e-journals from internationally 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 6963 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 5759 documents since its inception. The selection of the documents is made carefully by the concerned faculty, keeping in mind the requirements of the students. During the period of report, the value additions to the library regarding learning resources are as follows:

- 360 select volumes of documents in the form of Books and CD Database in the discipline of management and allied areas were acquired. The amount involved in purchase in the reporting year 2017-2018 was Rs. 7, 02,508 lakhs. A total of 60 periodicals in print and electronic form were subscribed during the year and the amount spent was Rs. 19, 91,357 lakhs.
- All the documents acquired during the period of the report were technically processed, and the bibliographical data of these documents were stored in LIBSYS, Library Management software.

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. 2027 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.
- 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.
- Forty-one external members were served during the year. These are casual members (daily, weekly, monthly) from NCR region.

Section

8



STUDENT & ALUMNI ACTIVITIES



Alumni Activities

Alumni Affairs office works under the auspices of the Chairman-elect and in tandem with the IIM Lucknow Alumni Association. The Association works under an executive committee elected from the Alumni of the institution. The President, Secretary, and the Treasurer are all alumni of the institution. The Alumni Affairs office has a full-time resource to reach out to the alumni periodically. Also, there are current student members of all the programs running in both campuses 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 Conclave 2017

Alumni Committee presents

Conclave 2017

1st & 2nd October

GST Plotting the Future
A big step towards 'One Tax, One Nation'

DAY 1

 Dr. K. V. Pratap Economic Advisor, Ministry of Petroleum and Natural Gas	 Kamlesh Varshney IT Commissioner, Govt. of India	 Sumit Dhingra VP & COO, Arvind Lifestyle Brands
 Sushil Agarwal CFO, Indian Power Corporation	 Roopa Satish Country Head, Corp & Investment Bank, IndusInd	 Sonjoy Mohanty Sr Advisor, Albright Stonebridge Group
 Tarun Garg Vice President- Sales, Maruti Suzuki	 Girijesh Srivastava GM, Reliance Jio	 Rudranil Sarkar Sr. Consultant, EY

DAY 2

 Namrata Doon General Manager, SCM, Cummins	 Vijay Kr. Kannan IT Director, Unilever SEA (CIO HUL)	 Ravi Kant Gupta IRS Officer, Govt. of India
 Abhishek Gupta Associate, McKinsey & Company	 Tuhin Sen Owner, STS TechNovation	

Organized on informal and intellectually stimulating lines, the Annual Alumni Conclave provides a great opportunity for senior alumni, faculty, and students to interact with each other and gain exposure to an eclectic mix of perspectives.

This year Conclave was organized on the 1st and 2nd October and saw a select group of 14 C-Level executives debate and brainstorm. The theme of this year's Conclave was "GST - Plotting the Future" where each speaker highlighted the opportunities and threats perceived by their respective industry or area of expertise post GST implementation.

14+ CXO level alumni attended the event including:

Dr. K. V. Pratap, Economic Advisor, Ministry of Urban Development;

Kamlesh Varshney, IT Commissioner, Govt. of India;

Sumit Dhingra, VP & COO, Arvind Brands;

Sonjoy Mohanti, Sr. Advisor, Albright Stonebridge Group;

Vijay Kumar Kanan, IT Director, Unilever and many others.



Nostalgia 2017 - Noida Campus

IIM Lucknow Noida Campus hosted its first ever Nostalgia, the Annual Alumni Homecoming event on the 18-19th November 2017. The event was organized by the Alumni Committee for the 1st, 4th and 7th WMP & IPMX batches. A total of 120 alumni attended this event.

The event began with the lighting of the lamp by the dignitaries and inaugural addresses by Prof. Sushil Kumar, Chairman, Alumni affairs; Prof. Amit Mookerjee, Dean, IIM Lucknow Noida Campus; and Dr. Ajit Prasad, Director, IIM Lucknow. The audience was then enthralled by the performances from students of Noida Campus and children from Mala Smriti orphanage.

Post inauguration event, the alumni re-lived the classroom experience with Prof. Neerja Pande who made it a combination of learning with fun not just for the ex-students but their families as well!

An Inter-batch quiz followed for the alumni, spouses, and kids. The evening sparked to life with Alumni Interaction Dinner and Alumni celebrating the night with music and dance. Day 2 of the event began with a pleasant Sunday morning breakfast followed by an adventurous 'Treasure Hunt.' With endless rounds of discussions, interactions, laughter, and fun, it was time to bid farewell to all the alumni.



Nostalgia – Lucknow Campus 2017

Nostalgia, the flagship event of Alumni Committee, witnessed the reunion of the IIML alumni batches of 1987, 1992, 1997, 2002 and 2007. The grandeur event held on 23rd - 25th December 2017 began with the inaugural event which saw lighting of the lamp by our esteemed dignitaries including Prof. Sushil Kumar, Chairman Alumni Affairs;

Prof. Abhijit Bhattacharya, Dean Faculty; and Prof. Rajiv Kumar Srivastava. It was followed by the speeches from the dignitaries and batch coordinators from the five alumni batches invited. The inauguration ceremony also witnessed mesmerizing sand art performance by Mohini Patil and dance and song performances by kids from Prerna School. The evening programme included flying sky lanterns in the night sky followed by dinner.

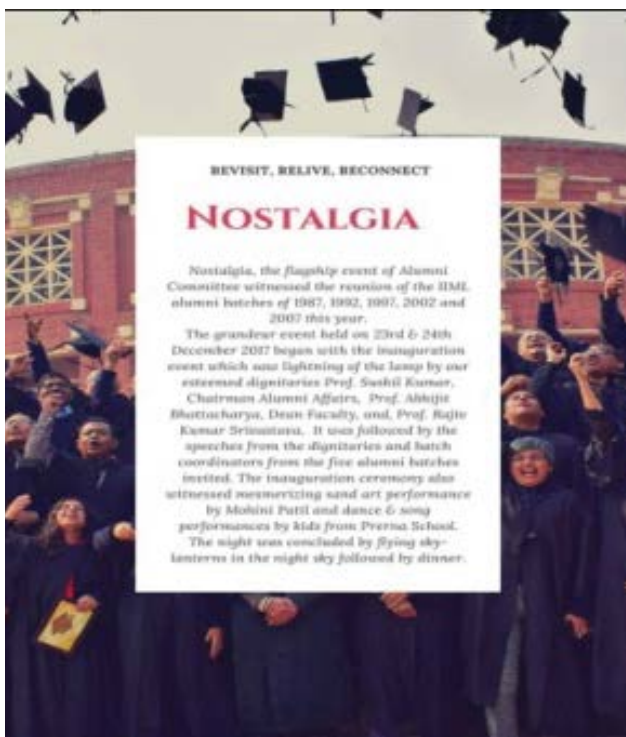
Over 170 Alumni attended the three-day event along with their families and stayed on campus to relive their fond memories spent in IIM Lucknow.

The major highlights of the 3-day grand event were:

- Cricket match for our sports enthusiast Alumni.
- Quiz and lecture conducted by Prof. Rajiv Kumar Srivastava to make Alumni relive the classroom experience.
- Re-Graduation Ceremony
- High Tea event for non-executive employees

The event was a huge success with endless interactions, laughter and fun. It truly left a mark on our Alumni and helped them cherish the best times of their life again.





Alumni website: (<https://alumni.iiml.ac.in/>)

This year, the Institute launched its official Alumni Website incorporating job updates, internship offerings, mentorship programs and much more for the IIM Lucknow Alumni base. This is a one-stop solution for their needs.

IIML has produced business leaders, administrators, entrepreneurs, social entrepreneurs, artists, writers, and much more and the Alumni Network aims at bonding them all together. The IIM Lucknow Alumni Network connects every individual who has been nurtured by the Institution. It seamlessly connects the alumni, students, and faculty to engage, energize and enhance.

The new platform:

- provide a forum to establish a link among the alumni, students, and faculty of the Institute;
- strengthen ties between the Institute and alumni and encourage them to participate in various academic, professional, cultural and social activities;

- keep the alumni abreast of important developments and events happening at the institute; and
- provide academic and career-related support to the alumni

The Social Media connect:

We are revamping the social media network with our Alumni and LinkedIn, Facebook and Twitter. The same is to make sure our Alumni are well connected, and we keep them updated on all the activities on campus and vice versa.

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. A total of 4 such publications were done last year.

Staff Day:

On 25th December 2017, a picnic was organized by the Alumni Affairs office, with generous sponsorship from 1992 batch alumni, to add the flavor of adventure and teamwork among the staff and their family members.

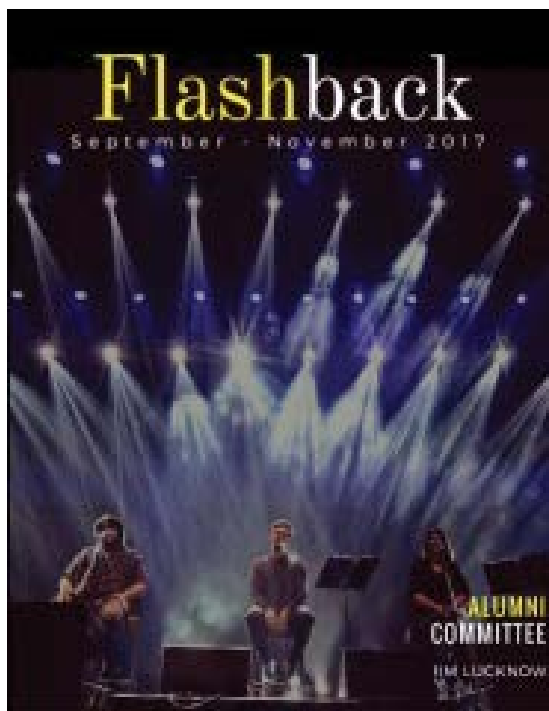
Alumni Mentorship Program 2018

"The Godfather Program" - an Alumni Mentorship Program is a step to build an everlasting connect and to bring a guiding light to the student's summer internship journey.

The program spanned over three months. It gave 140 students an opportunity to interact with an alumnus to prepare for two of the most important months of MBA - the summer internship. They were able to develop the general skills required in a corporate environment, domain-specific know-how and get all their queries sorted.

Alumni Talk Series 2017-18

Alumni Talk Series (ATS) comprises of informal talk and discussion sessions undertaken by distinguished Alumni from different spheres of business with the students.



Five Alumni Talk Series sessions were held this year. The invited Alumni were as follows:

Sl. No.	Name of Alumnus	Position	Session Date
1.	Devansh Gupta (Batch of 2010)	Associate Director, Global Marketing, Dove Face Care, Unilever, China.	October 16, 2017
2.	Raj Gilra (Batch of 2012)	Regional Sales Manager, TAS	November 04, 2017
3.	Hrishabh Sanghvi (Batch of 2009)	Founder of HL Investrade	November 25, 2017
4.	Sounak Chakrabarti (Batch of 2013)	Senior Associate, DBS Bank	November 26, 2017
5.	Vedanta Bagchi	Fixed Income Portfolio Manager, Commerzbank, London	December 07, 2017



Alumnus in Focus

This is a Quarterly Newsletter featuring an interview with an Alumnus. Following were the interviews of some of our illustrious Alumni conducted and published last year.

Alumnus Name	Graduation Batch	Current Employment
Kavish Gadia	2005	Start-up Founder: Stones2Milestones
Kamlesh Varshney	1987	Income Tax Commissioner, International Taxation
Roopa Satish	1992	Country Head, Corporate Investment Banking, IndusInd Bank
Gaurav Jalote	IPMX 2011	Business Head Products, O2 Spas & Salon



Student Activities

Student activities conducted from July'17 to April'18

To cater to various needs of student fraternity, IIM Lucknow has a total of 20 committees and ten clubs in various domains. These clubs and committees are responsible for arranging workshops, seminars, organizing 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.

Month	Event Name	Committee/Club Name	Comments
Aug'17 & Nov 17	Street Plays	Abhivyakti	Street plays on Independence day, Republic day, Index, MV
Nov'17	Stage Plays		Stage plays on MV, PGP 32 Farewell, and Convocation
Jul & Aug'17	Hell Haat & MI Canvas	Art strokes	Arts cum exhibition, Traditional workshop
Nov'17	Art Excursion		Art event outside the campus
Jan & Feb'18	Art Nights & Meraki		Art nights & exhibition under the sparkling night
Round the year & Mar'18	Alumni mentorship & talk series	Alumni Committee	An alumni mentorship programme; informal talk and discussion sessions are undertaken by distinguished Alumni base of IIM Lucknow
Oct & Dec'17	Alumni Conclave & Nostalgia		Conclave on "GST - Plotting the future"; Annual homecoming attended by alumni of 6 batches
Quarterly events	Alumnus in Focus & Flashback		A quarterly newsletter featuring an interview with an Alumnus; Quarterly magazine that covers the previous quarter's activities

Month	Event Name	Committee/Club Name	Comments
Aug'17	Blood Donation Camp & orphanage visit	Bhavishya	107 units of blood from 124 volunteers were collected from the event. A Visit to the girl's orphanage.
Nov'17	Internal Medical Camp		Free of cost internal medical camp with the help of medical Centre.
Dec'17	Saidapur Village Development		New benches and chairs at the village school. A free medical camp. Also, sanitary napkins drive and various health and welfare awareness campaigns
Jan'18	Paarijaat		Helped in connecting 77 alumni of IIM Lucknow with Prerna school wherein a total of 110 girl students were sponsored for their education. Apart from this, Team Paarijat was also able to sponsor bicycles for seven outstanding girl students
Jan'18	Harmony Cup 2018		Harmony Cup - 2018, the flagship tournament of Bhavishya was organized to raise funds towards village development activities at Saidapur.
Jul'17 & Sep 17	BizWiz session	Credence Capital	The topics covered during the session were - GST – Good & Simple Tax, Artificial Intelligence, Bad Banks - Too Big to Fail and The Paradox - Is India really growing, Valuation, Banking, and FMCG
Oct & Nov- 17	Nivesh		Investment Summit held by IIM Lucknow on the theme “Value Investing.” We invited two well-renowned brothers who related their real-life experience of value investing. It concluded with the Investment Summit where major investors spoke about value investing.
Jan'18	BizWiz session		Topics covered were - Blockchain Technology, GST & India's fiscal math in doldrums?
Dec'17	Strategia	Consulting and Strategy Club	Strategia- annual flagship case-study based strategy competition.
March'18	Live Projects		Live projects with Aarohan (social consulting), Nestle and Pidilite
Dec'17	Casebook		A casebook was launched which is a collection of consulting interview experiences.
Aug'17	Camaraderie	Cultural Committee	3-Day Mega event with over 30 inter-section competitions
Mar'18	Farewell		A grand event for celebrating the two years spent by the graduating batch.
Year Round	Festival Celebrations		Celebrating all major Indian festivals Pongal Holi, Diwali, Navratri, Ganesh Chaturthi, Dahi Handi, Christmas and New Year
July'17	Parichay		The first event for a new batch to break the ice
Sep & Oct18	SCI-FI fintech conclave & Panel discussion	E - Cell	The event saw dignitaries like Mr.Sanjeev Bikchandani Mr.Ram Naik, Mr. Anand Govindaluri
Nov'18	Entrepreneurship Workshop		The workshop was organized in collaboration with Josh Talks on entrepreneurship.
Jan'18	E Summit 2018 & Live Projects		2 Speaker, 2 Venture Capital leadership talks, three workshops on the blockchain, digital marketing, and design thinking were organized. Multiple Live Research Projects organised with HDFC.

Month	Event Name	Committee/Club Name	Comments
July '17	Literary Quiz	Forty-Two	Organized to test and tickle the literary bug of the just introduced batch.
Round the year	Multiple Events		An inter-IIM debate competition, lit events, Elocution and debate
Nov '17	Lazarus, Book Club meeting		Moot court style event, Launch of the first ever book club
Jan '18	The elephant in the room		A simulation game between workers, HR Managers as well as top Executives.
Aug '17	Pariprekshya	HELICS	A session with Professor Himanshu Rai
Jan'18	Udbhav 2018		Udbhav featured a Leadership talk by Professor Debashish Chatterjee, Ex-Director IIM Kozhikode. Udbhav also featured Mr. Gurrpriet Singh.
Feb'18	Maanav & Crack it, Ralph!		HR Business Case Competition, providing a platform to enable knowledge transfer between the PGP2 and PGP1
Nov'17	INDEX	INDEX	<p>IIM Lucknow's INDEX, the 23rd edition was organized at Wave Mall and saw immense participation from the local crowd. The event witnessed as many as seven disguised market research projects from reputed organizations like ITC, Asian Paints, Tata Steel, etc. with over 100 IIM Lucknow students putting in efforts to conduct games and entertain the crowd.</p> <p>Along with the marketing research projects, there were some cultural events for singing, dancing, Nukkad Naatak, etc. which garnered participation from the local crowd as well as adjacent districts of Lucknow. The event brought in Radio Mirchi at the spot to conduct an event for RJ hunt at the venue. The day ended with a live performance from Sahitya Adda. IIM Lucknow's INDEX then collaborated with Save The Children foundation to conduct a walkathon in Lucknow city. The event was supported from small children all around Lucknow with a gathering of over 300+.</p>
Round the year	Deals	Infrastructure and Audit Committee (IAC)	Cooler deals, Sims deals, Scrap deals, Newspaper deals, Suit deals, Logistics deal, campus parcel deal, Transportation deals, book deals, Laptop deals, Grad trip deals
Round the year	Agrihunt, Saksham, Exemius, Sankalp	IGFAB	an Agribusiness and FMCG quiz, a case study competition on current issues facing Agriculture, An interactive, dynamic quiz in the form of a Tambola game, IGFAB's flagship event
Sept'17	Summer Catalyst season 3	Industry Interaction Cell(IIC)	Mr. Ajit Hebbar, MD, Credit Suisse India shared his experience
Jan'18	Live Project I &II		Tied up with Little Millennium & Times Points
Jan'18	Samvit'18		Hosted speakers like Mr. Anupam Dutta, Mr. Tamal Bandyopadhyay, Mr. Kamal Gianchandani, Mr. Mohit Joshi & Mr. Jatin Suryawanshi
Feb'18	TEDxIIMLucknow		The illustrious speakers included Miss Anupriya Goenka, Mr. Gaurav Aggarwal, Mr. Rajesh Balpande, Mr. Balaji Viswanathan, Miss Anshu Singh, Major Vandana Sharma, Mr. Suresh Triveni, Miss Vasu Primlani & Miss Kruti Mahesh

Month	Event Name	Committee/Club Name	Comments
Nov'17	Manfest-Varchasva	Manfest Varchasva, Sports committee	Themed around 'Bring Order to Chaos' the fest saw management events with total prize money Rs. Seven lacs, Lucknow city marathon, kids run and 3rd edition of IIM Lucknow Model United Nations Conference. Mr. Piyush Mishra, Actor-Lyricist, and Mr. Avinash Iragavarapu – political strategist graced the ICONS series as the keynote speakers. Several other speakers of high repute include Mr. Firdose Vandrevala – Former Executive Vice Chairman, Essar Steel; Mr. Anshu Gupta – Founder, Goonj; Ms. Ruchira Gupta – Founder Apne Aap; Ms. Kalki Subramaniam – Founder Sahodari Foundation. Amit Trivedi, SPUNK! and Zephyrtone 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.
June' 17 to Feb' 18	Theme dinners - Eid, Diwali, Street Food, Euro Dinner, New Year, Pongal, Night Mess Farewell	Mess Committee	Various theme dinners were organized by the mess committee to celebrate different festivals/events throughout the year, such as Diwali, Pongal/Sankranti, etc.
Aug & Sep'17	Poetry Slam, Nutshell	Media and Communication Cell	Poetry competition, quotes from the students
Nov & Dec'17	INDEX, MV, Pan-IIM World Management		Media handling and press release
Nov & Dec'17	Contrapunto, Pulse		The mock media event, an annual magazine
Round the year	Humans of IIML		Weekly or bi-weekly, a story is published about a person associated with IIML. A tool for appreciating efforts.
Feb-18	Video (Life at IIML)		Life at IIML is depicted in a philosophical sense. Crossed 236K views of YouTube
Feb-18	Yearbook		Yearbook for the graduating batch
Nov & Dec'17	Conundrum, Opsyrus	Operations Interest Group	Competition on supply chain analysis & a national level white paper competition
Jan & Feb'18	Trilogy, Cyclops		1.National case study competition 2. The flagship event of OIG.
Nov & July'17	Opstrix, Beer Game		Simulation game of demand forecasting, inventory management, Beer Game
Nov'17	MarkDarshan	PRISM	Annual flagship event attended by 200+
Nov'17-Jan'18	Disqus Sessions		Group discussions on various topics in the domain of Sales and Marketing
Jul & Aug'17	Biz, Lit, Bollywood	Quizzing Commoners	Quizzes on Business, Literature & Bollywood
Jan'18	Wonders of Women		first of its kind at IIM L, a bonfire quiz
Jan'18	Quizzicals & Nihilanth		1.A quizzing marathon for four consecutive days 2.The team represented the college in Nihilanth 2018
Dec'17	QOTB's Quiz		Hosted a lone-wolf quiz - Magister Quiz on behalf of St. Joseph's College, Bengaluru.
Feb'18	Ball Dance Workshop	Random Walk	A 2-day salsa workshop.
Feb'18	Prom Night		Ballroom dance event.
Jan'18	Hip Hop workshop		A 3-day Hip Hop dance workshop.

Month	Event Name	Committee/Club Name	Comments
July 2017	Campus Photo Walk	Right Angles	To enhance the interest of students in photography
Nov'17 & feb18	Photo Night & photo shoots		An event at night for long exposure night photography, group and individual photo-shoots
Mar'18	Convocation Booth		Professional studio lighting for the outgoing batch
Round the year	Coverage of events		Covering each and every event.
July & Oct17	Foundation Day& Sangram	Sports Committee	Sports events at Foundation Day and Intersection sports competition
Nov'17	Manfest-Varchasva		The 3-day annual sporting fair saw registration of over 1000 students across 21 distinct sports events.
Jan &Feb 18	Sangharsh, Udaan& others		Participation in Sangharsh, IIM Indore, IIT Kanpur, MDI Gurgaon& PGP I V/S PGP II event
Aug & Nov17	Stock-mind	SIGFI	A trading game of virtual investment portfolio & FLIP challenge
Sept'17	TradeAntico & Motilal Oswal stock pitch		Organized a commodity market simulation event & evaluation of stock pitches
Aug'17	Aarohan	Spic Macay	The event had many Sufi songs & regional dances
Oct'17	Odissi & Bharatanatyam Concert		A concert to promote Odissi & Bharatanatyam culture with a dance performance by Miss Kavita Dwibedi & Miss Ragini Chandrasekharan
Oct17 & Jan18	Buddy Dinner 1	STEX	Dinner for incoming students with their buddies
Nov & Dec17	Euro-Nite & Cult fusion		Platform for students to show their culture
February, 18	Anubhav		Exchange experience sharing by the IIML students
July'17 – Jan'18	Summer & HEPP	Team Disha	CV Mela, Alum CV Reviews, Guesstimate workshop, Case solving workshop, Company specific sessions, Daily GDs, Mock day 0.5,Alum interviews, Interview mela, Body language workshop, Functional sessions on finance, Marketing & operations
Feb '18	DGMP Placements		Mentoring & helping out the students of the DGMP program with personalized CV preparation
Feb '18	IIM Jammu placements		Scheduled & conducted telephonic/skype mock interview calls on a day-to-day basis
Round the year	New Portals, Updation of portals	Team Synapse	ExTra, Grapevine, Knockturn-alley, Dumbledore , Time Table portal, Ronan, Valentines, Calvin, Portal for HR, Council and Senate elections, INDEX, Cereberus
Present	IIM Lucknow Web site		Continuously working with CCMR.
Jul &Nov 18	Insomnia		Hosted LAN Gaming competitions
Round the year	Live Performances	3.4	Musical performances at all major occasions
Round the year	Meetings	Toastmasters Club	Weekly meetings
Sep'17 & March'18	Club & Area level contest		As notified by Toastmasters International club& area level contests have been held
Dec'17	Club newsletter		Two editions of Toast Post - Newsletter



Noida Campus

Student Affairs Committee at IIM Lucknow, Noida campus constitutes of seven committees, with representation across all the programs that run from Noida campus. The committees are:

- i) Events Committee
- ii) Sports Committee
- iii) Mess Committee
- iv) Student Interest Clubs
- v) Entrepreneurship Cell
- vi) Infrastructure and Services Committee
- vii) External Interface Cell

These committees were jointly involved in conducting various events and activities on campus during the year 2017-18.

Events/ Activities

The major highlights of the activities on Noida campus are as follows:

International Laughter Day

There is nothing as irresistibly contagious as laughter. The students along with the rest celebrated the international laughter day on 7th May 2017, at Noida campus.

Shubharambh

Class of 2017 officially handed over the baton to the incoming batch (IPMX10) at the annual event Shubharambh on 20th of May, 2017 in IIM Lucknow Noida Campus. The event was a congregation of the current students and their families, faculty members of IIM Lucknow and distinguished alumnus who graced the occasion for this event and interacted with the current batch.

The evening saw a great number of performances by the current batch students, some great words of wisdom by Professors and some interesting anecdotes shared by the alums about their experiences at IPMX and IIM Lucknow. The showstopper of the event was the bhangra performed by the current batch.





World Environment Day

The students at Noida campus celebrated world environment day on 5th June 2017 and planted several saplings within the campus premises. Joining hand with the students, officers and faculty members were Arun Sawhney, ex CEO Ranbaxy and Rakesh Govil, Ex-President and group CFO, Moser Baer Projects, who were the chief guests. This event brought everyone together for a cause that left every one renewed with a fresh sense of responsibility towards conservation of the environment.

International Yoga Day

International Yoga Day was celebrated at Noida Campus on 21st June 2017. Swami Lalitananda Giri of Yogoda Satsanga Society of India spoke on the topic "Yoga: Towards Relieving Stress and Finding Balance in Life," reminding the audience of the role Yoga can play in bringing sanity and purpose into our lives. The speaker also urged the participants to practice yoga and make it a way of life to reap its unending benefits. The enlightening session was followed by a Guided Meditation Session and discussion with Swami Ji over Tea/Coffee.



Iftaar Party

An Iftaar party was organized by the IPMX and PGPSM students inside the Noida Campus on 21st June 2017.



The evening started with the people breaking their fast at the designated time, which was followed by a sumptuous dinner. All the faculty members and student community joined in the celebrations with fervor and gaiety



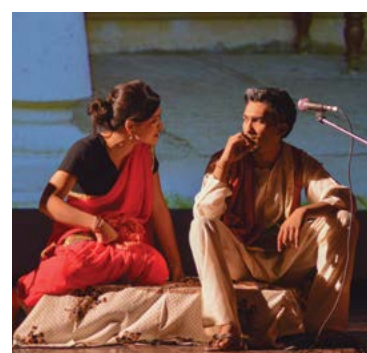
Startup Conclave

Startup Conclave 2017, was successfully conducted at IIM Lucknow Noida campus on 8th July 2017 to celebrate the spirit of startup culture. The event gave the stage to a lot of fresh ideas from the participating team and facilitated interaction among students, startups, and VCs. The event was attended by an array of speakers from the industry. Mr. Nitin Seth Ex-COO of Flipkart who happened to be the chief guest of this event delivered the keynote address. Three-panel discussions were held, and issues ranging from “Make in India” to the disruptions in the Indian retail market were discussed. One session was dedicated to understanding the dynamics between a startup and an investor. Capping off the day, ten teams selected from a pool of applicants presented their ideas to a panel of judges from which 3 top teams were recognized and awarded.



Foundation Day

33rd Foundation Day of IIM Lucknow was celebrated with fervour in both of its campuses (Lucknow and Noida) on 27th July 2017. The event was marked by the address of the Dean of Noida Campus. This was followed by a tree plantation drive and fun-filled games for everyone.



Aagman

A warm welcome to new batches of PGPSM, WMP, and IPMX was extended on 12th August 2017 in the form of “AAGMAN,” Fresher’s party of NOIDA Campus. The evening started with a warm welcome to the new batch, followed by the cultural program 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

Ganesh Chaturthi Puja was organized during 25th and 26th August 2017, by the students on the campus. It was a two-day grand event which witnessed participation of all the IIML-NC community with great fervour and piety. The day started with Ganesh Sthapna followed by Pooja. Prayers / Aarti were offered in the mornings and evenings of both the days. Finally, the community bade adieu (Visarjan) to Lord Ganpati with dhol and nagaras. The event took everyone through a devotional and spiritual journey of two days.



Dussehra cum Diwali celebrations

To mark the festivals of Dusshera and Diwali, a grand celebration was organized on the campus on 6th October 2017.





Pravaah

Sports Committee of IIM Lucknow – Noida Campus, organized the Annual Inter Corporate Football Tournament ‘PRAVAAH’ on 28th and 29th October 2017. This sports event was organized with a goal to promote Sports among corporate athletes, fitness, bonding, and entertainment. The event witnessed a healthy footfall with faculty, corporate, students, turning up to cheer on the teams.



Sustain-e-sense

The second edition of the Annual business sustainability fest at IIM Lucknow Noida Campus - Sustain-e-sense 2017 spanned across two days from 3rd to 4th November 2017. The event had two conclaves centered on themes of “Rethinking Sustainability” and “Pathway to Resilient Society.” The conclave witnessed some of the eminent speakers from participating organizations such as Microsoft, Bill & Melinda Gates Foundation, and McArthur Foundation to name a few. The event also had a national level case study competition sponsored by AIF & Goldman Sachs.

Udyam

Udyam, the flagship annual business conclave of IIM Lucknow, Noida Campus was held on 9th December, 2017 with renowned industry leaders assembled at the campus for a full day of discussion and deliberations. The theme of the conclave was ‘Digitization.’





Blood Donation Camp

Blood donation camp was organized at IIM Lucknow Noida campus in association with Rotary Noida Blood Bank. The day-long blood camp saw 20% increased voluntary participation by blood donors over the previous year. The camp saw enthusiastic participation from entire IIM Lucknow Noida campus fraternity with 5% first-time donors.

Lohri

Lohri was celebrated with great enthusiasm on 13th January 2017. Bonfire and DJ were the major highlights of the celebration.

HR Conclave

With a focus at discussing the challenges faced by the Human Resources in organizations, HR CONCLAVE was organized on 20th January 2018 at IIM Lucknow Noida Campus. The theme of the conclave was "Synergizing human assets." The keynote address was delivered by Dr. Ritu Anand, Deputy Global Head - HR, Tata Consultancy Services. The event saw participation from senior HR professionals from the industry.



Carpe Diem

A farewell party for all outgoing batches of IPMX, WMP, and PGPSM was organized on 17th February 2018. The event was marked by cultural programmes followed by Dinner and DJ.



Section

9

COMMUNITY AFFAIRS



Employees Welfare Committee (EWC) of IIM Lucknow organizes various events throughout the year.

EWC organized Maa Saraswati Puja on Monday, January 22, 2018. 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. As in the last year, EWC also organized a Food Fete on Sunday, February 4, 2018. Community members

had put up stalls of different food items and earned a very nice experience. EWC's main aim is to help the 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 and Independence Day of India were celebrated with full fervor and zest at both Lucknow and Noida campus.

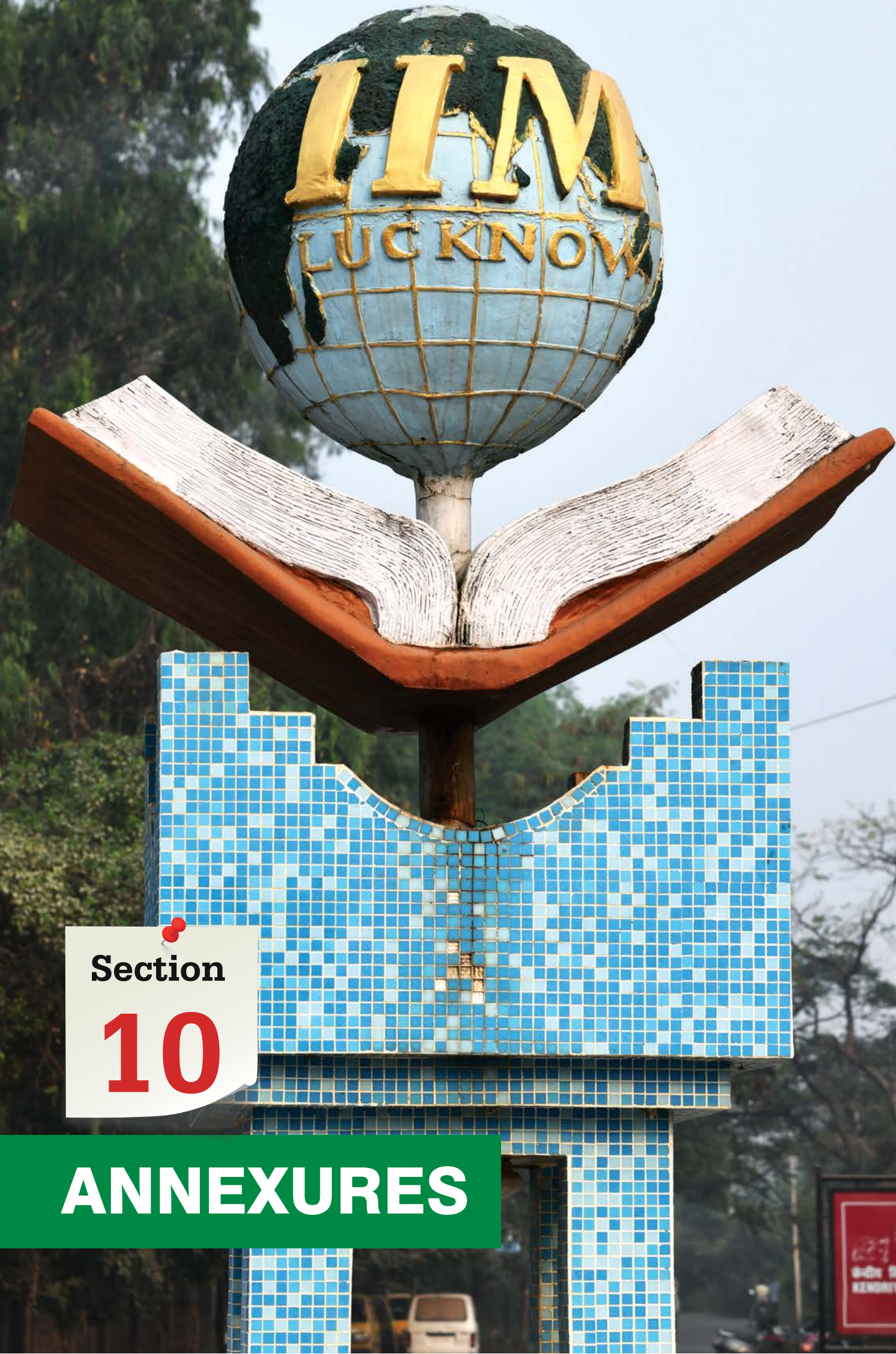


Foundation Day:

IIM Lucknow celebrated its 33rd Foundation Day on July 27, 2017. The festivities started from 21st July 2017, 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, Badminton, Billiards/Snooker, and Swimming were organized. A Cross-Country run was organised on 27th July 2017. The festivities began with a cultural nite of enthralling performances by campus children which included wonderful dance performances on Bollywood hits along with some classical dance performances, followed by some soulful instrumental and vocal renditions. PGP student team of

Abhivyakti captured the audiences with their play “Teen Sawal” which was based on a man’s dilemma to marry his daughter to an orphan. This was followed by a captivating dance performance by Random Walk group which was a mix of Bollywood, Shiv Tandav, and classical dance. The festivities ended with prize distribution ceremony to award winners of all Foundation Day events. 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. Every year Employees Welfare Committee (EWC) recognizes meritorious children of EWC members who have passed Class X and XII examinations.





Section

10

ANNEXURES



Overall Profile of the Institute

The overall profile of the Institute for the year 2017-18 consists of financial and personnel profiles.

Financial Profile

The Financial Profile for the year 2017-18 is presented below:

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 a personnel strength of 241 (as per March 2018 payroll), has admirably been able to cater to the Academic, Administrative and Campus Development Activities of both the Campuses at Lucknow & Noida.

Officers	50
Regular	40
Contract	10
Staff	132
Regular	100
Contract	15
Daily Waged Employees	17
Research Personnel	59
Total	241

The expenditure on the academic staff, i.e., Faculty forms 64.36% of the 'Staff payments' to the Institute's employees. The total Staff Payments & Benefits forms 38.74% of the Revenue expenditure of the Institute.

The Revenue expenditure forms 73.27% 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. M Karmakar
Dean (Programme)	Prof. K G Sahadevan
Dean (Noida Campus)	Prof. Amit Mookerje

Task Heads

Agri-Business Management	Prof. Sanjeev Kapoor
Business Communication	Prof. Payal Mehra
Post-Graduate Programme	Prof. Vikas Srivastava
Fellow Programme in management	Prof. Samir K Srivastava
Post Graduate Programme in Management for Working Executives	Prof. Ajay Singh
International Programme in Management for Executives	Prof. Anita Goyal
Executive Fellow Programme in Management	Prof. Kaushik Bhattacharya
Post Graduate Programme in Sustainable Management	Prof. Shamama Afreen
Management Development Programme	Prof. Rajesh K Aithal / Prof. Prem P Dewani / Prof. Omkarprasad S Vaidya
Admissions	Prof. Neeraj Dwivedi / Prof. Moutusy Maity (Noida Campus)
Student Affairs & Placement	Prof. Ajay K Garg / Prof. Nishant Uppal
Placement - International Programme in Management for Executives	Prof. D S Sengar / Prof. Prakash Singh
Placement (PGPSM)	Prof. Kirti Mishra
Student Affairs	Prof. Ajay Singh Prof. Garima Mittal (Noida Campus)
Alumni Affairs	Prof. Sushil Kumar (BS)
Corporate Communication & Media Relations	Prof. Pushpendra Priyadarshi
International Accreditation	Prof. Payal Mehra
International Relations	Prof. Rajeev Kumra

Area Chairpersons

Business Environment	Prof. Chandan Sharma
Business Sustainability	Prof. Ashish Aggarwal
Decision Sciences	Prof. B K Mohanty / Prof. Gaurav Garg
Finance & Accounting	Prof. Alok Dixit
Human Resource Management	Prof. Nishant Uppal
IT & Systems	Prof. Ashwani Kumar
Legal Management	Prof. D S Sengar
Marketing Management	Prof. Anirban Chakraborty
Operations Management	Prof. O S Vaidya / Prof. S Venkataramanaiah
Strategic Management	Prof. Krishna Chandra Balodi / Prof. Ashutosh K Sinha

ACADEMIC PERSONNEL (Area Wise)

Agribusiness Management

Kriti Bardhan Gupta

Fellow

Indian Institute of Management (IIM) Ahmedabad, India

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Ph.D.

G. B. Pant University of Agriculture and Technology, Pant Nagar, India

Sanjeev Kapoor

Ph.D.

G. B. Pant University of Agriculture and Technology, Pant Nagar, India

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Payal Mehra

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D Tripathi Rao

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Kaushik Bhattacharya

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Debdatta Pal

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University of Manchester

Kaushik Ranjan Bandyopadhyay

Ph. D.

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Kaustav Banerjee

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Sonia Singh

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Seshadev Sahoo

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Sowmya Subramaniam

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Vipul

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Debashis Chatterjee

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ACC Research Fellow, IIM Kolkata

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Nishant Uppal

Fellow
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Pushpendra Priyadarshi

Ph.D.
University of Delhi, India

Shailendra Singh

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Kanpur, India

IT & Systems Group

Amit Agrahari

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Post Doc. Fulbright Fellow, George
Washington University, Washington,
USA

Library

Chairman, Library Advisory Committee	: Prof. H. Panda
Librarian	: Mr. M K Singh (w.e.f. Dec. 2017)
Deputy Librarian	: Mr. M.U. Raja*
Deputy Librarian	: Mr. M.K. Singh
Assistant Librarian	: Mr. Sanjay S. Degloorkar
	: Mr. Khursheed Ahmad,
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	: Mr. Tapas Kumar Raut,
	: Mr. Anoop Singh &
	: Ms. Kavita Chaddha (Noida)

Computer Centre

Chairman, Computer Advisory Committee & In-charge, Computer Centre	: Prof. B K Mohanty/Prof. Pradeep Kumar
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. Chandra Mohan Mishra
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Administrative Services

Chief Administrative Officer	: Mr. Vishwa Ranjan
Officer on Special Duty	: Brig. Dinesh Sharma, VSM (Retd.)**

Financial Advisor-cum-Chief

Accounts Officer	: Mr. Sudhir Chandra*
Senior Finance & Accounts Officer	: Mr. Pradip Dhar
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 Kumar Saxena
Senior Administrative Officer (Course Material Section)	: Mr. Praveen Kumar Rai
Senior Administrative Officer (Placement)	: Mr. Sunil Kumar Srivastava
Senior Administrative Officer (Noida Campus)	: Mr. Manoj Kumar**
Executive Engineer	: Mr. Arif Siddiqui
Programme Manager (Academic Services)	: Mr. Vijay Prakash Gupta
Assistant Engineer (Civil)	: Mr. Vimal Kumar Gupta
Assistant Engineer (Electrical)	: Mr. Dinesh Chandra Goswami
Assistant Engineer (Electrical)	: Mr. Ramesh Chandra Pandey*
Estate Officer (Noida Campus)	: Mr. Ashok Fulzele

Systems Analyst (Admission)	: Mr. A. Murali
Administrative Officer (Director's Office)	: Ms. Anitha Rajmohan
Administrative Officer	: Mr. Mahesh Chandra Shukla (BoG, Ministry Correspondence, APIO, Travel & Dispatch, Director Office (Addl. PGP)
Administrative Officer (MDP, CCMR, FA&IL & 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 Program's Office)	: Mr. Ashish Kumar
PR-cum-MRO (Office of IR, International Immersion)	: Ms. Anuradha Manjul
Administrative Officer (Accounts)	: Mr. Jaipal Singh Rawat
Administrative Officer (MDP)	: Mr. T.R. Girijavallabhan
Administrative Officer (Noida Campus)	: Mr. Vijay Singh
Administrative Officer (Noida Campus)	: Mr. Subrata Mukhopadhyay
Audit Officer	: Mr. Rajesh Mukund Mohan**
Estate Manager	: Mr. Rohtash Singh**
Estate Manager	: Mr. Vivek Tyagi (NC) **
Resident Medical Officer	: Dr. Shri Pal 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 2017-18

1	Ambassador Ajai Malhotra, IFS (Ret.)	16	Mr. Anand Bhatia
2	Col. Arun Kumar	17	Mr. Anil Agarwal (IPS)
3	Dr. Alok Pande	18	Mr. Anubhav Jain
4	Dr. Dinesh Lekhi	19	Mr. Anuj Bajpai
5	Dr. E M Rao	20	Mr. Arun Sawhney
6	Dr. Gyanendra Mani	21	Mr. Arvind Mathur
7	Dr. Hari Prakash	22	Mr. Ashish Bhatnagar
8	Dr. Kedar Joshi	23	Mr. Ashish Rae
9	Dr. Pankaj Jain	24	Mr. Ashutosh Mayank
10	Dr. Rajhans Mishra	25	Mr. Atul Pratap Singh
11	Dr. S R Musanna	26	Mr. Augustine Peter
12	Justice V B Gupta	27	Mr. Birendra Bisht
13	Mr. Alok Noronha	28	Mr. C V Singh
14	Mr. Amardeep Singh	29	Mr. Chandravir Singh
15	Mr. Amit Gupta	30	Mr. D Krishna Sundar

31	Mr. Deepali Singh
32	Mr. Devendra Raghav
33	Mr. Dharani Dharan
34	Mr. Dhruv Bhushan
35	Mr. Dipendra Rawat
36	Mr. Faraz Alam Sagar
37	Mr. G S Vonoth Harish
38	Mr. Gaurav Mehta
39	Mr. Gaurav Singhal
40	Mr. Jaideep Deodhar
41	Mr. Jaideep Narain Mathur
42	Mr. Jaidev Deshpande
43	Mr. Jaspreet Bindra
44	Mr. Jayant Keskar
45	Mr. Kamesh Mullapudi
46	Mr. Kaustav Ghosh
47	Mr. Kishore Chakraborti
48	Mr. Kumar Keshav
49	Mr. Lakshminarayana Kollengode
50	Mr. Lal C Verma
51	Mr. Lalit Ojha
52	Mr. Laxminarayanan G
53	Mr. Madhukar Sabnavis
54	Mr. Maneet Jolly
55	Mr. Manish Gupta
56	Mr. Manmohan Bhutani
57	Mr. Manomoy Das
58	Mr. Mehmood Khan
59	Mr. Mohit Mehrotra
60	Mr. Mukesh Kumar
61	Mr. Nandu Nandkishore
62	Mr. Narendra Mandava
63	Mr. Narendra Nath Akhouri
64	Mr. Navniet Sekera
65	Mr. Nimai Swain
66	Mr. Ninad Laud
67	Mr. Nitin Suvarna
68	Mr. P G Raghuraman
69	Mr. P V Srikanth
70	Mr. Piyush Kabra

71	Mr. Prabhakar Tiwari
72	Mr. Pranav Lotlikar
73	Mr. Praveen K Singh
74	Mr. Punit Chadha
75	Mr. R K Anil
76	Mr. Raj Benahalkar
77	Mr. Rajat Katyal
78	Mr. Rajeev Agrawal
79	Mr. Rajesh K Premchandran
80	Mr. Ran Chakrabarti
81	Mr. Ranjeet Oak
82	Mr. Rishad Murtaza
83	Mr. Rishi Mohan Sanwal
84	Mr. Ritesh Gauba
85	Mr. Ritwik Mishra
86	Mr. Rohit Gupta
87	Mr. Rohit Kumar
88	Mr. Rohit Mohta
89	Mr. S Srinivas
90	Mr. Sandeep M Sandilya
91	Mr. Sandeep Sharma
92	Mr. Sanjiva Dubey
93	Mr. Satish Rao
94	Mr. Satya Narain Gupta
95	Mr. Sayantan Chatterjee
96	Mr. Seerat Jangda
97	Mr. Shantaram J
98	Mr. Shivananda Subidhi
99	Mr. Shrey Vig
100	Mr. Shubham Gupta
101	Mr. Sidharth Bansal
102	Mr. Subhashish Sinha
103	Mr. Sudhanshu Dhar Mishra
104	Mr. Sunil Gupta
105	Mr. Sunil Nair
106	Mr. Sushant Kumar Mishra
107	Mr. Uday Raj Prabhu
108	Mr. V Rajaraman
109	Mr. Varun Sadana
110	Mr. Vibhav Nuwal

111	Mr. Vicky Sajnani
112	Mr. Vikas Gupta
113	Mr. Vikram Gupta
114	Mr. K R Venkatadri
115	Ms. Ami M Shah
116	Ms. Asha Kaul
117	Ms. Awantika Bajaj
118	Ms. Bhargavi Mukherjee
119	Ms. Eika Banerjee
120	Ms. Mukta Kulkarni
121	Ms. Shreyanka Basu
122	Padmashri Sh. Raj Bisaria
123	Prof. Tathagata Bandopadhyay
124	Prof. A K Chaudhuri
125	Prof. Anindya Sen
126	Prof. Anurag Agrawal

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136	Prof. Rahul Pandey
137	Prof. Rejie George Pallathitta
138	Prof. Shekhar Chaudhuri
139	Prof. Sourindra Bhattacharjee
140	Prof. V Sridhar
141	Swami Muktinathananda Ji

List of Adjunct Faculty 2017-18

1	Prof. Mirza S Saiyadean
2	Mr. Manmohan Bhutani
3	Mr. Sommonoy Ghosh
4	Mr. V V Ganeshan
5	Mr. Vijay Santhanam
6	Prof. A K Tripathi
7	Prof. Alka Chadha
8	Prof. Bharat Bhasker
9	Prof. Debi Saini
10	Prof. Dinesh Srivastava
11	Prof. Faiz Hamid
12	Prof. G S Gupta

13	Prof. Kishore Chakraborty
14	Prof. L Ganapathy
15	Prof. M Akbar
16	Prof. Manoj Kumar Srivastava
17	Prof. Neera Jain
18	Prof. Niraj Kumar
19	Prof. Roshan Raina
20	Prof. S K Datta
21	Prof. Sangeeta Shukla
22	Prof. Shailendra Singh
23	Prof. Shudha Arora



Prepared By: Corporate Communication & Media Relations



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