



# Annual Report वार्षिक प्रतिवेदन 2020-21

Indian Institute of Management, Lucknow





# ANNUAL REPORT

## 2020-21

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भारतीय प्रबंध संस्थान लखनऊ  
INDIAN INSTITUTE OF MANAGEMENT LUCKNOW





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## The Institute

The Indian Institute of Management Lucknow is one of the twenty functional national level management institutes set up by the Government of India.

## Vision of IIM Lucknow

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

## Our People

By providing an academically inspirational environment which helps manifestation of human inner potential for holistic benefit of businesses, government and society at large.

## Our Offer

By nurturing value based young leaders who are capable of driving social and economic transformations towards an ethical, just and sustainable society. Our Approach: encouraging and developing individuals having entrepreneurial spirit and actions capable of solving societal problems through innovative and sustainable business models.

## Our Values

By developing a workplace that promotes global ethos and fosters creativity, courage, integrity, respect and responsiveness.

## Mission of IIM Lucknow

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



# Board of Governors





# Board of Governors:

(As on 31.3.2021)



**Shri N Chandrasekaran**

*Chairman, BoG, IIM Lucknow*  
Chairman, TATA Sons  
Bombay House  
24, Homi Mody Street  
Mumbai 400 001



**Shri Sanjay Kumar Sinha**

*Joint Secretary (Mgmt. & Lang)*  
Department of Higher Education  
Ministry of HRD, Govt. of India  
Shastri Bhawan  
New Delhi – 110 001



**Smt. S Radha Chauhan, IAS**

*Principal Secretary, Government of U.P.*  
Department of Tech. Education  
Room No.11, Naveen Bhawan,  
U.P. Secretariat  
Lucknow – 226 001



**Prof. Tariq Mansoor**

*Vice Chancellor*  
Aligarh Muslim University  
Aligarh – 202 002



**Mr. Firdose Vandrevalla**

1201 La Sonrisa Building  
Lakhamsi Nappu Road, Opp. Ruia College  
Dadar (East)  
Mumbai – 400 014



**Ms. Shikha Sharma**

4402, Imperial Towers  
BB Nakashe Marg, Tardeo  
Mumbai – 400 034



**Ms. Maya Sinha**

11, Vipul Building  
28, B.G. Kher Marg  
Malabar Hill  
Mumbai – 400 006





**Mr. Sandeep Srivastava**

*CEO & Co-Founder PeopleFusion*  
C-603, Rosewood Apts, Mayur Vihar Ph-1  
New Delhi – 110 091



**Ms. Roopa Satish**

*Head Corp & Investment Banking*  
Indusind Bank  
8th floor, Tower 1  
One Indiabulls Centre  
Elphinstone Road  
Mumbai – 400 013



**Mr. Jaideep Deodhar**

*Founder - Simulytics Services*  
Flat 301, Avaneesh building, 16  
Shantisheela Colony  
Law College road, near Film institute  
PUNE – 411 004



**Prof. Padam Kant**

8/345, Vikas Nagar  
Lucknow – 226 022



**Prof. Archana Shukla**

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



**Prof. Neeraj Dwivedi**

*Dean (Faculty)*  
Indian Institute of Management  
Prabandh Nagar, IIM Road  
Lucknow – 226 013



**Prof. Arunabha Mukhopadhyay**

*Dean (Programmes)*  
Indian Institute of Management  
Prabandh Nagar, IIM Road  
Lucknow – 226 013



# Director's Overview





F o r  
the Indian  
Institute of  
Management (IIM)  
Lucknow, 2020-2021 has

been a year of adaptations  
and transformations.

This was not a regular year and having braved this year is an achievement in itself. At the outset, I would like to extend my gratitude to all the stakeholders of IIM Lucknow, for their unwavering help, guidance and support in this difficult year with its unprecedented circumstances. In the span of this one year, everything has changed, and nothing will be the same again. The pandemic has changed the world order and taught us the true meaning of the word 'disruption'. The year has also taught us to be more inclusive, adaptive and resilient. Despite the odds, this has been a year of new learnings and new achievements for our beloved institute. We have moved forward in our goal of making a mark globally in management education through exciting new achievements in key areas including teaching, research, executive education, and international linkages among others.

While the year 2020 posed many challenges before us, IIM Lucknow was able to rise up to them with the support of its stakeholders. Through the constitution of Covid Response Committee, we were able to monitor and provide support to various stakeholders of the institute. Our faculty adapted to both synchronous and asynchronous learning platforms; our students were equally adaptive towards new modes of programme delivery, including online proctored examinations, so was the administrative team—the warriors who stayed in the background supporting the massive digital transformation.

This feat would not have been possible without the contributions of our dedicated faculty members, students and distinguished alumni. I would also like to thank our Chairman, Board of Governors, Shri N. Chandrasekaran and all members of the board for actively taking an interest in various initiatives and guiding us. The details of our various activities during the year are provided in the respective sections of the annual report.

## Academic Programmes

This was a landmark year for IIM Lucknow's academic programmes, considering the challenges of the pandemic and our response to it. The transition to online delivery was facilitated by augmentation of digital infrastructure in both Lucknow and Noida Campus. This was successfully achieved through the digitization of PGP classrooms and through setting up smart classrooms for hybrid teaching and learning. Various processes, including PGP bidding, timetable process and placements have been successfully automated.

The enthusiasm and faith that the industry has in our institution is evidenced by our consistent qualitative placement record. IIM Lucknow continued its legacy of 100% final placements through its first ever automated and virtual placement process for all the batches. Recruiters from across the country as well as from international companies participated in this year's placement cycle which saw an improvement in the roles, sectors and salaries over the previous years. For our full-time executive programmes that are run from the Noida campus, 90+ companies participated in the placement process, of which 28+ offers were made with 42% recruiting for the first time. This year, we also initiated the process of independent auditing of the Placement Report.

In line with the perspective plan, this year IIM Lucknow also launched a comprehensive review of our flagship Post Graduate Programme. The review focused on making the programme structure in tune with the changing world order in an attempt to benchmark our programme with leading programmes of the world. Inputs have been sought from members of faculty, global and Indian business schools, industry leaders and senior alumni. This Perspective plan and vision 2030 document has clearly defined goals for— programme consolidation, technological upgradation, collaboration and alumni involvement, focus on entrepreneurship and hybrid management development programmes. The document places emphasis on the quality of research output and the branding of IIM Lucknow.

This year, IIM Lucknow worked towards making student experiences more inclusive through initiatives such as the creation of an Equal Opportunity Cell, fully accessible campus for PWD students and online counselling to ensure mental wellbeing of students. We have also entered a partnership with Headspace Inc. to provide support to our students through content tailored around stress, anxiety, sleep and focus, among other key need states.

We worked together to ensure the pandemic didn't put a pause on our activities—even our Annual Business Festivals for all programmes were conducted in their entirety, but in their online avatar. Virtual research and teaching seminars were launched by all our academic areas. The students too, continued to bring laurels to the institution.

Radhika Chhapolia was selected as the prestigious OPJEMS scholar for the year 2020. Mohammed Haleem S, Karri Pravallika and Aditi Pawar have been selected for IDFC First Bank scholarship. Our team of second-year students won the B starters competition for aspiring entrepreneurs and start-ups from the country's top business schools. Pooja Tripathi and Gautam Saha were the first runners-up in the EY CAFTA case championship in the segment 'Mitigating Financial Risk'. A team comprising our students was the only Indian team to reach the top 3 of the '2020 C.K. Prahalad Grand Challenge' for providing a unique solution to improve access to medical care in rural areas by using MI/AL based solutions.

Our Ph.D. scholar, Bhawna Priya, was the only presenter from Asia in the prestigious Inventory Research Seminar with her paper on 'Inventory Impacts of COVID-19'. Anjan Das, our PGPSM student, has been selected for the prestigious Climate Corps Fellowship, instituted by the Environmental Defence Fund, USA. Our IPMX students Mayur, Dhruv, Sumedha and Alok won first prize in the Ford Motor Company case study competition.

Our alumni too, made us proud through their response to the second wave of the COVID-19 pandemic. A group of alumni put together a massive initiative to source cryogenic oxygen canisters, oxygen cylinders and concentrators from suppliers across the world. Within 4–5 days, the alumni of IIM Lucknow raised more than Rs 1 crore. Quite a few of our alumni also reached leadership roles



in the corporate sector including Ms. Paroma Chatterjee, Batch of 2003, was appointed as CEO of Revolut India; Mr. Avnish Anand, Batch of 2003, has been appointed as the Chief Operating Officer at CaratLane; Mr. Gautam Thakar, Batch of 1996, was appointed the Global CEO of OLX Autos; Ms. Neha Prakash, Batch of 2011, MD, UPDESCO was awarded the GCloud Data Centre Awards 2020 by GovernanceNow in recognition of IT initiatives in UP State Data Centre. She is also the honorary advisor to Steering Committee BRICS CCI Young Leaders Programme.

We strengthened our existing relationships and added new international partners, including our first tie-up in the Baltic region with the University of Zagreb. We welcomed His Excellency Mr. Emmanuel Lenain, the Ambassador of France to India, along with his team on campus. The meeting was organised to strengthen our existing relationship and to explore opportunities for future collaborations.

## Research

Like in other areas, IIM Lucknow also made significant leaps in research and publications with a 77% increase in two years. This year, the faculty published widely, with 133 papers in international journals, almost 40% of which were in A\* and A category journals.

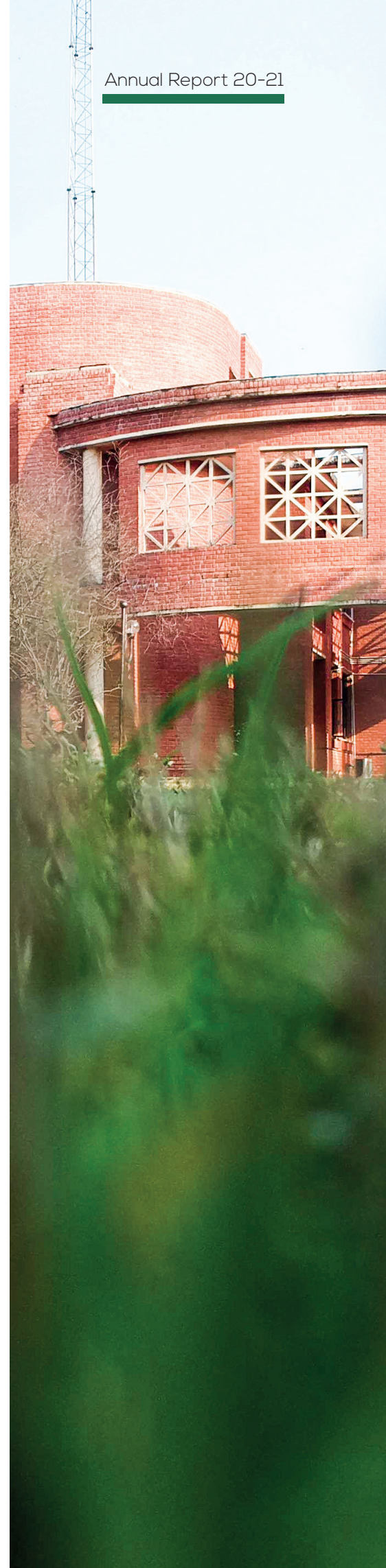
Notable faculty publications include Prof. Jakhar and Prof. Rathore's paper in the prestigious International Journal of Production Economics, that explored the 'mediating role of innovative capabilities in the interplay between lean processes and sustainable performance from a dynamic stance'; Prof. Kaushik Bandhopadhyay and Prof. Sanjay Singh wrote a paper in the highly acclaimed Energy Economics journal, that examines whether 'carbon tax as a mitigating instrument could be effective in reducing Carbon dioxide emissions from road passenger transport in India'; Prof. Chandan Sharma and Prof. Debdatta Pal's paper unravelled 'the asymmetric relationship between exchange rate volatility and tourism demand in India' that was published in the Journal of Travel Research.

Prof. Samir K. Srivastava, our Dean (Research), featured in the top 2% of Scientists in the World Database created by Stanford University.

Our faculty and Ph.D. scholars won best research paper awards at several prestigious international conferences and drove leading consulting and training initiatives for organisations. We also revised the stipend and grants for Ph.D. scholars in a bid to encourage research output. Moreover, our faculty intervention in action-oriented research and public policy has been particularly significant and deserves special mention.

## Centres of Excellence

The establishment of the Centre for Public Policy was a proud development for IIM Lucknow in 2020. The centre with its various activities—advisory, training, stakeholder dialogues and research





will strive towards a high degree of impact on public policy and society. We are happy to share that our focus on impactful and meaningful activities through the Centre has resulted in several key contributions from our side.

IIM Lucknow was entrusted by the National Mission for Clean Ganga, the Ministry of Jal Shakti, Government of India, to lead a group of expert institutions in developing the plan for the Arth Ganga Project. This multi sector, multistate project involves preparing an action plan for the economic development of 53 districts across five states (Uttarakhand, Uttar Pradesh, Bihar, Jharkhand and West Bengal) along the river Ganga and enhancing livelihood opportunities in an environmentally sustainable manner. The project aims to enhance the GDP of Ganga basin, which is about one third of total national GDP, and positively impact the livelihood of around 40 crore population living in the Ganga basin.

IIM Lucknow was chosen as one of the few IIMs by the Ministry of Skill Development and Entrepreneurship, Government of India, for the prestigious Mahatma Gandhi National Fellowship (MGNF) programme for capacity building and creation of a district level ecosystem to support skill development. As a part of this, the institute aims to enrich the respective State Skill Development Missions (SSDMs) by hand holding the districts in institutionalising the district skill development planning. We are happy to share that out of 662 fellows pan-India, IIM Lucknow has been allocated 118 by the Ministry which is the highest among all the IIMs.

When COVID-19 first hit India in early 2020, IIM Lucknow contributed by making protocols for UP-112—which was the nodal agency in battling the crisis in the state of Uttar Pradesh. The work done by Prof. Ajay Garg and Prof. Kshitij Awasthi in creating protocols, educating the staff and helping in policy decisions was well appreciated by Mr. Asim Arun (ADGP who heads UP-112). Recently, IIM Lucknow partnered with the Uttar Pradesh Government and other prominent institutions in the state to carry out an oxygen audit across hospitals and medical colleges to track and monitor oxygen usage.

Our Centre for Marketing in Emerging Economies conducted a massive research study led by Prof. Satyabhushan Dash on 'Consumer Behaviour during the COVID-19 lockdown' in March 2020 and September 2020 in 104 cities across 23 states. The study focussed on understanding public sentiment, changing consumption patterns and buying behaviour of the people during the lockdown period. The study outcomes were well appreciated and published by more than 100 leading national and international print and electronic media houses.

An MoU was signed between CRPF and IIM Lucknow which furthers the Prime Minister's vision of a stronger interface between security forces and academia. IIM Lucknow will use its strong expertise in the area of Behavioural Psychology to conduct a pilot research project on Domestic Empowerment for CRPF personnel.

## IIM LUCKNOW INCUBATORS

IIM Lucknow Incubators have also played an active role this year. Amidst the pandemic, the IIM Lucknow Enterprise Incubation Centre (IIMLEIC) incubator was able to onboard 8 new start-ups, bringing the total number of incubatees to 28. The incubator also raised an external funding of 11 crore INR, which has been a significant achievement of the centre. IIMLEIC and IIT Kanpur Research and Technology Park signed a MoU to boost the innovative start-up ecosystem in the country. This MoU will facilitate a collaborative exchange of ideas and knowledge between IIMLEIC start-ups, IITK and Technopark companies and IIML faculty. An AI lab and 3D printing lab was also set up in the IIM Lucknow EIC Incubator.

IIM Lucknow SIDBI Centre for Innovations in Financial Inclusion (SCIFI-IIM) introduced a Start-up Immersion Programme (Launch-Pal) in collaboration with e-Cell, IIML. Through this initiative, IIM-L students got the opportunity to work with start-ups as consultants to help them improve their Business Plans, Develop Marketing Strategies & refine Pitch Decks.



## Accreditation and Rankings

IIM Lucknow figured in QS Global Rankings for the first time in 2020. The institute's PGP (MBA) programme ranked in the 101+ bracket, scoring high on employability, ROI and thought leadership. The IPMX Programme ranked in the 150+ bracket.

This year too, IIM Lucknow retained its 4th place among all management schools in the prestigious NIRF 2020. Additionally, this year the institute has significantly improved its scores in all criteria, compared to last year. We stood 2nd among the top business schools in the 'Outreach & Inclusivity' parameter of the 2020 NIRF rankings. This parameter ranks institutes on regional diversity, gender diversity, inclusion of economically and socially challenged students and facilities available for physically challenged students.

The institute also became a Full Member of EFMD this year. EFMD is a network of business schools and corporations dedicated to the enhancement of excellence in management education and development at a global scale.

## Executive Education

Considering the challenges of the pandemic, IIM Lucknow strengthened its digital infrastructure with the addition of two existing state-of-the-art world class live online studios. In collaboration with technical partners, four new studios have been built and made functional. Besides, IIM Lucknow's own digital studio is successfully conducting online MDPs.

IIM Lucknow conducted 45 online Executive Education Programmes in 2020-2021. It was attended by 1785 participants from the Government, the public sector and the private sector.

## Other Activities

IIM Lucknow celebrated its 36th Foundation Day with the inauguration of a Medicinal Garden and plantation drive on July 27, 2020. The institute also observed International Yoga Day, Hindi Pakhwara, Vigilance Awareness Week, Constitution Day, etc., online, taking into account the appropriate COVID-19 protocols. On the occasion of India's 72nd Republic Day, the first edition of Palash, IIM-L's Hindi language magazine was launched.

This year we also started work augmenting our campus infrastructure with the construction of new hostels (both for MBA and PhD programmes), to develop a hostel capacity of 250 students, and other facilities that include a new classroom block and faculty block.

## Concluding Thoughts And Future Directions

In this unprecedented year, we, as an institute have braved many difficulties but finally emerged stronger, together. Our achievements and learnings in this year have also helped us frame future directions.

In terms of programmes, we plan to launch new courses like the EMBA and MBA in Entrepreneurship and Innovation. We plan to focus on MOOCs and leveraging online delivery. Improving digital infrastructure, creating more courses that will be delivered through blended or online platforms.

Another key area of focus is creating and strengthening international linkages through the constitution of an international advisory committee which will focus on facilitating faculty and student exchange programmes. We will continue to participate in international rankings of repute including FT and QS. The institute will also expedite the process of obtaining the triple crown status by gaining the EQUIS accreditation.

With this, I conclude my brief overview for the year 2020-2021. The following pages contain detailed information about the achievements and activities undertaken by the institute in the course of this year.

*- Prof. Archana Shukla*



# Academic Council

(Constituted under the IIM Act 2017)

IIML constituted the Academic Council under the provisions of IIM Act 2017 in the year 2018-2019. Academic Council is the principal academic body of the Institute, consisting of the following persons, namely:

- (a) Director of the Institute, Chairperson of the Academic Council
- (b) Deans in charge of Faculty, Program and Research (Dean Faculty as Member Secretary)
- (c) Chairs of Post Graduate and Fellow Programs
- (d) Area Chairs
- (e) all full time Faculty Members

Following meetings were held in the year 2020-2021:

## 10<sup>th</sup> Academic Council Meeting held on June 24, 2020

Major Agenda items

- Presentation on NIRF Ranking 2020
- Academic Calendar and other updates on various programmes in light of COVID-19 pandemic
- Digital and Sanitation related responses/initiatives in light of COVID-19

## 11<sup>th</sup> Academic Council Meeting held on July 7, 2020

Major Agenda items

- Discussion on Perspective Plan

## 12<sup>th</sup> Academic Council Meeting held on September 30, 2020

Major Agenda items

- Presentation on L-Incubator
- PGPWE Issue
- Update on reservation in faculty positions

## 13<sup>th</sup> Academic Council Meeting held on December 11, 2020

Major Agenda items

- Changes in admission process of PGP and IPMX for AY 2021-22
- Updates on revised academic calendar, mode of teaching, mode of examination etc. of various programmes
- IIML Incubator Angel Investor Policy for IIML Faculty & Alumni
- Involvement of Adjunct Faculty for teaching FPM & EFPM



## 14<sup>th</sup> Academic Council Meeting held on March 24, 2021

### Major Agenda items

- Proposal from Communication Area for offering FPM
- Recommendations of the PGP Review Committee
- Change in the names of core courses from IT area





# Rankings and Global Accreditation

Indian Institute of Management Lucknow retained the 4th place amongst all management schools in the prestigious NIRF 2020 rankings. IIM Lucknow ranks 2nd among the top business schools in 'Outreach & Inclusivity' parameter of NIRF rankings 2020. The parameter ranks institutes on regional diversity, gender diversity economically & socially challenged students, facilities for physically challenged students. The overall rank is based on, teaching learning and resources, research and professional practice, graduation outcomes, outreach and inclusivity and peer perception.

IIM Lucknow found a place for the first time in the QS Global rankings for Business Schools. The PGP program was ranked in the 101+ bracket in the Global Masters in Management ranking and IPMX program was ranked in 150+ bracket in Global MBA rankings.

IIM Lucknow is a Full Member of EFMD now. EFMD is a network of business schools and corporations dedicated to enhance excellence in management education and development globally.

IIM Lucknow is a Double Crown Accredited business school – AACSB and AMBA.





# 1 Academic Programmes



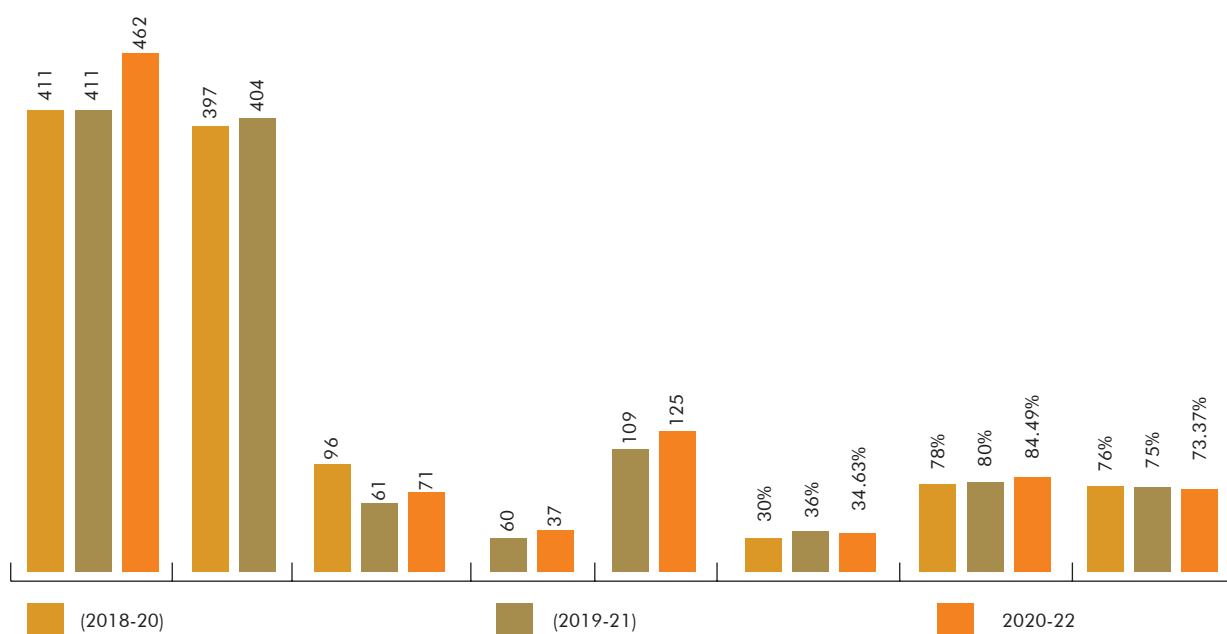


## Post Graduate Programme in Management (PGPM)

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. The students meeting the programme requirements are awarded the degree - Masters in Business Administration. The PGP continually challenges the students to be prepared for the future. Courses are redesigned every year with feedback from the industry. New courses are introduced at an impressive rate each year. This helps in incorporating the latest concepts and paradigms into the curriculum even as the world is awakening to the need. The PGP also prepares the students to take up multiple responsibilities and energizes them for the fast-track performance expected of them. The curriculum, by any standards, is rigorous. Assignments, live and simulated projects, periodic evaluations and demanding academic schedules ensure that the students develop time management skills. It is this quality which makes managers from IIM Lucknow a cut above the rest in challenging situations.

### Batch Profile

Parameters	Year ( 2018-20)	Year ( 2019-21)	Year ( 2020-22)
Intake Parameter	CAT		
No. of Students Admitted	411	411	462
No. Of Students Graduated	397	404	Yet to graduate
SC students (SC/ST students for 2018-2020)	96	61	71
ST students (SC/ST students for, 2018-2020)	-	30	37
NC OBC students	-	109	125
Women (%)	30%	36%	34.63%
With Work Exp.(%)	78%	80%	84.49%
Students with Engineering Background (%)	76%	75%	73.37%





## Post Graduate Programme in Agribusiness Management (PGP-ABM)

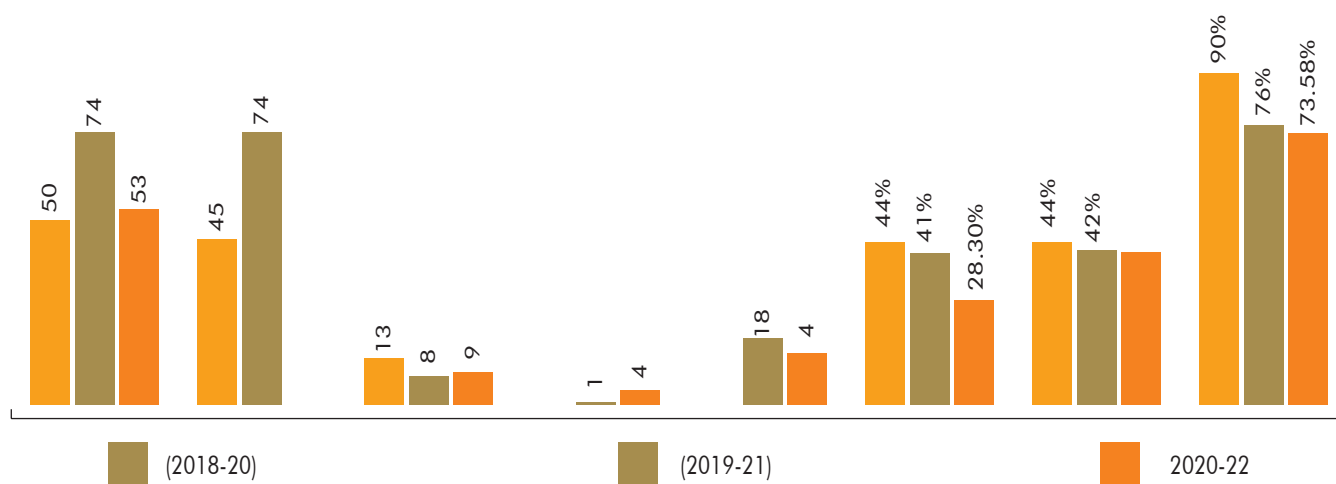
The two-year Post Graduate Programme in Agribusiness Management is a full -time residential course. It is designed to develop agribusiness leaders, entrepreneurs, and intrapreneurs with vision, competence and appropriate attitude for promoting/ growing agribusiness and agro-based enterprises with a strong international orientation. The students meeting the programme requirements are awarded the degree - Masters in Business Administration – Agribusiness.

### 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 and industry partnership.

### Batch Profile

Parameters	Year ( 2018-20)	Year ( 2019-21)	Year ( 2020-22)
Intake Parameter	CAT		
No. of Students Admitted	50	74	53
No. Of Students Graduated	45	74	Yet to Graduate
SC students (SC/ST students for 2017-19, 2018-2020)	13	8	9
ST students (SC/ST students for 2017-19, 2018-2020)	-	1	4
NC OBC students	-	18	14
Women %	44%	41%	28.30%
With Work Exp. %	44%	42%	41.50%
Students with Engineering Background %	90%	76%	73.58%



## New Courses / Electives (PGP & PGP ABM)

Courses both core and elective from the concerned area were reviewed and revised in PGP review conducted during 2020-21. Review was carried out by involving external industry experts and renowned faculty.

16 new courses were introduced in PGP.

- Agricultural Commodity Derivatives Markets
- Business Models for Agribusiness Finance
- Modelling in Agricultural Commodities
- Game Theory for Managers
- Retail & E-commerce Operations
- Strategic Brand Management
- Integrated Marketing Communications
- Fundamentals of Fintech & Financial Services
- Gita for Life, Organisation & Work
- Compensation & Rewards Management
- Performance Management System
- The Psychology of Enterprise Transformation
- Shaping Strategies
- Advance Management for Modern Managers
- Wisdom of Indian Philosophy
- Management of Public Affairs and Public Policy

16 new  
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PGP.





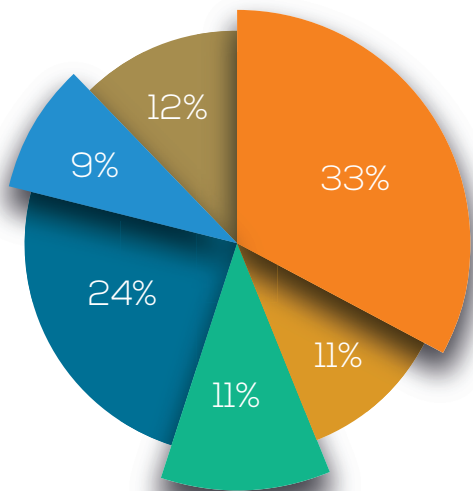
# Placements – PGP & PGP ABM

100% of the batch was placed this season. This feat was been attained in an unprecedented year, with the Final Placement processes for the candidates having been conducted entirely virtually. Recruiters from across the country as well as from international companies participated in this year's placement cycle. A host of leading recruiters offered a wide gamut of roles to candidates in various domains such as Consulting, Finance, General Management, IT & Analytics and Sales & Marketing. A sizeable number of prestigious first-time recruiters were efficiently on boarded onto the campus recruitment drive, along with some of the major legacy recruiters extending several offers to candidates across diverse job profiles. With most of the students back on campus, and a few of them still situated in dispersed locations across the country, commendable efforts went into coordination between the recruiters and the candidates, while ensuring sufficient infrastructural and operational facilities in place to ensure smooth execution of the entire Final Placements cycle. The Placements at IIM Lucknow was conducted in two tiers: Higher Entry Placement Process (HEPP), for candidates with 12 or more months of prior work experience, and the Final Placement Process, where all candidates are eligible to appear for company processes.

Legacy recruiters including Amazon, Byju's, Deloitte, Everest Group, Flipkart, Jio Platforms, Microsoft, Optum, PayTM, PayU, PwC US Advisory, RPG and Salesforce, participated in HEPP. During the Final Placements, legacy recruiters such as Accenture, American Express, Asian Paints, Avendus Capital, Bain & Company, Citi, GEP Consulting, Goldman Sachs, ICICI, Kearney, Kotak, KPMG, Mahindra & Mahindra, MasterCard Advisors, Mckinsey & Company, Morgan Stanley, Nestle, Reliance Industries Limited, State Street, Tata Administrative Services, Tata Sky, The Boston Consulting Group and Wells Fargo participated, among others. International offers were extended by companies such as African Industries Group, Landmark Group and Noon. First-time recruiters included Amagi, Angel Broking, Bayer, Comviva, FMC, HDFC Securities, Indus Insights, Jana Bank, Morgan Stanley, Navi Technologies, Red Fort Capital, Sabre Partners and Zynga among many others.

The Final placement statistics for 2020-2021 are as below:

Particulars	CTC (INR L. P. A)
Highest Domestic Salary Highest International Salary	51.00
Highest International Salary	56.00
Average CTC	26.00
Median CTC	23.50



Consulting	- 33%
Finance	- 11%
General Management	- 11%
IT & Analytics	- 24%
Operations	- 9%
Sales & Marketing	- 12%



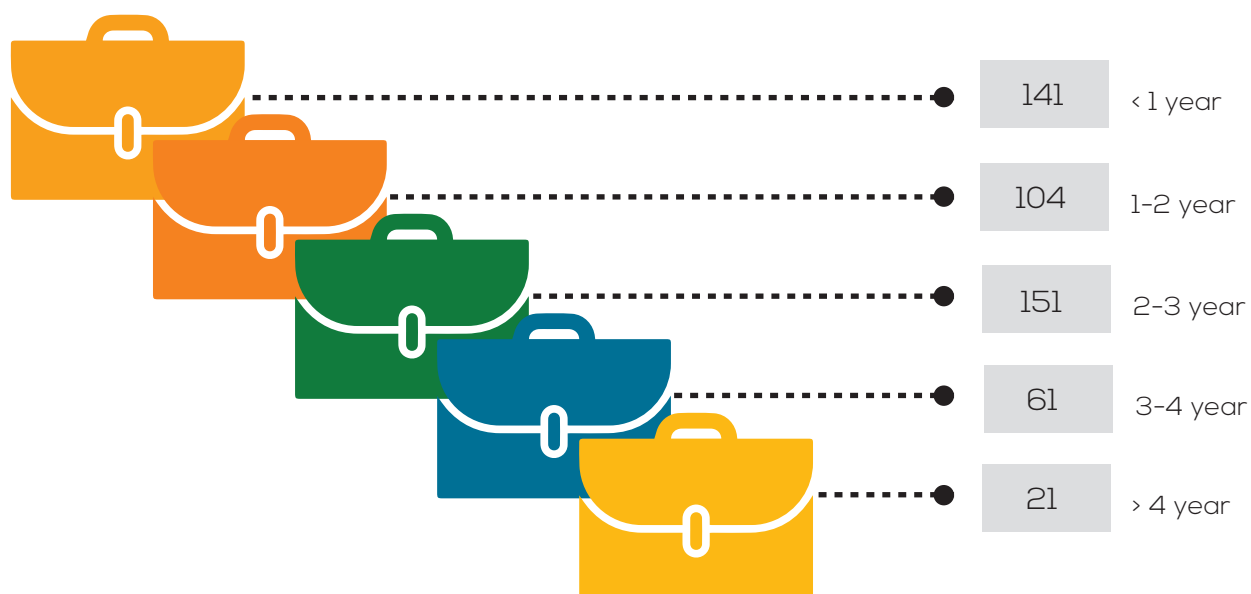


37%



63%

### Gender Diversity

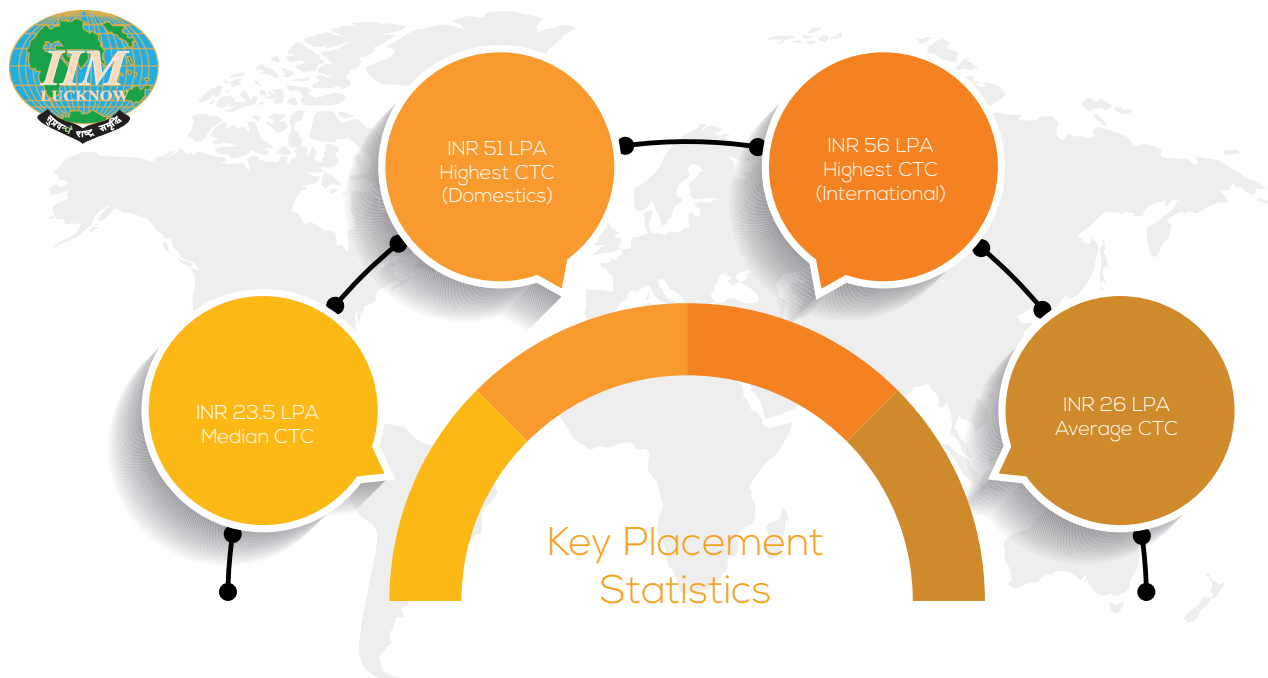


### Work Experience



### Work Experience Diversity





- |                      |                      |                                  |                          |                |
|----------------------|----------------------|----------------------------------|--------------------------|----------------|
| Amazon -31           | Deloitte - 27        | The Boston Consulting Group - 15 | Mastercard Advisors - 13 |                |
| RPG - 12             | American Express - 9 | PayTM - 9                        | EXL Analytics - 7        | Accenture - 27 |
| PwC US Advisory - 16 | Bain & Co. - 13      | Jio Platforms - 12               | McKinsey & Co. - 10      |                |
| Microsoft - 9        | Avendus Capital - 7  | Searce - 7                       | Landmark Group - 7       |                |





## Financial Assistance, Industry

## Scholarships and Awards

## Financial Assistance

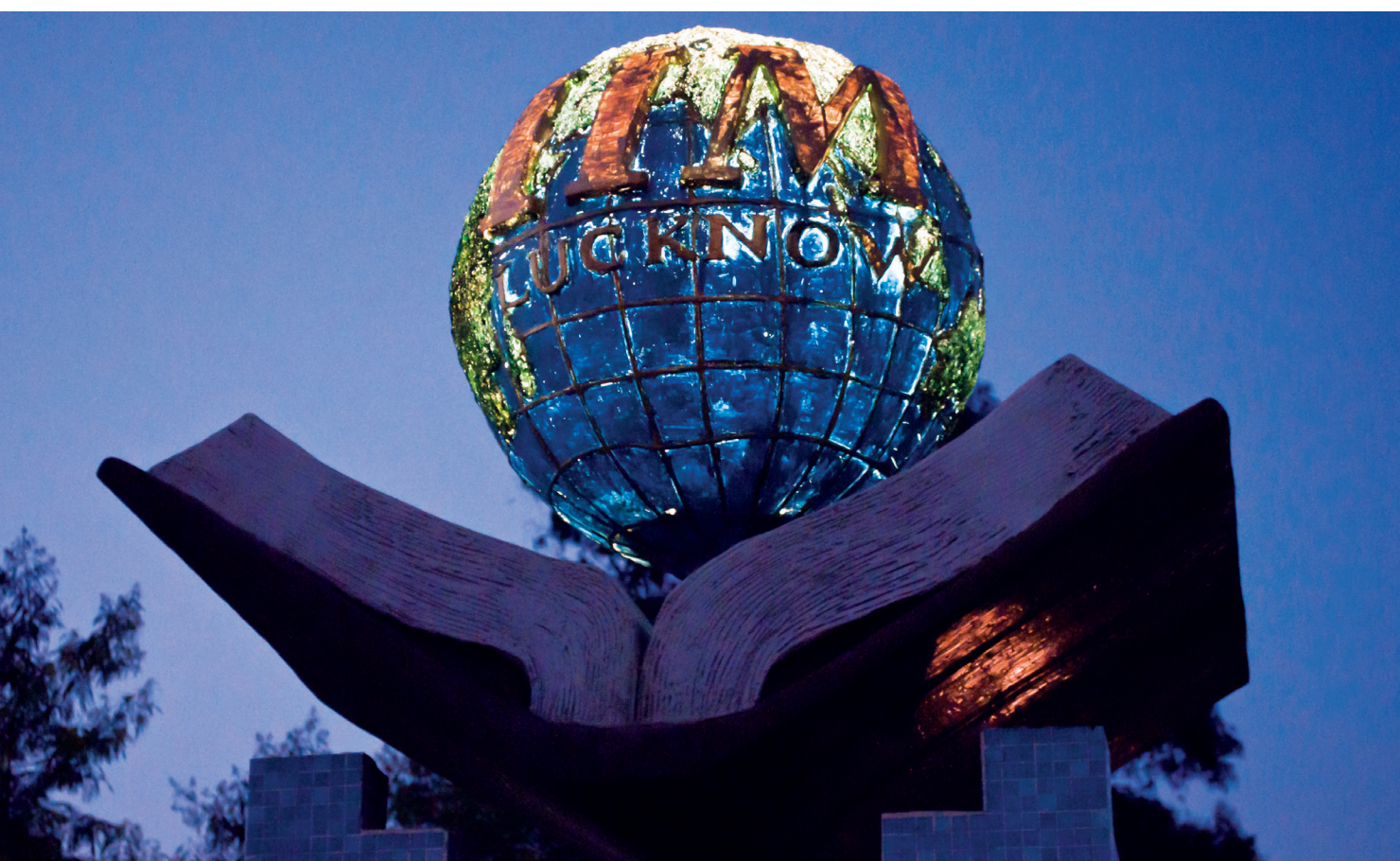
The Institute's Financial Assistance Scheme, started in 1993-94, provides financial support for needy students on the basis of annual family income and academic performance. Under this scheme, in the year 2020-2021, 15 scholarships were awarded to the 1st year students and 28 scholarships were awarded to the 2nd year students.

In addition, students are free to avail Central Government scholarships (through National Scholarship Portal) and State Government scholarships based on the eligibility criteria and rules and regulations of the respective departments.

## Industry Scholarships and Awards

During the academic session 2020-2021 scholarships were sponsored by Industry, which were awarded based on academic performance and other criteria.

Name of the Student	Awards
Mohammed Haleem S.	IDFC First Bank MBA Scholarship
Karri Holini Pravallika	IDFC First Bank MBA Scholarship
Aditi Pawar	IDFC First Bank MBA Scholarship
Radhika Chhapolia	OPJEMS
Palak Singhal	Amritkala Dayal Scholarship for Girl student

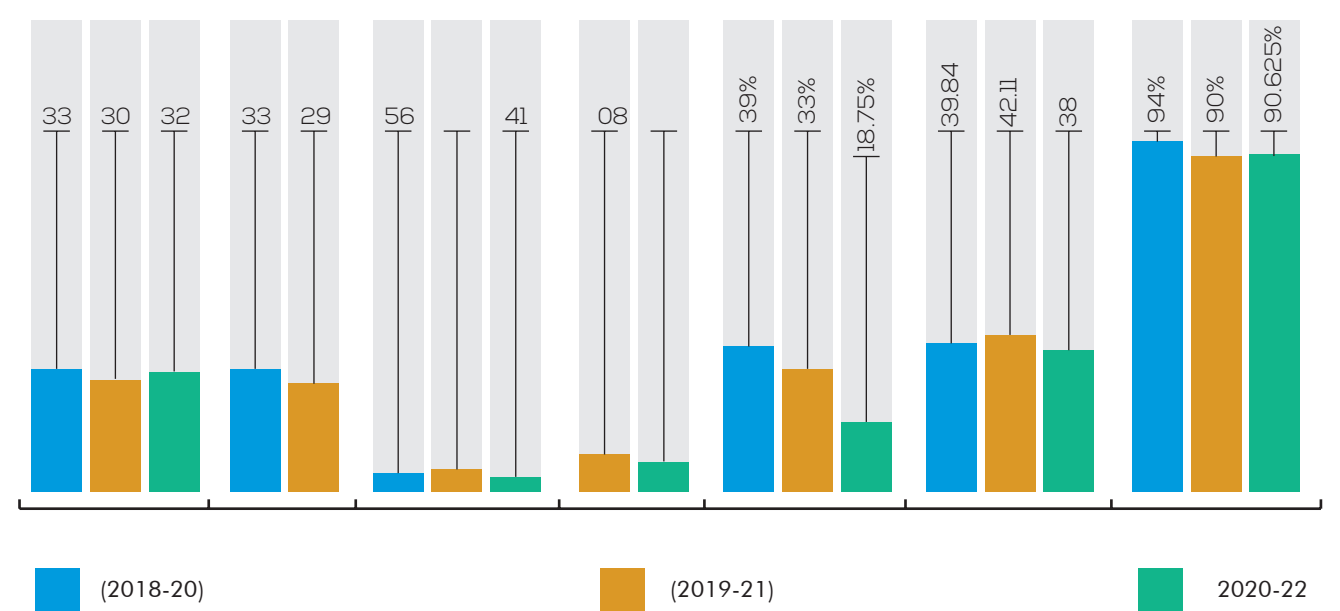


# Post Graduate Programme in Sustainable Management (PGP-SM)

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

## Batch Profile 2020-2022

Parameters	Year ( 2018-20)	Year ( 2019-21)	Year ( 2020-22)
Intake Parameter		CAT	
No. of Students Admitted	33	30	32
No. of Students Graduated	33	29	Yet to graduate
SC students (SC/ST students for 2017-19, 2018-2020)	5	6	4
ST students (SC/ST students for 2017-19, 2018-2020)	-	NA	NA
NC OBC students	-	10	8
Women %	39%	33%	18.75%
Average Work Exp. (in months)	39.84	42.11	38
Students with Engineering Background %	94%	90%	90.625%



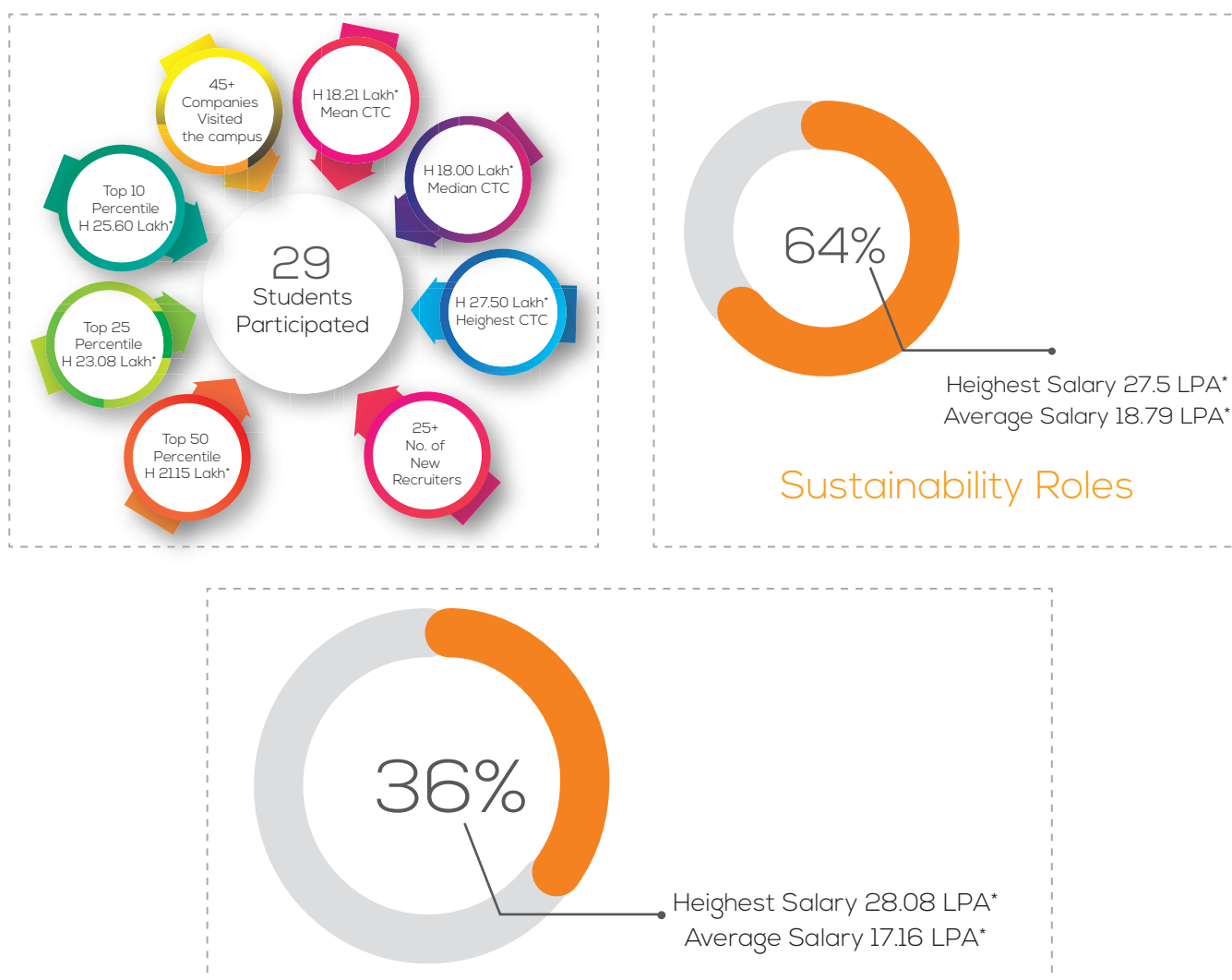


## Final placements for 2019-2021 batch

This was the first ever end to end virtual rolling placement process. Despite the environment of the ongoing pandemic, we are happy to share that we got an overwhelming response from our recruiters.

Some of the roles offered were Consultant- Sustainability, ESG Rating Specialists, Product Strategist, Investment Impact Advisor, Manager- Special Projects, Solutions Consultant, Operations Manager, Project Manager.

The 5<sup>th</sup> batch of PGPSM programme of IIM Lucknow witnessed a great response for the final placements. This year we saw an increase in Median CTC from 17 LPA to Rs 18 LPA. Some of the top recruiters across different sectors were Accenture, E&Y, MSCI, GIST Advisory from the sustainability domain and Novartis, InMorphis and Agri 10x from the general management domain.



## New Courses

Financing Start ups (Elective)

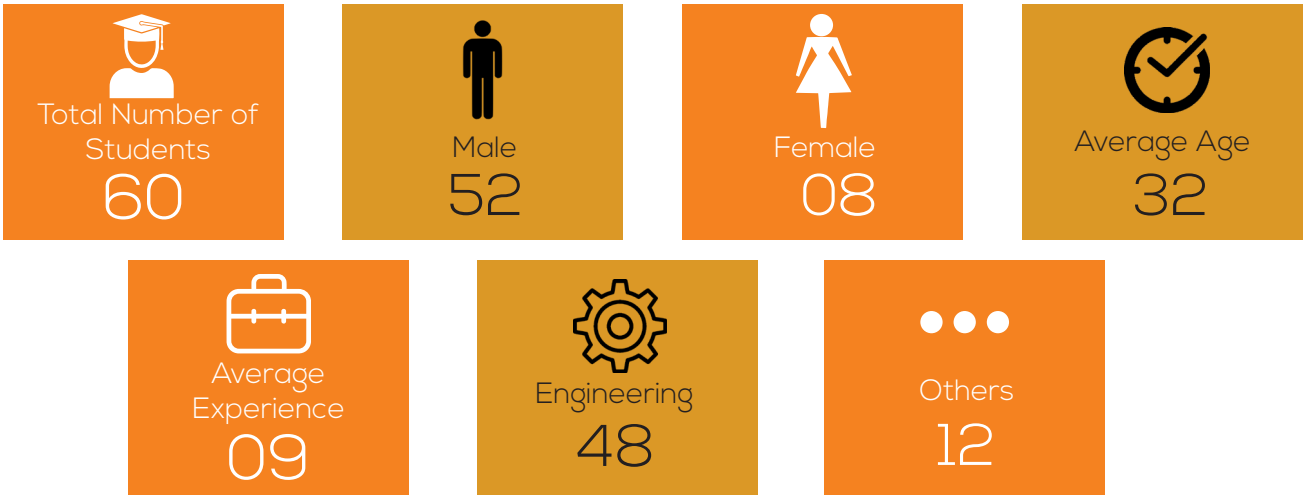
Investing with Impact (Elective)

ESG and Climate Risk Management- A Quantitative Approach (Elective)

# Post Graduate Programme in Management for Working Executives

Post-Graduate Programme in Management for Working Executives (PGPWE), is a two-year part time programme. The PGPWE 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.

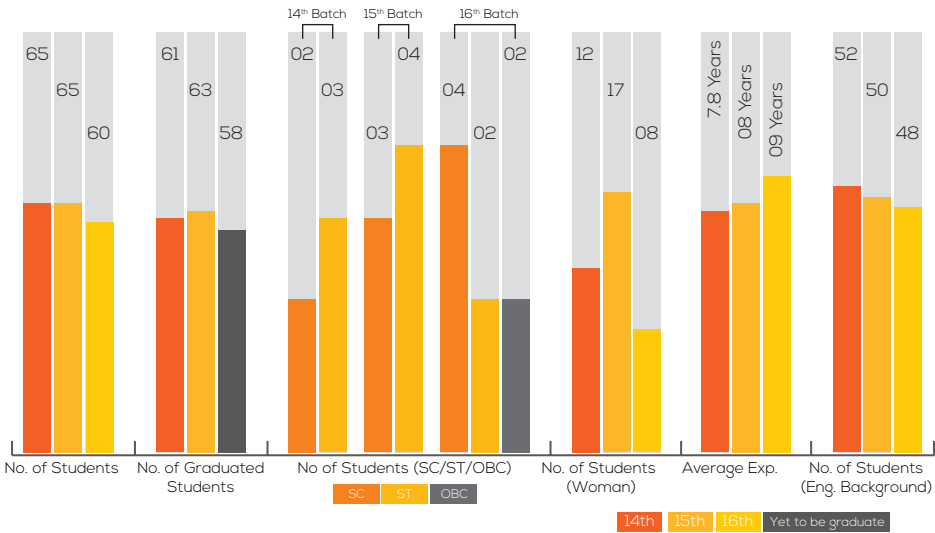
## 16<sup>th</sup> Batch (Year 2020-2022)



## 3 Years Batch Profile

Particulars	14th Batch	15th Batch	16th Batch
No. of Students	65	65	60
No. of Graduated Students	61	63	Yet to be graduate (58* students are in final year)
No of Students (SC/ST/OBC)	(OBC =2 , SC = 3)	(OBC =3 , SC = 4)	(OBC = 4, SC=2 , ST=2)
No. of Students (Woman)	12	17	08
Average Exp.	7.8 Years	8 Years	9 Years
No. of Students (Eng. Background)	52	50	48

\* Two Students have withdrawn from the programme due to their personal reasons







## New Courses

The following new elective courses were offered in (AY 2020-2021) to the PGPWE Students.

1. Demand Estimation and Forecasting
2. Entrepreneurial Finance
3. Corporate Entrepreneurship and Innovation

## International Immersion

Due to Covid – 19 pandemic, the International Immersion programme for PGPWE 15th batch could not take place. In lieu of this a one-credit course was taught to the students in Term V to meet the minimum number of credits required to complete the programme

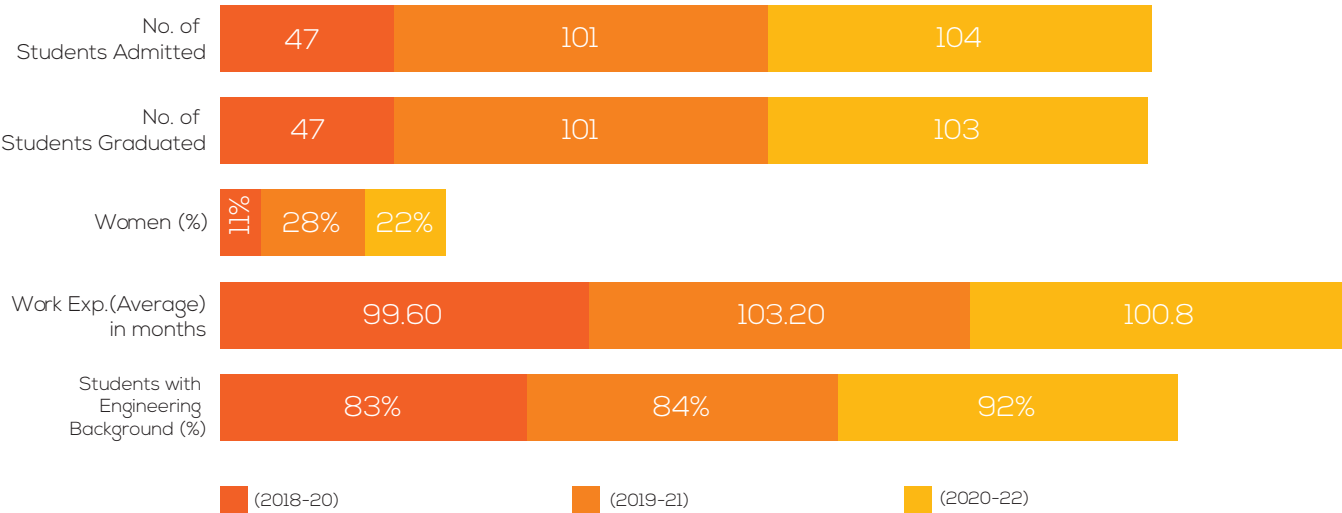
# International Programme in Management for Executives

The International Programme in Management for Executives (IPMX) is designed for mid/senior-level management professionals, and aims to prepare them for leadership roles in business. The programme is designed to impart business education that is grounded in the Indian and international business environments. It aims at enhancing the understanding of business processes at the functional and strategic levels among the participants of the programme, thus, preparing them for augmented roles in managing enterprises engaged in global business. It is a one-year full-time residential programme.

A core component of the programme is a study module at one of our partner institutes, which provide the students with an opportunity of an international learning experience, contributing towards equipping them with the knowledge and perspective relevant to current global business issues. The programme is rigorous and rewarding. It provides an opportunity for personal development and professional growth through inquiry and insight obtained in an interactive learning environment. Noida, the hub of commercial and industrial activity, provides IIML-NC a location-specific advantage. Industry-related assignments form an integral part of the course curriculum.



## Batch Profile 2020-21







## Curriculum:

IPMX has an 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 student opportunities to specialize in their areas.

## 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.

## 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.

## 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.

International Immersion Component (2020-21):

International Immersion of IPMX Batch (2020-21) was conducted online by ESCP Europe. Two credit courses and few workshops were held at ESCP Europe.

The courses are listed below:

- International Business Management
- Digital Transformation



The Workshops are listed below:

- Impact Communication & Presentation Skills
- Negotiation Skills
- Cross Cultural Communication & Virtual collaboration
- Emotional Intelligence in Leadership

## Placements

It was a first-ever virtual placement process due to the challenges posed by COVID-19.

Despite the volatile economic situation, IPMX witnessed a favorable response from its regular and many first-time recruiters from all sectors. The 13th batch of IPMX was a heterogeneous group of 103 professionals with an average of around eight years of industry experience from various industry and functional backgrounds such as IT/ITES, Consulting, Automotive/Manufacturing, BFSI, Retail/E-Commerce, Healthcare, Infrastructure, Energy/Oil and Gas, and Others.

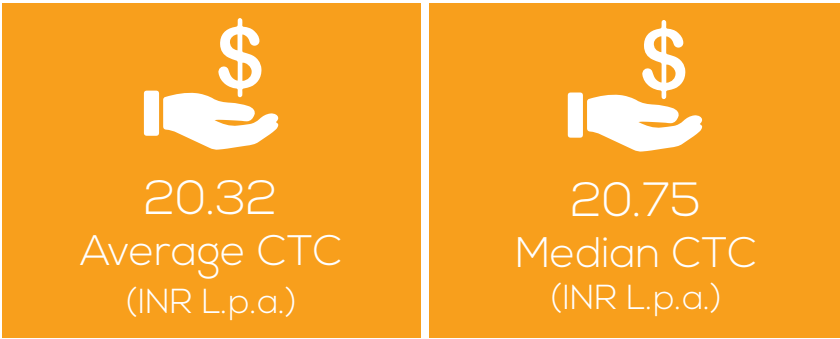
Around 100+ companies from diverse industries participated this year, and about 30+

companies made successful offers, out of which 47% participating for the first time.

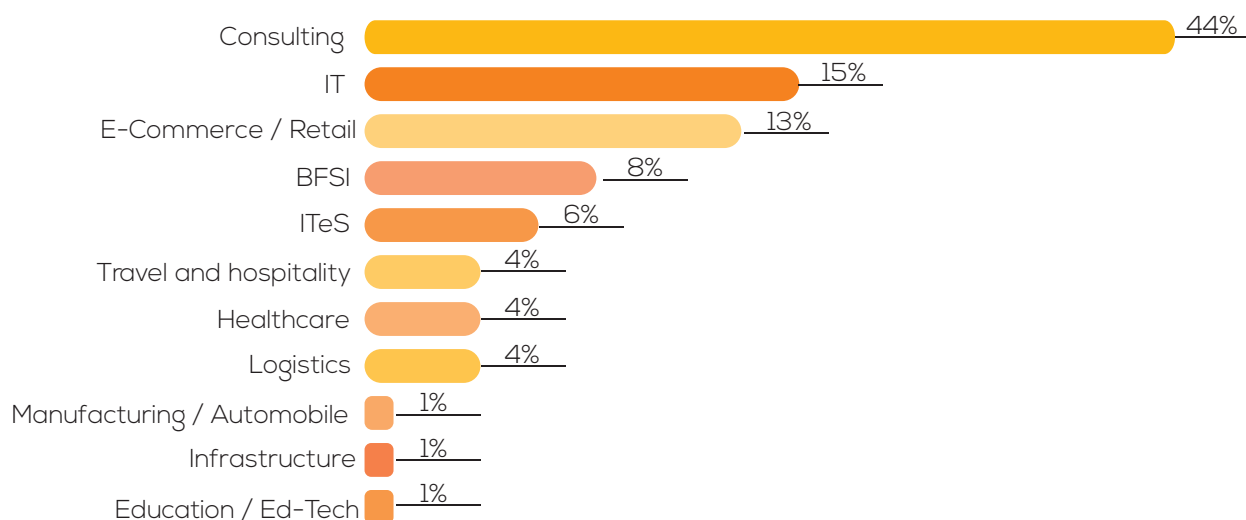
Students were offered middle and senior-level management positions across board in various geographies such as – AVP, Associate Director, Executive Assistant, Product Manager / Sr. Product Manager, Manager / Sr. Manager, Consultant / Sr. Consultant, Enterprise Strategic Consultant, Innovation Strategy Manager, Solution Specialist, Operation Manager, Technical Program Manager.

Around 78% of students with an offer were able to shift from their previous functions/ roles.

Around 74% of students with an offer made shifts from their previous industry.







## Industry Mix

## Leadership Talk Series Speakers:

- Monil Malhotra, VP, North America Projects & Sales, Emerson Automation Solutions
- Ajay Bulusu, Co-Founder, NextBillion.ai
- Krishnan Chatterjee, CMO, SAP
- Abhishek Shukla, Senior Product Manager, Adobe
- Arundhati Mehra, Global Research Head, Grail Insights
- Karan Shroff, VP & Head of Marketing, Unacademy
- Rahul Pinjarkar, CHRO, Trent Hypermarket
- Sairee Chahal, founder and CEO, SHEROES
- Varun Shridhar, CEO, Paytm Money
- Parikshit Pawar is Vice President, Head Marketing at Shapoorji Pallonji Real Estate
- Rajdip Gupta, Managing Director & Group CEO, Route Mobile
- Tarun Jha, Head of Marketing at ŠKODA AUTO India
- Gaurav Mehta, Chief Marketing Officer of GirnarSoft
- Varun Deshpande, Managing Director, Good Food Institute India

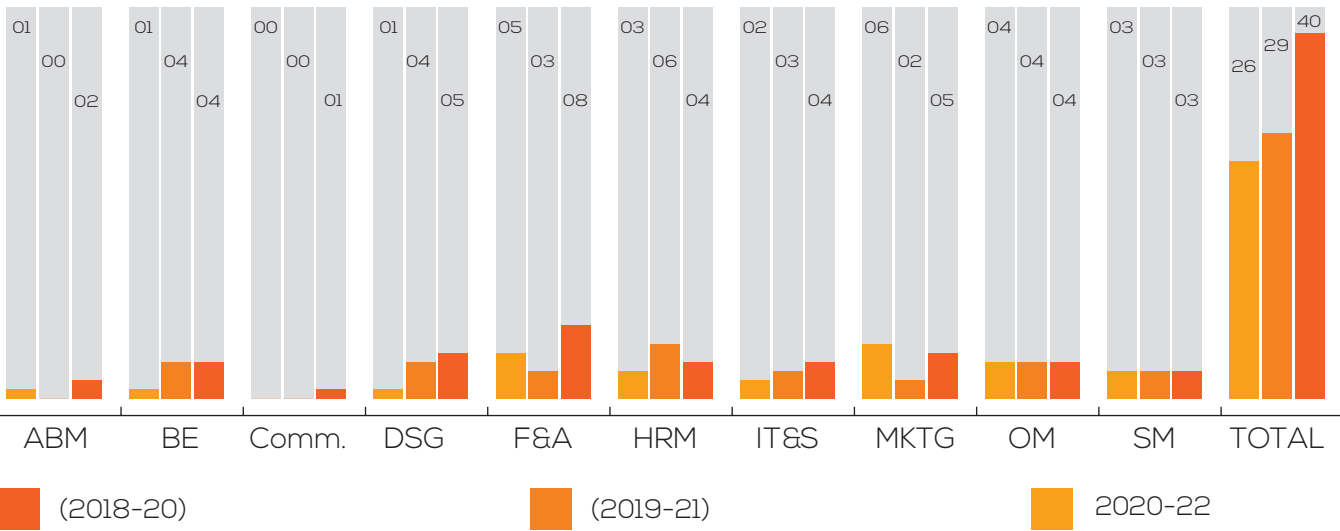
# Fellow Programme in Management

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 an opportunity for interdisciplinary education and research in management. The highly academically interactive environment at the Institute helps students to develop and sharpen their intellect. The Institute's unique pedagogy and programme structure provides enriching environment for personal and professional growth. The students meeting the programme requirements are awarded the degree- Doctor of Philosophy or Ph.D.

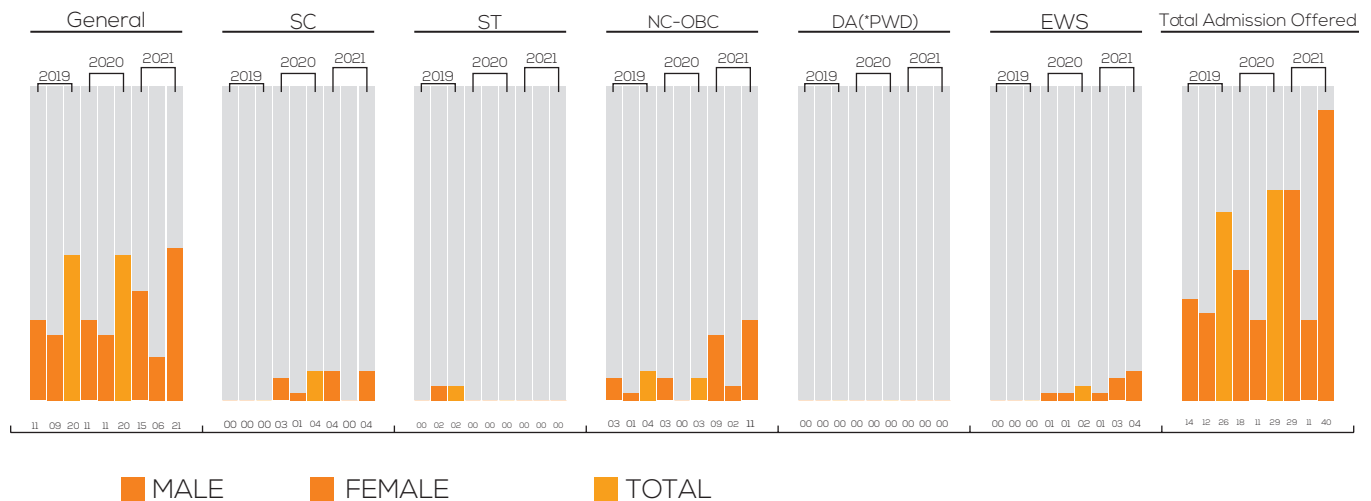
The FPM programme attracts students of the highest quality and prepares them for academic careers at leading business schools of India. The FPM programme consists of two components: The coursework exposes scholars to a variety of core and elective MBA as well as Fellow level area-specific courses and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



## Admission Trend 2019 – 2021







S. No.	FPM Scholar's Name	Area	Thesis Title
1	Divya Tripathi	HRM	"Exploring Micro-Foundations of Sustainability: Role of Individuals, Processes and Structures"
2	Abhinava Tripathi	F&A	"Essays on Liquidity and Market Efficiency: A Study of the Indian Equity Market"
3	Suhani Maharshi	HRM	"The Marks of Motherhood on Thecareerscapes of Inspiring Indian Women"
4	Swati Sharma	F&A	"Essays on Liquidity and Liquidity Risk in the Indian Stock Market"
5	Udayan Sharma	F&A	"Estimating Optimal Hedging Strategies"
6	Prashanth V. Anand	OM	"A Study of Stochastic Operations Problems in a Closed Loop Online Retail Environment"
7	Vedprakash Vasantrao Meshram	F&A	"Essays on Earnings Management: Evidence from Some Asia-Pacific Developed Economies"
8	Shuvabrata Chakraborty	OM	"A Study of Valid Inequalities and a Lagrangian Approach for the Team Orienteering Problem with Non-Identical Agents"
9	Ankit Sharma	OM	"Essays on Green Coopetitive Intercontinental Network Design Decisions in the Aviation Industry"
10	Kriti Krishna	MKTG.	"Essays on Gamification and Consumer Mindsets: An E-Commerce Perspective"
11	Sandeep Singh	OM	"Agriculture Supply Chain Sustainability: Case of Uttar Pradesh Sugar Industry"
12	Ankit	HRM	"The Relationship Between Dark Triad Traits and Academic Citizenship Behavior: A Functional Approach to Behavior Perspective"
13	Amit Karamchandani	OM	"Essays on the Role of Enterprise Blockchain in Supply Chain Management"
14	Satyam	MKTG.	"Essays on Subsistence Marketplaces: The Case of Rural Periodic Markets"
15	Sujit Sekhar Maharana	HRM	"Dark Triad and Antagonism: Initial Examination as Dark Core"
16	Mohit Malhan	MKTG.	"Essays on Customer Engagement in Social Networking Sites: Customer's Perspective on Information Processing and Dissemination"
17	Aasheesh Dixit	OM	"Essays on Airport-Airline Interactions"
18	Bhawna Priya	OM	"Essays on Financially Constrained Supply Chain"
19	Arjun Thukral	F&A	"Essays on Liquidity of Equity Derivatives: Evidence from the Order-Driven Market of India"

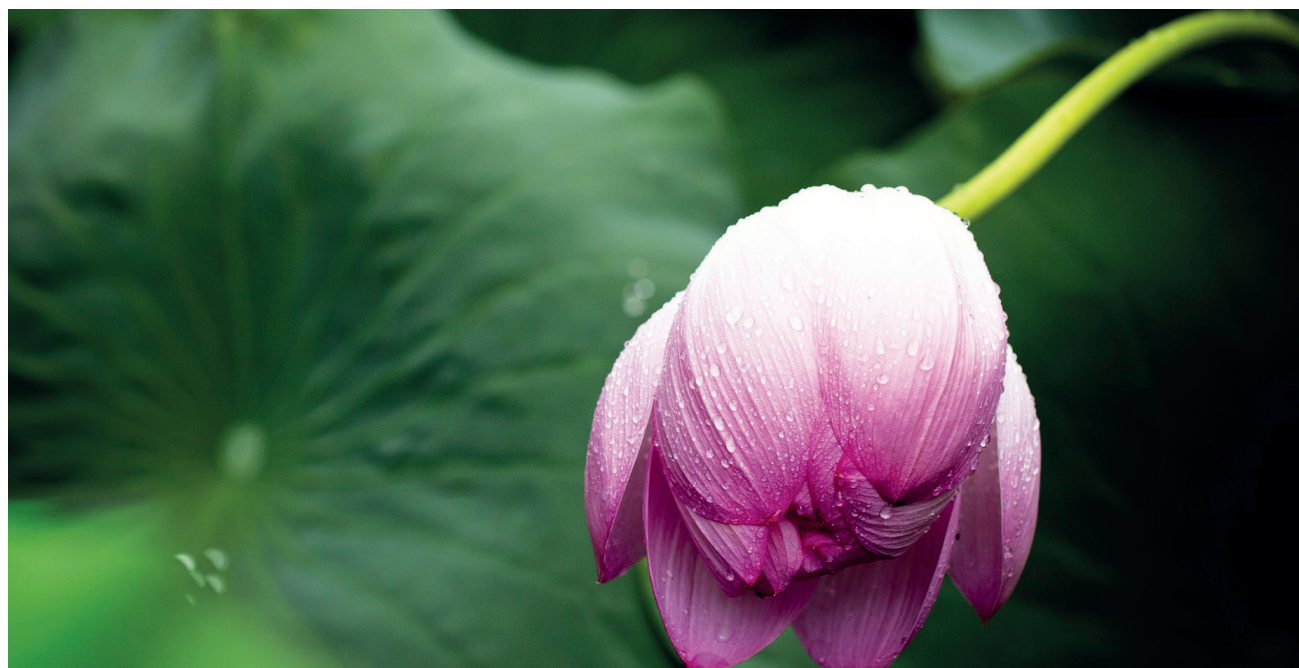
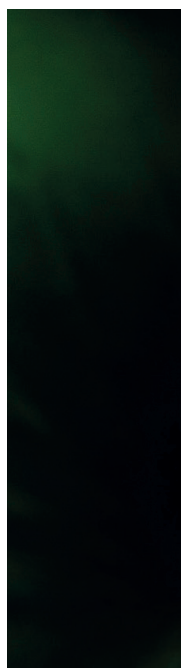


### Conferences (2020-2021)

International Conferences	01
Domestic Conferences	05
Total Conferences	06
Total Students Participated	06
International	01
Domestic	05
Total Doctoral Colloquium	04
Total Students Participated	04
Total number of paper published by FPM students	17

### Awards (2020-2021):

Name of students	Conference Awards
Mr. Akhil Prakash FPM-19021	<b>Best Award for Paper Presentation:</b> Privacy Concerns in Social Media: Mediation Effect of Self-Esteem, 25th May 2020.
Mr. Dhanshyam Mahavadi V.S. FPM-19017	<b>Best Award for Paper Presentation:</b> Awarded Best Paper award First Runners up in the SOM Doctoral Conference – 2020 conducted by the Society of Operations Management at XLRI Jamshedpur on 14th & 15th December, 2020 (through online mode). Paper Title: Procurement Schemes for Public Services: Contractual Forms for Public-Private Regimes.







## Research Output of FPM Scholars (2020-2021):

S.No	FPM Scholar	Publication Summary
1.	Mr. Sushant Bhargava	Virtuality and Teams Dealing with Crises and Catastrophes – August 04, 2020.
2.	Mr. Avinash Kumar	Television Viewing and Conspicuous Consumption of Households: Evidence from India; 29th January 2021, Journal of Consumer Marketing, ABDC – “A”.
3.	Mr. Dhanshyam Mahavadi V.S.	Dhanshyam, M., and Samir K. Srivastava. "Effective policy mix for plastic waste mitigation in India using System Dynamics." Resources, Conservation and Recycling 168 (2021): 105455.
4.	Mr. Swapan Deep Arora	<ol style="list-style-type: none"> <li>1. Arora, S. D., &amp; Mathur, S. (2020). Effect of airline choice and temporality on flight delays. Journal of Air Transport Management, 86, 101813. Journal Ranking: ABDC-B, ABS-1; Online Publication Date: 17-04-2020; Journal Issue: July-2020.</li> <li>2. Arora, S. D., &amp; Mathur, S. (2020). Hotel pricing at tourist destinations–A comparison across emerging and developed markets. Tourism Management Perspectives, 35, 100724. Journal Ranking: ABDC-A, ABS-2; Online Publication Date: 15-07-2020; Journal Issue: July-2020.</li> <li>3. Arora, S. D., &amp; Chakraborty, A. (2020). Consumer Complaining Behavior: a Paradigmatic Review. Philosophy of Management, 1-22. Journal Ranking: ABDC-C; Online Publication Date: 05-09-2020.</li> <li>4. Arora, S. D., &amp; Chakraborty, A. (2021). Intellectual structure of consumer complaining behavior (CCB) research: A bibliometric analysis. Journal of Business Research, 122, 60-74. Journal Ranking: ABDC-A, ABS-3; Online Publication Date: 11-09-2020; Journal Issue: January-2021.</li> <li>5. Arora, S. D., &amp; Chakraborty, A. (2020). Legitimate and illegitimate consumer complaining behavior: a review and taxonomy. Journal of Services Marketing, 34(7), 921-937. Journal Ranking: ABDC-A, ABS-2; Online Publication Date: 25-09-2020; Journal Issue: Volume 34, Issue 7, 2020.</li> </ol>



S.No	FPM Scholar	Publication Summary
5.	Mr. Deepak Verma	"eWOM Credibility: A Comprehensive Framework and Literature Review." Journal: Online Information Review, Date: December 2020.
6.	Mr. Anand Kumar	1. A Comparative Evaluation of Public Road Transportation Systems in India Using Multicriteria Decision-Making Techniques (24th October 2020); and 2. Response to the COVID-19: Understanding implications of government lockdown policies (27th October 2020).
7.	Mr. Sourav Prasad Rauniyar	Agritourism: Structured Literature Review and Bibliometric Analysis (24/05/2020).
8.	Ms. Vedika Saxena	Determinants of Intercorporate Investments: An Empirical Investigation of Indian Firms (Publication Date: 22.12.2020); [Journal Name: International Journal of Financial Studies (IJFS)] Category: ABDC- B.
9.	Mr. Amit Karamchandani	Title: Analysing Perceived Role of Blockchain Technology in SCM Context for the Manufacturing Industry; Journal: International Journal of Production Research; Date: 17th February 2021.
10.	Mr. Ankit	Ankit & Uppal, N. (2021). How Machiavellianism Engenders Impression Management Motives: The Role of Social Astuteness and Networking Ability. Personality and Individual Differences, 168, 110314. ISSN 0191-8869. DOI: 10.1016/j.paid.2020.110314, Elsevier (ABDC: A, ABS:3)



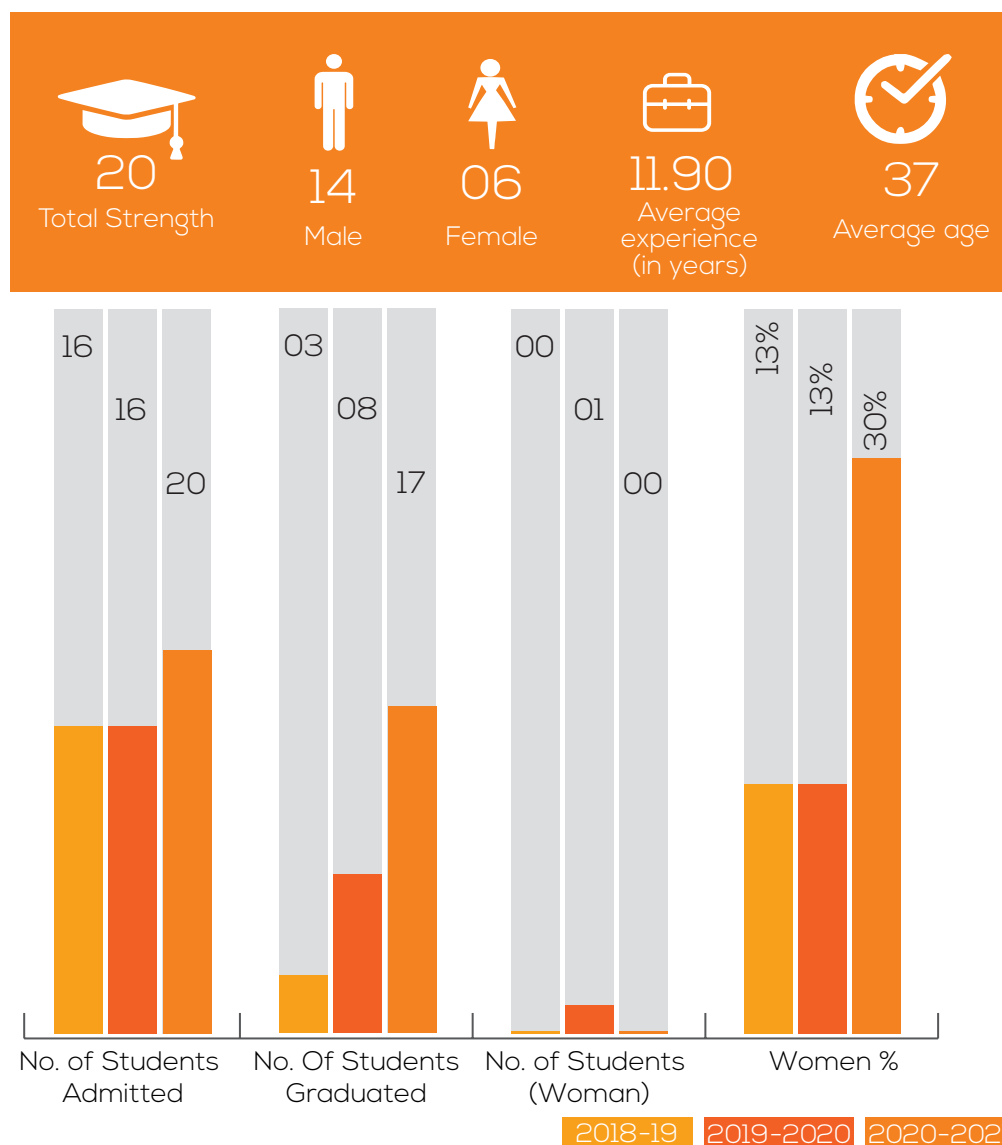


# Executive Fellow Programme in Management



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 contemporary business world.

## Batch profile of 2020-2021

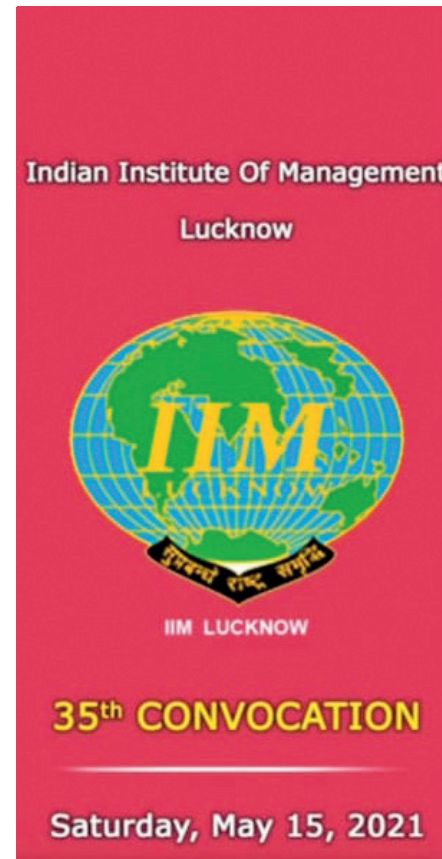
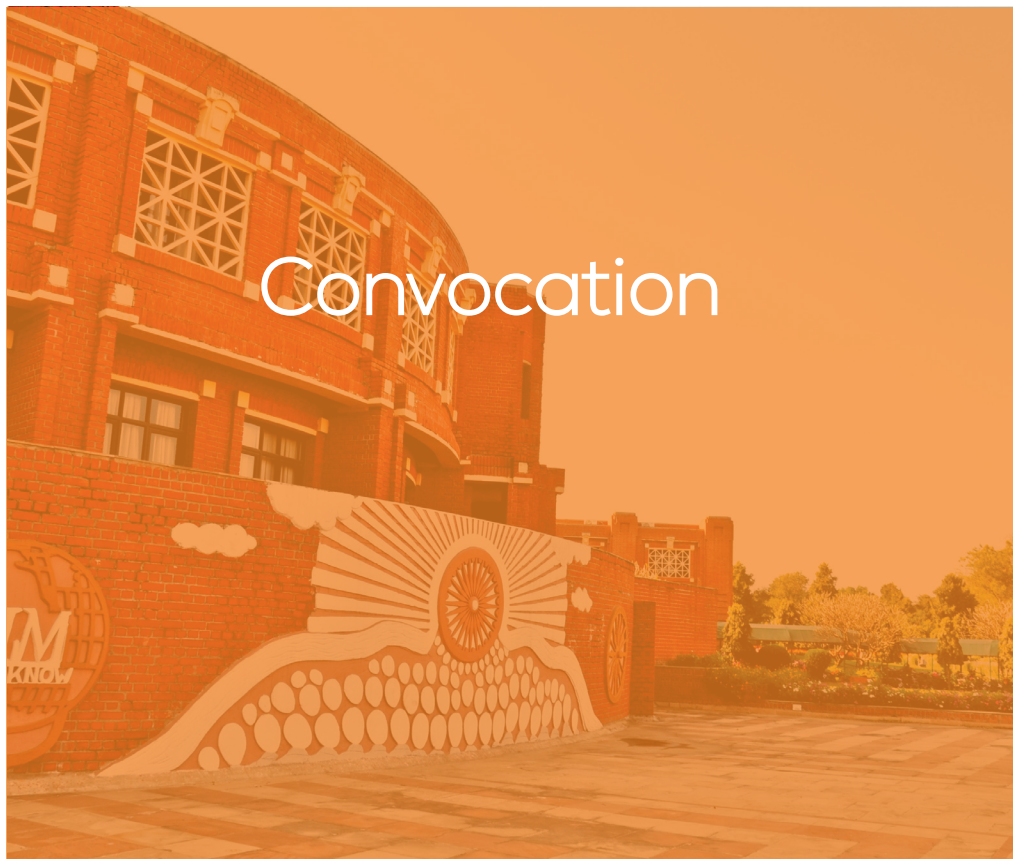


## Research Output

### Graduating EFPM Students (Academic Year 2020-2021)

Name	Area	Thesis Title
Mr. Anindya Chalkladar	Marketing	A Study of Relational Intent in an Ongoing B2B Channel Relationship: Antecedents and Outcome
Mr. Rajesh Nangia	Strategic Management	Firm's Dynamic Capabilities and Performance: Do Firm Size and Institutions Matter?
Ms. Neha Saxena	Business Sustainability	Study of Factors Impacting Success of Cross-Sector Collaborations between NGOs and Businesses in the Field of CSR in India
Mr. P G Raghuraman	HRM	Psychological Resilience of Senior Business Leaders: A Phenomenological Study
Mr. Sushant Bhatnagar	Marketing	"Electronic Word Of Thing (Ewot): Understanding Attitude Towards Computer Generated Reviews Of Internet Of Things (Iot) Products In The Future E-Commerce Context"
Mr. Aman Gupta	Business Sustainability	Exploring Mental Models for Developing A Model to Evaluate the Performance of Public Sector/ State Owned Enterprises in India
Mr. Awanish Kumar Chaudhary	HRM	Nurturing Good Soldiers: The Military Way in the Context of the Indian Armed Forces
Ms. Gurpreet Mehdiratta	Business Sustainability	Understanding Pro-Environmental Behavior of Adolescents A Moderated- Mediation Model
Mr. Mahesh Kumar	Operations Management	Theory of constraints- Enhancements and Application to Software Supply Chains
Mr. Mayank Mathur	Business Environment	The Impact of Mergers and Acquisitions on the Performance of the Technology Organizations
Mr. Ranjan Kumar	Business Communications	Blended Learning Programs for Working Professionals: Effects of Perceived Quality, Perceived Value, Active Learning, Perceived Organizational Support, Self-Regulated Learning and Intrinsic Motivation on Skill Development
Mr. Ritwik Mishra	HRM	A grounded Theory Approach To Understanding Relationship Building Process In Leader Member Exchange Theory.
Ms. Ami Mitinkumar Shah	Marketing Management	Essays On Electronic Word-Of-Mouth (EWOM) And Brand-Related User Generated Content (UGC)
Mr. Ankur Garg	Operations Management	Integrated Schedule Design, Aircraft Rotation and Crew Scheduling in Airlines
Mr. Pavankumar Gurazada	Marketing Management	Essays On Consumer Engagement With Brand Posts On Social Networking Websites
Mr. Shailendra Singh	Operations Management	A New Cognitive Design Intervention In Knowledge Management Through Innovative Skill Development Approach
Mr. Shashank Shekhar Shukla	Business Environment	Essays on Determinants of Violence, Harassment of Women and Trust in Police in India





Exceptional times sees exceptional events. For the first time in its history the Indian Institute of Management Lucknow had an Online Convocation (in view of the current pandemic situation in India).

The 35th Annual Convocation of IIM Lucknow saw 646 students being awarded their degrees by the Chairman, IIM Lucknow Board of Governors, Mr. N Chandrasekaran and Director, IIM Lucknow, Prof. Archana Shukla. Dr. Janmejaya Sinha, Chairman, India, Boston Consulting Group was the Chief Guest on the occasion and delivered the Convocation Address.



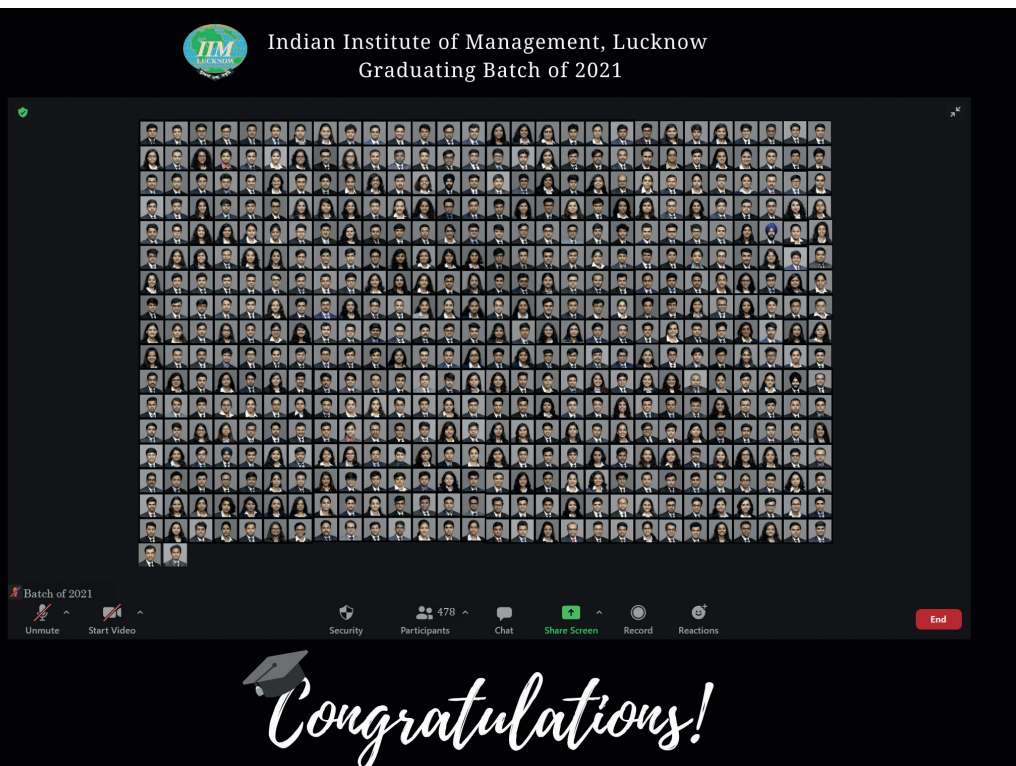




S.No	Programme	Students Graduated
1.	Post Graduate Programme in Management	404
2.	Post Graduate Programme in Agri-business Management	74
3.	Post Graduate Programme in Sustainable Management	29
4.	Fellow Programme in Management	19
5.	Executive Fellow Programme in Management	17
6.	International Programme in Management for Executives	103
7.	Post Graduate Programme in Management for Working Executive	61







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

Chairman's Gold Medal      Agarwal Vishal Satish

Director's Medal      Sauhard Gupta

PGP Chairman's Medal      Radhika Chappolia

Budhiraja Medal for  
Best All-rounder      Kaushik G.

Harishankar Singhania  
Medal for Best All-rounder      Piyush Kedia







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

Chairman's Gold Medal Sarat Chandran M.J.

Director's Medal Sabyasachi Sadhu

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

Chairman of the Board of Governor's Gold Medal Nitika Jain

Director's Medal Anshul Kumar Gupta







# 2

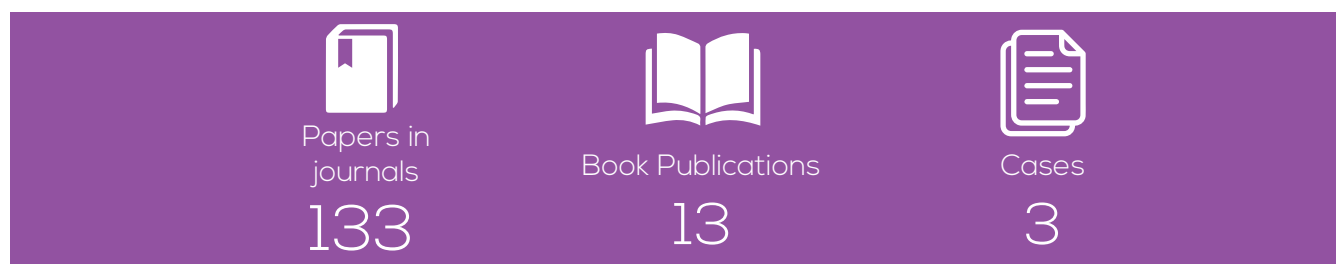
**Research &  
Consultancy**





# Publication Profile

The faculty is the intellectual resource of the institute. It has been diligently working to fulfill the mission which is to produce high-quality research published in refereed journals. The year 2020-2021 also saw many journal publications, books, conferences, which are listed below



## Journal Publication Details (2020-2021)

**Aithal, R.** Gyan Shala Model- The Lucknow Challenge, **Vikalpa**

**Aggarwal, A.** (2020). Revisiting the land use assumptions in forest carbon projects through a case from India. *Journal of Environmental Management*, 267, 110673.

**Agarwal, Y. K.,** & Venkateshan, P. (2019). New Valid Inequalities for the Optimal Communication Spanning Tree Problem. *INFORMS Journal on Computing*, 31(2), 268-284.

**Agarwal, Y. K.,** & Venkateshan, P. (2020). A new model for the asymmetric vehicle routing problem with simultaneous pickup and deliveries. *Operations Research Letters*, 48(1), 48-54.

**Agrahari, A.,** & **Srivastava, S. K.** (2019). A data visualization tool to benchmark government tendering process: Insights from two public enterprises. *Benchmarking: An International Journal*, 26(3), 836-853.

Raj, A., **Agrahari, A.,** & **Srivastava, S. K.** (2020). Do pressures foster sustainable public procurement? An empirical investigation comparing developed and developing economies. *Journal of Cleaner Production*, 266, 122055.

**Arora, S.** (2020). Intersectional vulnerability in post disaster contexts: lived experiences of Dalit women after the Nepal earthquake, 2015. *Disasters*.

Bhaskarabhatla, A., **Anurag, P.,** Chatterjee, C. & Pennings, E. (2021). How Does Regulation Impact Strategic Repositioning by Firms Across Submarkets? Evidence from the Indian Pharmaceutical Industry, *Strategy Science*

Chillakuri, B. & **Attili, V.S.P.** (2021). Role of blockchain in HR's response to new-normal, *International Journal of Organizational Analysis*

**Awasthi, K.,** Bhat, K.K. & Boeri, N. (2020). Helping when it matters: Optimal time for supporting women's self-employment in India *Development Policy Review*

**Awasthi, K.,** & George, R. (2020). Influence Capital in Boards: A study of ex-bureaucrats in India. *Asia Pacific Journal of Management*, 1-35.



- Balasubramanian, G** & Sarkar, S. (2020). Organising Experience of Informal Sector Workers – A Road Less Travelled, *Employee Relations*, 42(3):798-817
- Balasubramanian, G**, & Dash, S (2020). Exploring relationship between degree of unionization and firm productivity in Indian listed firms, *Journal of Labor and Society*, 23(2)
- Sethi, K., Biswas, B. & **Balodi, K.C.** (2021). Mobilizing B2B Electronic Marketplace: An Exploratory Study of Critical Success Factors among Indian Start-ups, *Global Business Review*
- Balodi, K.C.**, Jain, R. & Das, R. (2021). Strategy, business model, and innovation at Rivigo: Is Relay-as-a-Service the way forward?, *Journal of Information Technology Teaching Cases*
- Mahaja, R. & **Bandyopadhyay, K.R.** (2021). Women entrepreneurship and sustainable development: select case studies from the sustainable energy sector, *Journal of Enterprising Communities People and Places in the Global Economy*
- Bhattacharya, K.** & Shukla, S.S. (2021). Violence and Trust in Police in India, *Economic and Political Weekly*, 56(1):41-48
- Bhumika**, Kumar, P. R., & Sinha, A. (2021). Underpinnings of social contributions: conceptualizing behavioral patterns among socially contributive leaders in India, *Social Responsibility Journal*
- Bhumika.** (2020). Challenges for work-life balance during COVID-19 induced nationwide lockdown: exploring gender difference in emotional exhaustion in the Indian setting. *Gender in Management*, 35(7-8), 705-718.
- Gupta, R., **Biswas, I.**, & **Kumar, S.** (2019). Pricing decisions for three-echelon supply chain with advertising and quality effort-dependent fuzzy demand. *International Journal of Production Research*, 57(9), 2715-2731.
- Biswas, I.**, & Avittathur, B. (2019). Channel coordination using options contract under simultaneous price and inventory competition. *Transportation Research Part E: Logistics and Transportation Review*, 123, 45-60.
- Biswas, I.**, & Avittathur, B. (2018). The price-setting limited clearance sale inventory model. *Annals of Operations Research*, 1-17.
- Chatterjee, S.**, & **Pal, D.** (2021). Is there political elite capture in access to energy sources? Evidence from Indian households. *World Development*, 140, 105288.
- Poddar, P., **Pal, D.**, & **Chatterjee, S.** (2021). Moving up the energy ladder: does socio-religious status matter?. *Population and Environment*, 42(3), 325-359.
- Tiwari, A. A., **Chakraborty, A.**, & **Maity, M.** (2021). Technology product coolness and its implication for brand love. *Journal of Retailing and Consumer Services*, 58, 102258.
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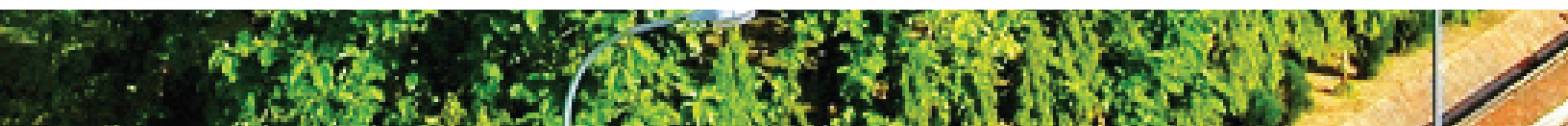
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## Book Publications

S.No.	Authors	Title of the Book	Publisher
1	Moutusy Maity Pawankumar Garuzada	Marketing Analytics	Oxford University Press
2	Nishant Uppal	Narcissus or Machiavelli? Learning Leadership from Indian Prime Ministers	Routledge
3	Nishant Uppal	Human Resource Analytics: Strategic Decision Making	Pearson
4	Sabyasachi Sinha	Entrepreneurship	McGraw Hill

## Book Chapter Publications

S No.	Authors	Title of the Book	Publisher	Title of Book Chapter
1	Anita Goyal	Impact of New Media in Tourism	IGI Gloabal	Communicating and Building Destination Brands With New Media
2	Girish Balasubramanian Sanjeev Chopra Ram Kumar kakani	Global Encyclopedia of Public Administration, Public Policy, and Governance	Springer	Leadership Competencies of Public Administrators in Millennial India
3	Kaushik Ranjan Bandyopadhyay	Sustainable Development & Insights from India	Springer	COVID- 19 and The Big Oil Price Crash
4	M.K.Awasthi	Vulnerability to Food and Nutrition Insecurity in Mountain Regions	NEHU	Changing purchase behaviour of Indian consumer: A strategic food security perspective
5	Payal Mehra Ankit Ahuja	The New Normal- Reinventing Professional Life and Familial Bonding	Bloomsbury	Crisis as Mindset Approach to Organisaional Crisis when Crisis is teh New Normal
6	Shubhda Arora Juhi Jotwani	Media Culture in Trans/national Asia: Convergences and Divergences	Rutgers Uniiversity Press	The Child Bride
7	Shubhda Arora Juhi Jotwani Prachiti Mane	Urban Communication Reader IV	Peter Lang	Gentrification of Lavale- Changing Spatiality and the Making of a Rural Urban Complex
8	S. Enkataramanaiah Saketh S. Venkat G.B. Shanmugam	Lean Manufacturing	Intech Open	Application of Lean in a Small and Medium Enterprise
9	S. Venkataramanaiah S.C. Galwankar Akhilesh Sai S.V.	Contemporary Developments and Perspectives in International Health Security- Vol 2	IntechOpen	Supply Chain Management and Restart of Economy in Post COVID-19

## Case Publications

S.No.	Authors		Type	Title
1	Sabyasachi Sinha	Vinod Thakur	IVEY Case	Vijay Sales- The Millennial Cuunundrum
2	Sabyasachi Sinha	Vinod Thakur	IVEY Case	Shubham Goldiee Masale Private Limited- Consolidate or Expand?
3	Amita Mital	Krishnan V.	IVEY Case	Valeo- Innovating to lead the mobility revolution

## National and International Conferences

S.No.	Faculty	Title of Conference	Name of the Organisation	Location	Date
1	Prof. Devashish Das Gupta	AIRSI 2020	University of Zaragoza, Spain	Virtual	April 2 - 3, 2020
2	Prof. Devashish Das Gupta	2020 AMA Summer Conference	American Marketing Association, Chicago - USA	Virtual	August 19 - 21, 2020
3	Prof. Kaushik Bhattacharya	Seventh International Conference on Gender & Women's Studies 2020 (GWS 2020)	UWIOE Conference, Canada & International Centre for Research and Development, Singapore	Virtual	November 16 - 17, 2020
4	Prof. Sushil Kumar (CFM)	IAMB 2020 Virtual Conference	IAMB	Virtual	December 3- 5, 2020
5	Prof. Ashish Pandey	2020 meeting of World Finance & Banking Symposium	World Finance & Banking Symposium, Riga, Lavita	Virtual	December 5 - 6, 2020
6	Prof. Ashutosh Kumar Sinha	22nd Annual Convention of the Strategic Management Forum	IIM Ranchi	Virtual	December 21 - 23, 2020
7	Prof. Kaustav Banerjee	MSAST 2020	Institute for Mathematics, Bioinformatics, Information Technology and Computer Science (IMBIC)	Virtual	December 21 - 23, 2020
8	Prof. Rajesh K Aithal	2021 AMA WIMER Academic Conference	American Marketing Association, Chicago, USA	Virtual	17-19 February, 2021
9	Prof. S. Venkataramanaiah	26th IJCIEOM - International Joint Conference on Industrial Engineering and Operations Management, Rio de Janeiro, Brazil	ABEPRO, Brazil	Virtual	February 22- 24, 2021
10	Prof. Anadi Saran Pande	3rd International Conference on Challenges in Emerging Economics	K.J. Somaiya Institute of Management, India	Virtual	26.2.2021
11	Prof. Neerja Pande	3rd International Conference on Challenges in Emerging Economics	K.J. Somaiya Institute of Management, India	Virtual	26.2.2021



S.No.	Faculty	Title of Conference	Name of the Organisation	Location	Date
12	Prof. Chandan Sharma	WEA1 March 2021 Virtual Conference	Western Economic Association International, Fountain Valley, CA 92708 USA	Virtual	March 17 - 19, 2021
13	Prof. Shubhda Arora	AAS 2021 (Association of Asian Studies)	Annual Conference - Connecting, Engagement Community (International)	Virtual	March 21-26, 2021
14	Prof. Jyotirmoy Dalal	Virtual International Conference on Soft Computing, Optimization Theory and Applications (SCOTA)	BITS, Mesra	Virtual	March 26 - 27, 2021





# Consultancy

Consultancy projects form one of the major and integral activities undertaken by 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 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.

8 consultancy projects were completed during the academic year 2020-2021, whereas 11 projects were ongoing.

Details of Consultancy Projects completed during 2020-2021

Client Organisation	Project Title	Faculty (Professors)
UP Handicrafts Development and Marketing Corporation Ltd.	Activities of UP Handicrafts Development and Marketing Corporation Ltd., Lucknow	Prof. Devashish Das Gupta, Prof. Sabyasachi Sinha
Defence Institute of Bio-energy Research	A Strategic Study of Human Migration from the Deep Himalayan Border	Prof. M.K. Awasthi
U.P. Development Systems Corporation Ltd. (UPDESCO), Lucknow	Restructuring the Staffing pattern of UPDESCO	Prof. Devashish Das Gupta
Directorate of Medical Education & Training, U.P.	Organisational Restructuring of Office of DGME, Lucknow (U.P.)	Prof. Devashish Das Gupta
U.P. Sugar Mills Association	Managing Pollution in Sugar Industry in U.P.	Prof. Sanjeev Kapoor
Food Corporation of India, R.O. Lucknow	Concurrent Evaluation of Rice/Paddy procurement operations in U.P. during Kharif Marketing Season 2019-20	Prof. K.B. Gupta Prof. Kushankur Dey
The World Bank Group	Estimation of volume of Public Procurement in India	Prof. Samir Srivastava Prof. Amit Agrahari
Multi Commodity Exchange, Mumbai	Survey based Study of Mentha Oil Futures	Prof. Kushankur Dey Prof. K.B. Gupta

Consultancy Projects in Progress: 2020-2021

Client Organization	Title of Consultancy project	Name of faculty (Chief Consultant)
Pawan Hans Ltd.	Study on Operational Research on Optimum Utilization of Pilots and Technical Personnels of Pawan Hans Ltd.	Prof. S. Venkataramanaiah, Prof. S. B. Dash, Prof. Neeraj Dwivedi
Abott India Ltd., Mumbai	KOL Segmentation Strategy	Prof. Rajeev Kumra
Department for Promotion of Industry & Internal Trade	Implementation of District Strategy to enhance the economic growth of Districts Varanasi, Muzaffarpur & Visakhapatnam	Prof. Kshitij Awasthi Prof. P. Priyadarshi Prof. S. Venkataramanaiah Dr. C.M. Mishra



Client Organization	Title of Consultancy project	Name of faculty (Chief Consultant)
Transport Corporation of India	Study on operational efficiency of freight transportation by road in India	Prof. Samir Srivastava Prof. Sanjay K. Singh
Department of Irrigation & Water Resources, Govt. of U.P.	Performance Evaluation Study of Water Users' Association Constituted under UPPIM Act, 2009	Prof. K.B. Gupta
National Food Security Mission	Concurrent Evaluation of National Food Security Mission, UP 2019-20	Dr. C. M. Misra
Ministry of MSME, Govt. of India	Evaluation Study of Aspire Scheme	Prof. Sanjeev Kapoor Dr. C. M. Misra
Ministry of MSME, Govt. of India	Evaluation Study of SFURTI Scheme	Prof. Kushankur Dey Dr. C. M. Misra
National Mission for Clean Ganga (NMCG)	Arth Ganga- Study and consulting services of Sustainable Economic Development of Ganga Basin	Prof. Kshitij Awasthi Prof. Ajay Garg Prof. D. Tripti Rao Prof. Dipti Gupta Prof. Kushankur Dey
Ministry of Consumer Affairs, F&PD	Concurrent Evaluation of NFSA Phase-II	Prof. Kushankur Dey Prof. K.B. Gupta
India Future Foundation	Internet and Internet of Things Security Project	Prof. Moutusy Maity

## Research Projects

Ongoing Externally funded research projects (2020-21)

Project Title	Name of Sponsoring Institution /Agency
Innovations In Delivering High Volume High Quality Pilgrimage Services at TTD	TTD, Tirupati
Assessing the User Satisfaction of NPTEL and Extricating Policy Implications for E-Learning in India	ICSSR
Study on Impact Assessment of TASAg and Integration with e-way bill system	National Highways Authority of India
Estimating the Efficacy of "Art Integrated Learning" Pedagogy - Evidence from a Randomized Control Trial in India	Dr. Josie Chen - National Taiwan University
Innovations in delivering high volume high quality pilgrimage services at TTD	TTD, Tirupati
Assessing the User Satisfaction of NPTEL and Extricating Policy Implications for E-Learning in India	ICSSR
Study on Impact Assessment of FASTag and Integration with e-way bill system	National Highways Authority of India
Estimating the Efficacy of "Art Integrated Learning" Pedagogy - Evidence from a Randomized Control Trial in India	Dr. Josie Chen - National Taiwan University

Ongoing Seed Money Projects (2020-21)

Project Incharge	Project Title
Prof. D. S.Sengar Prof. Vijay Pal Singh Prof. Indranil Biswas	Water Management: Law and Policy in India Influence of Cost/Experience Learning on Refurbished Product Supply Chain
Prof. Pradeep Kumar Prof. Chandan Sharma	Investigating Social Media for Digital Business Corruption and Economic Performance
Prof. Dipti Gupta Prof. D. Tripathi Rao Prof. Ashish Pandey Prof. Ashish Pandey	Decarbonization Strategy of Businesses, Stock Return Performance and Impact on Investment Styles.
Prof. Nishant Uppal	Study of Value Relevance of Loan Loss Provision (LLP) Components and the Choice of Model Specification Person-Context interactions as cause of bidirectionality in Personality-Performance relationship
Prof. Prem P. Deewani	Box Office Collection of Sequel Movies: Exploring Brand Extension Effect
Prof. Rajeev Kumra	Investigating the Role of Reverse Socialisation in Healthy Lifestyle choices a study in Indian Families - A Proposal





# 3 Centres of Excellence





## Centre for Food & Agribusiness Management (CFAM)

Established in the year 1998, the Centre for Food and Agribusiness Management (CFAM) has grown into a 'Global Centre of Excellence' in the field of food & agribusiness management education, research & consultancy. The Centre strives to accelerate the professional management of agricultural and other rural resources by integrating business with farming. The main aims of the Centre for Food and Agribusiness Management are:

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

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

## Centre for Marketing in Emerging Economies (CMEE)

Established in 2012 as a Centre of Excellence at IIM Lucknow's Noida campus, CMEE aims pursuing original research and imparting quality education in the area of marketing and marketing research, with a specific mandate to contribute towards better understanding of emerging economy markets and challenges therein for marketing practitioners. Apart from conducting advanced research and running continuous education programmes, the centre will also act as a platform for academicians and practitioners in selected emerging geographies to collaborate with each other effectively. CMEE has always been instrumental in bringing together academia, industry and the government towards understanding consumers, businesses and public policies towards marketing in emerging economies.

WISHING MERRY CHRISTMAS AND HAPPY NEW YEAR 2021

CELEBRATING 8 YEARS

Silver Sponsor: SBI, LIC, CMEE, Centre for Marketing in Emerging Economies, Networking Partner: Pearson, Community Partner: AM ACADEMY, MRSI

Presents: Online Workshop

**TEACHING PRACTICING MARKETING RESEARCH**

8<sup>th</sup>-9<sup>th</sup> January, 2021

**KEY HIGHLIGHTS**

**Workshop Speakers**

Prof. Nareesh K. Malhotra, Prof. Russell W. Bell, Prof. Satyabhushan Dash, Mahan Krishnan

**Special Plenary Session/Webinar**

09-January, 2021

**Role of Marketing Research during Covid-19 Pandemic Era**

**Special Complimentary Workshop Sessions**

10-January, 2021

1) Sentiment Analysis for monitoring consumer-generated social media data  
2) Predictive Techniques in Qualitative Research: The 'Why' and the 'How'  
3) Data Visualization with Tableau  
4) Unstructured Data Extraction & Analysis with NVIVO

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CELEBRATING 8 YEARS

Silver Sponsor: SBI, LIC, CMEE, Centre for Marketing in Emerging Economies, Networking Partner: Pearson, Community Partner: AM ACADEMY, MRSI

Presents: Special Online Plenary Session

**ROLE OF MARKETING RESEARCH IN THE COVID-19 PANDEMIC ERA**

30 January, 2021 | 5:30 PM - 07:00 PM

**Speakers**

Prof. Nareesh K. Malhotra, Prof. Russell W. Bell, Prof. Satyabhushan Dash, Preeti Reddy

**Speakers**

Sandeep Arora, Harish Narayanan, Dr. Anghuman Ghosh, Chare Swarnap Mullick, Simant Bhangava

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## Research & Publication

- April – August 2020: Research study on 'Consumer Behaviour during COVID-19 lockdown'

CMEER conducted a massive research study on 'Consumer Behaviour during the COVID-19 lockdown'. The first phase of the study was conducted in March 2020 and the second phase of the study September 2020. This study was conducted across 104 cities around 23 states, covering thousands of individuals and household. The study focused upon understanding the public sentiment, changing consumption patterns and buying behaviour of the people during the lockdown period.

The study highlights the broad overview of pervasive impact of COVID-19 on Indian economy & various business segments, current and impending consumer behaviour in the marketplace. The study outcomes attracted the attention of the press and the media. The outcomes of the study have been published in more than 100 national and international leading print and electronic media houses.

- February – March 2020: Roundtable discussions  
CMEER also conducted various roundtable discussions on emerging areas such as: i) Understanding digital healthcare: challenges and opportunities in covid19, ii) Understanding digital education and e-learning: perspectives from teachers and students. iii) Leveraging the power of unstructured data for Capturing Consumer Insights in the digital era: challenges and opportunities
- June 2021: Newsletter on 'Consumer Behavior *During COVID-19 Pandemic Lockdown* (Special Issue)
- July 2021: Newsletter on 'Leveraging the Power of Unstructured Data for Capturing Consumer Insights'
- January 2021: Newsletter on 'Tourism in the COVID-19 Pandemic Era: Challenges and the Way Forward'

## Continuous Education

- 29 – 31 January, 2021: 3-day online workshop on Teaching/Practicing Marketing Research along with a webinar on 'Role of Marketing Research in the COVID-19 Pandemic Era'.
- June 2020: Online workshop series (04 workshops) conducted during 30 May – 07 June, 2020
  - ♦ Data Visualization with Tableau, by Prof. Manoj K. Dash, Asst. Prof.-Marketing, IITM Gwalior;



- ◆ Unstructured Data Extraction, Analysis using Machine Learning, by Mr. Pavan Gurazada, Chief Data Scientist & Head-Product Management, Constems AI & Mr. Amit Srivastava, Chief Technology Officer, ConstemsAI;
- ◆ Unstructured Data Extraction, Analysis using NVIVO and R, by Prof. Satyabhusan Dash & Mr. Avinash Jain, Research Scholar, IIML
- ◆ The Power of Storytelling with Data by Anand Madhav, Senior Manager – Data Sciences – Gramener

## Networking

- 27-June-2020: Webinar on 'Leveraging the Power of Unstructured Data for Capturing Consumer Insights. The webinar was an attempt towards understanding the best practices of unstructured data extraction and analysis for capturing consumer insights, being undertaken across various domains such as the Government, FMCG, Retail, Research & Analytics practice, Telecom, e-Commerce, Financial Services etc.
- September 2020: Webinar on Tourism in the *COVID-19* Pandemic Era: Challenges and The Way Forward. The webinar brought in together the leading stakeholders across industry, academia and the government to discuss the coping strategies for addressing the challenges being faced by the tourism, hospitality and the travel industry.
- 29 – 31 January 2021: Webinar on 'Role of Marketing Research in the *COVID-19 Pandemic Era*'. The discussion brought-in together various industry stalwarts and discussed the emerging trends in marketing research methodology, changing consumer behaviour and consumption patterns across categories and brands, marketing and business decision making during difficult times.





## Centre for Leadership & Human Values (CLHV)

CLHV has been recognised as an epicentre for disseminating value based education in India. The Centre for Leadership and Human Values aspires to promote:

- Fostering the task of nation building through values- based leadership;
- Creation of an international forum for managers, administrators, political leaders and diverse professionals to articulate multiple perspectives on leadership
- Appreciation of multi-disciplinary approaches to leadership theory and practice
- Personal and organisation transformation through leadership education Purpose

## Centre for Business Sustainability (CBS)

The Centre for Business Sustainability (CBS) at IIM Lucknow is a multidisciplinary, collaborative body of experts committed to provide support to businesses in the process of reconciling profit imperatives with environmental and social imperatives. CBS helps businesses to view





emerging Social and Environmental issues not just as challenges but also as opportunities for growth, diversification, cost savings, refining/redefining the business models, etc.

Objectives:

- To be a leader in advocating business sustainability by sensitizing industry, government, civil society and academia about the need for integrating sustainability principles with business strategy
- Provide substantial inputs to improve the performance of business sector so as to ensure socially desirable, environmentally responsible and economically viable business models.
- Participate in the policy development process by carrying out research in public policy related to sustainability and sustainable development, and provide vital inputs to policy makers for creating appropriate framework conditions for business sustainability.
- To provide framework to businesses for putting sustainability into a realistic context and actionable steps.
- To help businesses anticipate future developments as well as opportunities and challenges.





## Centre for Public Policy (CPP)

IIM Lucknow established the Centre for Public Policy (CPP) on 1st September 2020 with a larger objective to impact the public policy process and service delivery. CPP, initially to-be developed as a think-tank providing expertise and advisory services to the government and related stakeholders, will evolve as school overtime. CPP will not only help direct efforts towards impacting society but will also establish institutional linkages with other government bodies and agencies working in this direction.

CPP will help the national and state policy makers streamline its activities towards achievement of sustainable growth in the long term. The centre will play an even important role given the fact that it is situated in the most populated state of the country and ironically also a state which lags behind key human development indicators compared to other states.

The centre will focus on policy issues related to both rural and urban areas. The specialized areas in IIML such as Finance and Accounting, Human Resource Management, Marketing, Operations Management, Decision Sciences, Business Environment, Business Sustainability, Agribusiness Management, Communication, Information Technology and Systems, Strategic Management and Legal Management will contribute in imparting useful management skills to the participants from public administration and public policy departments of the government.



## Vision

CPP will act as a world class centre on public policy with state-of-the-art facilities for facilitating research, training and dialogue amongst public policy stakeholders.

The vision of CPP is **“To enable a platform for all stakeholders in the space of public policy in order to solve problems and create positive impact on society, through advisory, training, and research”**. To achieve this vision, the centre entails collaboration with renowned international public policy centres and think tanks across the globe. The centre will also contribute towards evaluation of policies being implemented on ground using evidence based policy analysis. CPP activities will facilitate stakeholder engagement and provide a platform for discussions and talks amongst the members of civil society, policy makers, industry representatives and academicians. Conferences and seminars will be organized to enable such engagements. The centre will aim at global recognition in the field of public policy. The state-of-the-art training will promote management and governance innovations in national, state and district level public administration

## Objectives & Key Activities

- To act as a think-tank providing need based advisory and training services to the government/ semi-government/ non-government agencies.
- To promote and carry out academic research in various areas of public policy with a focus on India.
- To develop partnerships and engagement with policy makers to help better policy formulation and delivery.
- To provide a platform for dialogue on public policy through policy talks, lectures, seminars and conferences.

## Recent Activities

- Awarded Arth Ganga project by Niti Aayog; National Mission for Clean Ganga, Ministry of Jal Shakti, Government of India. - The multi sector, multi-state project involves preparing action plan for economic development of 52 District across five states (Uttarakhand; Uttar Pradesh, Bihar, Jharkhand, West Bengal) along Ganga and enhance the livelihood opportunities in an environmentally sustainable manner. There are five sectors identified- Agriculture and allied sector; Fisheries; Tourism; Energy; Biodiversity, Fisheries and Wetlands. IIM Lucknow to lead a consortium of institutions.
- MoU with Ministry of Skills Development and Entrepreneurship (MSDE), Govt of India for training and handholding 118 fellows under Mahatma Gandhi National Fellowship (NGNF)- This two-year training and certificate project involves training and guiding the fellows for their District Immersion modules where fellows will spend time helping skill development initiatives in individual districts identified by MSDE

**Centre for Public Policy**

Panel Discussion

**New Education Policy & Future of Management Education in India**

**Prof. Anil D Sahasrabudhe**  
Chairman AICTE

**Dr. Rishikesh B S**  
Head - Hub for Education, Law & Policy  
Azim Premji University

**Nishant Saxena**  
CEO - International Business  
CIPLA

**Alok Srivastava**  
Managing Director  
Cengage Learning

**Prof. Archana Shukla**  
Director IIM Lucknow

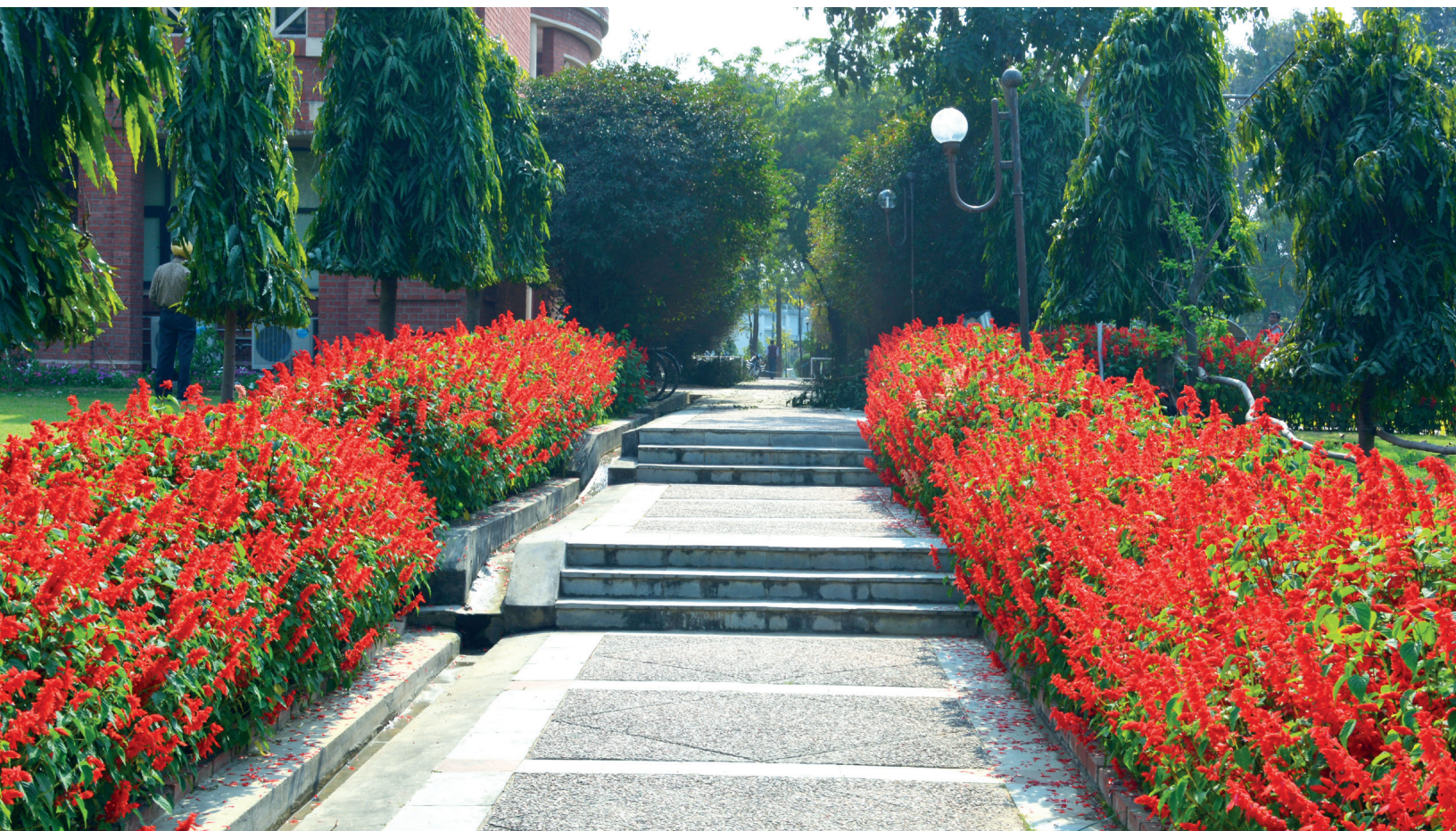
September 28, 2020  
4.00 P.M. (IST)

Join through Link:  
[https://teams.microsoft.com/join/19%3ameeting\\_M2E3Y2R0NvYOTMSN00NWLzTg5N2YMTLwNTASWjNjUy%40thread-v2?context=1670%221d9d22%3a62240bec8a4-d423-407b-8c69-938a95056443%262c220d%2622%3a622093511b9-731-4511-adu6-1d5591113d7%2622%3d](https://teams.microsoft.com/join/19%3ameeting_M2E3Y2R0NvYOTMSN00NWLzTg5N2YMTLwNTASWjNjUy%40thread-v2?context=1670%221d9d22%3a62240bec8a4-d423-407b-8c69-938a95056443%262c220d%2622%3a622093511b9-731-4511-adu6-1d5591113d7%2622%3d)



across many states. MGNF will have about 40 days of training in IIM Lucknow spread over 4 modules and rest of that will be district immersion guided and monitored by IIM Lucknow.

- Organised an online panel discussion on 'National Education Policy and Future of Management Education in India'. The panelist included Dr. Anil Sahasrabudhe, Chairman AICTE; Dr. Rishikesh B S; Head- Hub for Education, Law and Business; Azim Premji University; Mr. Alok Srivastava, Managing Director- Cenage Learning and Mr. Nishant Saxena, CEO International Business Cipla and an alumnus of IIM Lucknow. The discussion was moderated by Prof. Archana Shukla, director IIM Lucknow.
- Research Seminar on Health Systems Design in India- Dr. Nachiket Mor, Visiting Scientist, The Banyan Academy of Leadership in Mental Health and Senior Research Fellow, Centre for Information Technology and Public Policy (CITAPP), IIT Bangalore delivered a practice-oriented research seminar on 'Services Marketing Research and its role in Health Systems Design in India' and shared his experiences on a virtual seminar.
- IIM Lucknow, through CPP, was appointed Knowledge Partner for CM Yuva hub scheme of UP Skills Development Mission. Centre for Public Policy supported UPSDM by helping develop policy and processes of CM Yuva hub. CPP also designed short educational and awareness video capsule for the micro loans plans of state government earlier.
- Centre for Public Policy signed an Memorandum of Understanding (MoU) with the Centre for Ganga River Basin Management and Studies (cGanga), IIT Kanpur for cooperation in future projects based on requirement.
- IIM Lucknow partnered with the Uttar Pradesh Government and other prominent institutions in the state to carry out the Oxygen audit across hospitals and medical colleges to track and monitor oxygen usage in April-May 2021 when the second wave COVID crisis affected the country.





An aerial, fisheye view of a large, circular building complex with a central courtyard. The building is constructed of red brick and features a series of arched windows and balconies. The courtyard is paved with a light-colored material and is surrounded by green lawns and trees. The sky is clear and blue.

# 4 Incubation Centres





# L Incubator



IIM Lucknow Enterprise Incubation Center (registered as section 8 company Not for Profit) is setup and established by IIM Lucknow at Noida campus. The incubator is supported by the Dept. of Science & Technology, Govt of India and UP State Govt.

## AI Lab

IIM Lucknow is the first B school in India to set up AI Lab to nurture high performance startups, especially in the fields of Big Data Analytics, Smart City Design, Industrial IoT, HealthTech, EduTech, and Social Venture for profit. The Lab has highly competitive NVIDIA GPU Units where start-ups can perform research and innovation on their projects. Being an On-Premise option for storage of data and building architecture, the lab is both a safe and an economically viable option for start-ups. IIML AI Lab organizes regular sessions on emerging technologies like AI, Machine Learning, Robotics and Blockchain which gives the required exposure to start ups for developing technological innovations.



## IIML Business Advisor

The Consulting Service arm through which we provide consulting services to Governments, PSUs, Corporates, MSMEs and Startups. We have pioneered in the field of Corporate Venturing and assisting many Maharatna and Navratana PSUs in devising policy & process for setting up and managing the Corporate Venture Capital Fund for Startups.

## IIML-Venture Fund

A corpus of seed fund created by IIML-EIC for supporting early stage incubated startups. We provide SEED capital upto 25 lakh under this arm. The fund is sector agnostic with technology focus on industry 4.0.

## IIML- Startup School

The training and educational vehicle of our center. Through IIML-School we organise many world class training programmes and workshops for startups, investors and corporates VCs. We have designed both short and long term programmes which caters the need of competence development for entrepreneurs at different stages of the enterprise life cycle such as CEO programmes for growth ventures, Sales acceleration, Corporate Venturing & CVC Unlocked etc.

## Highlights 2020 -2021

- IIM Lucknow Enterprise Incubation Center and IIT Kanpur signed an MoU on 29th January 2021. This union between the top two Indian institutes leads to the promise of a dynamic and innovative future for the country. The MoU signed takes a step towards realizing the dream of Atma Nirbhar Bharat. After a rough 2020, emerging startups and entrepreneurs have a platform of innovative possibilities and opportunities. The association also sets a precedent to follow and to take the Indian startup ecosystem to new rising heights.
- IIML Incubator is perhaps the first higher education incubation centre to procure and install NVIDIA DGX machine for AI & Machine Learning. The lab will allow the Incubator to nurture high performance startups, especially in the fields of BigData Analytics, Smart City Design, Industrial IoT, HealthTech, EduTech etc.
- Constems-AI Systems, is a 3years old start-up who started their journey from IC IIM Lucknow (Noida) campus incubator were selected for the Korea Grand Startup challenge 2020.
- Our IIML Incubator startup was selected as top 11 startups in the Plugin Programme 2020 supported by Intel, DST and SHINE.
- Our IIML Incubator startup Skilancer launched autonomous its waterless robot for the cleaning of small-scale solar power plants installed on residential roof tops.
- IIML Incubator conducted its NCR Pitch4.0. Startup founders with out of the box thinking, goals, and pitch decks is what was aimed to find during the Pitch Week. A total of 45 applications for Pitch 4.0 were received. After assessment of ideas, pitches, and MVP's, 25 were shortlisted to present on the Pitch Day. The panel selected the 7 most innovative and potential start-ups for IIML incubation programme.
- IIM Lucknow Incubator and IIM Lucknow Alumni Association entered into an alliance (MoU – A Platform agreement) to support and facilitate one another in promoting entrepreneurship and innovation.
- IIM L Enterprise Incubation Center organised an Investor meet session for incubated startups in IIML EIC in which 7 startups participated in the event where investors Mr. Dhiyanu Das (Alfa Ventures) met with Startup founders individually and suggested proactive tips to kick start their business plan idea to immediate revenue generation model.





# 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 18<sup>th</sup> 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 27<sup>th</sup> 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.

## Events/Activities

- **IIML-SCIFI organised B-Plan Competition in collaboration with Entrepreneurship Cell (E-Cell) of IIM Lucknow during E-Summit 2021; Online: 5-7th February 2021**

To create awareness and outreach of SCIFI incubation centre amongst the budding entrepreneurs and startups, SCIFI-IIML collaborated with E-Cell, IIML and organized a B-Plan competition on national level during E-Summit 2021. More than thousands of entries were received across India. Out of these, best 10 submissions were evaluated by IIML faculties forwarded for final round.

A panel was constituted with members of renowned VC firms like Venture Catalyst, Matrix, Warvi Capital & Loan Gini and Faculty Mentor IIML-SCIFI, Prof. Prakash Singh participated as a jury member in the panel of Annual B-Plan Competition. Winner & Runner-up teams received the prize money.

- **SCIFI organised a Panel Discussion on Women Social Entrepreneurship on the occasion of International Women's Day: March 08th, 2021**

SCIFI-IIML organised a panel discussion on "Women Social Entrepreneurship" for Startups, professionals and graduates on 08th March 2021 virtually. The objective of this discussion is to foster innovation and entrepreneurship skills in young minds and women. Participants gained insights about how to deal with challenges, opportunities and risks associated with startups. Imminent speakers who shared their valuable insights were Prof. Archana Shukla, Director, IIML, Dr. Jayshree Vyas, SEWA Bank, Dr. R.K Singh, GM, P&D Vertical, SIDBI, Ms. Pallavi Tak, Startup Oasis, Ms. Shamina Bano, Rightwalk Foundation, Ms. Disha Singh, Entrepreneur, ZOOUK. Prof. Sanjeev Kapoor, Project Coordinator, SCIFI welcomed the guest and the panel was moderated by Prof. Dipti Gupta, Faculty Mentor, IIML-SCIFI.

- **IIML-SCIFI in association with Manifest-Varchasva, IIM Lucknow organized a Hackathon for SCIFI startups: Feb 12th - Mar 05th, 2021**

IIML-SCIFI in association with Manifest-Varchasva organized Hackathon between 12 Feb- 05 Mar 2021. Hackathon is an opportunity to step into the shoes of an entrepreneur and work on possible solutions. Around 302 participants registered for the programme for the cash prizes worth INR 80,000/-. The objective of the programme is to provide feasible solution to



the problems/ challenges faced by SCIFI startups. More the 300 submissions received in the programme and best solutions evaluated by IIM faculty members and respective startups.

- **Governing Body Meeting of SCIFI-IIML held virtually on January 5th, 2021:**

4th Governing Body Meeting was held virtually on January 5, 2021. IIML- SCIFI Assessment Study Report was presented and ratified by the board members. The new business plan of IIML-SCIFI was discussed and Executive Committee of IIML-SCIFI was also ratified during the meeting.

- **Executive Committee Meetings of SCIFI held virtually in Dec 2020 & Mar 2021:**

Executive Committee Meeting of SCIFI was held on December 9th, 2020 and March 9th, 2021 respectively. During 9th EC meeting, SCIFI Assessment Study Report was approved, Action Plan of SCIFI for Dec 2020-Mar 2021, budget requirement and update on HR status of SCIFI were also shared with the committee members. During 10th EC Meeting, committee was apprised on withdrawing equity clause from SCIFI and reimbursement of expenses under Support to Startups subhead to IIML-SCIFI Startups (Existing & New Cohort).

- **SCIFI-IIML organised a virtual interactive meeting with existing Start-ups on Jan 22, 2021:**

An interactive meeting with SCIFI existing startups and Faculty Mentors, SCIFI team was organized on January 22, 2021. Each incubatee shared challenges faced by them & survival during COVID19 pandemic in year 2020. Incubatee presented their three month's action plan and expectations from SCIFI incubator. Prof. Prakash Singh, Prof. Priyatam Anurag, Prof Pradeep Kumar, Prof. Dipti Gupta and Team SCIFI were present in the meeting.

- **IIML-SCIFI invited Call for Application from Startups & Entrepreneurs: January 1-31, 2021**

SCIFI invited application from innovators, budding entrepreneurs, startups and micro enterprises in the area of fintech, agritech/agribusiness, women empowerment and rural livelihood. Total application received were 65 and out of which 16 startups were selected for Incubation and 12 ideating teams for pre-incubation at SCIFI centre.



- **Selection Committee Meeting of SCIFI held online through Google Meet on 14 February 2021**

4th Selection committee meeting of SCIFI was held on February 14th, 2021 for selecting start-ups for incubation. 30 start-up applicants were shortlisted for their business plan presentation to the committee, of which 16 start-ups were recommended by the committee for incubation. SCIFI faculty mentors, Mr. Saurabh Bajpai, AGM, SIDBI, Dr. Ruchi Badola, Faculty, WII, Dr. Manoj Sharma, Director, Microsave, Mr. Nagaraja Prakasam, Angel Investor were invited as industry experts for the committee.

- **SIDBI representative Mr. Vikas Paswan visited SCIFI Centre on 10 February, 2021**

SIDBI representative, Mr. Vikas Paswan, visited SCIFI-IIML on February 10, 2021. During his visit, he interacted with Fortax and FinanceKaart a physical incubatees at SCIFI and examined SCIFI asset register, bills & vouchers of last quarters.

- **SCIFI-IIML organised a virtual Capacity Building Programme between April 16 -26 , 2021**

A Virtual Capacity Building Programme was organized between April 16-26, 2021 for startups, budding entrepreneurs, professionals, students and micro enterprises. In the programme virtual sessions were conducted by eminent Faculties of IIM Lucknow and Domain experts. This programme broadly addressed the topics as idea generation, validation, Market research, business plan, term sheet and sector specific sessions. The series of sessions were scheduled and conducted over 11 days in evening hours starting from April 16, 2021.

- **SCIFI-IIML organised a Webinar on “Mental Aspects of Entrepreneurship” on June 25, 2021**

A Webinar on the topic “Mental aspects of Entrepreneurship” was organised on June 25, 2021 for startups, budding entrepreneurs, professionals, students and micro enterprises. The Guest speaker for this webinar was Mr Lokesh Singh, Cofounder & COO – FarMart. He discussed different challenges and suggested many strategies to entrepreneurs for a successful entrepreneurial journey.

- **IIML-SCIFI organized a Networking meet with Manjari Foundation on Jan 29, 2021**

SCIFI organized a Networking meet with Manjari Foundation virtually on January 29, 2021. To explore the partnership synergies on the social ground, capacity building programme for ToT, to foster entrepreneurship amongst micro enterprises under Manjari Foundation. The meeting was represented by Prof. Sanjeev Kapoor, IIML; Prof. Priyata, Anurag, IIML; SCIFI team and Mr. Sanjay Sharma, Mr. Naresh Nain, Mr. Rahul Rana from Manjari Foundation.

- **IIML-SCIFI initiated meet for technology partnership with Microsoft.**

IIML-SCIFI initiated meet for technology partnership with Microsoft to provide technological solutions to start-ups to scale their business. Under its Microsoft for Start-ups programme, Microsoft is helping B2B start-ups successfully scale their companies by providing start-ups with access to powerful technology coupled with a streamlined path to selling alongside Microsoft and our global partner ecosystem. Simran Malhotra and Rahul Singh from Microsoft graced the meeting with their presence.

- **SCIFI-IIML initiated a virtual meet with Bank of Baroda on Feb 02, 2021**

IIML-SCIFI organised a virtual meet with Bank of Baroda on February 02, 2021 to explore the funding opportunities for incubators. Discussion also happened on partnership synergies and funding & accelerations of SCIFI startups. BoB representative Mr. Akhil Handa, Head Fintech shown interest in SCIFI startups.

- **SCIFI initiated networking meet with UPMA and MFI's on Jan 16, 2021**

To promote innovative fintech solutions by SCIFI startups & exploring funding opportunities, SCIFI organized a networking meet with UP Microfinance Association and its MFIs. The meeting was organised at SCIFI Centre on January 16, 2021. The discussion happened on possible collaboration grounds and how SCIFI startups can work with MFIs. The meeting was represented

by SCIFI Faculty Mentors, SCIFI Team and Mr. Suhir Sinha, Chairman, UPMA; Mr. Anil Kumar, Advisor, Mr. Anup Kumar Singh, Director, and Mr. Taranjeet Singh from Sonata Microfinance and other members attend virtually.

- **IIML-SCIFI organized a Networking meet with Startup Oasis, CIIE.CO on Feb 05, 2021**

A networking meet organized with Startup Oasis, an initiative of CIIE.CO Ahmedabad on February 05, 2021 to explore the possibilities of partnership in the area of women empowerment, joint programmes, resources exchange & acceleration of SCIFI startup and vice-versa. The meeting was attended by Prof. Dipti Gupta, Faculty Mentor, IIML-SCIFI; SCIFI team and Ms. Pallavi Tak; Ms. Garima from Startup Oasis.

- **SCIFI-IIML participated as Knowledge Partner in Unconvention 2021 by Villgro Innovation Foundation on Feb 17-19, 2021**

SCIFI-IIML participated as Knowledge Partner in Unconvention 2021 during February 17-19, 2021. SCIFI got networking opportunities with startups ecosystem partners, industry mentors & startups. Prof. Prakash Singh, IIML-SCIFI Faculty mentor addressed a session on Catalysing Rural Micro Entrepreneurship; Prof. Prakash has expressed his views on the role of SCIFI incubator in nurturing the micro & nano enterprises; challenges and failures of incubators and focus on the lack of knowledge to SHG women's for adopting the new business or to scale their existing ventures.

## Incubatee Startup Achievement

- IIML-SCIFI incubated start-up, Mr. Jaideep Pawar (GRAMePAY) was declared Startup of the year 2021 in World Business Leadership Congress, organized by Economic Times Group, ABP News Group & ET Now.
- IIML-SCIFI successfully connected its startups, FINANCEKAART, FORTAX, NUTRIBERRY, GRAMePAY, AYURMANDI, to couple of angel investor & VC's during Startup Expo 2021 an Initiative under E-Summit 2021 by E-Cell, IIML.





# 5 International Linkages







## International Academic Collaboration

IIM Lucknow has from the inception understood the importance of international linkages and has been seeking international partners that would assist the institute to be more relevant to the dynamic global environment. International linkages are fundamental to the institute's growth, development and contribution to the global community as well as in creating a global niche for itself. To create world class professionals, it is important for them to be exposed to the world. The culture and economic differences between the developed and developing world are too vast to be simply taught in a classroom – it is only by immersing oneself in foreign lands that one learns to appreciate them. Hence the IIM Lucknow International Exchange Programme initiative – a process through which our students do a part of their studies in business schools all around the world. At the same time, foreign students and faculty members come to IIM Lucknow to understand the working and mind set of one of the potentially largest markets in the world.

This year was an exceptional year due to global pandemic. 3 of our students were part of the international exchange programme with our partner institutions in online mode. The incoming student exchange programme was cancelled for the academic year 2020-2021 due to the pandemic situation and various restrictions. 2 new partner institutions were added this year.



## Our Partner Institutions







6

**New  
Initiatives**



# Online Seminar Series

IIM Lucknow didn't let the disruption impact the research activities. Online Seminar Series were launched in various areas (Economics, Finance and Accounting and Business Sustainability). With speakers of international repute, these seminars were well received and saw a good number of participation.

## Finance and Accounting Seminar Series

Title	Speaker
	Prof. Radhakrishnan Gopalan Professor of Finance, Washington University in St. Louis
The Performance of Structural Models in Pricing Credit Spreads	Dr. Vineet Agarwal, Reader in Finance and Accounting, Cranfield School of Management
Unearthing Zombies	Dr. Nirupama Kulkarni Research Director, CAFRAL
In Search Of Investor Attention In Financial Markets	Prof. Zhi Da, Mendoza College of Business
Medicine Or an Addictive Drug? The Vicious Cycle Of Regulatory Forbearance	Dr. Prasanna Tantri, ISB
	Prof. Avanidhar Subrahmanyam, Distinguished Professor, UCLA Anderson School of Management



## Economics Seminar Series

Title	Speaker
The Asymmetric Role of Crime in Women's and Men's Labor Force Participation: Evidence from India	Dr. Ankita Mishra (RMIT University, Australia)
Wheels of Change: Transforming Girls' Lives With Bicycles	Prof. Nishith Prakash (University of Connecticut)
A Breath of Fresh Air: Raising Awareness for Clean Fuel Adoption	Prof. Farzana Afridi (Indian Statistical Institute - Delhi)
Til Dowry Do Us Part: Bargaining and Violence in Indian Families	Dr. Rossella Calvi (Rice University)
Mechanizing Agriculture: Impacts on Labor and Productivity	Dr. Namrata Kala (MIT Sloan School of Management)
The Impact of Computer-Assisted Personal Interviewing on Survey Duration, Quality and Cost : Evidence from the Vietnam Labor Force Survey	Dr. Elisabetta Gentile (Economist - Asian Development Bank)
The Market for Healthcare in Low Income Countries	Dr. Aakash Mohpal (Economist - The World Bank)
Production And Evasion Responses With Limited State Capacity: Evidence From Major Tax Reforms In India	Dr. Laura Zimmermann (The University of Georgia, USA)
Financial Development And Top Income Shares In OECD Countries	Dr. Vinod Mishra (Associate Professor and Director of Education - Monash Business School, Australia)
Natural Calamities And Household Finance: Evidence From Kerala Floods	Dr. Abhinav Narayanan (Manager-Research, Reserve Bank of India)
Political Economy Of Identity Formation: Theory And Evidence From India	Dr. Sourav Bhattacharya (Professor in the Economics Area at IIM Calcutta)

## Business Sustainability Seminar Series

Title	Speaker
Leadership In The New Reality	Stefano Pelle  Founder and Director of SP Associates Management Consultants; Former CEO of Ferrero India, Piaggio Vehicles and Perfetti Van Melle South Asia





# 7 Executive Education





# Management Development Programme

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

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

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

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

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

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

## Highlights (2020-2021)

S.No.	Programmes	No. of Programmes	No. of Participants			
			Public Sector	Govt./State/ Co-operative Sector	Private Sector	Total
1	General Management Programmes	19	3	64	1042	1109
2	Customized Programmes	19	324	0	154	478
3	Open Programmes	7	2	8	188	198
4	Total	45	329	72	1384	1785

## Programmes

S. No.	Programme Title	Programme Director(s)	Dates	Venue	No. of Participants
1	21st General Management Programme for the Defence Officers	Prof. Ashutosh K Sinha & Prof. Sonia	January 6 - June 19, 2020 (upto September 30, 2020)	Lucknow & online	60
2	Executive Programme in Business Analytics (in association with TSW)	Prof. Gaurav Garg & Prof. Pradeep Kumar	January 16, 2020 - November 15, 2020	Lucknow	27
3	General Management Programme for executives (GMPe4) in association with Eruditus Executive Education FZ LLC.	Prof. D Tripathi Rao & Prof. Ajay K Garg	January 17, 2020 - September 17, 2020 (May 13-23, 2021 on-campus module)	Dubai & Lucknow	17

S. No.	Programme Title	Programme Director(s)	Dates	Venue	No. of Participants
4	Young Leaders Programme	Prof. Sushil Kumar (OM) & Prof. Krishna Chandra Balodi	January 28, 2020 - February 16, 2021	Lucknow	23
5	Executive Education Programme in Analytics for Finance & Accounting Professionals (Through Wiley)	Prof. Prakash Singh & Prof. Vikas Srivastava	February 8 - August 8, 2020	Lucknow & online	55
6	General Management Programme for Executives	Prof. Alok dixit & Abhijit Bhattacharya	April 04-26, 2021	Lucknow	34
7	One-year part-time General Management Programme for executives (GMPE19) with 240 hours of teaching in four on-campus modules of 9 days each - module 2	Prof. Rajesh K Aithal & Prof. Rakesh V	February 29 - March 08, 2020	Lucknow	25
8	Executive Programme in Advanced General Management (EPAGM2) through TSW	Prof. Seshadev Sahoo & Prof. Suresh K Jakhar	August 5, 2020 - July 2021	Lucknow & online	46
9	Crompton Leadership Development Programme for the Executives of Crompton Greaves Consumer Electricals Limited. Module 3	Prof. Seshadev Sahoo & Prof. Suresh K Jakhar	August 7-8, 2020, August 14-15, 2020, September 4-5, 2020, September 11-12, 2020 & September 18, 2020	Online	17
10	Advanced Programme in Strategy for Leaders (TSW)	Prof. Neeraj Dwivedi & Prof. Sabyasachi Sinha	August 8, 2020 - July 2021	Lucknow & online	75
11	One-year part-time General Management Programme for executives (GMPE20) with 240 hours of teaching in four on-campus modules of 9 days each	Prof. B K Mohanty & Prof. Prem P Dewani	September 5, 2020 - August 2021	Lucknow	37
12	Executive Programme in Sales and Marketing (EPSM-01) through TSW	Prof. Devashish Das Gupta & Prof. Rajesh K Aithal	September 6, 2020 - June 2021	Lucknow & online	78
13	Modular Management Development Programme for the executives of Balmer Lawrie & Co. Ltd., Module 1	Prof. Ajay K Garg & Prof. Rupanwita Dash	September 14-19, 2020	Online	21
14	MDP for the Executives of Azure Power	Prof. Sonia & Prof. Ashish Pandey	October 3 - December 12, 2020	Online	13
15	MDP for the Executives of Azure Power	Prof. Sonia & Prof. Ashish Pandey	October 3 - December 12, 2020	Online	17



S. No.	Programme Title	Programme Director(s)	Dates	Venue	No. of Participants
16	Modular Management Development Programme for the executives of Balmer Lawrie & Co. Ltd., Module 2	Prof. Vikas Srivastava & Prof. Ashutosh K Sinha	October 5-10, 2020	Online mode	21
17	Talent Analytics & Human Resource Management-01 (through WileyNxt)	Prof Sanjit Singh & Prof Girish Balasubramanian	October 10, 2020 - April 10, 2021	Online	31
18	Modular Management Development Programme for the executives of Balmer Lawrie & Co. Ltd., Module 3	Prof. Sushil Kumar (BS) & Prof. Alok Dixit	October 12-17, 2020	Online	19
19	Project Saksham: Leadership Development Competencies for the Middle Level Managers of Indian Oil Corporation Ltd.	Prof. Pushpendra Priyadarshi & Prof. Himanshu Rathore	November 2-7, 2020	Online mode	22
20	Leadership Development Programme for the executives of Power Grid Corporation of India Ltd.	Prof. Neerja Pande	November 9 - December 7, 2020	Online mode	38
21	Leadership Development Programme for the executives of Power Grid Corporation of India Ltd.	Prof. Neerja Pande	November 10 - December 8, 2020	Online mode	37
22	Leadership Development Programme for the executives of Power Grid Corporation of India Ltd.	Prof. Neerja Pande	November 13 - December 11, 2020	Online mode	36
23	Leadership Development Programme for the executives of Power Grid Corporation of India Ltd.	Prof. Neerja Pande	November 21 - December 19, 2020	Online mode	36
24	Executive Programme in Data Science (through Eruditus)	Prof. Guarav Garg & Prof. Vivek Gupta	February 18 -November 21-2020	Lucknow	110
25	Business Innovation through Design Thinking for the executives of NHPC Ltd.	Prof. Anirban Chakraborty & Prof. Sushil Kumar (OM)	November 23-27, 2020	Online	23
26	Executive Programme in Digital Transformation (through Eruditus) - 2nd on-campus module	Prof Ashwini Kumar & Prof Amit Agrahari	August 23 ,2020-August 21, 2021	Online Mode	49
27	Negotiation and Persuasion Skills for the executives of NHPC Ltd.	Prof. Pushpendra Priyadarshi	December 1-4, and 7, 2020	Online	25
28	Sales Leadership- A Competitive Approach for the Life Advisors of Aditya Birla Sun Life Asset Management Co. Ltd.	Prof. Devashish Das Gupta	December 10-19, 2020	Online	29

S. No.	Programme Title	Programme Director(s)	Dates	Venue	No. of Participants
29	Creativity, Problem Solving and Decision Making for the executives of NHPC Ltd.	Prof. Sushil Kumar (OM)	December 16-18, and 23-24, 2020 (five days)	Online mode	25
30	Executive Programme in Fintech, Banking & Applied Risk Management through Eruditus	Prof. Prakash Singh & Prof. Vikas Srivastava	December 20, 2020 - May 2021	Online & Lucknow	96
31	Sales Leadership- A Competitive Approach for the Life Advisors of Aditya Birla Sun Life Asset Management Co. Ltd.	Prof. Devashish Das Gupta	January 7-20, 2021	Online mode	29
32	Managing Self for Leadership Excellence for the executives of NHPC Ltd.	Prof. Pankaj Kumar	January 18-22, 2021	Online mode	21
33	Executive Programme in Analytics for Finance & Accounting Professionals (EPAFAP-03)	Prof. Madhumita Chakraborty & Prof. Mrityunjay K Tiwary	January 23 - August 2021	Lucknow & online	47
34	Executive Programme in HR Analytics through VCNOW	Prof. Pushpendra Priyadarshi & Prof. Parni Kaushiva	January 31 - May end 2021	Online & Lucknow	53
35	Leadership Development	Prof. Pushpendra Priyadarshi	February 15-20, 2021	Online mode	44
36	Developing Strategic Mindset	Prof. Archana Shukla	February 21-26, 2021	Online	26
37	Executive Programme in Strategic Finance for Emerging CFOs and FPNA Leaders (through WileyNxt)	Prof. Ashish Pandey & Prof. Sowmya Subramanian	February 21 - October 2021	Online mode	50
38	Executive Programme on Data Driven Product Innovation and Management (in association with WileyNxt)	Prof. Rajeev Kumra & Prof. V S Prakash Attili	February 27 - October 2021 (programme ending date is tentative only)	Online & Lucknow	75
39	Middle Management Programme for the Executives of Panasonic India Pvt. Ltd.	Prof. Neeraj Dwivedi & Prof. Gaurav Garg	March 1-11, 2021	Online	35
40	Negotiation and Persuasion	Prof. Pushpendra Priyadarshi	March 8-13, 2021	Online mode	14
41	Achieving Strategic Leadership and Managerial Excellence	Prof. Ashutosh K Sinha	March 8-13, 2021	Online mode	18
42	People Acumen for the executives of Crompton Greaves Consumer Electricals Ltd.	Prof. Pankaj Kumar	March 8-9, 18-19 & April 9-10, 2021	Online mode	14



S. No.	Programme Title	Programme Director(s)	Dates	Venue	No. of Participants
43	Executive Programme in Fintech, Banking & Applied Risk Management through Eruditus, Batch 2	Prof. Vikas Srivastava & Prof. Prakash Singh	April 4 - August 2021	Online & Lucknow	92
44	Executive Programme in Marketing Strategy (EPMS02) through Talentedge	Prof. Anita Goyal & Prof. Anirban Chakraborty	April 4-October, 2021	Online & Lucknow	59
45	Executive Programme in Data Science (Eruditus) Batch 2	Prof. Sonia & Prof. Gaurav Garg	April 10 - December 2021	Online & Lucknow	66





# 8 Support Facilities





## Computer Centre

The Computer Centre is housed in a spacious 7500 sq. ft., air conditioned centrally located designed building and is equipped with the state-of-the-art computing resources to cater the needs of the academics as well as administrative activities of the Institute. The IT infrastructure at IIM L Computer Centre includes a fiber optics backbone based campus-wide network, connecting Computers on heterogeneous platforms with several servers. The network provide accessibility of more than 2500 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 Ishan Netsol Pvt. Ltd. and NKN (National Knowledge Network).

### Hardware Specifications

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



## Software and Services Specifications

- Microsoft Campus Agreement (Providing genuine license for Microsoft products like Windows, Office etc.)
- IIM Lucknow Website hosting ([www.iiml.ac.in](http://www.iiml.ac.in))
- Gmail hosted webmail services with 30 GB Storage each (username@iiml.ac.in)
- ERP – Oracle Peoplesoft Campus Solution and Back office
- Active Directory based User Administration with roaming profile
- Network based Laser Printing (24 x 7) Service. (automated accounting of chargeable printing service)
- PapercutNG Printing Accounting Software
- Statistical Software like SAS, SPSS etc.
- MEXL, eViews, XLMiner, Mathematica etc.
- Turnitin (Anti-Plagiarism Software), Kasperski Anti-Virus

- Computer Centre Services Intranet Portal
- Students Service Portals like Claroline, Blondie, Etrigan etc. (Managed by Students)
- Web based Software Library (Licensed/ Free Software shared to install remotely) for Lucknow and Noida Users
- An inspection level Hardware support for student's and employee's personal Computers/ Laptop etc.
- Computer Centre is under the surveillance of CCTV camera with recording facility (limited period)
- Facilitating Video Conferencing/ online classes using Microsoft Team/ Google Meet/ Zoom and Google Classroom
- Dedicated Video Conferencing setup (FB-I, Board Room, Library and Noida)

## Network/Internet Specifications

- Authentication based secured access to the Internet (Login/ Password required to access Internet)
- Leased Line of 200 Mbps and 1 Gbps (Fast Internet speed) on Fiber backbone
- 100 Mbps P2P connectivity between Noida and Lucknow Campus (Noida campus is connected to IIM Lucknow)
- Fortigate Hardware Firewall for Network Security (enhanced security to secure network)
- VPN connection (on demand to access IIM network from outside campus)
- Entire campus is covered with approximately 2000 network LAN nodes (Enabling access to wired/ wireless network throughout the campus)
- Approximately 125 Switches (L2 and L3), 250 Access Points and Fiber backbone consists Campus Network
- Round the clock, users can inform/





register their complaint to the Help Desk by following ways:

- o Telecom Numbers : 6951 & 6957
- o eMail to [cc@iiml.ac.in](mailto:cc@iiml.ac.in) (being received by all CC members)
- o Contact personally to anyone in the Computer Centre

## Library

### LIBRARY:THE LEARNING RESOURCE CENTRE

Operating from a spacious building of about 30,000 square feet, fully air-conditioned, centrally located and functionally designed building with a seating capacity of 250 readers in five halls, the library is operating in a fully automated environment. 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) is giving information about its resources. The active collection of the library is tagged with the RFID tags, and the RFID System has been installed for surveillance, issue return and other operations related to AMH (Automated Material Handling) operations. Gyanodaya is the 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 subjects' collection containing information relevant to the mandate of the Institute. The library has a substantial collection of Databases, CD-ROMs, VCDs, etc.

Resources (as on 31/03/2021)

Particulars	
Books	46035
Corporate Reports	1856
Complimentary Documents	4064
Thesis	84
CDs/DVDs	486
Current Subscription (Periodicals)	
Print Journals	121

Resources (as on 31/03/2021)

Particulars

e-Journals	4974
Newspapers	17
Magazines	62
e-Databases	63
Bound Volumes	22453

E-Resources

Important database/Online services subscribed by the library include

Databases

Ace Database, ACM Digital Library, Annual Reviews, Bloomberg, BMI Research, Business Source Ultimate (EBSCO), Business Standard, Capex, Capitaline Plus, CLOCKSS, CmdtyStats, Consumer Pyramids Househol Survey,CRISIL Research, Ebook Central, EconLit, Economic Outlook, Economist, Eikon, ScienceDirect, EMIS, EPWRF India Time Series, ETPrime, Financial Times, Gartner, Grammarly, IEEE Xplore, IMF eLibrary, India Business Insight, Indian Capstone Simulations, IndianJournals.com, Indiastat, Industrial Research Report, Industry Outlook, IGI Global, INSIGHT, Institute for Studies in Industrial Development (ISID), J-Gate, Journal Citation Reports, JSTOR, Manupatra, MarketLine, New York Times, Library PressDisplay, NSE Historical Trade Data- CM & FAO Segment, NSE Infobase, Passport (Euromonitor), Project MUSE, Proquest, ProQuest Dissertations & Thesis, ProwessDX, ProwessIQ, PsycARTICLES, PsycINFO, Sage Research Methods, SCC Online, SDC Global new Issues, SDC Platinum, States of India, Taxmann, the-ken.com, -TRACXN, Tradedx, UNWTO ELibrary, Venture Intelligence Database, Wall Street Journal, Wharton Research Data Services (Compustat/ CRSP), Web of Science and Westlaw India.

Journals

Cambridge Journals, Elsevier Journals, Emerald Journals, INFORMS Journals, Oxford Journals, Palgrave Macmillan Journals, Sage Journals, Springer Journals, Taylor & Francis Journals & Wiley Journals.

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
- Remote access of e-resources through Athens (Remote Login Solutions)
- Reprographic Service
- Research Carrels
- Round the clock Reading Facility
- SMS Alert Service
- Video Conferencing Facility





# Library-Noida Campus

The library at the Indian Institute of Management, Lucknow - Noida Campus, has been set up as one of the key divisions of the institute. It plays a vital role in meeting the requirements of the institute's academic, research and training programmes.

The library fulfils its mission by selecting, acquiring, organizing, retrieving, maintaining and providing access to the resources (print/non-print/electronic) that address the members' needs.

The library stocks around 10,000 select learning resources in the area of management and allied subjects. It operates from a spacious, centrally located, air-conditioned 2<sup>nd</sup> floor of the Administrative Block. Built on most modern lines, equipped with ergonomically designed furniture and fittings, the Noida 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 for sixty users.

## Resources:

Particulars	No. of items added during the year 2020-2021	Items as on 31.03.2021
Books	56	6201
Bound Volumes of periodicals	-	1125
CDs/DVDs	-	50
Current subscription to Journals	50	2157
Newspapers	-	13

## E-resources:

The library subscribes to many company and industry databases, bibliographic databases, and E-journals to provide the latest scholarly information to the users. The e-resources are accessible through the library portal "Gyanodaya" via intranet and remote access to all the members.



## Services:

- ◆ Circulation
- ◆ Reading Facility
- ◆ Mail Alert
- ◆ Reference & Information
- ◆ Database Search
- ◆ Document Delivery
- ◆ Inter Library Loan
- ◆ Orientation Programme
- ◆ Information Literacy Programme
- ◆ Online Public Access Catalogue



## Literary Festival:

In collaboration with the library, the Events Committee, Noida Campus, organized an online inaugural annual Literary Festival on 2<sup>nd</sup> October 2020 on the birth anniversary of two of the great leaders of our country, Mahatma Gandhi and Shri Lal Bahadur Shastri. The participants recited the poetry written by them, and a debate competition was organized on occasion. They also recommended few good e-books for the library collection.







# Student & Alumni Activities

IIM  
LUCKNOW

# Alumni Activities

Alumni Affairs Office works under the auspices of the Chairman Alumni Affairs 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 programmes running in both campuses as part of the Alumni Committee. One of the key purposes of the Alumni Affairs Office is to keep the 9291 plus Alumni, Faculty and the current students connected to their alma mater.

## Lucknow Campus events:

- Functional Induction:** Interactive sessions across the domains of consulting, marketing, product management, and finance with 200+ students participating. The fresh batch of students were welcomed on campus by a mix of stalwarts. Mr. Vinit S Chauhan, President, IIML Alumni Association, CFO Technology, Standard Chartered Bank), Mr. Abhishek Ganguly, Managing Director, PUMA India and South East Asia, and Mr. Tarun Chugh, MD of Bajaj Allianz. Along with that the Alumni Committee, in collaboration with Team Disha, conducted Functional Induction 2020, an exclusive event to get all your queries and concerns resolved by our expert alumni. The event comprises a series of four domain-specific sessions conducted by our esteemed alumni with the aim of helping you to get acquainted with the know-how of the four domains: Consulting, Marketing, Finance, and Product Management. Mr. Vineet Rawat, an alumnus of IIM Lucknow, Batch of 2017 & Ms. Shivangi Singh, an alumna of IIM Lucknow, Batch of 2016 spoke about consulting & marketing respectively. She talked about various kinds of traditional and new age roles available in the marketing domain along with insights on the application of technology in digital and conventional marketing, brand management, career trajectory, skill sets required, post-COVID scenario, and other relevant questions raised by you in the registration form shared earlier. The third session of the Functional Induction series was on Product Management by Mr. Gaurav Garg, Senior Product Manager, Amazon, an alumnus of the batch of 2014. Ms. Juhi Saxena, Senior Product Manager, took a session on Product Management.
- NEXUS:** Case competition exclusive to IIM A, B, C & L with ~90 entries. The Alumni Committee, IIM Lucknow, in collaboration with Alumni Committees of IIM Ahmedabad, Bangalore, & Calcutta, launched the first of its kind Case Competition, "Nexus" that gives the first-year students a chance to pick up a C-Suite role and compete with the best B-school talent out there. It was a unique opportunity to grow one's connection beyond campus and form teams with peers across these four esteemed management institutes.
- Virtual Reunion:** For the Batch of 2000, a mini version of Nostalgia - Annual Homecoming, 3-hour informal session, Virtual institute tour. Mr. Nitin Das, an alumnus of batch of 2000 organized a 2-day informal session online, for the batch of 2000. We made a virtual institute tour to update them on what was happening on campus. Along with that we organized quizzes, informal professor chats, and online music night for 80 alumni and their families.
- SAMVAAD:** Flagship event involving engaging panel discussions & interactive sessions with more than 20 distinguished Alumni leaders on the theme - "Decoding Uncertainty". 250+ participants. This was organized at both Lucknow and Noida campus separately. The 2-day event consisted of three-panel discussions in an online setup revolving around the theme 'Decoding Uncertainty: How businesses are realigning to the new normal'. Illustrious alumni



with unparalleled experience in various domains encompassing Consulting, Finance, Marketing, Operations, General Management, IT, and Product Management came together to guide the entire IIML community on how to unlock newer opportunities in these unprecedented times. We hosted Nitesh Khandelwal, Sayantan Chakraborty, Misha Pratap, Pravin Devanathan and Varun Boppana in the Consulting and Finance Panel; Aditya Vithaldas, Laxminarayanan G, Nishant Choudhary, Prashant Saran, Priya Iyer, Rohit Chennamaneni and Shashikiran PB in the Operations, Product Management, and IT panel; Atul Soni, Hemant Gangaraju, Honey Arun, Jai Pankaj, Kavitha Rao and Sumit Dhingra in the Marketing and General Management panel. The event itself was a grand success, owing to the immense knowledge and insights that were shared by industry experts in attendance. Prof Ashwani Kumar, Chairman, Alumni Affairs, IIML said that SAMVAAD offered an avenue for the alumni to share their experiences and a golden opportunity for students to learn from them. Students thoroughly enjoyed interacting freely with the leaders in the post discussion 'breakout' sessions.

- Alumni Talk Series:** Interactive sessions from alumni, where subject matter experts are approached to share their knowledge. We spearheaded the first ever alumni talk series called NETRTV - Alumni Leaders in Spotlight, in association with Business Standard. In the inaugural season of NETRTV, we got the chance to host some of IIML's highly acclaimed alumni thought leaders encompassing business, government, society, and academia. Season 1 of the leadership talk series will provide the community of business students, alumni, and professionals across various industries with an unparalleled opportunity to learn from the rich experiences of the following distinguished alumni of IIM Lucknow. 1. Ashutosh Gupta, Country Manager, LinkedIn India, Batch of 2000 2. Deepak Garg, Founder & CEO, Rivigo, Batch of 2006 3. Kumar V Pratap, Joint Secretary (UT), Ministry of Home Affairs, Govt. of India, Batch of 1987 4. Nitin Seth, Author of #WinninginTheDigitalAge, CEO Incedo Inc, Batch of 1996 5. Noopur Chaturvedi, Country Head, PayU, Batch of 2001 6. Rajdeep Grewal, Townsend Family Distinguished Professor of Marketing, Kenan-Flagler Business School, University of North Carolina, CH., Batch of 1994



- **Godfather Mentorship Programme:** Provided summer internship guidance for 100+ students by mapping them with Alumni in the same organization. Coordinated with alumni across companies, to communicate the approach for the same. 8. HEPP/ Finals Preparatory Interviews: Conducted 80+ mock interviews across domains with the help of alumni for HEPP/ Finals
- **Alumni Association Assistance:** Campus connect for Recruitment and other Institutional activities, Placement Job Portal for Alumni. Lucrative job openings are posted in groups among our Alumni and all the networking with the companies, institutions, and individuals to acquire the same are done on weekly basis. The jobs are regularly updated among the groups and our Alumni benefit from the same.
- **Masterclass:** Skill development workshops for PGP students prior to the summer internship. We conducted the inaugural 'Masterclass - Learn from the finest alums' session held by our distinguished alumnus Mr. Karan Ahuja on Go-To-Market strategy. It was attended by ~50 students and received positive feedback.

**Alumni Engagement Forum:** Connect alumni with other CCA (Club, Committees, & Academic Groups) of IIML to increase alumni-institute engagement. It consists of 3 parts: a. Directory of 300+ alumni connection with strategic intent b. Committee of 50 alumni to involve them in decision making at IIM Lucknow academics, placements, and industry connects c. Promote IIM Lucknow alumni's startup in placements (in association with Placement cell)

## Milestones Achieved In The Last Year

- **Social Media:** We are revamping the social media network with our Alumni on LinkedIn, Facebook and Twitter. The same is to make sure our Alumni are well connected and we keep them updated of all the activities on campus and vice versa. LinkedIn followers increased to ~9000 followers. The maximum likes we got on a post is ~1500, with around 87,500 views. Created a new Instagram handle with 564 followers
- **Alumni Engagement Forum:** Formulated 300+ alumni connection with strategic intent and connected them with other CCAs for enhanced alumni-Institute engagement

**Netrtv Talk Series:** Inaugural 1st season of Netrtv, got 100+ views on YouTube and 200+ views on the interview transcript.

## Noida Campus Events:

**SAMVAAD:** The 2-day event consisted of 2-panel discussions in an online setup revolving around the theme "Reboot & Rise". Esteemed alumni with experiences across different industries gathered to discuss the "Megatrends" in current times. On the first day, we hosted Amitabh Rath, Gyan Prakash Mishra, Namrata Doon, Peeyush Mohit, Saunak Saha & Shobhit Kumar for the discussion on "The Rising Importance of Business Sustainability". While on the second day, we hosted Anand Arora, Anurag Chadha, Jatinder Salwan, Neeraj Saxena, Puneet Malik, Rahul Sanghvi & Sejal Mehta for the discussion on "Transformed Business Landscape in the Post-COVID". The event saw very good response from all the batches. The attendees as well as the speakers were delighted with the questions and their answers. Students got important insights and learnings for their future career.

- **Alumni Talk Series:** This year a lot many speakers were invited, and they shared valuable insights with students. Some of the talks were also organized in association with "Leadership Talk Series Committee" for a more focused discussion. The following eminent alumni shared their experience and enlightened the students -
- Asavari Moon, Global Marketing Leader, L'Oréal Australia, Batch of 2013
- Mr. Sankalp Mittal, Head of Supply Chain Transformation, Sterlite Technologies Limited, Batch of 2010



- Mr. Dipu KV, President – Operations, Communities & CX, Bajaj Allianz, Batch of 1996
- Awadhesh Jha, Vice President, Fortum, Batch of 2011
- Mr Utkarsh Majmudar, Author, finance educator, trainer and consultant, Batch of 1988

**Guftagoo:** An informal interaction with SM alumni, in which the alumni shared their industry experience and guides students for evolving sustainability trends. Near 100% attendance from SM batch. The list of kind and affectionate alumni includes Ankit Saini, Dr Remant Kumar, Sachhin Patra, Aditya Pandhare, Aakash Gupta and others.

## Student Body Activities

There are numerous clubs and committees in the institute which organise numerous events throughout the year. Few of the clubs and committees and their activities are highlighted below:

### Abhivyakti

Abhivyakti is the performing arts and expressions club of IIM Lucknow, focusing on Stage theatre, Street plays and Mime. It has a long standing tradition of telling stories in a new way and in various formats to the IIM Lucknow community. Some activities were: Republic Day- Street Play , Stage Play- 12 Angry Men - 20th March, 2021. MANFEST VARCHASVA -Performance during Manifest-Varchasva in Reel of Change, Halla Bol which is the mono-act competition and Antarnaad which is the feature film drama competition. Honest Committee Review (Part 1) Video A parody video of the Committees of IIM Lucknow was released on 26th March,2021 on the Official Instagram handle of Abhivyakti. It was comical imitation of the Committees meant for the entertainment of its members and IIM Lucknow students. Honest Club Reviews Video A parody video of the Clubs of IIM Lucknow was released on 24th November,2020 on the Official Instagram handle of Abhivyakti. It was a comical imitation of the Clubs meant for the entertainment of its members and IIM Lucknow students. Independence day-monologue competition- A monologue competition was held encouraging students across the country to showcase their talent in the field of acting and dialogue delivery. The competition received 58 entries from 42 Colleges across India.




## Alumni Committee

- The student body responsible for facilitating interaction between students and alumni of IIM Lucknow. They engage and connect with alumni to organise activities for career guidance, domain knowledge and an industry overview for the student community throughout the year. Some of the events/activities in the year:
- Functional Induction: Interactive sessions across the domains of consulting, marketing, product management, and finance with 200+ students participating
- Nexus: Case competition exclusive to IIM A, B, C & L with 90 entries
- Virtual reunion: For the Batch of 2000, a mini version of Nostalgia - Annual Homecoming, 3-hour informal session, Virtual institute tour
- Samvaad: Flagship event, Engaging talks, panel discussions & interactive sessions with the 20+ distinguished Alumni leaders on the theme - "Decoding Uncertainty". 250+ participants.
- Godfather mentorship programme: Provided summer internship guidance for 80+ students by mapping them with Alumni in the same organization
- HEPP/ Finals preparatory interviews: Conducted 80+ mock interviews across domains with the help of alumni for HEPP/ Finals

Alumni association assistance: Campus connect for Recruitment and other Institutional activities,  
Placement Job Portal for Alumni

## Art Strokes

- Bound by a profound love for art in all its forms, Art Strokes, the fine arts club of IIM Lucknow aims to infuse, revive and reinforce the same across the campus With the aim to revive and instill a profound love for art amongst all, Art Strokes has conducted multiple events, both independently as well as in collaboration with other clubs and committees in the campus throughout the year. Events/Activities in the year:
  - Sparkles & Spirits - provided students with an opportunity to pen down their wishes and resolutions and lift each other's spirits by hanging their wishes on the wish tree to celebrate the Christmas spirit.
  - Online Mandala Art Competition - organized an online Mandala Art Competition with the theme, 'Celebrating India's History and Heritage' on Dare2Compete.
- 



Art Carnival – organised the Annual flagship event on 3rd March, 2021 with the following activities:

- ❖ Pebble painting - students painted sceneries, characters, and beautiful patterns on pebbles.
- ❖ Fluid Art - loved the enthusiasm that we received where students experimented with colours on canvas.
- ❖ Clay modelling - provided air-dry clay and modelling tools, where students made outstanding craft items.
- ❖ Big picture - outlined an amazing picture and students filled the colors, thereby creating an alluring masterpiece.



## Collaborations

- Decoration for Christmas and Theme Dinner, in collaboration with the Mess Committee – decorated the mess area to set up the right festive mood starting from Christmas till New Year 2021.
- Judge for Campus on Canvas, in collaboration with Cultural Committee – judged the event during Camaraderie, which saw unity among the students of the new batch and helped them understand, imbibe and portray the culture of IIM Lucknow.
- Art-O-Preneur, in collaboration with E-Cell – organized a fun event where students showcased their creativity as well as business acumen. They were required to create their own masterpiece on glass bottles for which we provided the art supplies required and guided them. They then got the chance to auction their showpiece and the funds collected were contributed to Bhavishya for a noble cause.

Decoration for Harmony Cup, in collaboration with Bhavishya – to help them with the promotions for the event, Art Strokes created various decorations which were put up across the campus prior and during the tournament to create the right cricket vibe among the students, faculty and the IIM Lucknow staff.

## BHAVISHYA

- Bhavishya is the social initiatives committee of IIM Lucknow. Their aim is two-fold:
- To raise awareness about social issues among the students of IIM Lucknow, sensitize them and energize them to take action; and

To actively engage in projects that directly benefit society at large. Through their activities in education, health, women empowerment and other social sectors, they leverage the technical and managerial competencies of students and the faculty at institute to help the underprivileged. Till date, Bhavishya has reached out to thousands of beneficiaries through its activities.

## Activities

### Pause for Perspective:

- Date: 13<sup>th</sup> October 2020
- This was the first ever online event conducted by Team Bhavishya, which aimed towards the mental wellness of the students during COVID19 lockdown period. We were honoured to invite Mr. Anurag Arora from “The Art of Living” to have a one hour zoom session. The event was attended by more than hundred students from their respective homes and received a significant response from the faculties as well.

### Online Support to Evening School Children:

- In continuation
- It aims at solving day to day academic related doubts of the evening school children. Team Bhavishya created a whatsapp group with all the evening school children and encouraged them to post their queries to be solved and explained by the team members. Along with it, separate zoom and Gmeet sessions were also conducted for the students of Class XII for their difficulty areas.

### Gift Smiles

- Date: 5<sup>th</sup> to 12<sup>th</sup> January
- The event was conducted to convey deepest gratitude for the support systems of our Institute. After coming to the campus amidst the COVID-19 fiasco, the mess workers and the housekeeping

staff were the major superheroes to maintain proper COVID-19 hygiene and sanitization. So, to appreciate their strong and kind efforts, the entire batch came together to gift them for New Year's Eve. Team Bhavishya collected funds and notes of gratitude from the students and gifted shawls with token of thanks to our superheroes on behalf of the entire student community.

#### Health Camp for Workers:

- Date: 23<sup>rd</sup> & 24<sup>th</sup> February
- Team Bhavishya hosted Health Camp 2021 at Health Centre of IIM Lucknow. The camp was dedicated to provide free medical services and support to the contract employees of all the departments at IIML. The camp registered a footfall of over 165 employees.

#### HOPE - In collaboration with Pranyas Foundation for the education of less privileged children:

- Initiated in December 2020 & In Continuation
- Bhavishya has collaborated with Pranyas Foundation's HOPE initiative, which actively endeavors for the sponsorship of the children facing financial strain and lack of resources. The model aims at providing educational aid to children in the age bracket of 4-16 years, till the time they start to earn and support their family and bring a positive impact to the society. Along with 20+ volunteers from the institute, we have successfully onboarded 30+ children of our mess workers and are actively working towards covering all the workers's kids as soon as possible.

#### Paintshala

- Date: 26<sup>th</sup> January
- The event witnessed bathing the walls of Evening School with beautiful colours with the collaborative efforts of the students of IIM Lucknow. The walls were painted with cartoons and quotes to welcome Evening School Children once the COVID-19 lockdown period is over.

#### HARMONY CUP

- Date: 4<sup>th</sup> to 7<sup>th</sup> March
- Team Bhavishya has successfully organized





its flagship fundraiser, Harmony Cup 2021, the intra-college cricket tournament that brings together the IIML community to play for a good deed. The theme for this year's tournament is to #PlayForTheChange. The collected fund will be used to build better facilities for the welfare of the workers working all around the IIM Lucknow campus and provide them the essential support to work comfortably.

## SIGNIFICANT ACHIEVEMENTS

1. Initiated a collaboration of HOPE model with Pranyas Foundation aiming towards the "Education for All" mission. This is the first such initiative by the IIM Lucknow students' community, which has already taken up the monthly financial responsibility for the education of 40+ children of the mess workers of IIM Lucknow.
2. Provided smartphones to the children of mess workers (on need basis) so that they can continue their education in virtual mode. Created first time virtual support setup to the evening school children for their education.

## BIZTECH

BizTech is the Systems and Technology Academic Interest Group of IIM Lucknow. Significant Achievements

- Speaker/Leadership Sessions

Topic	Speaker
PM 201	Anurag Alamsetty, Shubham Gupta, Reeva Yadav
How Analytics plays a pivotal role in the growth strategy of a product	Ankit Chaudhary, Microsoft
Platform Strategies for Internet Business	Karan Primlani
Finance to FinTech - Product Management in FinTech	Vivek Karna
Founder's Speak: Building Farmizen	Mr. Shameek Chakravarty, Founder, Farmizen
BizTalk: First Principles of Product Management and an Ed-Tech Case Study	Mr. Shravan Tickoo, Product Manager at Byju's
Limelight: Alum Connect	Mr. Neeraj Albert, Product Manager at Max Life Insurance

## Competitions

- ♦ North Star - Case Study Competition
- ♦ Jarvis 2.0 - Case Study Competition
- National Level Product Management Quiz in association with Spotle
- CoLAB Speaker Sessions:

Topic	Speaker
MVP to full product roll out - Case study at Ola	Arun Shreelalan Iyer
AI for 5G Investment Strategy	Chirag Patel
How to ideate New Product Features and Design for Product Management	Arun Shreelalan Iyer

Topic	Speaker
The No-BS Guide to Acing your PM Interview	Stephen Cagnetta, Exponent
Product Strategy AND Innovation in Mature Products	Intuit

## Summers Prep

Topic	Speaker
Introduction to PM Frameworks - The CIRCLES Framework	BizTech 35
Prodigy - Case Solving Workshop	Alums from PGP34

## HEPP/Finals Prep

Topic	Speaker
PM101 Session	Anabil Dey, Abhishek Verma
Prodigy - HEPP Edition	Alums from PGP34, PGP33
Session on Cloud Strategy Role at Deloitte	Gitakumar Merrick

Apart from these guest sessions BizTech also aided the preparations of students by releasing case slots at regular intervals for one to one interactions and guidance to be given to the students.

## SIGNIFICANT ACHIEVEMENTS

Conducted IIM Lucknow's first Product Management Fest, Inflection Point.

Event	Event Type/Format
Inquisition	Treasure Hunt spanned over 3 days.
Wireframing Workshop	Webinar
Design It	Design Wireframing Competition
Abacus 2.0	Analytics Case Competition
Innovate	Product Management Case Competition
Product Matrix	Simulation Event

## Other Highlights Of 2020-2021

- Launched Product Management and Analytics Guide
- Facilitated live project opportunities from
- Berryworks.ai
- Spotle - Advanced Data Science and AI Internship For Your Students - Build A COVID Tracker





## CREDENCE CAPITAL

Credence capital is an investment-oriented club that aims to further IIM Lucknow community's knowledge in financial markets, asset markets and personal finance through investment analysis. Founded in 2005, Credence Capital has been advising the largest and oldest student-run investment fund, which has consistently outperformed the benchmark indices over the last decade.

- They are greatly involved in learning the fundamentals of trading and sharing the same with the batch. Their core competency lies in managing their trading portfolio & tracking sector development.
- They also provide platform for students to learn & discuss about financial investments & best practices. Apart from these they conduct BizWiz sessions for the batch to share knowledge on sectors and macroeconomic events

## Events

- Zerodha session: Conducted a session in association with Zerodha covering stock picking and trading & investing strategies. The event saw a participation of ~200 students.
- Budget Newsletter: Shared a detailed analysis and overview of Budget 2021 with the batch.
- Monetary Policy coverage: Shared a detailed analysis and overview of RBI's final bi-monthly monetary policy with the batch.
- Venture Capital 101: A session to give a glimpse on Venture Capital space and for a successful career in the industry by Rohit Goyal (Managing Partner, Windrose Capital)
- Private Equity, An Insider's Perspective: Invited Rahul Agarwal, Director Quadria Capital. The session covered topics including an introduction to Private Equity, it as a career option and how to target the private equity industry. The event saw a participation of ~220+ students from both batches.
- NIVESH 2021 Credence Capital, organized

its Annual Investment Summit, Nivesh 2021 on Jan 3, 2021. The theme for the event was “India’s financial landscape in the post-COVID era” and the speaker sessions saw few of the biggest names in the industry including Rahul Mukim (Director, The Carlyle Group), Kalpen Parekh (President, DSP Investment Managers Pvt. Ltd.), Sankaran Naren (ED & CIO, ICICI Prudential Asset Management Company Limited), Anand Lunia (Founding Partner, India Quotient) and Mihir Vora (Director & CIO, Max Life Insurance) sharing their experiences and insights. As a part of the event, we also launched “Investowise 2020”, the national level stock-pitch competition that saw participation from 500+ teams across the country.

## Cultural Committee

The Cultural Committee is a two-year student body that endeavours to add life and laughter to all occasions, celebrations, festivals and gatherings at IIM-Lucknow. They believe in creating moments of joy at every touchpoint of a students’ life, from freshers to farewell and all along. “You are a fraction of every person you meet”, therefore they look at fostering and augmenting interactions among the batch, through this they aspire to forge memories that become a cherished nostalgia for a lifetime.

## Entrepreneurship Cell

Team E-Cell fosters the entrepreneurial spirit in the student community by actively engaging in competitions, networking, mentorship, and hands-on experience. We strive to provide a platform to budding entrepreneurs through seed funding and incubation and mentoring for creating successful ventures.

Our partnership with SCIFI to help the students launch their FinTech, AgriTech and Rural Livelihood startups is one of the plethora of activities that E-Cell is invested in.

## Events / Activities

- I Started Up – An interview series brought to the batch to increase awareness of budding start-ups, their funding, and future prospects of their businesses and the respective industries.
- Art-O-Preneur –We invited students to transform a simple bottle into a decorative painted lamp & auctioned their masterpieces.
- Live Projects – Team E-Cell collaborated with various organizations like thenextgig, chloropy, MBAP, Ethaum Ventures, Prive and many more to bring in the best opportunities for students to implement their classroom learnings in real life projects.
- Launch Pal Programme – One of a kind programme providing PGP students opportunity to work with early stage startups to improve their business models & strategy.
- Annual Flagship Event – E-Summit 2021 – Enphilia, E-Summit 2021 held on March 6th and 7th is the flagship event of E-Cell that garnered cumulative participation of around 1000+ students from Top B-Schools and colleges PAN India. Events conducted as a part of the E-Summit are –
  - ♦ Case Competition: Two case competitions in collaboration with Big Haat & Pink Collar Professionals
  - ♦ Business Competition – The most awaited event of E-Summit, Anveshan, the B Plan Competition got a massive 130+ submissions & DEPiCt, the Elevator Pitch competition where students could sell their ideas in the form of a 90 seconds pitch.
  - ♦ Speakers Sessions – We invited 13 speakers from different domains to talk on various topics.
  - ♦ Workshops – We conducted Mind Mapping, Digital Marketing, Merchandising 101 and

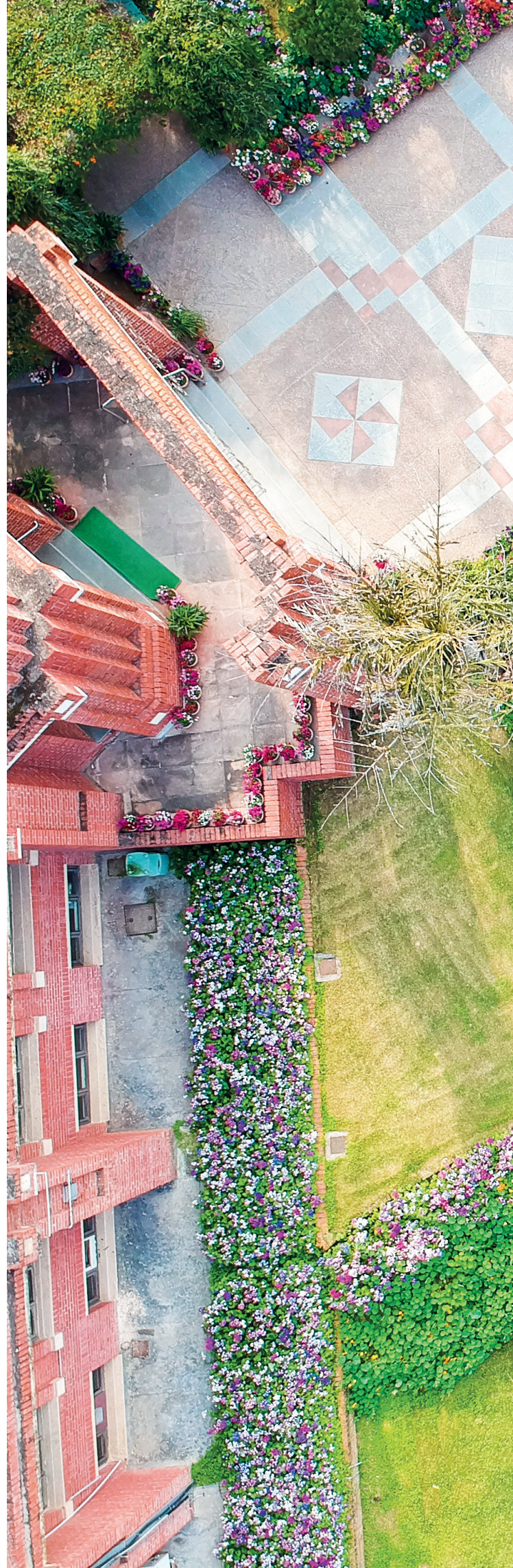


Building Apps for Billion Indian Users workshops which covered the wide range of learnings an entrepreneur needs.

- ♦ Startup Expo – Startups which are fully functional or have a prototype are invited to set up stalls to explain their ideas to the VCs to get funding.

## Significant Achievements

- Startup Investments: 30 Startups Booths; More than 10 VCs and investors visited the expo; 7 were offered funding opportunities worth Rs. 70 lakhs.
- Website Launch: Launched a new website to provide easier access to students about the work & new initiatives ([www.ecell-iiml.org](http://www.ecell-iiml.org))
- Live Projects: 10 Live Projects; 30 offers rolled out; Highest Stipend offered was worth Rs. 50000
- I Started Up Series: Interviewed 10 founders (Pixxel, Speakin, F5, Finvisor and many more founders)
- Art-O-Preneur: Through this event, we were able to raise funds of INR 14k+ which we donated to HOPE Foundation & Think India for helping the underprivileged students & sponsoring sanitation kits.
- Launch Pal Programme: 24 Startups mentored by 48 PGP students; Prizes worth INR 1 lakhs
- New Collaborations: MOUs with top organizations like Startup India, StartinUP, HPCL etc.
- Workshop Series: Workshops were conducted in collaboration with The Minimalist, Kommune, Jio Developers & FOITO, which are industry leaders in their domains.
- B-Plan: 10 hours mentoring sessions for finalists provided by eminent VCs from Matrix Partners India, WRVI Capital & Venture Catalysts.
- Speaker Sessions: Inaugural video from Hon'ble Shri Suresh Prabhu, India's Sherpa to G7 and G20; Speaker sessions by Alope Bajpai (Founder, ixigo), Dharamveer Chauhan (founder, Zostel), Rajan Singh (Founder, HabitStrong), Neelam Jain (Forbes India 30 Under 30), Dr. Apoorv Ranjan Sharma (Founder, Venture Catalysts), Neelesh Mishra (RJ, Yaadon ka Idiot Box) and many more.









## HELICS - HR ACADEMIC INTEREST GROUP

HELICS is the Human Resource Management AIG of IIM Lucknow and it aims to foster HR skills among the students of IIM Lucknow. The aim of the AIG is threefold:

- To provide a platform to the student community to engage with and promote the interest of the study of the HR discipline.
- To bridge the gap between theoretical knowledge and the practical world and give the students opportunities to hone HR skills.
- To foster awareness regarding the current HR trends and practices in the industry via interaction with industry experts.

The events which were carried out by HELICS in the last academic year are as follows:

### Events/Activities

#### AARAMBH

In Aarambh, an online quiz was conducted on D2C platform. The quiz consisted of questions based on situational analysis, HR and Business. There was ample number of registrations.

#### PARIPREKSHA

A speaker session was conducted for PGP1 students to help them with their summer preparation & provide them insights on how to crack an interview. The workshop's main focus was to enlighten the participants on how to effectively handle HR interviews. Important aspects of Group discussions, writing effective HR answers in company applications, and understanding company perspectives were discussed. We invited Ms. Vanishree Sattiraju, Alumni of XLRI HRM 2017, ex-employee of ITC limited (Tobacco division) as a speaker. She was previously head of GMR office of Zensar Technologies (RPG group) for tier I B schools hires programme. The event witnessed 200+ participants.

#### GUEST SESSION- CAREER AFTER MBA.

A guest lecture was organized for the first time for the students of IIM Lucknow to highlight how to build a career after MBA & become best version of ourselves. The speaker for the session was Mr. Rahul Jagannathan, VP at Design Café (Business World's 40 under 40). He had previously worked at Urban Ladder, Reliance, Mahindra in the field category management, sales, business development & HR. The event received good participation.



## MAANAV

National HR Business Case competition was conducted on D2C platform. This comprised of two rounds, (i) Quiz on HR & leadership principles. (ii) A case presentation. year, the number of registrations for this event increased by more than 50% (compared to last year). The event received a rating of 4.3/5 on D2C platform and the number of registrations increased by more than 50% as compared to last year

## INFRASTRUCTURE AND AUDIT COMMITTEE (IAC)

IAC is a two-year committee with eight members from each year. The committee is responsible for infrastructure-related issues on campus and bringing new initiatives for the campus. IAC acts as a facilitator between the student community and third-party vendors for convenience deals to bring out the best possible prices.

### DEALS

- Laptop Deal: The students are provided with an opportunity to get the best laptops from leading brands. The incoming batch uses this deal through the company website/E-commerce site to avail huge discounts on laptops and peripherals. This year we had deals from Flipkart, Lenovo, Microsoft and the Apple brand.
- Logistics deal: IAC facilitates sending the luggage of outgoing batch students to their preferred locations and bringing the luggage of a new batch of students to the campus. This deal will help the student community vacate the student hostels and send luggage to student choice locations.
- Puma Deal: IAC facilitated the Puma deal to IIM Lucknow community under Puma's special campus connect programme - Phenom. Under this deal, selected products had a flat discount of 40%.
- Scrap deal: Regular cleaning and maintenance activities of the hostels come under this deal. The majority of scrap will be collected once the senior batch leaves the campus, and the same is disposed of accordingly. We collected all the textbook and other paper waste left by the senior batch and deposited it in the scrap yard this year.
- Blanket deal: IAC arranges for the blanket deal, providing students with good quality handmade quilts and woollen blankets at the best price to fight the chilling winters.
- Room Heater deal: IAC brought the heater deal into the campus by tying up Bajaj. The deal helped students to fight the cold in the winter.
- Hotel deal: This deal is organized to help PGP1 students during the summer internship and help PGP2 find suitable locations to stay after graduation. This year we partnered with OYO for this deal.
- Lenskart Deal: This deal was brought for students to get spectacles at convenience and for a better price. IAC partnered with Lenskart to facilitate this deal.
- Cooler Buyback: IAC collects the coolers from the outgoing batch, which is then passed on to the incoming batch at a decided price. Electricians duly test these coolers for any faults or defects. The money obtained through this deal is refunded in full to the sellers from the outgoing batch.
- Cycle Sales: We invited the vendor to sell bicycles to encourage fitness in our eco-friendly campus.
- Bouquet Deal: On occasions of Valentine's Day & Prom Night, IAC brought bouquet deals to IIM Lucknow students for discounted rates.

## IGFAB (INTEREST GROUP IN FOOD AND AGRI-BUSINESS)

Interest Group in Food and Agribusiness (IGFAB) is the face of IIM Lucknow in the field of agribusiness, environment, and rural management standing tall as the sole committee on campus to represent the institute in these domains. With every academic year, IGFAB has been adding



new activities into its basket of initiatives. IG FAB is determined to continue putting an effort in creating awareness, interest and engagement among the student community towards this sector. The Events conducted by IG FAB in the year 2020-21 are as follows:

## EVENTS

### Qriosity

An online quiz competition, was the first event of the academic year 20-21, a brand quiz for the marketing geniuses with a flair for FMCG and other Agri-Business topics. The event witnessed a participation of 900+ students from 200+ colleges across India.

### Lakshya: Alum Connect with Mr. Pratik Ranjan

The Alumni Connect event helped students to interact with Mr. Pratik Ranjan, who is an Alumnus of IIM Lucknow. They also got an opportunity to learn various aspects of Marketing which accelerated their Summer Internship preparation.

### M-AD Pitch

This online event was conducted in collaboration with Manifest-Varchasva. It is an Advertisement Making and Pitch Competition where participants could showcase their creativity in marketing products and services

### HULT Prize

HULT Prize is the world's largest social entrepreneurship competition organized by the HULT foundation and the United Nations. It is popularly called as the "Nobel prize for students".

IG FAB has collaborated with HULT prize to organize the first-ever campus round on our campus, exclusively for IIM Lucknow students. The event witnessed 90+ participants for the HULT prize.

The event was graced by dignitaries like Dr. Aziz Nurbekov (Professor at Tashkent State Agrarian University, Uzbekistan); Nehaarikaa Talwar (General Manager, Business Strategy, Swiggy); Rajendra Lora (Co-Founder and CEO, Freshokartz, Agri) and Jai Aggarwal (MD at C.P. Milk and Food Production Pvt Ltd).

### FAB Festival

National Level Food and Agribusiness Conclave of IIM Lucknow, FAB Festival 2021 is the flagship event of IG FAB, witnessed participation of 2000+ from various top institutes. The theme for FAB-FEST 2021 was Green Economy. The events include:

### Shutterbug

A National Level Photography Competition conducted in collaboration with Right Angles Club, IIM Lucknow. The theme for 2021 was "Green Economy".

### Fabster

A National Level Online Poster Making Competition where participants had to design an informative and impactful poster related to Green Economy.

### Quizzeria

A National level Quiz Competition which witnessed participation of 400+ students from various B-Schools and organizations across India.

### Stratagri

A National level Strategy Case Competition which would enable the participants to use their problem-solving skills to solve real-life issues. The event was graced by the presence of Dr. Priyanka Sharma (Professor, IIM Lucknow) as a judge of the Final event.

### Ace-The-Case

A National Level Sales and Marketing Case Competition which witnessed the participation 200+ from various B-Schools across the country. The National Finalists got a chance to present their



case analysis to the esteemed panel of Judges: Dr. Amit Tripathi (CEO, Geolife Agritech India Pvt. Ltd.) and Dr. M.K Awasthi (Professor, Agribusiness Area, IIM Lucknow)

### Agronnova

It is a National Level Business Plan Competition which provided an arena to the participants to unleash groundbreaking ideas and business solutions. The event was graced by the presence of the judges: Mr. Javedali Rauthar (Brand Manager, Bayer) and Mr. Nikhil Tripathi (Co-Founder, Bijak)

### Live Project Opportunities

IGFAB also gave the students of IIM Lucknow, an opportunity to undertake a Live Project with Swadeshi Farms and TWF Flours.

## INDUSTRY INTERACTION CELL

The Industry Interaction Cell (IIC) is a two-year committee consisting of 14 members, aiming to bridge the gap between academia and industry. As a committee, we do not work in silos or departments, and everyone gets an opportunity to work in all the verticals in various events.

It aspires to conduct events that:

1. Engage student community with industry stalwarts
2. Compliment academic learning with industry insights
3. Provide a platform to make students aware and sensitive to business trends, practices and recruitment needs by leaders.

## EVENTS/ACTIVITIES

Samvit- SAMVIT is the Annual Leadership Summit conducted by the Industry Interaction Cell of IIM Lucknow. It provides a platform to make students aware and sensitive to business trends and practices and aims to facilitate engagement between the student community and industry stalwarts. With the theme "Bags to briefcase", Samvit'21 aimed to prepare the IIML student community for their journey post B-school through the following events:

**INDUSTRY INTERACTION CELL, IIM LUCKNOW**

**SAMVIT 2021**

**THE ANNUAL BUSINESS AND LEADERSHIP SUMMIT**

**23-28TH MARCH 2021**

**LEADERSHIP SESSIONS**

**SMRITI IRANI | CABINET MINISTER**

Smriti Zubin Irani is an Indian politician, former model, television actress, and producer. She is a Minister in the Union Cabinet of India. She is serving in the cabinet as Minister of Textiles and was given additional charge as Minister of Women and Child Development since May 2019.

DATE: 26TH MARCH 2021

TIME: 7:30-8:30 PM

VENUE: ONLINE / VIRTUAL

----Link to the event will be shared soon----

**ic@iiml.ac.in**

ARPIT | MANASHI | NIMISH | NITIN | PRADEEP | SANJANA | SHREYA





Leadership Talks: Leadership talks by a diverse set of industry stalwarts was conducted, to facilitate their career with industry insights and best practices. The Industry leaders imparted essential life learnings and motivated the student community with their candid interaction.

- a) Smt. Smriti Irani – Cabinet Minister, GOI
- b) Navika Kumar – Group Editor, Times Now
- c) Varun Alagh – Founder, MamaEarth
- d) Ashwini Saxena – CEO, JSW Foundation

Workshop : Aimed to facilitate the students in their summer internships , the workshop was conducted on “how to present with Impact”. During the 1-hour workshop students were taught by representatives from Dale Carnegie institute. Student who attended the workshop became one amongst the group of 9 million people around the world who have taken a Dale Carnegie workshop which includes the likes of Warren Buffet and several business leaders across the globe.

C-suite: A national level case competition to give a platform to students to demonstrate their business acumen. C-Suite, comprised of 2 rounds. With more than 250 registered participants, this edition of C-suite witnessed intense competition from the student community.

### Bizknack

A national level competition, BizKnack, was conducted to test the industry knowledge of the participants. Online Quiz was conducted to provide domain and process specific information to facilitate students in their internship preparation.

### ProTalks

ProTalks are series of leadership interaction with industry leaders :

Marketing Masterclass with Mr. Aditya Bhat, Head, Jio Creative Labs to facilitate students in getting their dream marketing jobs.

Pro-talk Session with Mr. Prashant Tandon, CEO, Img which provided a deep insight into the healthcare industry



## MANFEST-VARCHASVA

Manfest-Varchasva is the annual business, cultural, and sports festival organized by the Indian Institute of Management Lucknow. Started in the year 1988, the festival has grown into one of the biggest B-school festivals in Asia facilitating interaction among B-school students, faculty, and corporates. It is structured around 6 distinct offerings- management competitions, leadership interactions, CSR initiatives, cultural & sports events, and entertainment.

Manfest-Varchasva 2020-21 was the most unique edition of MV ever!

With COVID-19 putting up boundaries in all directions. Team MV redefined the entire model of this year's fest. Every event registered participation in huge numbers from across the nation and with artists like KK and Vipul Goyal performing live online in front of a thousand people, MV 2020-21 was truly an event to remember!

## EVENTS/ACTIVITIES

### Management events

The management events have always been successful in bringing together the brightest minds in the country from premier B-schools across India. In the past, Manfest-Varchasva has earned the reputation of hosting events with the highest number of PPOs ever at a business school fest. This year, management events were back with bigger and better formats. Case challenges and quizzes were developed in collaboration with industry leaders like ITC, IIML SCIFI, IIML Incubator, SBI, UPSDM, UP IT & EL, World Bank, BSE, etc., and included overall prizes worth about INR 9 Lakhs.

### Cultural Activities

Manfest-Varchasva saw a confluence of art form presentations and bright-minds along with events ranging from street-style dancing to band competitions, from simulating the United Nations at the Model United Nations to poetry recitations. The fest offered a platform to the participants to showcase their talents and engage in social activities.

### Leaders Express

Leaders Express Series was spread across 2 days and provided students across Lucknow





with a unique opportunity to gain a fresh perspective through interaction with leaders, hone their leadership skills, and learn from eminent personalities.

The event was inaugurated in the presence of Mr. N. R. Narayana Murthy, founder, Infosys. The Leaders Express segment gave the students an opportunity to interact with Dr. K.V. Subramanian, Chief Economic Advisor, Government of India on Indian Economy and Mr. Vineet Nayar, Former CEO, HCL Technologies about the importance of leadership. Ms. Tania Sachdev- The Indian Chess Grandmaster taught the participants how losses in life are the most rewarding events. Mr. Junaid Kamal Ahmad, The World Bank Country Director of India talked about risk management. A Social Conclave was held with panel members Mr. M. Hari Menon, Director, The Bill and Melinda Gates Foundation, India Country Office, and Mr. Sudarshan Suchi, CEO, Save The Children Foundation.

### Entertainment

The evenings witnessed brilliant performances by the Comedian Vipul Goyal, EDM night with DJ Teri Miko, and the finale performance by K.K. Krishnakumar Kunnath's popular numbers during the live online concert set the stage on fire and had the crowd grooving throughout the performance. The audience was mesmerized by the entertaining and engaging performance by K.K. All the 3 shows were immensely enjoyed by the audience. An exciting acoustic night gave a perfect end to the first day of the fest.

### CSR

Manfest-Varchasva hosted the first-ever Campus Run with the theme of Run to Rise. This year's run was a new avatar of the City Run, MV's legacy CSR event. The marathon witnessed a participation of over 200+ people who came to the venue to showcase solidarity towards the cause and to participate enthusiastically in the even.





## MESS COMMITTEE

The Mess Committee is responsible for providing good quality food to the students. Annapoorna Mess Society is an independent, not-for-profit organization that caters to the need of 1000+ stakeholders: students, faculty, and officials throughout the year. It takes utmost care to incorporate the preference of every student, as much as possible, while deciding and planning the menu.

The mess committee's role goes way beyond giving the student community its daily calorie intake. Run by students, it is sensitive to the mood of the student community in campus and does its bit to bring a little bit of cheer every now and then at Hel(L).

## EVENTS/ACTIVITIES

- One of the most significant activities taken up by the Mess committee was providing support in on boarding process of 900+ students. Annapoorna Mess Society delivered more than 50,000 food packets to students during the quarantine phase while simultaneously running the daily mess operations.
- Organized theme dinners throughout the year to celebrate occasions such as Diwali Night, New Year, Valentine's week and Night Mess Farewell.
- Several initiatives for staff members like insurance, children's school fees and work appreciation through Annual employee day

## PUBLIC POLICY CLUB

The colossal scale of operations, combined with the complex social and political fabric of our country poses significant challenges in the policy domain of the government. With the current trend





towards leaner and thinner government, there is steady rise of third party administration. Public Policy club seeks to bridge the gap between the students of IIML and the policies of the government and empower them by:

- Sensitizing the IIML student community towards the current problems in the policy domain
- Providing platform for discussion by organising talks, lectures, case competitions etc
- Understanding policy implications in the real world context and its future implications
- Enabling students to make small improvement in the state affairs of the government through live projects

## EVENTS/ACTIVITIES/LIVE PROJECTS

### POLICY Manch

The hunt for a policy enthusiast is what fuelled PolicyManch. This was two round event which comprised of a general quiz followed by individual submissions on policy issues. The event was successful in creating awareness about the government policies and current hot topics among the PGP36 as well as PGP35 students.

### Aarambh – The Annual Budget Session

The Union Budget discussion initiative was a huge success with a participation of more than 100 enthusiasts. The panel consisted of stalwarts from academia as well as industry, namely – Ashok Gautam, Head Treasury of IDBI Bank, Vinod Mishra, Associate Prof, Monash University, Melbourne and Sanjay Kumar Singh, Prof. IIM Lucknow. The discussion was moderated by Aaditya Dar, Prof. of Economics, ISB.

### Crepidoma – The Public Policy Hackathon

This was a three-stage event with a preliminary quiz, case analysis and case presentation and was held between 30th Jan to 7th Feb. The event saw a huge participation with 542 registrations. The Jury included personalities like Nalini Gulati, Country Economist, IGC, Himanshu Nagpal, IAS, UP Cadre and Prof Sanjay Kumar Singh, IIM Lucknow. The event was successful in its objective of providing a platform for analysis and discussion on the macro-economic policies.

### Themis – National Debate Competition

The event was held in collaboration with Manifest-Varchasva this year. The event saw a great participation with 307 registrations. What followed was an intense debate and discussion on the policy reforms and business environment of the nation.

### Live Projects

Sourced a development internship from Adhyayan Foundation, a capacity building organization dedicated to improving the quality of educational leadership and learning outcomes through evidence-based reviews and data-driven professional learning communities.

### Workshops In Collaboration With Proactive For Her

Two workshops were organised in collaboration with 'Proactive for Her'. The events were able to sensitize the participants on gender equality and start a discussion on taboo subjects like periods and female hygiene.

## SPECIAL INTEREST GROUP IN FINANCE (SIGFi)

SIGFI (Special Interest Group in Finance) is the finance Academic Interest Group at IIM Lucknow. SIGFI is a name known for its endeavors for the batch. It aims to promote finance as an interest

among the student community and enable them to stay abreast of the latest developments in finance and economics. SIGFI provided a platform for students to participate in numerous National and International contests. From trading game to stock pitch and various other national level challenges to events simulating challenges facing a financial advisor, SIGFI has done them all, with the aim of nurturing the finance acumen in the IIM-L community.

## EVENTS/ACTIVITIES

Speaker session on valuations and elevator pitches – Mr. Vikas Nagar (Equity Analyst – Fidelity Investments) conducted an interactive session on finance topics focussing on how to compare financial statements, key metrics tracked professional investors for non-financial & financial stocks, and a primer on valuations.

Speaker session on IPO and Monte Carlo Simulation – Mr. Abhisek Salecha (Co-founder – Forevision) talked about fundraising options, IPO details, importance of scenario building and Monte Carlo simulation to stress test the business model for fundraising.

Finshiksha Certifications – Arranged 2 finance courses for PGP-1 and 3 courses for PGP-2 at a discount, top performers got opportunities to apply for final placements at o3 Capital and Allegro Capital among others.

Finance Quiz- FinQ 2.0 2020 – The second edition of FinQ, a national level finance quiz was conducted to bring forward the interest of the students in the domain of finance.

CFA Research Challenge – Liaised with Indian Association of Investment Professionals (IAIP), the India Society of CFA Institute, USA, to conduct campus round of CFA Institute Research Challenge.

VCIC Campus Round – It is a global VC event whose India round is conducted at IIM Bangalore. We conducted the campus round of the event which was judged by Prof. Prakash Singh.

International Bloomberg Olympiad 2021 – Conducted the campus round of International Bloomberg Olympiad in collaboration with TAPMI and the winning team of 3 members qualified for India round.

ICICI Stockmind Season 9 – Conducted the campus round of ICICI Stockmind, a virtual trading competition organized by ICICI.

EDUCBA: CFAT Test – Conducted the campus round of CFAT (Corporate Bridge Financial Aptitude Test) in collaboration with EDUCBA and two winners were offered free courses in finance

M&A Session – Mr. Debasish Sarkar, Associate Director, Deloitte India to provide an overview about the various areas in M&A consulting while highlighting the latest M&A trends

## SPORTS COMMITTEE

Sports is a metaphor for overcoming obstacles and achieving against great odds. It teaches us to stay focussed, dedicated and also understand you are going to have ups and downs and you need to keep running right through them.

Sports is one common denominator at IIM-L that brings everyone together. One place that displays the camaraderie among the students, playing it out on the field with true team spirit and sportsmanship. Sports at IIM-L also is a vent to release all the built-up pressure of academics, placements and much more.

Sports club was formed during the batch of PGP27. It was in 2014, that the club was given the status of a committee. The responsibilities and activities have been ever expanding since then.

Objective of Sports Committee is to provide a platform to the students to compete in sports at the highest level, organized within the institute as well as other colleges nation-wide. It also provides the student with ample opportunities to venture into different sports with the available infrastructure to keep them refreshed physically as well as mentally.





# SPORTS & ACTIVITIES





## ACTIVITIES

### **Online Fantasy Sports War:**

An online fantasy sporting event where students participated in sports like fantasy cricket. The event saw a participation of 100+ students. Conducted in the month of October, at the time of Indian Premier League.

### **Sangram:**

The second inter-section event after Camaraderie, the section war was rekindled. Teams battled it out on the field, building up an intense friendly rivalry. Fun games such as slow cycling and tug of war also included. Over the 3 days of the event from January 26-28, the participation and enthusiasm shown by the students amidst the busy schedule of classes, assignments and quizzes was encouraging. Students put their heart out in winning the championship bringing in the team effort to fore. It was also a platform to unearth some new sporting talents towards the process of preparing for inter college events.

### **Hell League:**

An event in which both PGP1 and PGP2 come together to play sports and create everlasting memories. Conducted before the academic year ended from March 22- 26, the 5-day event attracted a participation of more than 400+ students competing in 12+ sports. Player auction was done in sports like football, cricket and frisbee to make the event more exciting. The students showed amazing sportsmanship by participating in maximum sports.



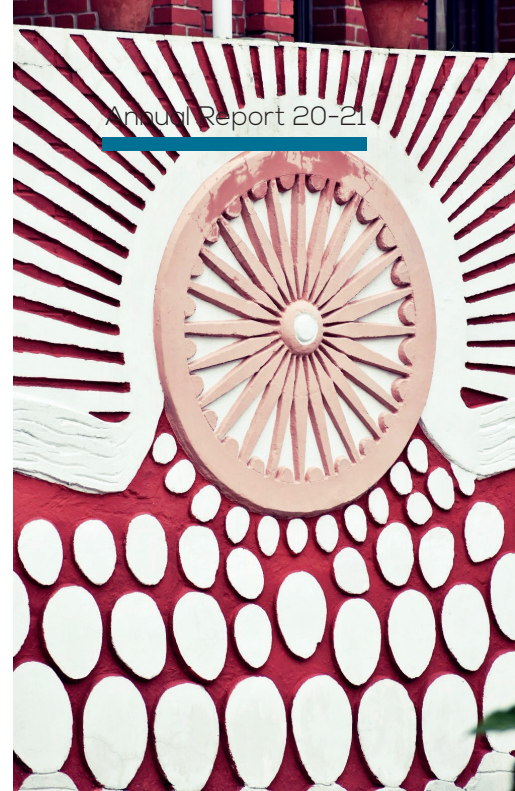




# 10

## Community Affairs





Employees Welfare Committee (EWC) of IIM Lucknow organizes various events throughout the year keeping in mind the COVID guidelines and pandemic situation.

EWC organized Maa Saraswati Puja.

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

## Republic Day & Independence Day

of India was celebrated with full fervor and zest at both Lucknow and Noida campus keeping in mind all the COVID guidelines and pandemic situation.





## International Yoga Day:

Due to the pandemic situation, the IIML community members celebrated the International Yoga Day at their homes.

## Foundation Day:

IIM Lucknow celebrated its 36th Foundation Day on July 27, 2020.

Gratitude, perspective for a new vision and sustainability were the themes as IIM Lucknow celebrated its 36th Foundation Day. As the pandemic disrupted some traditional models, IIM Lucknow quickly adapted itself to emerge as a change leader for the students, faculty, and all stakeholders.

With this in mind, IIM Lucknow celebrated its foundation day with a massive tree plantation drive but given the current focus on health and immunity – with a difference.





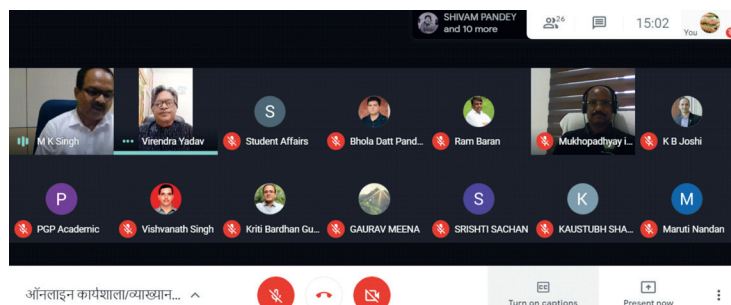




The institute decided to develop and nurture a Medicinal Plant Garden. Maintaining adequate social distancing and protocols, the Director, Faculty, Officers and staff participated in the drive as the Director formally inaugurated the Medicinal Plant Garden on 27th July 2020. The plan is to bring in around 1 hectare of land under the Medicinal Plant garden in a year's time span. More than 200 medicinal plants have been planted.

## Hindi Pakhwara

(September 14-29, 2020) – various online events were organised including a lecture by Mr. Virendra Yadav, Senior Writer and Critic.



## Vigilance Awareness Week

– (October 29 – November 2, 2020) various online events were organised including an online guest lecture by Mr. Kuladhar Saikia, ex DGP, Government of Assam.

## Azadi Ka Amrut Mahotsav

Prime Minister Honorable Shri Narendra Modi launched the 'Azadi Ka Amrut Mahotsav' from Sabarmati Ashram in Gujarat (12<sup>th</sup> March 2021 to commemorate 75 years of India's Independence.

On the occasion an online talk on the topic 'India's freedom struggle' was organised at IIM Lucknow. The talk was delivered by Padma Shri Prof. Anuj Gupta, Visiting faculty IIM Ahmedabad. The talk was attended by IIML community members including faculty, staff and students.







**ANNEXURES**



# Overall Profile of the Institute

The overall profile of the Institute for the year 2020-21 consists of financial and personnel profiles.

## Financial Profile

The financial profile for the year 2020-21 is presented below:

		Amount (In Lakhs)	
Income		Expenditure	
1. Academic Receipts:		1. Staff Payments and Benefits	3973.60
PGP	8340.08	2. Academic Expenses:	
MDP	1503.70	PGP	1306.14
Fellow Programme (including E-FPM)	101.43	MDP	622.49
PGP - SM	494.01	Fellow Programme (including E-FPM)	420.15
WMP Income	355.47	PGP - SM	113.55
IPMX Income	2141.53	WMP Expenses	134.06
Placement Income	52.85	IPMX Expenses	367.92
Consultancy Income	100.56	Placement Expenses	13.19
Other Fee - CAT	233.76	Consultancy Expenses	59.48
2. Grant / Subsidies		CAT Expenses	1.19
Plan- Recurring/FPM	0.00	Newspaper & Periodicals	0.62
3. Income from Investments	2292.06	Research & Development	545.62
4. Interest Earned	473.27	3. Depreciation	2013.10
5. Other Income & Recoveries	135.91	4. Administrative & General Expenses	693.12
6. Prior Period Income	0.00	5. Transportation Expenses	22.42
		6. Repairs & Maintenance	374.72
		7. Finance Cost	0.25
		8. Prior Period Expenses	19.03
		Excess of Income over Expenditure	5543.98
Total	16224.63	Total	16224.63

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.

Names of five faculty members and other employees of the institute who received the highest remuneration (including allowances and payments made to such employees) during FY 2020-2021:

Prof. ARCHANA SHUKLA

Prof. PANKAJ KUMAR

Prof. PUSHPENDRA PRIYADARSHI

Prof. PREM PRAKASH DEWANI

Prof. SUSHIL KUMAR (CFAM)



# Personnel Profile

The Institute with a personnel strength of 294 (as per March 2021 payroll), has admirably been able to cater to the Academic, Administrative and Campus Development Activities of both the Campuses at Lucknow & Noida.

Faculty	83
Regular	80
Contract	3
Officers	43
Regular	35
Contract	10
Staff	121
Regular	90
Contract	31
Daily Waged Employees	16
Research Personnel	31
Total	278

The expenditure on the academic staff, i.e., Faculty forms 62.65% of the 'Staff payments' to the Institute's employees. The total Staff Payments & Benefits forms 37.20% of the Revenue expenditure of the Institute.

The Revenue expenditure forms 65.82% of the total Revenue Income of the Institute





# Overall Administration

Director	Prof. Archana Shukla
<b>Academic Council</b>	
Chairperson (Director)	Prof. Archana Shukla
Secretary (Dean Faculty)	Prof. Neeraj Dwivedi

<b>Deans</b>	
Dean (Faculty)	Prof. Neeraj Dwivedi
Dean (Programmes)	Prof. Arunabha Mukhopadhyay
Dean (Research)	Prof. Samir K. Srivastava
Dean (Noida Campus)	Prof. Kaushik Bhattacharya

<b>Task Heads</b>	
Chairperson (Admission)	Prof. Alok Dixit
Chairperson (Alumni Affairs)	Prof. Gaurav Garg
Chairperson (Corporate Communication & Media Relations)	Prof. Ashwani Kumar
Chairperson (FPM)	Prof. Vikas Srivastava
Chairperson (Post Graduate Programme)	Prof. KC Balodi
Chairperson (MDP)	Prof. Ajay K. Garg
Chairperson (IPMX)	Prof. Prem Prakash Dewani/Prof. D Tripathi Rao
Chairperson (EFPM)	Prof. Chandan Sharma
Chairperson (CAC)	Prof. Moutusy Maity
Chairperson, Purchase Committee	Prof. Amit Agrahari
Chairperson, Library Advisory Committee	Prof. Ashutosh Kumar Sinha
Chairperson, CMEE	Prof. Vivek Gupta
Chairperson (CFAM)	Prof. Satyabhusan Dash
Chairperson (International Accreditation)	Prof. Kriti Bardhan Gupta
Chairperson,PGP-SM & Centre for Business Sustainability	Prof. Indranil Biswas/ Prof. Vikas Srivastava
Chairperson (SA & Placement)	Prof. Kaushik Ranjan Bandyopadhyay
Chairperson (Career Development Services)	Prof. Rajesh K Aithal
Chairperson, WMP	Prof. D S Sengar/ Prof. Ashish Dubey
	Prof. Amita Mital

<b>Area Chairpersons</b>	
Agribusiness Management	Prof. Sanjeev Kapoor/Prof. Kushankur Dey
Business Communication	Prof. Nandita Roy/Prof. Shubhda Arora
Business Environment	Prof. Debdatta Pal/Prof. Somdeep Chatterjee
Decision Sciences	Prof. Garima Mittal/Prof. Sanjeet Singh
Finance & Accounting	Prof. Seshadev Sahoo/Prof. Vikas Srivastava
Human Resource Management	Prof. Pushpendra Priyadarshi
IT & Systems	Prof. Arunabha Mukhopadhyay/Prof. Pradeep Kumar
Legal Management	Prof. D S Sengar/Prof. Vijay Pal Singh



Marketing Management  
Operations Management  
Strategic Management  
Business Sustainability

Prof. Prem Dewani/Prof. Anita Goyal  
Prof. Indranil Biswas/Prof. Suresh Jakhar  
Prof. Ashutosh Kumar Sinha/Prof. Kshitij Awasthi  
Prof. Kaushik Ranjan Bandyopadhyay

# Faculty Profile

The information published here is accurate to the best of our knowledge

## **Agribusiness Management**

Kriti Bardhan Gupta  
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Indian Institute of Management (IIM) Ahmedabad, India

Maya Kant Awasthi  
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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

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

Kushankur Dey  
Fellow  
Institute of Rural Management (IRMA), Anand, India

## **Business Communication Group**

Neerja Pande  
Ph.D.  
University of Lucknow, India

Payal Mehra  
Ph.D.  
University of Lucknow, India

Prof. Nandita Roy  
Ph.D  
Jadavpur University

Shubhda Arora  
Fellow  
MICA, Ahmedabad, India



## **Business Environment Group**

---

Chandan Sharma  
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University of Delhi, India

D. Tripathi Rao  
Ph.D.  
University of Mumbai, India

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Delhi School of Economics, University of Delhi, India

K.G. Sahadevan  
Ph.D.  
University of Hyderabad, India

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Indian Statistical Institute, India

Sangeeta D. Misra  
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Indian Institute of Technology (IIT) Kanpur, India

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

Debdatta Pal, Assistant Professor  
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University of Houston, USA

## **Business Sustainability**

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Kaushik Ranjan Bandyopadhyay  
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JNU

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## Decision Sciences Group

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### **Human Resource Management Group**

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## **IT & Systems Group**

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Dr. A.P.J. Abdul Kalam Technical University, Uttar Pradesh

V.S. Prakash Attili  
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### **Marketing Group**

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

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Sameer Mathur

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Priyanka Sharma

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### **Operations Management Group**

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Indranil Biswas

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Rakesh V.

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Neeraj Dwivedi,  
Fellow  
Indian Institute of Management (IIM) Lucknow, India

Sabyasachi Sinha,  
Fellow  
Indian Institute of Management (IIM) Ahmedabad, India

Krishan Chandra Balodi,  
Fellow  
Indian Institute of Management (IIM) Indore, India

Anadi Saran Pande  
Ph.D  
Lucknow University, India

Kshitij Awasthi  
Fellow  
Indian Institute of Management (IIM), Bangalore, India

Rupanwita Dash  
Fellow  
Indian Institute of Management (IIM), Bangalore, India

Priyatam Anurag  
Fellow  
Indian Institute of Management (IIM), Bangalore, India

## **Legal**

Dharmendra S. Sengar,  
LL.D  
University of Lucknow,

Vijay Pal Singh  
Ph.D  
Babasaheb Bhimrao Ambedkar University, Lucknow



# Administrative Staff Profile

Chief Administrative Officer	:	Vinay Kumar Verma *
Officer on Special Duty	:	Brig. Dinesh Sharma, VSM (Retd.)*
Financial Advisor-cum-Chief Accounts Officer	:	Pradip Dhar

## Library

Librarian	:	Mr. M K Singh
Assistant Librarian	:	Mr. Khursheed Ahmad, Mr. Ravindra Kumar, Mr. Tapas Kumar Raut, Mr. Anoop Singh Ms. Kavita Chaddha (Noida)

## Computer Center

Manager, Computing Services	:	Mr. P. Mohanan
Systems Analyst	:	Ms. Sangeeta Kumar
Systems Analyst	:	Mr. Rajiv Saxena

## Administrative Team

Anshuman Gupta	:	Executive Engineer
Anurag	:	Senior Administrative Officer
Praveen Kumar Rai	:	Senior Administrative Officer
Prem Prakash	:	Senior Administrative Officer
Rajeev Pandey	:	Senior Administrative Officer
Vatsala Singh	:	Senior Administrative Officer (AS)**
Vijay Prakash Gupta	:	Programme Manager (AS)
A Murali	:	Systems Analyst
Amit Saxena	:	Administrative Officer
Amit Shankdher	:	Finance & Account Officer
Anitha Rajmohan	:	Administrative Officer
Anuradha Manjul	:	Public Relations-cum-Media Relations Officer
Ashish Kumar	:	Administrative Officer
Ashok Fulzele	:	Estate Officer
Davinder Pal Singh Sehgal	:	Programme Analyst
Dinesh Chandra Goswami	:	Assistant Engineer (Electrical)**
George T U	:	Administrative Officer
Mahesh Chandra Shukla	:	Administrative Officer
Rajeev Verma	:	Finance & Accounts Officer



Sanjay Shriramrao Degloorkar	:	Assistant Librarian
Subrata Mukhopadhyay	:	Administrative Officer
Shiv Kumar	:	Administrative Officer
Swapna Verma	:	Administrative Officer
T R Girjavallabhan	:	Administrative Officer**
Vijay Singh	:	Administrative Officer
P.L. Singh Chauhan	:	Sr. Project Officer *
C.P. Arunan	:	Consultant (Compliance) *
Sharmesh Kumar Chaturvedi	:	Law-cum-Liaison Officer *
Dr. Shri Pal Singh	:	Resident Medical Officer *
Sougata Bhattacharjee	:	Sr. Manager (Business Development)*
Radhika Rastogi	:	Manager (Accreditation)*

\* On Contract

\*\* Superannuated /Resigned





# List of Guest Faculty

S.No	Name of Faculty
1	Dr. Aijt Kumar
2	Dr. Anshu Jalora
3	Dr. Devesh chaturvedi
4	Dr. Gautham Udupa
5	Dr. Hari Prakash
6	Dr. K R Lakshminarayana
7	Dr. Kiran R
8	Dr. M Arumugam
9	Dr. Mahesh Kumar
10	Dr. Pavan Soni
11	Dr. Rahul Dev Pandey
12	Dr. Rajeev Vijay
13	Dr. Rangan Chakravarty
14	Dr. Ravi Prakash Mathur
15	Dr. Ravindra Babu Tallamraju
16	Dr. S RMusanna
17	Dr. Sandeep K Sharma
18	Dr. Sandip Patil
19	Dr. Sanjai K Dwivedi
20	Dr. Saurabh Ghosh
21	Dr. Sujitha Karnad
22	Mr Satish Rao H
23	Mr. V T Bharadwaj
24	Mr. Narendra Nath Akhouri
25	Mr. A K Chaudhuri
26	Mr. A S Bhal
27	Mr. Abhay Mishra
28	Mr. Abhishek Gupta
29	Mr. Abhishek Kumar
30	Mr. Abhishek Pandey
31	Mr. Akshay Bharadwaj
32	Mr. Akshay Mathur
33	Mr. Amardeep Singh
34	Mr. Amit Haralalka
35	Mr. Amit Kohar
36	Mr. Amitav Kumar Ash
37	Mr. Anant Mittal
38	Mr. Anirban Bhattacharya
39	Mr. Ankit Khandelwal
40	Mr. Ankur Garg

S.No	Name of Faculty
41	Mr. Ankur Grover
42	Mr. Anubhav Kr Jain
43	Mr. Arun Maira
44	Mr. Ashwani Rao
45	Mr. Asim Arun
46	Mr. Atish Mohan
47	Mr. Birendra Bisht
48	Mr. C S Setty
49	Mr. Chirag Mehta
50	Mr. Ciby C James
51	Mr. Debojyoti Dey
52	Mr. Deepak Agrawal
53	Mr. Dhananjay Vaidhyanathan
54	Mr. Dushyant Chaturvedi
55	Mr. Gaurav Awasthi
56	Mr. Gautam Mehta
57	Mr. Gulrez Ahmad
58	Mr. Jaideep Bhatia
59	Mr. Jaideep Deodhar
60	Mr. Jatin Nanaware
61	Mr. K K Muhhamed
62	Mr. K R Venkatadari
63	Mr. Kalyan Chakravarthy
64	Mr. Kalyan Jambunathan
65	Mr. Kamesh Mullapudi
66	Mr. Kaushik Chandra
67	Mr. Kaustav Das
68	Mr. Kaustav Ghosh
69	Mr. Kirti P Misra
70	Mr. Kishore Chakraborti
71	Mr. Kumar Amitav Ash
72	Mr. Kumar Keshav
73	Mr. Laxminarayanan G
74	Mr. Mahesh Venkataraman
75	Mr. Maneet Jolly
76	Mr. Mangesh Nirranjan Patankar
77	Mr. Manish Makhijani
78	Mr. Manomoy Das
79	Mr. Manu Virender Kumar
80	Mr. Manuj Purwar



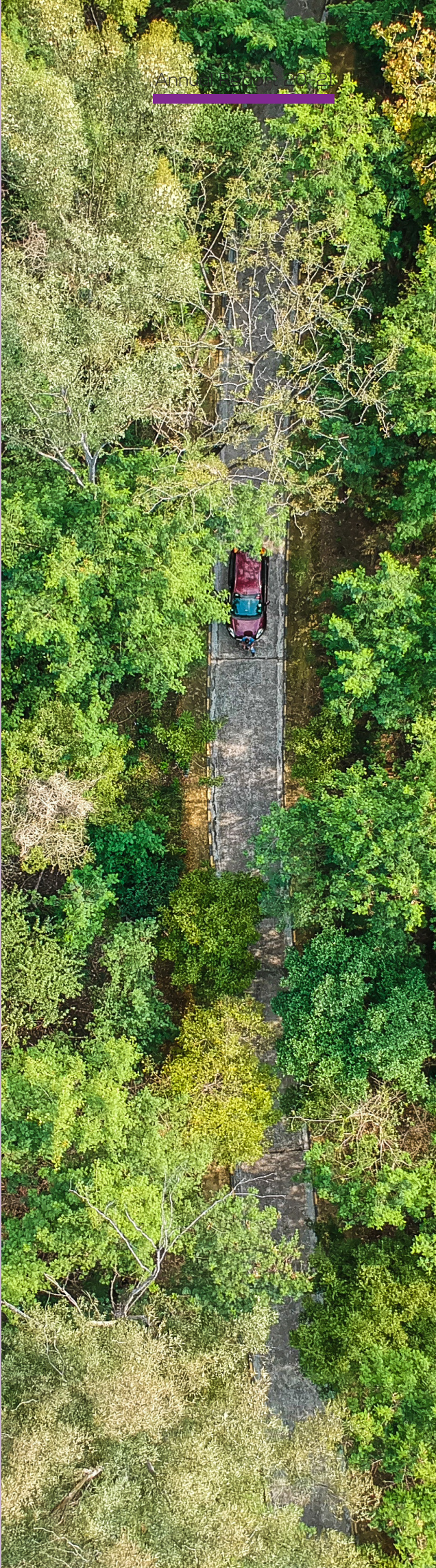
S.No	Name of Faculty	S.No	Name of Faculty
81	Mr. Mayank Shivan	114	Mr.Subramanian Chidambaran
82	Mr. Michael Andrade	115	Mr.Sudeep Krishna
83	Mr. Mritunjay Kumar	116	Mr.Sumit Saha
84	Mr. N Suresh Kumar	117	Mr.Swapnil S Kumar
85	Mr. Naniet Sekera	118	Mr.Umang Khetan
86	Mr. Nimai Swain	119	Mr.Uttam Lal
87	Mr. Nipum Jain	120	Mr.Venkatesh Krishnamurthy
88	Mr. Nishant Saxena	121	Mr.Vikas Sunkad
89	Mr. Pallab Bandyopadhyay	122	Mr.Vinish Kathuria
90	Mr. Parth S Bhattacharyya	123	Mr.Vinit Singh Chauhan
91	Mr. Prabhakar Tiwari	124	Mr.Vinoth Harish G S
92	Mr. Prahsant Saran	125	Mr.Vishwas Anand
93	Mr. Pranav Lotlikar	126	Mr.Vivek Chudhury
94	Mr. Praveen Dwarakanath Prabhu	127	Mr. Mohit Mehrotra
95	Mr. Raj Kamal Gilra	128	Mrs.Urvashi Sahni
96	Mr. Rajeev Agarwal	129	Mr. Suraj Saha
97	Mr. Ravi Kant	130	Ms.Ami Shah
98	Mr. Retesh Gauba	131	Ms.Eesha Bagga
99	Mr. S Srinivas	132	Ms.Jolly Priya
100	Mr. Sameer Singh Jaini	133	Ms.Nayana Renukumar
101	Mr. Sankarson Banerjee	134	Ms.Nidhi Srivastava
102	Mr. Satya Gupta	135	Ms.Noopur Chaturvedi
103	Mr. Saumil Chogle	136	Ms.Rashmi Datt
104	Mr. Saurabh Khurana	137	Ms.Reeti Roy
105	Mr.Saurav Kumar	138	Ms.Rituparna Sengupta
106	Mr.Sayantana Chatterjee	139	Ms.Sharda Sringeriswara
107	Mr.Shankhashuvra Misra	140	Ms.Shreyanka Basu
108	Mr.Shashi Kiran P B	141	Ms.Sumitro Santra
109	Mr.Shreyans Jain	142	Ms.Tarvi Goila
110	Mr.Shubhendu Dutta	143	Ms.Taruna Gupta
111	Mr.Shubhranshu Singh	144	Ms.Udisha Misra
112	Mr.Subhash Tripathi	145	Ms.Urvi Babla
113	Mr.Subhashis Sinha	146	Ms.Vedvyas Mishra



# List of Adjunct Faculty

S. No.	Name of Faculty
1	Mr. Ashok Bhat
2	Mr. Mohd.Haris Minai
3	Mr. Praloy Majumdar
4	Mr. Rajesh Premchandran
5	Mr. Raju Mathew
6	Mr. Srinath Sridharan
7	Mr. Vijay Santhanam
8	Prof. A G Balasubramanian
9	Prof. A K Jain
10	Prof. Anubhav Mishra
11	Prof. Debi Saini
12	Prof. Debolina Dutta
13	Prof. K N Singh
14	Prof. Kishore Chakraborti
15	Prof. L Ganapathy
16	Prof. Madhushree Nanda Agarwal
17	Prof. Mousumi Padhi
18	Prof. Mukesh K Mehlawat
19	Prof. Neelam Kirna
20	Prof. Niraj Kumar
21	Prof. Punam Sahgal
22	Prof. Rahul Pandey
23	Prof. Ritesh Kumar Mishra
24	Prof. Satya Chaitanya
25	Prof. Wasim Ahmad
26	Prof. Yogesh Agarwal

Guest Lectures PGP SM		
S.No.	Name	Company Affiliation
1	Mr. Kapil Mahajan	Absolutdata Analytics
2	Mr. A Krishna Kumar	Hindalco Industries Ltd.
3	Mr. Nihal Kaul	Hero MotoCorp Ltd
4	Mr.Awadhesh Kumar Jha	Fortum
5	Mr. Anindya Chowdhury	Royal Dutch Shell
6	Ms. Vidya Sen	Nielsen BASES
7	Ms. Betsy Vincent	Future Group
8	Mr. Prabodha Acharya	JSW Group

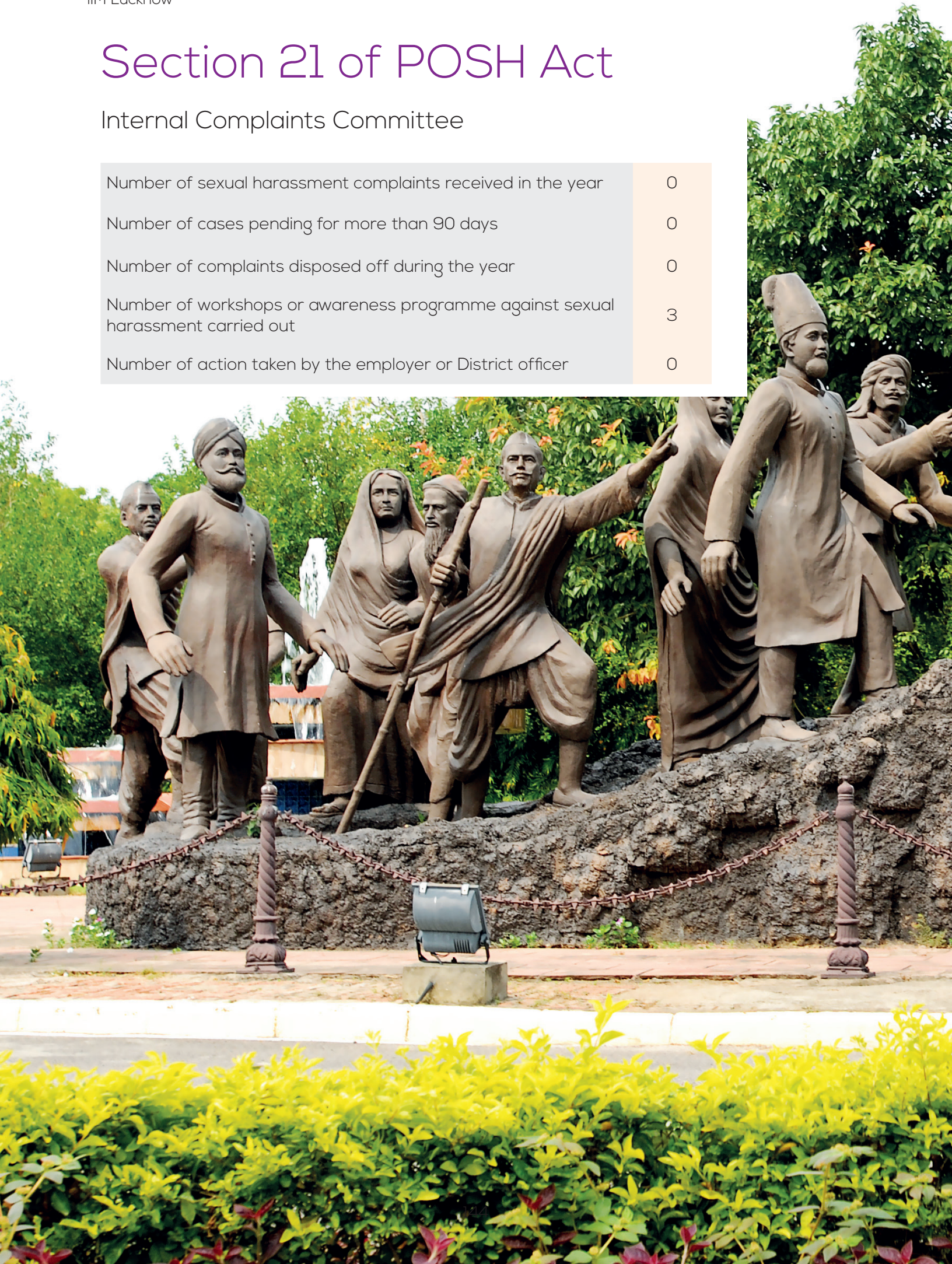




# Section 21 of POSH Act

## Internal Complaints Committee

Number of sexual harassment complaints received in the year	0
Number of cases pending for more than 90 days	0
Number of complaints disposed off during the year	0
Number of workshops or awareness programme against sexual harassment carried out	3
Number of action taken by the employer or District officer	0















# ANNUAL FINANCIAL STATEMENTS

2020-21

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भारतीय प्रबंध संस्थान लखनऊ

INDIAN INSTITUTE OF MANAGEMENT LUCKNOW



भारतीय लेखापरीक्षा और लेखा विभाग  
कार्यालय महानिदेशक लेखापरीक्षा (केन्द्रीय) लखनऊ,  
शाखा कार्यालय - प्रयागराज



INDIAN AUDIT AND ACCOUNTS DEPARTMENT  
Office of the Director General of Audit (Central) Lucknow,  
Branch Office - Prayagraj

पत्र संख्या: म0नि0ले0प0 (केन्द्रीय)/पू.ले.प.-62/2021-22/139  
सेवा में,

दिनांक: 18/01/2022

सचिव, भारत सरकार,  
मानव संसाधन विकास मंत्रालय,  
उच्च शिक्षा विभाग,  
शास्त्री भवन, नई दिल्ली-110001

विषय : भारतीय प्रबन्ध संस्थान, लखनऊ के वर्ष 2020-21 के लेखों पर आधारित पृथक लेखापरीक्षा प्रतिवेदन ।

महोदय,

इस पत्र के माध्यम से भारतीय प्रबन्ध संस्थान, लखनऊ के वर्ष 2020-21 के लेखों पर पृथक लेखापरीक्षा प्रतिवेदन (अंग्रेजी) की प्रति अग्रसारित की जा रही है।

- कृपया सुनिश्चित करें कि पृथक लेखापरीक्षा प्रतिवेदन एवं सम्बन्धित लेख संसद के दोनों सदनों के समक्ष प्रस्तुत हुए।
- कृपया पृथक लेखापरीक्षा प्रतिवेदन एवं लेखों को संसद के दोनों सदनों के समक्ष अन्तिम रूप-से प्रस्तुत करने की तिथि भारत के नियंत्रक एवं महालेखापरीक्षक के साथ-साथ इस कार्यालय को भी सूचित करने का कष्ट करें।

संलग्नक: उपर्युक्तानुसार।

भवदीय,

ह0/

महानिदेशक लेखापरीक्षा (केन्द्रीय)

पत्र संख्या: म0नि0ले0प0 (केन्द्रीय)/पू.ले.प.-62/2021-22/139

दिनांक: 18/01/2022

निदेशक, भारतीय प्रबन्ध संस्थान, प्रबन्ध नगर, सीतापुर रोड, लखनऊ - 226013 को संस्थान के वर्ष 2020-21 के लेखों पर पृथक लेखापरीक्षा प्रतिवेदन (अंग्रेजी) की प्रति आवश्यक कार्यवाही हेतु प्रेषित है। संस्थान यदि आवश्यकता अनुभव करे, तो इस प्रतिवेदन का हिन्दी अनुवाद करवा सकता है। परन्तु इस प्रतिवेदन के हिन्दी अनुवाद में निम्नलिखित अंकित होना चाहिए:

‘प्रस्तुत प्रतिवेदन मूलरूप से अंग्रेजी में लिखित पृथक लेखापरीक्षा प्रतिवेदन का हिन्दी अनुवाद है। यदि इसमें कोई विसंगति परिलक्षित होती है तो अंग्रेजी में लिखित प्रतिवेदन मान्य होगा।’

हिन्दी अनुवाद की एक प्रति इस कार्यालय को भी प्रेषित करने का कष्ट करें।

संलग्नक: उपर्युक्तानुसार।

FA-CUM-CA-2  
Asst. Secy  
25/1/2022

(32/10/21)  
15/01/22  
निदेशक (केन्द्रीय व्यय)

मुख्यालय: तृतीय तल, ऑडिट भवन, टी.सी.-35-बी-1, विभूति खण्ड, गोमती नगर, लखनऊ-226010 (उ.प्र.) दूरभाष: 0522-2970789, फैक्स: 0522-2970780 (म.नि.)  
Headquarter: 3rd Floor, Audit Bhawan, T.C.-35-B-1, Vibhuti Khanda, Gomti Nagar Lucknow-226010 Ph: 0522-2970789 Fax: 0522-2970780 (D.G.)  
शाखा कार्यालय: चतुर्थ तल, 15 अ सत्यनिष्ठा भवन, दयानंद मार्ग, प्रयागराज-211001 (उ.प्र.) दूरभाष/फैक्स: 0532-2420783  
Branch Office: 4th Floor, 15 A Satyanistha Bhawan, Dayanand Marg, Prayagraj 211001 (U.P.) Ph/Fax: 0532-2420783



**Separate Audit Report of the Comptroller and Auditor General of India on the accounts of the Indian Institute of Management, Lucknow for the year ended 31 March, 2021**

We have audited the attached Balance Sheet of the Indian Institute of Management, Lucknow (Institute) as at 31 March 2021, Income & Expenditure Account and Receipts & Payments Account for the year ended on that date under Section 19(2) of the Comptroller and Auditor General's (Duties, Powers & Conditions of Service) Act, 1971 read with Section 23 (3) of the Indian Institutes of Management Act, 2017. These financial statements are the responsibility of the Institute's Management. Our responsibility is to express an opinion on these financial statements based on our audit.

2. This separate Audit Report contains the comments of the Comptroller & Auditor General of India (CAG) on the accounting treatment only with regard to classification, conformity with the best accounting practices, accounting standards and disclosure norms, etc. Audit observations on financial transactions with regard to compliance with the Law, Rules & regulations (Propriety and Regularity) and efficiency-cum-performance aspects, etc., if any are reported through Inspection Reports/CAG's Audit Reports separately.

3. We have conducted our audit in accordance with auditing standards generally accepted in India. These standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatements. An audit includes examining, on a test basis, evidences supporting the amounts and disclosure in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall presentation of financial statements. We believe that our audit provides a reasonable basis for our opinion.

4. Based on our audit, we report that:

(i) We have obtained all the information and explanations, which to the best of our knowledge and belief were necessary for the purpose of our audit;

(ii) The Balance Sheet, Income & Expenditure Account and Receipts & Payments Account dealt with by this report have been drawn up in the Format of Financial Statements for Central Higher Educational Institutions (format) prescribed by MHRD.



(iii) In our opinion, proper books of accounts and other relevant records have been maintained by the Indian Institute of Management, Lucknow as required under Section 23 (1) of Indian Institutes of Management Act, 2017 in so far as it appears from our examination of such books.

(iv) We further report that:

**(A) General**

(A.1) The Institute has not disclosed the investments (Schedule-5 & 6) as per the heads stipulated in the format prescribed by MHRD.

(A.2) The Institute has not disclosed in detail the nature of 'prior period expenditure' of ₹ 19.03 lakh included in Schedule 21.

**(B) Grants-in-aid**

The Institute did not receive any Grants-in-aid from the Government of India during 2020-21.

(v) Subject to our observation in the preceding paragraphs, we report that the Balance Sheet, Income & Expenditure Account and Receipts & Payments Account dealt with by this report are in agreement with the books of accounts.

(vi) In our opinion and to the best of our information and according to the explanations given to us, the said financial statements read together with the Accounting Policies and Notes on Accounts, and subject to the significant matters stated above and other matters mentioned in Annexure to this Audit Report give a true and fair view in conformity with accounting principles generally accepted in India:

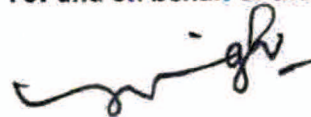
(a) In so far as it relates to the Balance Sheet, of the state of affairs of the Indian Institute of Management, Lucknow as at 31 March 2021; and

(b) In so far as it relates to the Income & Expenditure Account of the 'Surplus' for the year ended on that date.

Place : Lucknow

Date : 17.1.2022

For and on behalf of the C&AG of India



Director General of Audit (Central)



## Annexure

**1. Adequacy of Internal Audit System**

The Institute does not have its own internal audit wing. However the Internal audit has been conducted for the year 2020-21 through a Chartered Accountant firm.

**2. Adequacy of Internal Control System**

Internal Control System of the Institute is adequate.

**3. System of physical verification of Fixed Assets**


Physical verification of Fixed Assets has not been conducted for the year 2020-21.

**4. System of Physical Verification of Inventories**

Physical verification of inventories has been conducted for the year 2020-21.

**5. Regularity in payment of statutory dues**

The Institute is regular in payment of statutory dues.

  
Director (CE) 11/22



# Balance Sheet

as at 31st March, 2021

(Rs.)

	Schedule	Current Year	Previous Year
		Ending 31.3.2021	Ending 31.3.2020
<b>SOURCES OF FUNDS</b>			
CORPUS/CAPITAL FUND	1	4,40,19,24,852	4,10,03,73,337
DESIGNATED/EARMARKED/ENDOWMENT FUNDS	2	4,98,47,41,504	4,52,96,33,963
CURRENT LIABILITIES & PROVISIONS	3	32,65,38,267	39,79,85,009
<b>Total</b>		<b>9,71,32,04,623</b>	<b>9,02,79,92,309</b>
<b>APPLICATION OF FUNDS</b>			
FIXED ASSETS	4		
Intangible Assets		1,80,84,534	4,21,46,117
Tangible Assets		1,00,36,31,900	1,09,18,01,572
Capital Work-In-Progress		18,51,32,865	3,03,96,386
Fixed Assets (Net Block)		1,20,68,49,299	1,16,43,44,075
INVESTMENTS FROM EARMARKED/ENDOWMENT FUNDS	5	3,06,42,23,771	3,20,12,61,371
INVESTMENTS - OTHER	6	2,26,37,41,381	2,11,00,00,000
CURRENT ASSETS	7	1,59,67,63,676	1,63,01,13,738
LOANS, ADVANCES & DEPOSITS	8	1,58,16,26,496	92,22,73,125
<b>Total</b>		<b>9,71,32,04,623</b>	<b>9,02,79,92,309</b>
SIGNIFICANT ACCOUNTING POLICIES	22		
CONTINGENT LIABILITIES AND NOTES TO ACCOUNTS	23		

Schedule 1 to 23 form an integral part of the Financial Statements.

Place: Lucknow

Date: 28.05.2021



(Amit Shankdher)  
Finance & Accounts Officer



(Pradip Dhar)  
Financial Advisor-cum-Chief  
Accounts Officer



(Prof. Archana Shukla)  
Director



# Income & Expenditure

## Account for the Year Ending 31st March, 2021

(Rs.)

Particulars	Schedule	Current Year Ending 31.3.2021		Previous Year Ending 31.3.2020	
<b>1. INCOME</b>					
1.1 Academic Receipts	9				
Post Graduate Programme	9.1	83,40,08,319		66,72,65,191	
Management Development Programmes	9.2	15,03,70,351		34,38,60,573	
Fellow Programme (including E-FPM)	9.3	1,01,43,000		81,81,480	
PGP-SM	9.4	4,94,00,590		4,43,58,000	
WMP Income	9.5	3,55,46,502		7,58,47,300	
IPMX Income	9.6	21,41,53,499		24,42,80,181	
Placement Income	9.7	52,85,000		58,12,500	
Consultancy Income	9.8	1,00,55,632		1,89,11,776	
Other Fee - CAT	9.9	2,33,76,374	1,33,23,39,267	2,80,63,212	1,43,65,80,213
1.2 Grants (Plan Recurring/FPM)	10		0		0
1.3 Income from Investments	11		22,92,05,691		17,82,30,820
1.4 Interest Earned	12		4,73,27,428		4,11,34,516
1.5 Other Income & Recoveries	13		1,35,90,697		1,59,01,188
1.6 Prior Period Income	14		0		0
<b>Total Income</b>			1,62,24,63,083		1,67,18,46,737
<b>2. EXPENDITURE</b>					
2.1 Staff Payments and Benefits	15		39,73,59,689		38,75,47,486
2.2 Academic Expenses	16				
Post Graduate Programme	16.1	13,06,14,485		15,62,59,907	
Management Development Programmes	16.2	6,22,49,062		19,04,81,035	
Fellow Programme (including E-FPM)	16.3	4,20,14,833		3,25,12,891	
PGP-SM Expenses	16.4	1,13,54,785		1,43,91,969	
WMP Expenses	16.5	1,34,06,074		3,80,65,506	
IPMX Expenses	16.6	3,67,91,886		9,00,96,943	
Placement Expenses	16.7	13,18,628		31,43,815	
Consultancy Expenses	16.8	59,48,035		140,36,375	
Common Admission Test	16.9	1,19,004		15,69,237	
Newspaper & Periodicals	16.10	61,717		108,425	
Research & Development	16.11	5,45,62,580	35,84,41,089	5,40,74,191	59,47,40,294
2.3 Depreciation	4		20,13,10,482		16,26,95,503
2.4 Administrative & General Exp.	17		6,93,12,506		7,20,98,890
2.5 Transportation Exp.	18		22,42,433		49,64,115
2.6 Repairs & Maintenance	19		3,74,71,885		4,53,04,001
2.7 Finance Cost	20		24,652		18,312
2.8 Prior Period Expenses	21		19,02,780		44,86,472
<b>Total Expenditure</b>			1,06,80,65,516		1,27,18,55,073



(Rs.)

Particulars	Schedule	Current Year Ending 31.3.2021		Previous Year Ending 31.3.2020	
<b>3. Excess of Income over Expenditure</b>					
: Lucknow Campus		38,21,63,963	55,43,97,567	25,86,23,284	
: Noida Campus		17,22,33,604		14,13,68,380	39,99,91,664
Transferred to: General Asset Fund		8,88,00,951			6,92,32,296
Building Fund		15,50,28,326			449,60,242
Pension Fund		20,00,00,000			20,00,00,000
Net Surplus carried to Capital/ Corpus Fund		11,05,68,290			8,57,99,126
<b>Total</b>			<b>1,62,24,63,083</b>		<b>1,67,18,46,737</b>

Schedule 1 to 23 form an integral part of the Financial Statements.

Place: Lucknow

Date: 28.05.2021



(Amit Shankdher)  
Finance & Accounts Officer



(Pradip Dhar)  
Financial Advisor-cum-Chief  
Accounts Officer



(Prof. Archana Shukla)  
Director



# Receipts & Payments

## Account for FY 2020-21

Receipts		Payments		
Particulars	2020-21		2020-21	
	Amount	Amount	Amount	Amount
<b>I. Opening Balances</b>		3,653,426,240.00	<b>I. Expenses</b>	
a) Cash Balances	30,633.00		a) Establishment Expenses	386,937,359.00
b) Bank Balances			b) Academic Expenses	358,441,089.00
i. In Current accounts			c) Administrative Expenses	69,312,506.00
ii. Deposit Accounts	2,110,000,000.00		d) Transportation Expenses	2,242,433.00
iii. Savings accounts	1,543,395,607.00		e) Repairs & Maintenance	37,471,885.00
			f) Prior peiod Expenses	1,902,780.00
<b>II. Grants Received</b>		0.00	<b>II. Payments against Earmarked/Endowment Funds</b>	80,604,581.00
a) From Government of India				
b) From State Government				
c) From other soures (details)				
(Grants for capital & revenue exp/to be shown separately if available)				
<b>III. Academic Receipts</b>		1,332,339,267.00	<b>III. Payments against Sponsored Projects/ Schemes</b>	2,142,769.00
<b>IV. Receipts against Earmarked/ Endowment Funds</b>		282,866,069.00	<b>IV. Payments against Sponsored Fellowships/ Scholarships</b>	
<b>V. Receipts against Sponsored' Projects/ Schemes</b>		0.00	<b>V. Investments and Deposits made</b>	
			a) Out of Earmarked/Endowments funds	
			b) Out of own funds (Investments - Others)	
<b>VI. Receipts against sponsored Fellowships and Scholarships</b>		11,732,968.00	<b>VI. Term Deposits with Scheduled Banks</b>	
<b>VII. Income on Investments from</b>		229,205,691.00	<b>VII. Expenditure on Fixed Assets and Capital Works - in - Progress</b>	243,815,705.00
a) Earmarked/Endowment funds			a) Fixed Assets	89,079,226.00
b) Other investments	229,205,691.00		b) Capital Works - in - Progress	154,736,479.00



Receipts		Payments	
Particulars	2020-21		2020-21
	Amount	Amount	Amount
<b>VIII. Interest received on</b>			
a) Bank Deposits		24,652.00	27,388,674.00
b) Loans and Advances	398,321.00	16,968,561.00	
c) Savings Bank Accounts	46,929,107.00	442,739.00	
		9952722.00	
<b>IX. Investments encashed</b>			-
<b>X. Term Deposits with Scheduled Banks encashed</b>			652,369,592.00
<b>XI. Other income (including Prior Period Income)</b>			(12,253,448.00)
			83,206,579.00
			3,786,071,007.00
<b>XII. Deposits and Advances</b>		2,039.00	
<b>XIII. Miscellaneous Receipts including Statutory Receipts</b>			
a) I/GST/CGST/SGST Input		2,263,741,381.00	
b) Refund clearing	11,720,266.00	1,522,327,587.00	
<b>XIV. Any Other Receipts</b>	407,285.00		
<b>TOTAL</b>		<b>TOTAL</b>	<b>5,71,96,53,511</b>



(Amit Shankdher)

Finance &amp; Accounts Officer



(Pradip Dhar)

Financial Advisor-cum-Chief Accounts Officer



(Prof. Archana Shukla)

Director



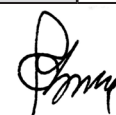
# Schedules forming part of Annual Financial Statements of IIM Lucknow for the year 2020-21

(Rs.)

Particulars	2020-21	2019-20
<b>SCHEDULE 1 - CORPUS/CAPITAL FUNDS</b>		
1. Corpus Fund		
1.1 Corpus Fund (Lucknow)		
Opening Balance	2,32,13,01,436	2,29,26,77,833
Add: Transferred from I & E Account	-130,33,510	40,63,775
Add: Transferred from Dep. Fund for EWS Project	14,84,78,000	2,45,59,828
<b>Sub-total (1.1)</b>	<b>2,45,67,45,926</b>	<b>2,32,13,01,436</b>
1.2 Corpus Fund (Noida)		
Opening Balance	61,47,27,827	53,29,92,476
Add: Transferred from I & E Account	12,36,01,800	8,17,35,351
<b>Sub-total (1.2)</b>	<b>73,83,29,627</b>	<b>61,47,27,827</b>
<b>Total 1 (1.1 to 1.2)</b>	<b>3,19,50,75,553</b>	<b>2,93,60,29,263</b>
2. Capital Fund		
2.1. Building Fund (Lucknow)		
Opening Balance	48,83,69,311	49,82,68,633
Add : Allocation from Surplus for Capital expenditure	15,43,60,472	3,28,69,634
Less : Transferred to Depreciation Fund	(3,87,23,345)	(4,27,68,956)
Less : Transferred to Depreciation Fund towards written off	0	0
<b>Sub-total (2.1)</b>	<b>60,40,06,438</b>	<b>48,83,69,311</b>
2.2. General Assets Fund (Lucknow)		
Opening Balance	12,79,75,446	14,29,24,966
Add : Allocation from Surplus for Capital exp.	8,08,37,001	6,16,89,875
Less : Transferred to Depreciation Fund	(10,03,78,541)	(7,66,33,315)
Less: Transfer to Depreciation Fund towards written off	(12,643)	(6,080)
Add: Transferred from I & E Account	0	0
<b>Sub-total (2.2)</b>	<b>10,84,21,263</b>	<b>12,79,75,446</b>
2.3. Sponsored Projects Fund (Lucknow)		
Opening Balance	1	1
Less : Transferred to Depreciation Fund	0	0
<b>Sub-total (2.3)</b>	<b>1</b>	<b>1</b>
2.4. Building Fund (Noida)		
Opening Balance	51,93,46,194	54,46,11,844
Add : Allocation from Surplus for Capital Exp.	6,67,854	1,20,90,608
Less : Transferred to Depreciation Fund - Noida	(5,49,40,295)	(3,73,56,258)
<b>Sub-total (2.4)</b>	<b>46,50,73,753</b>	<b>51,93,46,194</b>
2.5. General Asset Fund (Noida)		
Opening Balance	2,86,53,123	2,70,47,676
Add : Allocation from Surplus for Capital Exp.	79,63,950	75,42,421
Less : Transferred to Depreciation Fund	(72,68,301)	(59,36,974)
Less: Transfer to Depreciation Fund towards written off	(,928)	0
<b>Sub-total (2.5)</b>	<b>2,93,47,844</b>	<b>2,86,53,123</b>
Total (2.1 to 2.5)	1,20,68,49,299	1,16,43,44,075
Grand Total (1+2)	4,40,19,24,852	4,10,03,73,337



(Amit Shankdher)  
Finance & Accounts Officer



(Pradip Dhar)  
Financial Advisor-cum-chief  
Account officer



# Schedules forming part of Annual Financial Statements of IIM Lucknow for the year 2020-21

(Rs.)

Particulars	2020-21	2019-20
<b>SCHEDULE 2 - Designated/Earmarked/Endowment Funds</b>		
2.1. Pension Fund		
Opening Balance	1,01,75,67,981	81,63,13,790
Addition during the year	20,00,00,000	20,00,00,000
Income from investments	5,00,14,840	4,55,14,151
Interest on Saving Bank Account	3,68,136	6,51,809
Other Addition	31,93,238	27,89,023
Less: Expenditure towards objective of the fund	(5,74,64,180)	(4,77,00,792)
<b>Sub-total (2.1)</b>	<b>1,21,36,80,015</b>	<b>1,01,75,67,981</b>
2.2. Gratuity Fund		
Opening Balance	16,31,91,371	16,13,28,908
Addition during the year	4,23,646	4,67,711
Income from investments	1,16,96,366	1,25,49,445
Interest on Saving Bank Account	0	0
Less: Expenditure towards objective of the fund	(1,14,57,612)	(1,11,54,693)
<b>Sub-total (2.2)</b>	<b>16,38,53,771</b>	<b>16,31,91,371</b>
2.3. Depreciation Fund (Lucknow)		
Opening Balance	2,41,73,93,775	2,17,31,79,813
Addition during the year	13,91,14,529	11,94,08,351
Income from investments	15,56,73,484	14,93,65,439
Less: Transfer to Corpus Fund for EWS Project	(14,84,78,000)	(2,45,59,828)
<b>Sub-total (2.3)</b>	<b>2,56,37,03,788</b>	<b>2,41,73,93,775</b>
2.4. Depreciation Fund (Noida)		
Opening Balance	71,29,66,764	62,94,39,732
Addition during the year	6,22,09,524	43,293,232
Income from investments	3,84,88,112	4,02,33,800
<b>Sub-total (2.4)</b>	<b>81,36,64,400</b>	<b>71,29,66,764</b>
2.5. Leave Encashment Fund		
Opening Balance	17,43,49,774	15,12,19,042
Addition during the year	73,18,648	20,153,339
Income from investments	1,17,03,622	10,956,502
Less: Expenditure	(1,11,70,018)	(7,979,109)
<b>Sub-total (2.5)</b>	<b>18,22,02,026</b>	<b>17,43,49,774</b>
2.6. Endowment Fund (Appendix - 'A')		
Opening Balance	4,41,64,298	4,33,01,074
Addition during the year	0	0
Income from investments	39,85,977	11,30,762
Less: Expenditure	(5,12,771)	(2,67,538)
<b>Sub-total (2.6)</b>	<b>4,76,37,504</b>	<b>4,41,64,298</b>
<b>Total (2.1 to 2.6)</b>	<b>4,98,47,41,504</b>	<b>4,52,96,33,963</b>



(Amit Shankdher)  
Finance & Accounts Officer



(Pradip Dhar)  
Financial Advisor-cum-chief Account  
officer

# Schedules forming part of Annual Financial Statements of IIM Lucknow for the year 2020-21

(Rs.)

Particulars	2020-21	2019-20
<b>SCHEDULE 3 - Current Liabilities &amp; Provisions</b>		
<b>Lucknow Campus :</b>		
<b>3.1. Current Liabilities</b>		
Security Deposit PGP/FPM	1,47,24,832	1,06,12,163
Retention Deposit	48,69,480	56,32,177
Security Deposit : Works	19,11,307	19,24,307
Expenses Payable Account	8,01,44,497	13,12,48,719
Account of outside Parties	13,98,881	16,97,511
Sundry Creditors	8,997	34,397
Consultancy/ CAT Payable	8,52,501	68,77,233
Earnest Money	25,12,000	11,16,000
Security Deposits : Library	36,000	36,000
Employees Benevolent Fund	4,97,850	4,59,366
GIS Accounts	1,120	1,120
Advance Receipts - Consultancy	1,74,85,179	1,47,03,544
Advance Receipts - Funded Research	23,15,018	17,19,866
SIDBI Incubator - Receipts	1,75,67,158	1,57,23,746
MDP Alumni Receipts	30,70,000	13,60,000
Mahatma Gandhi Fellowship - MGNF	90,65,000	0
GST - TDS liability	0	4,00,601
GST - liability	0	1,01,76,515
Other liabilities - Securities Deposit	29,41,105	29,67,105
<b>Sub-total (3.1)</b>	<b>15,94,00,925</b>	<b>20,66,90,370</b>
<b>3.2. Provisions :</b>		
Salaries & Allowances	3,65,73,626	2,73,44,197
Medical expenses	34,96,403	0
Pension	41,74,930	26,18,731
Gratuity	74,305	74,305
EPF - Daily wages	61,42,445	1,02,98,895
PF Subscription	2,30,000	0
CPS - Employee payable	92,052	25,303
<b>Sub-total (3.2)</b>	<b>5,07,83,761</b>	<b>4,03,61,431</b>
<b>Total (3.1 to 3.3)</b>	<b>21,01,84,686</b>	<b>24,70,51,801</b>
<b>Noida Campus :</b>		
<b>3.3. Current Liabilities</b>		
Security Deposit WMP/IPMX	46,66,942	84,84,736
Retention & Earnest Money	41,59,753	44,84,596
Expenses Payable	2,20,76,781	4,30,07,652
Advance Receipts - Consultancy	20,48,087	13,54,318
Advance Receipts - (IPMX/WMP)	3,63,75,000	4,13,31,000
Provision for Salary	0	66,62,749
Sundry Creditors	16,46,253	12,95,979
Account of outside party	4,13,44,248	4,13,54,868
CME A/c	20,62,595	14,64,301
Other Liabilities	10,16,784	7,17,526
GST - TDS Liability	0	42,138
GST - Liability	9,57,138	7,33,345
<b>Sub-total (3.3)</b>	<b>11,63,53,581</b>	<b>15,09,33,208</b>
<b>Grand Total (3.1 to 3.3)</b>	<b>32,65,38,267</b>	<b>39,79,85,009</b>



(Amit Shankdher)  
Finance & Accounts Officer



(Pradip Dhar)  
Financial Advisor-cum-Chief Accounts Officer



Schedules forming part of Annual Financial Statements of IIM Lucknow for the year 2020-21

SCHEDULE 4 - Fixed Assets

Particulars	GROSS BLOCK					DEPRECIATION BLOCK				NET BLOCK	
	Opening As On 1.04.2020	Additions upto 03.10.20	Additions from 04.10.2020 to 31.03.2021	Adj./ Written Off	Closing As On 31.03.2021	Up to 31.03.2020	Charged During The Year	Adjusted During The Year	Up to 31.03.2021	As On 31.03.2021	As On 31.03.2020
1	2	3	4	5	6 (2+3+4-5)	7	8	9	10 (7+8-9)	11 (6+10)	12 (2-7)
4.1. Land & Building :-											
i. Land :											
Free hold - Lucknow campus	8,652,693.00	-		-	8,652,693.00	-	-	-	-	8,652,693.00	8,652,693.00
ii. Buildings & Other Capital Works											
Office Buildings & Other Works (Phase-I & II)	1,112,155,598.00	-	780,383.00	-	1,112,935,981.00	690,029,699.30	37,195,363.62	-	727,225,062.92	385,710,918.08	422,125,898.70
Residential Buildings & Other Works (Phase-I & II)	80,190,110.00	-	-	-	80,190,110.00	49,630,496.00	1,527,981.00	-	51,158,477.00	29,031,633.00	30,559,614.00
<b>Sub-Total (4.1)</b>	<b>1,200,998,401.00</b>	<b>-</b>	<b>780,383.00</b>	<b>-</b>	<b>1,201,778,784.00</b>	<b>739,660,195.30</b>	<b>38,723,344.62</b>	<b>-</b>	<b>778,383,539.92</b>	<b>423,395,244.08</b>	<b>461,338,205.70</b>
4.2. Others Assets :											
i. Office Equipments	95,789,146.00	85,000.00	9,990.00	108,125.00	95,776,011.00	61,716,189.66	4,836,509.88	95,482.00	66,457,217.54	29,318,793.47	34,072,956.34
ii. Furniture, Fixtures & Fittings	84,788,250.00	661,588.00	1,180,792.00	-	86,630,630.00	56,360,477.48	2,923,334.20	-	59,283,811.68	27,346,818.32	28,427,772.52
iii. Staff vehicles	4,330,638.00	-	-	-	4,330,638.00	3,662,540.10	100,194.70	-	3,762,734.80	567,903.20	668,097.90
iv. Office Automation, Computers & Peripherals	141,142,062.00	282,614.00	13,004,474.00	-	154,429,150.00	138,197,901.20	4,071,379.00	-	142,269,280.20	12,159,869.80	2,944,160.80
v. Gifted computer software etc.	1,888,496.00	-	-	-	1,888,496.00	1,888,496.00	-	-	1,888,496.00	-	-
vi. Library Books & Microfilms, CD Roms, Scientific Journals etc.	124,728,925.00	27,723.00	261,751.00	-	125,018,399.00	121,583,806.20	492,317.30	-	122,076,123.50	2,942,275.50	3,145,118.80
vii. Audio visual equipments	1,904,592.00	67,834.00	3,286,536.00	-	5,258,962.00	216,594.83	394,422.15	-	611,016.98	4,647,945.02	1,687,997.17
viii. Tubewell & Water Supplies	197,564.00	-	402,992.00	-	600,556.00	7,411.96	12,011.12	-	19,423.08	581,132.92	190,152.04
ix. Electric installation & equipment	52,076,075.00	-	-	-	52,076,075.00	34,885,478.39	2,552,033.70	-	37,437,512.09	14,638,562.91	17,190,596.61
Intangible Assets-											
x. E- Journals [SLM]	180,769,765.00	5,001,782.00	56,563,925.00	-	242,335,472.00	140,789,578.44	84,996,339.40	-	225,785,917.84	16,549,554.16	39,980,186.56
<b>Sub-Total (4.2)</b>	<b>687,615,513.00</b>	<b>6,126,541.00</b>	<b>74,710,460.00</b>	<b>108,125.00</b>	<b>768,344,389.00</b>	<b>559,308,474.26</b>	<b>100,378,541.45</b>	<b>95,482.00</b>	<b>659,591,533.71</b>	<b>10,87,52,855.30</b>	<b>12,83,07,038.74</b>
4.3. Sponsored / Funded Projects Equipments	19,293,311.00	-	-	-	19,293,311.00	19,293,310.00	-	-	19,293,310.00	100	100
<b>Sub-Total (4.3)</b>	<b>19,293,311.00</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>19,293,311.00</b>	<b>19,293,310.00</b>	<b>-</b>	<b>-</b>	<b>19,293,310.00</b>	<b>100</b>	<b>100</b>
<b>Sub-Total (4.1 to 4.3)</b>	<b>1,907,907,225.00</b>	<b>6,126,541.00</b>	<b>75,490,843.00</b>	<b>108,125.00</b>	<b>1,989,416,484.00</b>	<b>1,318,261,979.56</b>	<b>139,101,886.07</b>	<b>95,482.00</b>	<b>1,457,268,383.63</b>	<b>53,21,48,100.38</b>	<b>58,96,45,245.44</b>
4.4. Noida Assets											
i. Noida Building											
Office Buildings & Other Works (Phase-I & II)	717,494,453.00	-	-	-	717,494,453.00	392,314,929.00	31,568,383.44	-	423,883,312.44	293,611,140.56	325,179,524.00
Residential Buildings & Other Works (Phase-I & II)	58,108,875.00	-	-	-	58,108,875.00	14,269,424.00	2,191,973.00	-	16,461,397.00	41,647,478.00	43,839,451.00
Tubewell & Other Supplies	1,344,368.00	-	-	-	1,344,368.00	53,774.72	26,887.36	-	80,662.08	1,263,705.92	1,290,593.28
ii. Noida General Assets	-	-	-	-	-	-	-	-	-	-	-
Equipments	25,209,937.00	146,556.00	186,264.00	14,500.00	25,528,257.00	17,311,677.05	1,131,418.75	13,572.00	18,429,523.80	7,098,733.20	7,898,259.95

Particulars	GROSS BLOCK					DEPRECIATION BLOCK				NET BLOCK	
	Opening As On 1.04.2020	Additions upto 03.10.20	Additions from 04.10.2020 to 31.03.2021	Adj./ Written Off	Closing As On 31.03.2021	Up to 31.03.2020	Charged During The Year	Adjusted During The Year	Up to 31.03.2021	As On 31.03.2021	As On 31.03.2020
1	2	3	4	5	6 (2+3+4-5)	7	8	9	10 (7+8-9)	11 (6+10)	12 (2-7)
Furniture, Fixtures & Fittings	33,869,108.00	34,200.00	812,497.00	-	34,715,805.00	22,288,523.60	1,140,010.48	-	23,428,534.08	11,287,270.93	11,590,584.40
Staff vehicle	3,948,710.00	-	-	-	3,948,710.00	2,324,657.00	243,608.00	-	2,568,265.00	1,380,445.00	1,624,053.00
Office Automation, Computers & Peripherals	18,822,709.00	197,324.00	2,935,719.00	-	21,955,752.00	17,828,520.80	1,094,099.20	-	18,922,620.00	3,033,132.00	994,188.20
Library Books & Microfilms, CD Roms, Scientific Journals etc.	23,581,433.00	-	622,689.00	-	24,204,122.00	20,738,520.80	476,791.90	-	21,215,312.70	2,988,809.30	2,842,912.20
Audio visual equipments	277,408.00	39,390.00	-	-	316,798.00	20,805.60	23,759.85	-	44,565.45	272,232.55	256,602.40
Intangible Assets-											
E-Journals [SLM]	6,529,026.00	13,500.00	2,487,275.00	-	9,029,801.00	4,363,096.00	3,131,725.20	-	7,494,821.20	1,534,979.80	2,165,930.00
Sub-Total (4.4)	889,186,027.00	430,970.00	7,044,444.00	14,500.00	896,646,941.00	491,513,928.57	41,028,657.18	13,572.00	532,529,013.75	36,417,927.26	39,76,72,098.43
Sub-Total (4.1 to 4.4)	2,797,093,252.00	6,557,511.00	82,535,287.00	122,625.00	2,886,063,425.00	1,809,775,908.13	180,130,543.24	109,054.00	1,989,797,397.37	89,62,66,027.63	98,73,17,343.87
4.5. Capital Work-In-Progress :-											
a. Lucknow Campus	26,699,513.00	35,660,631.00	117,919,458.00	-	180,279,602.00	-	-	-	-	180,279,602.00	26,699,513.00
b. Noida Campus	3,696,873.00	-	1,156,390.00	-	4,853,263.00	-	-	-	-	4,853,263.00	3,696,873.00
<b>Sub-Total (4.5)</b>	<b>30,396,386.00</b>	<b>35,660,631.00</b>	<b>119,075,848.00</b>	<b>-</b>	<b>185,132,865.00</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>18,51,32,865.00</b>	<b>3,03,96,386.00</b>

Tangible Asset	GROSS BLOCK					AMORTIZATION BLOCK				NET BLOCK	
	OPENING AS ON 1.04.2020	ADDITIONS upto 03.10.20	ADDITIONS from 04.10.2020 to 31.03.2021	Adj./ WRITTEN OFF	CLOSING AS ON 31.03.2021	UP TO 31.03.2020	CHARGED DURING THE YEAR*	ADJUSTED DURING THE YEAR	UP TO 31.03.2021	AS ON 31.03.2021	AS ON 31.03.2020
1	2	3	4	5	6 (2+3+4-5)	7	8	9	10 (7+8-9)	11 (6+10)	12 (2-7)
4.6. Leasehold Land- Noida Campus	146,630,345.00	-	-	-	146,630,345.00	-	21,179,938.76	-	21,179,938.76	125,450,406.24	146,630,345.00
<b>Sub-Total</b>	<b>146,630,345.00</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>146,630,345.00</b>	<b>-</b>	<b>21,179,938.76</b>	<b>-</b>	<b>21,179,938.76</b>	<b>125,450,406.24</b>	<b>146,630,345.00</b>
<b>GRAND TOTAL (2020-21)</b>	<b>2,97,41,19,983.00</b>	<b>4,22,18,142.00</b>	<b>20,16,11,135.00</b>	<b>1,22,625.00</b>	<b>3,21,78,26,635.00</b>	<b>1,80,97,75,908.13</b>	<b>20,13,10,482.00</b>	<b>1,09,054.00</b>	<b>2,01,09,77,336.13</b>	<b>1,20,68,49,298.87</b>	<b>1,16,43,44,074.87</b>
<b>Previous Year (2019-20)</b>	<b>2,86,00,41,220.00</b>	<b>2,04,05,915.00</b>	<b>9,37,61,628.61</b>	<b>88,781.00</b>	<b>2,97,41,19,983.00</b>	<b>1,64,71,88,100.50</b>	<b>16,17,94,304.63</b>	<b>-7,93,503.00</b>	<b>1,80,97,75,908.13</b>	<b>1,16,43,44,074.87</b>	<b>1,21,28,53,119.50</b>

\*The amortization amount of the current year includes amortization of Leasehold Land for the period F/y 2007-08 till F/y 2020-21.

*Amit Shankher*

(Amit Shankher)  
Finance & Accounts Officer

*Pradip Dhar*

(Pradip Dhar)  
Financial Advisor-cum-Chief Accounts Officer



Schedules forming part of Annual Financial Statements of IIM Lucknow for the year 2020-21

SCHEDULE 4 - Fixed Assets

Particulars	Rate (SLM)	GROSS BLOCK OF ADDITIONS				DEPRECIATION BLOCK FOR ADDITIONS					NET BLOCK	
		Operating As On 1.04.2020	Additions upto 03.10.20	Additions from 04.10.2020 to 31.03.2021	ADJ./ Written Off	Closing As On 31.03.2021	Up to 31.03.2020	Charged During The Year	Adjusted During The Year	Up to 31.03.2021	As On 31.03.2021	NET BLOCK As On 31.03.2020
1	2	3	4	5.00	6	7 (3+4+5-6)	8	9	10	11 (8+9-10)	12 (7-11)	
4.1. Land & Building :-												
i. Land :												
Free hold - Lucknow campus	0%	-	-	-	-	-	-	-	-	-	-	-
ii. Buildings & Other Capital Works												
Office Buildings & Other Works (Phase-I & II)	2%	67,628,248.00	-	780,383.00	-	68,408,631.00	3,774,254.30	1,368,172.62	-	51,42,426.92	63,266,204.08	63,853,993.70
Residential Buildings & Other Works (Phase-I & II)	2%	-	-	-	-	-	-	-	-	-	-	-
<b>Sub-Total (4.1)</b>		<b>67,628,248.00</b>	<b>-</b>	<b>780,383.00</b>	<b>-</b>	<b>68,408,631.00</b>	<b>3,774,254.30</b>	<b>1,368,172.62</b>	<b>-</b>	<b>5,142,426.92</b>	<b>63,266,204.08</b>	<b>63,853,993.70</b>
4.2. Others Assets :												
i. Office Equipments	7.5%	5,532,200.00	85,000.00	9,990.00	108,125.00	5,519,065.00	943,111.66	413,929.88	95,482.00	1,261,559.54	4,257,505.47	4,589,088.34
ii. Furniture, Fixtures & Fittings	7.5%	5,102,956.00	661,588.00	1,180,792.00	-	6,945,336.00	699,524.48	520,900.20	-	1,220,424.68	5,724,911.32	4,403,431.52
iii. Staff vehicles	10%	4,057.00	-	-	-	4,057.00	1,217.10	405.70	-	1,622.80	2,434.20	2,839.90
iv. Office Automation, Computers & Peripherals	20%	6,340,172.00	282,614.00	13,004,474.00	-	19,627,260.00	3,639,223.20	3,925,452.00	-	7,584,675.20	12,062,584.80	2,700,948.80
v. Gifted computer software etc.	40%	-	-	-	-	-	-	-	-	-	-	-
vi. Library Books & Microfilms, CD Roms, Scientific Journals etc.	10%	3,656,729.00	27,723.00	261,751.00	-	3,946,203.00	674,439.20	394,620.30	-	1,069,059.50	2,877,143.50	2,982,289.80
vii. Audio visual equipments	7.5%	1,904,592.00	67,834.00	3,286,536.00	-	5,258,962.00	216,594.83	394,422.15	-	611,016.98	4,647,945.02	1,687,997.17
viii. Tubewell & Water Supplies	2%	197,564.00	-	402,992.00	-	600,556.00	7,411.96	12,011.12	-	19,423.08	581,132.92	190,152.04
ix. Electric installation & equipment	5%	311,674.00	-	-	-	311,674.00	30,742.39	15,583.70	-	46,326.09	265,347.91	280,931.61
Intangible Assets-												
x. E- Journals [SLM]	40%	146,481,364.00	5,001,782.00	56,563,925.00	-	208,047,071.00	110,944,954.44	83,218,828.40	-	194,163,782.84	13,883,288.16	35,536,409.56
Sub-Total (4.2)		169,531,308.00	6,126,541.00	74,710,460.00	108,125.00	250,260,184.00	117,157,219.26	88,896,153.45	95,482.00	205,957,890.71	44,302,293.30	52,374,088.74
4.3. Sponsored / Funded Projects Equipments	5%	-	-	-	-	-	-	-	-	-	-	-
<b>Sub-Total (4.3)</b>		<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Sub-Total (4.1 to 4.3)</b>		<b>237,159,556.00</b>	<b>6,126,541.00</b>	<b>75,490,843.00</b>	<b>108,125.00</b>	<b>318,668,815.00</b>	<b>120,931,473.56</b>	<b>90,264,326.07</b>	<b>95,482.00</b>	<b>211,100,317.63</b>	<b>107,568,497.38</b>	<b>116,228,082.44</b>
4.4. Noida Assets												
i. Noida Building												
Office Buildings & Other Works (Phase-I & II)	2%	12,178,472.00	-	-	-	12,178,472.00	247,084.00	243,569.44	-	490,653.44	11,687,818.56	11,931,388.00
Residential Buildings & Other Works (Phase-I & II)	2%	-	-	-	-	-	-	-	-	-	-	-
Tubewell & Water Supplies	2%	1,344,368.00	-	-	-	1,344,368.00	53,774.72	26,887.36	-	80,662.08	1,263,705.92	1,290,593.28

Particulars	Rate (SLM)	GROSS BLOCK OF ADDITIONS				DEPRECIATION BLOCK FOR ADDITIONS					NET BLOCK	
		Opening As On 1.04.2020	Additions upto 03.10.20	Additions from 04.10.2020 to 31.03.2021	ADJ./ Written Off	Closing As On 31.03.2021	Up to 31.03.2020	Charged During The Year	Adjusted During The Year	Up to 31.03.2021	As On 31.03.2021	NET BLOCK
1	2	3	4	500	6	7 (3+4+5-6)	8	9	10	11 (8+9-10)	12 (7-11)	As On 31.03.2020
ii. Noida Lease Hold Land	0%	-	-	-	-	-	-	-	-	-	-	-
iii. Noida General Assets												-
Office Equipments	7.5%	1,409,450.00	146,556.00	186,264.00	14,500.00	1,727,770.00	190,096.05	129,582.75	13,572.00	306,106.80	1,421,663.20	1,219,353.95
Furniture, Fixtures & Fittings	7.5%	6,582,216.00	34,200.00	812,497.00	-	7,428,913.00	830,052.60	557,168.48	-	1,387,221.08	6,041,691.93	5,752,163.40
Staff vehicle	10%	-	-	-	-	-	-	-	-	-	-	-
Office Automation, Computers & Peripherals	20%	2,268,118.00	197,324.00	2,935,719.00	-	5,401,161.00	1,297,041.80	1,080,232.20	-	2,377,274.00	3,023,887.00	971,076.20
Library Books & Microfilms, CD Roms, Scientific Journals etc.	10%	3,510,700.00	-	622,689.00	-	4,133,389.00	773,542.80	413,338.90	-	1,186,881.70	2,946,507.30	2,737,157.20
Audio visual equipments	7.5%	277,408.00	39,390.00	-	-	316,798.00	20,805.60	23,759.85	-	44,565.45	272,232.55	256,602.40
Intangible Assets- E-Journals [SLM]	40%	5,149,788.00	13,500.00	2,487,275.00	-	7,650,563.00	3,162,608.00	3,060,225.20	-	6,222,833.20	1,427,729.80	1,987,180.00
Sub-Total (4.4)		32,720,520.00	430,970.00	7,044,444.00	14,500.00	40,181,434.00	6,575,005.57	5,534,764.18	13,572.00	12,096,197.75	28,085,236.26	26,145,514.43
Sub-Total (4.1 to 4.4)		269,880,076.00	6,557,511.00	82,535,287.00	122,625.00	358,850,249.00	127,506,479.13	95,799,090.24	109,054.00	223,196,515.37	135,653,733.63	142,373,596.87
4.5. Capital Work-In-Progress :-												
a. Lucknow Campus	0%	26,699,513.00	35,660,631.00	117,919,458.00	-	180,279,602.00	-	-	-	-	180,279,602.00	26,699,513.00
b. Noida Campus	0%	-	-	1,156,390.00	-	1,156,390.00	-	-	-	-	1,156,390.00	-
Sub-Total (4.5)		26,699,513.00	35,660,631.00	119,075,848.00	-	181,435,992.00	-	-	-	-	181,435,992.00	26,699,513.00
GRAND TOTAL (2020-21)		29,65,79,589.00	4,22,18,142.00	20,16,11,135.00	122,625.00	54,02,86,241.00	12,75,06,479.13	9,57,99,090.24	109,054.00	22,31,96,515.37	31,70,89,725.63	16,90,73,109.87
GRAND TOTAL (2019-20)		18,25,00,826.00	2,04,05,915.00	9,37,61,628.61	88,781.00	29,65,79,589.00	6,04,18,490.50	6,62,94,485.63	-7,93,503.00	12,75,06,479.13	16,90,73,109.87	12,20,82,335.50

*Amit Shankdher*

(Amit Shankdher)

Finance & Accounts Officer

*Pradip Dhar*

(Pradip Dhar)

Financial Advisor-cum-Chief  
Accounts Officer



Schedules forming part of Annual Financial Statements of IIM Lucknow for the year 2020-21

SCHEDULE 4 - Fixed Assets

Particulars	Rate (WDV)	GROSS BLOCK						DEPRECIATION BLOCK				NET BLOCK	
		Opening As On 1.04.2020	Additions upto 03.10.20	Additions from 04.10.2020 to 31.03.2021	ADJ./ Written Off	Closing As On 31.03.2021	Up to 31.03.2020	Charged During The Year	Adjusted During The Year	Up to 31.03.2021	As On 31.03.2021	As On 31.03.2020	As On 31.03.2020
1	2	3	4	5	6	7 (3+4+5-6)	8	9	10	11 (8+9-10)	12 (7-11)	13 (3-8)	13 (3-8)
4.1. Land & Building :-													
i. Land :													
Free hold - Lucknow campus	0%	8,652,693.00	-	-	-	8,652,693.00	-	-	-	-	8,652,693.00	8,652,693.00	8,652,693.00
ii. Buildings & Other Capital Works													
Office Buildings & Other Works (Phase-I & II)	10%	1,044,527,350.00	-	-	-	1,044,527,350.00	686,255,445.00	35,827,191.00	-	722,082,636.00	322,444,714.00	358,271,905.00	-
Residential Buildings & Other Works (Phase-I & II)	5%	80,190,110.00	-	-	-	80,190,110.00	49,630,496.00	1,527,981.00	-	51,158,477.00	29,031,633.00	30,559,614.00	
Sub-Total (4.1)		11,33,37,01,53.00	-	-	-	11,33,37,01,53.00	735,885,941.00	37,355,172.00	-	773,241,113.00	360,129,040.00	397,484,212.00	
4.2. Others Assets :													
i. Office Equipments	15%	90,256,946.00	-	-	-	90,256,946.00	60,773,078.00	4,422,580.00	-	65,195,658.00	25,061,288.00	29,483,868.00	
ii. Furniture, Fixtures & Fittings	10%	79,685,294.00	-	-	-	79,685,294.00	55,660,953.00	2,402,434.00	-	58,063,387.00	21,621,907.00	24,024,341.00	
iii. Staff vehicles	15%	4,326,581.00	-	-	-	4,326,581.00	3,661,323.00	99,789.00	-	3,761,112.00	565,469.00	665,258.00	
iv. Office Automation, Computers & Peripherals	60%	134,801,890.00	-	-	-	134,801,890.00	134,558,678.00	145,927.00	-	134,704,605.00	97,285.00	243,212.00	
v. Gifted computer software etc.	100%	1,888,496.00	-	-	-	1,888,496.00	1,888,496.00	-	-	1,888,496.00	-	-	
vi. Library Books & Microfilms, CD Roms, Scientific Journals etc.	60%	121,072,196.00	-	-	-	121,072,196.00	120,909,367.00	97,697.00	-	121,007,064.00	65,132.00	162,829.00	
vii. Audio visual equipments		-	-	-	-	-	-	-	-	-	-	-	
viii. Tubewell & Water Supplies		-	-	-	-	-	-	-	-	-	-	-	
ix. Electric installation & equipment	15%	51,764,401.00	-	-	-	51,764,401.00	34,854,736.00	2,536,450.00	-	37,391,186.00	14,373,215.00	16,909,665.00	
Intangible Assets-													
x. E-Journals [SLM]	40%	34,288,401.00	-	-	-	34,288,401.00	29,844,624.00	1,777,511.00	-	31,622,135.00	2,666,266.00	4,443,777.00	
Sub-Total (4.2)		518,084,205.00	-	-	-	518,084,205.00	442,151,255.00	11,482,388.00	-	453,633,643.00	64,450,562.00	75,932,950.00	
4.3. Sponsored / Funded Projects Equipments	60%	19,293,311.00	-	-	-	19,293,311.00	19,293,310.00	-	-	19,293,310.00	100	100	
Sub-Total (4.3)		19,293,311.00	-	-	-	19,293,311.00	19,293,310.00	-	-	19,293,310.00	100	100	
Sub-Total (4.1 to 4.3)		1,670,747,669.00	-	-	-	1,670,747,669.00	1,197,330,506.00	48,837,560.00	-	1,246,168,066.00	424,579,603.00	473,417,163.00	
4.4. Noida Assets													
i. Noida Building													
Office Buildings & Other Works (Phase-I & II)	10%	705,315,981.00	-	-	-	705,315,981.00	392,057,845.00	31,324,814.00	-	423,392,659.00	281,923,322.00	313,248,136.00	
Residential Buildings & Other Works (Phase-I & II)	5%	58,108,875.00	-	-	-	58,108,875.00	14,269,424.00	2,191,973.00	-	16,461,397.00	41,647,478.00	43,839,451.00	
ii. Noida General Assets													

Particulars	Rate (WDV)	GROSS BLOCK					DEPRECIATION BLOCK				NET BLOCK	
		Opening As On 1.04.2020	Additions upto 03.10.20	Additions from 04.10.2020 to 31.03.2021	ADJ./ Written Off	Closing As On 31.03.2021	Up to 31.03.2020	Charged During The Year	Adjusted During The Year	Up to 31.03.2021	As On 31.03.2021	As On 31.03.2020
1	2	3	4	5	6	7 (3+4+5+6)	8	9	10	11 (8+9+10)	12 (7+11)	13 (3+8)
Equipments	15%	23,800,487.00	-	-	-	23,800,487.00	17,121,581.00	1,001,836.00	-	18,123,417.00	5,677,070.00	6,678,906.00
Furniture, Fixtures & Fittings	10%	27,286,892.00	-	-	-	27,286,892.00	21,458,471.00	582,842.00	-	22,041,313.00	5,245,579.00	5,828,421.00
Staff vehicle	15%	3,948,710.00	-	-	-	3,948,710.00	2,324,657.00	243,608.00	-	2,568,265.00	1,380,445.00	1,624,053.00
Office Automation, Computers & Peripherals	60%	16,554,591.00	-	-	-	16,554,591.00	16,531,479.00	13,867.00	-	16,545,346.00	9,245.00	23,112.00
Library Books & Microfilms, CD Roms, Scientific Journals etc.	60%	20,070,733.00	-	-	-	20,070,733.00	19,964,978.00	63,453.00	-	20,028,431.00	42,302.00	105,755.00
Intangible Assets-												
E-Journals [SLM]	40%	1,379,238.00	-	-	-	1,379,238.00	1,200,488.00	71,500.00	-	1,271,988.00	107,250.00	178,750.00
Sub-Total (4.4)		856,465,507.00	-	-	-	856,465,507.00	484,938,923.00	35,493,893.00	-	520,432,816.00	336,032,691.00	371,526,584.00
Sub-Total (4.1 to 4.4)		2,527,213,176.00	-	-	-	2,527,213,176.00	1,682,269,429.00	84,331,453.00	-	1,766,600,882.00	760,612,294.00	844,943,747.00
4.5. Capital Work-In-Progress :-												
a. Lucknow Campus	0%	-	-	-	-	-	-	-	-	-	-	-
b. Noida Campus	0%	3,696,873.00	-	-	-	3,696,873.00	-	-	-	-	3,696,873.00	3,696,873.00
<b>Sub-Total (4.5)</b>		<b>3,696,873.00</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>3,696,873.00</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>3,696,873.00</b>	<b>3,696,873.00</b>

TANGIBLE ASSETS	Rate (SLM)	GROSS BLOCK OF ADDITIONS					AMORTIZATION BLOCK FOR ADDITIONS*				NET BLOCK	NET BLOCK
		OPENING AS ON 1.04.2020	ADDITIONS upto 03.10.20	ADDITIONS from 04.10.2020 to 31.03.2021	ADJ./ WRITTEN OFF	CLOSING AS ON 31.03.2021	UP TO 31.03.2020	CHARGED DURING THE YEAR	ADJUSTED DURING THE YEAR	UP TO 31.03.2021	AS ON 31.03.2021	AS ON 31.03.2020
1	2	3	4	5	6	7 (3+4+5+6)	8	9	10	11 (8+9+10)	12 (7+11)	
4.6. Leasehold Land- Noida Campus	0%	146,630,345.00	-	-	-	146,630,345.00	-	21,179,938.76	-	21,179,938.76	125,450,406.24	146,630,345.00
<b>Sub-Total (4.6)</b>		<b>146,630,345.00</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>146,630,345.00</b>	<b>-</b>	<b>21,179,938.76</b>	<b>-</b>	<b>21,179,938.76</b>	<b>125,450,406.24</b>	<b>146,630,345.00</b>
<b>GRAND TOTAL (2020-21)</b>		<b>2,677,540,394.00</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>2,677,540,394.00</b>	<b>1,682,269,429.00</b>	<b>105,511,391.76</b>	<b>-</b>	<b>1,787,780,820.76</b>	<b>889,759,573.24</b>	<b>995,270,965.00</b>
<b>Previous Year (2019-20)</b>		<b>2,677,540,394.00</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>2,677,540,394.00</b>	<b>1,586,769,610.00</b>	<b>95,499,819.00</b>	<b>-</b>	<b>1,682,269,429.00</b>	<b>995,270,965.00</b>	<b>1,090,770,784.00</b>

\*The amortization amount of the current year includes amortization for the period 2007-08 till 2020-21



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Finance & Accounts Officer



(Pradiip Dhar)  
Financial Advisor-cum-Chief Accounts Officer



Funds	2020-21	2019-20
Investments from Earmarked/Endowment Funds (Fund wise)		
1. Pension Fund Investment	75,78,58,000	62,58,00,000
2. Gratuity Fund Investment	16,38,53,771	16,31,91,371
3. Depreciation Fund Investment : Lucknow Campus	1,58,25,22,000	1,73,10,00,000
4. Depreciation Fund Investment : Noida Campus	37,86,00,000	50,23,80,000
5. Leave Encashment Fund Investment	15,12,00,000	15,12,00,000
6. Endowment Fund Investment	3,01,90,000	2,76,90,000
<b>Total</b>	<b>3,06,42,23,771</b>	<b>3,20,12,61,371</b>

Funds	2020-21	2019-20
Others (To be specified):		
1. Term Deposits : Lucknow Campus	1,82,55,00,000	1,57,84,00,000
2. Term Deposits : Noida Campus	43,82,41,381	53,16,00,000
<b>Total</b>	<b>2,26,37,41,381</b>	<b>2,11,00,00,000</b>

Particulars	2020-21	2019-20
1. Stock in Hand (Stationary & Electrical) : Lucknow Campus	15,62,152	13,77,272
: Noida Campus	10,59,609	1,89,779
2. Sundry Debtors : Lucknow Campus	3,33,61,067	6,82,53,746
: Noida Campus	3,84,18,399	1,67,64,333
3. Cash and Bank Balances :		
a) With Scheduled Banks :		
- Saving Bank Accounts-Lucknow Campus	1,19,96,24,027	1,37,01,28,796
- Saving Bank Accounts-Noida Campus	31,76,08,293	15,51,08,276
- Saving Bank Accounts - Pension Fund	50,95,267	1,81,58,535
b) Cash in Hand :		
- Imprest : Lucknow Campus	0	0
- Imprest : Noida Campus	2,039	30,633
4. Postage, Stamp with Franking Machine	32,823	1,02,368
<b>Total</b>	<b>1,59,67,63,676</b>	<b>1,63,01,13,738</b>

(Amit Shankdher)

(Pradip Dhar)

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# Schedules forming part of Annual Financial Statements of IIM Lucknow for the year 2020-21

## SCHEDULE 8 - Loans, Advances & Deposits

(Rs.)

Particulars	2020-21	2019-20
8.1 Lucknow Campus		
1. Advances to Employees: (Non-interest bearing)		
a) TA/LTA/Staff Faculty	2,21,749	2,83,440
2. Long Term Advances to Employees: (Interest bearing)		
a) Vehicle Loan	21,600	43,200
b) Home Loan	35,34,823	26,42,353
c) Others (PC/Laptop)	300	3,000
d) Festival Advance	90,000	0
e) Loan to PGP Student	4,90,200	9,21,200
f) Loan to IIML - EPF Trust	13,26,00,000	0
3. Advances and other amounts recoverable:		
a) M/S Ashrey	7,45,591	7,45,591
b) To Suppliers (Secured Advance Contractors) CPWD	21,87,53,493	6,75,57,633
c) Others	56,87,302	10,79,350
4. Prepaid Expenses:	19,91,158	16,27,192
5. Deposits:		
a) Telephone	3,97,703	3,97,703
b) Security Deposit	1,36,87,330	1,17,75,030
6. Income Accrued:		
a) On Investments from Earmarked Endowment Funds	33,51,032	33,82,883
b) On Investments - Others	71,26,01,667	44,79,98,769
c) Pension Fund	8,53,66,544	4,73,35,641
d) Others Staff Loans	7,90,928	12,57,521
7. Other - Current Assets receivable:		
a) Consulting/Programmes, Advance Payment	32,66,789	17,51,061
b) Research Proj Advance payment	31,22,474	49,35,687
c) SIDBI Incubator Advance payment	1,41,82,439	1,12,04,938
d) MDP Advance payment	0	1,50,000
8. Claim Receivable:		
a) TDS	16,26,93,559	14,85,56,869
b) Service Tax Input	1,35,405	1,35,405
c) IGST/CGST/SGST Input	45,26,068	1,18,14,431
d) Refund claring	-(66,978)	3,43,384
<b>Total (8.1)</b>	<b>1,36,81,91,176</b>	<b>76,59,42,281</b>



(Rs.)

Particulars	2020-21	2019-20
8.2 Noida Campus:-		
1. Advances to Employees: (Non-interest bearing)		
a) LTA/TA	40,000	1,01,726
2. Advances and other amounts recoverable:		
a) Others (to outside party)	65,35,581	35,95,702
b) On Capital Account (For construction work)	0	10,00,000
c) CMEE	20,16,261	13,62,806
3. Prepaid Expenses:	0	44,123
4. Deposits:		
a) Security Deposit	17,82,500	17,82,500
5. Income Accrued:		
a) On Investment-other	16,01,53,663	10,35,64,471
6. Other - Current Assets receivable:		
a) Consulting/Programmes, Advance Payment	16,85,339	20,72,586
7. Claim Receivable:		
a) TDS	3,88,20,142	3,59,88,271
b) Refund clearing	15,078	(1)
c) IGST/CGST/SGST Input	23,86,756	68,18,659
<b>Total (8.2)</b>	<b>21,34,35,320</b>	<b>15,63,30,844</b>
<b>Grand Total (8.1 to 8.2)</b>	<b>1,58,16,26,496</b>	<b>92,22,73,125</b>



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(Pradip Dhar)  
Financial Advisor-cum-Chief Accounts  
Officer

# Schedules forming part of Annual Financial Statements of IIM Lucknow for the year 2020-21

## SCHEDULE - 9 ACADEMIC RECEIPTS

Particulars		INCOME	
		2020-21	2019-20
<b>SCHEDULE 9.1 - Post Graduate Programme</b>			
Lucknow Campus - PGP			
Admission		3,45,10,000	2,86,80,000
Infrastructure Fee		33,39,83,500	28,64,02,530
Tuition Fees		45,59,60,000	33,37,51,000
Fee from foreign candidates		0	17,33,334
Fine & Other Fees		54,10,819	6,62,207
PGP Alumni Fees/Exp.		14,34,000	27,90,000
<b>Total</b>	<b>A</b>	<b>83,12,98,319</b>	<b>65,40,19,071</b>
PGP Scholarships			
Scholarships- Others		27,10,000	1,32,46,120
<b>Total</b>	B	27,10,000	1,32,46,120
<b>Total</b>	9.1	83,40,08,319	66,72,65,191
<b>SCHEDULE 9.2 - Management Development Programmes</b>			
Lucknow Campus			
Open Programmes Fee		1,32,52,280	7,32,84,540
Sponsored Programmes Fee		8,90,91,760	21,58,17,119
<b>Total</b>	<b>A</b>	<b>10,23,44,040</b>	<b>28,91,01,659</b>
Noida Campus			
Open Programmes Fee		0	0
Sponsored Programmes Fee		4,80,26,311	5,47,58,914
<b>Total</b>	<b>B</b>	<b>4,80,26,311</b>	<b>5,47,58,914</b>
<b>Total</b>	<b>9.2</b>	<b>15,03,70,351</b>	<b>34,38,60,573</b>
<b>SCHEDULE 9.3 - Fellow Programme</b>			
Lucknow Campus			
FPM Forms, Fee		3,52,000	2,35,500
<b>Total</b>	<b>A</b>	<b>3,52,000</b>	<b>2,35,500</b>
Noida Campus			
FPM Fees Income		97,91,000	79,45,980
<b>Total</b>	<b>B</b>	<b>97,91,000</b>	<b>79,45,980</b>
<b>Total</b>	<b>9.3</b>	<b>1,01,43,000</b>	<b>81,81,480</b>



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(Rs.)

Particulars		INCOME	
		2020-21	2019-20
<b>SCHEDULE 9.4 - PGP-SM</b>			
PGP-SM Course Fee (Noida Campus)		4,94,00,590	4,43,58,000
<b>Total</b>	<b>9.4</b>	<b>4,94,00,590</b>	<b>4,43,58,000</b>
<b>SCHEDULE 9.5 - WMP FEE</b>			
WMP Course Fee (Noida Campus)		3,55,46,502	7,58,47,300
<b>Total</b>	<b>9.5</b>	<b>3,55,46,502</b>	<b>7,58,47,300</b>
<b>SCHEDULE 9.6 - IPMX FEE</b>			
IPMX Course Fee (Noida Campus)		21,41,53,499	24,42,80,181
<b>Total</b>	<b>9.6</b>	<b>21,41,53,499</b>	<b>24,42,80,181</b>
<b>SCHEDULE 9.7 - PLACEMENT FEE</b>			
Placement Fee		52,85,000	58,12,500
<b>Total</b>	<b>9.7</b>	<b>52,85,000</b>	<b>58,12,500</b>
<b>SCHEDULE 9.8 - CONSULTANCY FEE</b>			
Lucknow Campus			
Consultancy-Income		1,00,55,632	1,85,04,276
<b>Total</b>	<b>A</b>	<b>1,00,55,632</b>	<b>1,85,04,276</b>
Noida Campus			
Consultancy-Income		0	4,07,500
<b>Total</b>	<b>B</b>	<b>0</b>	<b>4,07,500</b>
<b>Total</b>	<b>9.8</b>	<b>1,00,55,632</b>	<b>1,89,11,776</b>
<b>SCHEDULE 9.9 - OTHER FEE</b>			
Common Admission Test		2,33,76,374	2,80,63,212
<b>Total</b>	<b>9.9</b>	<b>2,33,76,374</b>	<b>2,80,63,212</b>
<b>Grand Total (9.1 to 9.9)</b>		<b>1,33,23,39,267</b>	<b>1,43,65,80,213</b>



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## Schedules forming part of Annual Financial Statements of IIM Lucknow for the year 2020-21

### SCHEDULE - 10 GRANTS/SUBSIDIES (IRREVOCABLE GRANTS RECEIVED)

(Rs.)

Particulars	Current Year Total	Previous Year Total
Grant received during the year	0.00	0.00
<b>Total</b>	<b>0.00</b>	<b>0.00</b>

### SCHEDULE - 11 INCOME FROM INVESTMENTS

(Rs.)

Particulars	Earmarked/Endowment Funds		Other Investments	
	Current Year	Previous Year	Current Year	Previous Year
1. (a) Interest on Term Deposits of Funds	27,15,62,400	25,97,50,099		0
(b) Interest on Term Deposits - Lucknow	0	0	17,31,78,957	14,29,49,550
(c) Interest on Term Deposits - Noida	0	0	5,60,26,734	3,52,81,270
2. Interest on S.B. Accounts of Endowment/Earmarked Funds (Pension SB Account Interest)	3,68,136	6,51,809	0	0
<b>Total</b>	<b>27,19,30,536</b>	<b>26,04,01,908</b>	<b>22,92,05,691</b>	<b>17,82,30,820</b>
Transferred to Earmarked/Endowment Funds				
<b>Balance</b>	<b>27,19,30,536</b>	<b>26,04,01,908</b>		

### SCHEDULE - 12 INTEREST EARNED

(Rs.)

Particulars	Current Year	Previous Year
1. On Savings Accounts with scheduled Banks-Lucknow	4,04,93,730	3,11,72,884
On Savings Accounts with scheduled Banks-Noida	64,35,377	88,56,152
2. On Loans (Employees/Staff)	3,98,321	11,05,480
<b>Total</b>	<b>4,73,27,428</b>	<b>4,11,34,516</b>



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# Schedules forming part of Annual Financial Statements of IIM Lucknow for the year 2020-21

## SCHEDULE - 13 OTHER INCOME & RECOVERIES

(Rs.)		
Particulars	2020-21	2019-20
A. Income from Land & Buildings		
Lucknow Campus :		
1. Rental	7,62,466	10,49,586
2. License Fee	13,02,446	12,87,752
3. Guest House Recovery	24,43,200	44,91,648
4. Electricity Charges Recovered	65,14,524	55,76,138
<b>Sub-total</b>	<b>1,10,22,636</b>	<b>1,24,05,124</b>
Noida Campus :		
1. License Fee	2,42,307	2,64,775
2. Guest House Recovery	2,59,895	11,11,509
3. Electricity Charges Recovered	7,21,338	9,08,067
<b>Sub-total</b>	<b>12,23,540</b>	<b>22,84,351</b>
<b>Total (A)</b>	<b>1,22,46,176</b>	<b>1,46,89,475</b>
B. Sale of Institute's publications		
<b>Total (B)</b>	<b>1,75,370</b>	<b>1,35,500</b>
C. Other		
1. Library Membership	3,000	84,854
2. Profit on sale/disposal of Assets: Own Assets	1	0
3. Other Recoveries & Receipt		
(a) Lucknow Campus	10,66,582	8,20,523
(b) Noida Campus	99,568	1,70,836
<b>Total (C)</b>	<b>11,69,151</b>	<b>10,76,213</b>
<b>Total (A to C)</b>	<b>1,35,90,697</b>	<b>1,59,01,188</b>

## SCHEDULE 14 - PRIOR PERIOD INCOME

(Rs.)		
Particulars	2020-21	2019-20
Academic Income - Lucknow	0.00	0.00
Academic Income - Noida	0.00	0.00
<b>Total</b>	<b>0.00</b>	<b>0.00</b>



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# Schedules forming part of Annual Financial Statements of IIM Lucknow for the year 2020-21

## SCHEDULE 15 - STAFF PAYMENTS & BENEFITS (Establishment Expenses)

(Rs.)

Particulars		2020-21	2019-20
<b>Lucknow Campus</b>			
<b>Salary and Allowances</b>			
Basic Pay		20,35,16,011	19,05,60,615
D.A.		3,25,65,917	2,89,05,120
H.R.A.		1,08,35,547	1,01,53,670
Special Pay		12,000	12,000
Transport Allowance		1,33,26,791	1,29,82,011
Daily Wages		52,43,810	1,54,19,125
		<b>26,55,00,076</b>	<b>25,80,32,541</b>
<b>Other Benefits</b>			
Medical		1,76,49,219	1,31,28,979
L.T.C.		35,80,021	15,76,577
Reimbursement of Tution Fee		16,11,350	23,20,107
Leave Encashment on LTC		18,62,903	14,43,064
		<b>2,47,03,493</b>	<b>1,84,68,727</b>
<b>Employee's Welfare</b>			
Staff Training		4,500	2,49,183
IIML Employees' Welfare Committee		12,90,075	11,90,700
		<b>12,94,575</b>	<b>14,39,883</b>
<b>Terminal Benefits</b>			
CPF Employer's Contribution		11,46,184	11,43,827
CPS/NPS Employer's Contribution		1,83,28,859	1,94,51,348
EPF Contribution		4,05,382	93,295
ESI Contribution		1,22,691	26,776
NPS Employer's Contribution		58,10,094	0
Leave Encashment/Leave Salary Contribution		54,82,975	1,87,00,177
Gratuity		4,95,131	11,434
		3,17,91,316	3,94,26,857
<b>Total</b>	<b>A</b>	<b>32,32,89,460</b>	<b>31,73,68,008</b>
<b>Noida Campus</b>			
Salary Allowances		6,85,99,649	6,51,17,887
Other Benefit		54,70,580	50,61,591
<b>Total</b>	<b>B</b>	<b>7,40,70,229</b>	<b>7,01,79,478</b>
<b>Total</b>	<b>A+B</b>	<b>39,73,59,689</b>	<b>38,75,47,486</b>



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# Schedules forming part of Annual Financial Statements of IIM Lucknow for the year 2020-21

## SCHEDULE 16 - ACADEMIC EXPENSES

(Rs.)

Particulars		EXPENDITURE	
		2020-21	2019-20
<b>SCHEDULE 16.1 - Post Graduate Programme</b>			
Admission		8,90,057	59,07,832
Books and Course Materials		3,67,14,435	2,57,34,670
Convocation		35,386	1,02,873
Students' Welfare Activities		82,18,363	93,27,902
Students' Activities centre(Umang)		32,85,617	31,44,455
PGP Alumni Exp.		1,65,972	16,66,278
Visiting Faculty Expenses		90,19,366	1,38,80,769
PGP Electricity		1,27,16,501	2,41,41,876
PGP Misc.		92,14,639	80,32,583
PGP Teaching Honorarium		1,52,80,000	1,38,93,750
Cleaning & Security Expense		2,03,14,148	1,96,86,800
ABM Exp. (Specific)		0	1,85,666
<b>Total</b>	<b>A</b>	<b>11,58,54,484</b>	<b>12,57,05,454</b>
<b>PGP Scholarships</b>			
Scholarships - Merit-cum-Means		1,20,50,001	1,73,08,333
Scholarships- Others		27,10,000	1,32,46,120
<b>Total</b>	<b>B</b>	<b>1,47,60,001</b>	<b>3,05,54,453</b>
<b>Total</b>	<b>A+B</b>	<b>13,06,14,485</b>	<b>15,62,59,907</b>
<b>SCHEDULE 16.2 - Management Development Programmes</b>			
<b>Lucknow Campus</b>			
Programme Expenses		4,71,52,701	15,22,30,140
<b>Total</b>	<b>A</b>	<b>4,71,52,701</b>	<b>15,22,30,140</b>
<b>Noida Campus</b>			
Programme Expenses		1,50,96,361	3,82,50,895
<b>Total</b>	<b>B</b>	<b>1,50,96,361</b>	<b>3,82,50,895</b>
<b>Total</b>	<b>A+B</b>	<b>6,22,49,062</b>	<b>19,04,81,035</b>
<b>SCHEDULE 16.3 - Fellow Programme</b>			
<b>Lucknow Campus</b>			
Administrative Expenses		12,64,184	18,44,103
Fellowship Honorarium		3,54,01,133	2,44,78,903
Student's Contingency		22,97,363	25,98,777
Electricity Expenses		5,06,254	8,04,733
Security, Maintenance & Cleaning		17,36,899	14,80,575
<b>Total</b>	<b>A</b>	<b>4,12,05,833</b>	<b>3,12,07,091</b>
<b>Noida Campus</b>			
Visiting Faculty & Administrative Expenses		8,09,000	13,05,800
<b>Total</b>	<b>B</b>	<b>8,09,000</b>	<b>13,05,800</b>
<b>Total</b>	<b>A+B</b>	<b>4,20,14,833</b>	<b>3,25,12,891</b>



(Amit Shankdher)

Finance &amp; Accounts Officer



(Pradip Dhar)

Financial Adviser-cum-Chief Accounts Officer

(Rs.)

Particulars		EXPENDITURE	
		2020-21	2019-20
<b>SCHEDULE 16.4 - PGP-SM</b>			
Admission Expense		7,098	1,01,974
Books & Course Materials		19,64,113	12,55,486
Visiting Faculty Expenses		13,02,210	34,93,498
Electricity Expense		18,85,405	33,81,040
Cleaning & Security Expense		48,68,053	40,16,236
Misc. Expense		11,96,306	15,88,435
Placement Expense		1,31,600	3,05,300
Scholarships - Merit-cum-Means		0	2,50,000
<b>Total</b>		<b>1,13,54,785</b>	<b>1,43,91,969</b>
<b>SCHEDULE 16.5 - WMP</b>			
Admission Expenses		14,82,970	9,01,568
Course Materials		21,70,757	24,03,655
International Comp. Expenses		0	1,72,78,545
Hospitality/ Misc. Expenses		9,63,577	58,25,264
Visiting Faculty Expenses		2,29,000	17,93,439
Electricity		24,39,935	45,08,054
Cleaning & Security Expenses		61,19,835	53,54,981
<b>Total</b>		<b>1,34,06,074</b>	<b>3,80,65,506</b>
<b>SCHEDULE 16.6 - IPMX</b>			
Admission Expenses		6,62,523	13,05,765
Books & Course Materials		42,21,552	34,11,757
Hospitality Expenses		66,38,715	67,78,251
International Expenses		66,44,484	5,11,09,475
Misc. Expenses		25,02,463	56,47,257
Visiting Faculty Expenses		13,75,055	42,96,938
Electricity		41,03,528	74,38,289
Cleaning & Security Expenses		1,05,95,176	88,35,721
Placement Expenses		48,390	12,73,490
<b>Total</b>		<b>3,67,91,886</b>	<b>9,00,96,943</b>
<b>SCHEDULE 16.7 - Placement</b>			
Placement Expenses		13,18,628	31,43,815
<b>Total</b>		<b>13,18,628</b>	<b>31,43,815</b>
<b>SCHEDULE 16.8 - Consultancy</b>			
Lucknow Campus			
Consultancy Expenditure		59,48,035	1,36,31,567
<b>Total</b>	<b>A</b>	<b>59,48,035</b>	<b>1,36,31,567</b>
NOIDA CAMPUS			
Consultancy Expenditure		0	4,04,808
<b>Total</b>	<b>B</b>	<b>0</b>	<b>4,04,808</b>
<b>Total</b>	<b>A+B</b>	<b>59,48,035</b>	<b>1,40,36,375</b>



(Amit Shankdher)  
Finance & Accounts Officer



(Pradip Dhar)  
Financial Adviser-cum-Chief Accounts Officer



(Rs.)

Particulars		EXPENDITURE	
		2020-21	2019-20
<b>SCHEDULE 16.9 - Common Admission Test</b>			
CAT Expenses		1,19,004	15,69,237
<b>Total</b>		<b>1,19,004</b>	<b>15,69,237</b>
<b>SCHEDULE 16.10 - Newspaper &amp; Periodicals</b>			
Lucknow Campus -		39,292	56,459
Noida Campus -		22,425	51,966
<b>Total</b>		<b>61,717</b>	<b>1,08,425</b>
<b>SCHEDULE 16.11 - Research &amp; Development</b>			
Lucknow Campus			
Software and Internet		68,69,500	1,27,28,871
Membership Fees		17,94,641	8,15,971
LPS-IIML National Leadership Award		25,87,083	0
Seminars/Conferences		1,01,828	47,43,405
Faculty Development & Incentives		3,27,62,883	2,40,39,179
Officer Development		12,65,935	10,09,161
Accreditation & Research Development		6,95,078	24,45,786
Institute's Journal - Metamorphosis		28,595	1,68,242
Seed Money & Research Projects		26,73,064	18,10,217
<b>Total</b>		<b>4,87,78,607</b>	<b>4,77,60,832</b>
Noida Campus			
Faculty Development & Incentives		52,01,764	40,94,642
Licences Internet Fees		2,21,850	5,85,326
Seminar/Conferences & Other Activities		3,53,894	15,59,704
Incubation center		0	0
Other		6,465	73,687
<b>Total</b>		<b>57,83,973</b>	<b>63,13,359</b>
<b>Total</b>		<b>5,45,62,580</b>	<b>5,40,74,191</b>
<b>Grand Total (16.1 to 16.11)</b>		<b>35,84,41,089</b>	<b>59,47,40,294</b>



(Amit Shankdher)  
Finance & Accounts Officer



(Pradip Dhar)  
Financial Adviser-cum-Chief Accounts Officer

# Schedules forming part of Annual Financial Statements of IIM Lucknow for the year 2020-21

## SCHEDULE 17 - Administrative & General Expenses

		(Rs.)	
Particular		2020-21	2019-20
<b>Lucknow Campus</b>			
Security, Cleaning and Maintenance Services		2,81,53,201	2,30,92,674
Stationery and Printing expenses		7,11,703	18,65,561
Horticulture (Labour & Plantation)		82,96,446	84,58,198
Hospitality and Guest House Expenses		17,12,200	23,27,104
Telecom Expenses		32,26,153	33,34,306
Electricity		83,75,826	94,54,171
Faculty/Staff Recruitment		6,73,114	18,92,507
Internal Audit Fees		2,62,150	6,24,584
AG Audit Fees		2,12,520	8,32,035
Office Contingencies		2,04,729	4,47,432
Postage		34,192	51,979
Offical Functions		2,01,458	5,65,941
Advertising & Publicity		26133	673
Rent		0	1,54,322
Legal Expenses		2,43,663	17,45,259
BOG Expenses		2,17,192	16,11,644
Community Development		16,800	10,08,757
Travelling Expenses		2,07,208	5,06,628
Professional & Consultancy Exp		10,94,520	15,20,110
Insurance		10,465	1,20,099
Loss on sale of Fixed Assets		0	67
<b>Total</b>	<b>A</b>	<b>5,38,79,673</b>	<b>5,96,14,051</b>
<b>NOIDA CAMPUS</b>			
Security, Cleaning & Maintenance		30,43,562	27,47,524
Electricity		12,45,021	7,76,457
Stationery and Printing expenses		1,73,113	5,87,337
Hospitality and Guest House Expenses		2,27,646	10,63,677
Horticulture Revenue Expenses		4,57,161	3,06,813
Telephone Expenses		5,92,895	6,58,241
Lease Rent		90,82,773	45,97,772
Other Administrative Expenses		6,10,662	17,47,018
<b>Total</b>	<b>B</b>	<b>1,54,32,833</b>	<b>1,24,84,839</b>
<b>Total</b>	<b>A+B</b>	<b>6,93,12,506</b>	<b>7,20,98,890</b>



## Schedules forming part of Annual Financial Statements of IIM Lucknow for the year 2020-21

### SCHEDULE 18 - Transportation Expenses

(Rs.)

Particular		2020-21	2019-20
<b>Lucknow Campus</b>			
Fuel for vehicles		71,899	1,19,718
Transport Services Expenses		15,43,361	36,29,490
Repair and Maintenance vehicles		60,982	37,049
Vehicle Insurance Expenses		68,200	59,097
<b>Total</b>	<b>A</b>	<b>17,44,442</b>	<b>38,45,354</b>
<b>NOIDA CAMPUS</b>			
Transportation Expenses		4,97,991	11,18,761
<b>Total</b>	<b>B</b>	<b>4,97,991</b>	<b>11,18,761</b>
<b>Total</b>	<b>A+B</b>	<b>22,42,433</b>	<b>49,64,115</b>

### SCHEDULE 19 - Repairs & Maintenance

(Rs.)

Particular		2020-21	2019-20
<b>Lucknow Campus</b>			
R & M PGP		9,83,156	56,50,217
R & M Office / Buildings		34,04,853	82,73,704
R & M Furnitures		5,83,214	10,09,372
R & M Equipments		85,03,510	81,85,073
R & M Computer Hardware & Software		1,12,16,182	57,24,085
<b>Total</b>	<b>A</b>	<b>2,46,90,915</b>	<b>2,88,42,451</b>
<b>Noida Campus</b>			
R & M Office / Campuses		14,78,009	38,92,281
R & M Furnitures		3,56,786	4,23,017
R & M Equipment		91,89,977	1,05,01,683
R & M Computers		17,56,198	16,44,569
<b>Total</b>	<b>B</b>	<b>1,27,80,970</b>	<b>1,64,61,550</b>
<b>Total</b>	<b>A+B</b>	<b>3,74,71,885</b>	<b>4,53,04,001</b>



(Amit Shankdher)

Finance &amp; Accounts Officer



(Pradip Dhar)

Financial Adviser-cum-Chief Accounts Officer

## Schedules forming part of Annual Financial Statements of IIM Lucknow for the year 2020-21

### SCHEDULE 20 - Finance Cost

(Rs.)

Particular	2020-21	2019-20
Bank Charges (Lucknow Campus)	22,552	18,312
Bank Charges (Noida Campus)	2,100	0
<b>Total</b>	<b>24,652</b>	<b>18,312</b>

### SCHEDULE 21 - Prior Period Expenses

(Rs.)

Particular	2020-21	2019-20
Lucknow Campus		
Academic Expenses - Lucknow	16,90,485	40,83,473
Academic Expenses - Noida	2,12,295	4,02,999
<b>Total</b>	<b>19,02,780</b>	<b>44,86,472</b>



(Amit Shankdher)  
Finance & Accounts Officer



(Pradip Dhar)  
Financial Adviser-cum-Chief Accounts Officer



## SCHEDULE 22 - Significant Accounting Policies

### 1. Basis for Preparation of Accounts:

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

### 2. Revenue Recognition:

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

### 3. Fixed Assets & Depreciation:

- 3.1 Fixed Assets are stated at cost of acquisition including inward freight, duties and taxes and incidental and direct expenses related to acquisition, installation and commissioning.
- 3.2 Fixed Assets are classified into Tangible & Intangible Assets in Schedule-4 as advised by CAG.
- 3.3 The depreciation is provided on Straight Line Method (SLM) for all assets purchased since 2017-18 and depreciation is provided on WDV for assets purchased before 2017-18.
- 3.4 Along with the reclassification of assets, amount of accumulated depreciation has also been transferred to the respective block of assets.

### 4. Intangible Assets:

- 4.1 E Journals are being treated as Institute's Intangible Assets and shown separately.

### 5. Stocks:

Expenditure on purchase of Stationary/Printing material & electrical items are accounted for as revenue expenditure after adjustment of value of closing stock held as on 31<sup>st</sup> March. The closing stocks is valued at cost.

### 6. Retirement:

- 6.1 Towards Gratuity of employees, a Group Gratuity Scheme is instituted through LIC (as Fund Manager) by constituting an independent Fund, which manages the gratuity liability and it is in operation since 2001-02.
- 6.2 Liability on account of accumulated leave encashment benefit to the employees has been assessed and provided for. This provision has been kept under Leave Encashment Funds and being managed by the Institute.
- 6.3 Provision for pension liability as on 31<sup>st</sup> March, 2016-17 in respect of employees who had joined on or before 31.12.2003 has been assessed by actuarial form and accordingly required extra Fund is being provided in installment. 5<sup>th</sup> Installment of ₹ 20 crores is being added during this year. It is to mention that Pension Liability is underfunded.

- 6.4 In respect of employees who joined the Institute on or after 01.01.2004, Contributory Pension Scheme was under operation and the Fund was managed by the IIML EPF Trust, Lucknow.

During the current Financial Year, the Corpus of CPS is transferred to NPS trust as per approval of BoG. To facilitate transfer of Corpus, the Institute has provided fund of Rs. 13.26 crore to EPF Trust against its FDRs. As and when, FDRs would be matured, the EPF trust will refund the fund.

## 7. Investments:

- 7.1 All the Investments are held for long term hence valued at cost. Renewal of the Investments has been done as and when required.

## 8.1 Earmarked/Endowment Funds:

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

- 8.2 A sub-schedule listing all the Endowments individually with full details is annexed as **ANNEXURE – 'A'**.

## 9. Investment of Earmarked Funds and Interest Income Accrued on Such Investments:

To the extent not immediately required for expenditure or amount added at the end of the Financial Year, the amount available against such funds are invested in approved Government Bonds or deposited for fixed term with Banks, leaving the balance in Savings Bank Accounts (wherever applicable).

Interest received, interest accrued & due and interest accrued but not due on such investments are added to the respective funds and not treated as income of the Institution.

## 10. Sponsored & Consulting Projects:

- 10.1 In respect of ongoing Consulting Projects, the amounts received from sponsors are credited in the group, "Current Liabilities and Provisions" and expenditure incurred/advances paid against such projects., are shown in the group "Loans, Advances & Deposits".
- 10.2 A sub-schedule listing advance received and payments against individual Consultancy and Funded Research Projects is enclosed as **ANNEXURE -'B'**.
- 10.3 In respect of sponsored scholarships, amount received from sponsors are credited to 'Scholarship Others Received' and on its payment, to students, it is debited to 'Scholarship Others Paid' account under PGP Expenditure.

## 11. Lease-hold Land:

Amortisation of Lease-hold, NOIDA is supposed to be started from 2008-2009 for the lease period of 90 years.

Amortisation of Rs. 2.12 crore, since 2008-2009 i.e. for 13 years is provided, out of which Rs. 1.96 crore is for Prior Period.

## 12. Income Tax

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



(Pradip Dhar)

Financial Adviser-cum-Chief Accounts Officer



(Prof. Archana Shukla)

Director



# Schedules forming part of Annual Financial Statements of IIM Lucknow for the year 2020-21

## SCHEDULE 23 – Contingent Liabilities and Notes to Accounts

### 1. Contingent Liabilities:

- 1.1 As on 31.03.2021 Court Cases filed against the Institution, by former/present employees, tenants and contractors and arbitration cases with contractors, were pending for decisions. The quantum of the claims is not ascertainable.

### 2. Capital Commitments:

- 2.1 There is no capital commitments as on 31.3.2021.

### 3. Patents:

There is no patent relating to the Institute.

### 4. Expenditure in Foreign Currency:

a. Travel	₹	0.00
b. Foreign Drafts for import of Chemicals etc.	₹	0.00
c. Others	₹	<u>2,91,28,576.00</u>
Total	₹	2,91,28,576.00

5. Previous year's figures have been regrouped wherever necessary.
6. Figures in the Final accounts have been rounded off to the nearest rupee.
7. Schedules 1 to 23 are annexed to and form an integral part of the Balance Sheet at 31<sup>st</sup> March, 2021 and the Income & Expenditure Account for the year ended on that date.
8. As General Provident Fund Accounts, Contributory Provident Fund Accounts and Contributory Pension Scheme Accounts are owned by the members of those funds and being managed by I.I.M.E.P.F. Trust, Lucknow, hence these accounts were separated from the Institution's Accounts and a Receipts & Payments Account, an Income & Expenditure Account (on accrual basis) and a Balance Sheet of the Trust, is being attached at Appendix - 1 for the year 2020-21, to the Institution's Accounts.



(Pradip Dhar)

Financial Adviser-cum-Chief Accounts Officer



(Prof. Archana Shukla)

Director

# Annexure - 'A'

Endowment Fund details for the year 2020-21

## Operating Account: -

	Opening Balance	Expenses	Interest Income	Closing Balance	Closing Balance of Fund
Oper A/C APEEJAY TrustFPM	1,04,776	0	0	1,04,776	1,00,000
Oper A/C APEEJAY Trust Sch	1,74,471	8,000	17,316	1,83,787	1,00,000
Oper A/C BPCL Chairs	36,28,276	66,787	3,94,541	39,56,030	40,00,000
Oper A/C BSES Chair	16,24,205	0	77,359	17,01,564	10,00,000
Oper A/c Budhiraja Medal	37,147	0	10,534	47,681	60,000
Oper A/C CBI Scholarship	4,67,893	1,50,000	1,08,902	4,26,795	15,00,000
Oper A/c COSMOD Medal	38,199	0	10,535	48,734	60,000
Oper A/C ESCOTTEL Chair	5,11,735	0	70,232	5,81,967	4,00,000
Oper A/C IDBI Chair	28,87,565	0	1,15,601	30,03,166	25,00,000
Oper A/C IIML Class93 Sch.	1,90,457	0	36,495	2,26,952	3,70,000
Oper A/C I Dayal Chair	24,18,808	2,05,484	21,06,981	43,20,305	120,00,000
Oper A/c ONGC Chair	12,24,090	0	4,93,177	17,17,267	50,00,000
Oper A/C I Dayal Scho	5,63,706	82,500	5,26,745	10,07,951	30,00,000
Oper A/c Sareen Medal	1,02,970	0	17,559	1,20,529	1,00,000
<b>Fund O/B</b>	<b>3,01,90,000</b>			<b>3,01,90,000</b>	<b>3,01,90,000</b>
<b>Closing Balance</b>	<b>4,41,64,298</b>	<b>5,12,771</b>	<b>39,85,977</b>	<b>4,76,37,504</b>	



# Annexure - 'B'

Advance receipts & advance payments as on 31/03/2021

1. Lucknow Campus		2. Lucknow Campus		2. Noida Campus	
Income		Expenses		Expenses	
C278	11,49,978	C278	1,11,623	FR158	4,79,163
C292A	82,45,688	C292A	12,07,074	R223	795
C294	4,51,000	C294	1,31,902	R226	1,85,782
C300	3,90,000	C300		R227	1,86,936
C305	5,98,900	C305	4,47,830	R228	1,860
C307	4,92,500	C307	1,41,892	R230	2,420
C309	5,30,000	C309	5,10,936	R231	1,28,988
C310	4,00,000	C310	5,99,598	R232	4,634
C311	42,62,500	C311	1,15,934	R235	1,492
CT203	5,00,000	CT203		R237	1,43,143
CT206	2,25,000	CT206		R243	620
CT208	2,39,613	CT208		R258	2,62,934
<b>TOTAL:</b>	<b>1,74,85,179</b>		<b>32,66,789</b>	R262	5,999
		FR146	6,48,214	R265	2,617
FR146	6,00,000	FR154	1,00,000	C292A	2,57,668
FR154	1,00,000	FR158		C301	3,936
FR158	5,72,034	FR159	2,00,635	C309	7,038
FR159	5,53,294	FR160	56,899	CT207	9,314
FR160	2,40,000	FR161	30,000	<b>TOTAL</b>	<b>16,85,339</b>
FR161		FR162			
FR162	2,49,690	R222	4,20,568		
<b>TOTAL</b>	<b>23,15,018</b>	R225	50,000		
<b>1. Noida Campus</b>		R226	57,012		
<b>Income</b>		R228	1,36,622		
C306	1,07,500	R230	6,756		
CT207	2,86,269	R237	92,750		
C271	1,10,000	R239	2,16,142		
C257	11,00,000	R243	96,469		
AU SMALL	35,000	R247	12,301		
DLF LIMITED	43,478	R248	95,667		
WIPRO	65,840	R251	22,000		
FR161	3,00,000	R258	41,547		
C292A	0	R259	5,00,320		
C309	0	R261	7,123		
<b>TOTAL</b>	<b>20,48,087</b>	R264	37,714		
FR158		R265	1,80,832		
R243		R266	55,484		
R258		R267	57,419		
R265		<b>TOTAL</b>	<b>31,22,474</b>		
<b>TOTAL</b>					

# Appendix - 1

## INDIAN INSTITUTE OF MANAGEMENT EMPLOYEE PROVIDENT FUND TRUST, LUCKNOW BALANCE SHEET AS AT 31ST MARCH, 2021

### BALANCE SHEET AS ON 31.03.2021

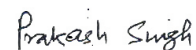
Particulars		2020-21	2019-20
<b>1. Sources of Funds</b>			
<b>1.1 General Provident Fund</b>			
Opening Balance	26,50,34,359		23,90,77,783
Add: Subscription	3,03,96,747		2,91,78,496
Interest Credited	1,78,32,100		1,83,12,801
Transferred from previous employer	0		0
	<b>31,32,63,206</b>		<b>28,65,69,080</b>
Less: Final Withdrawals/Transfer	2,87,10,654		2,15,34,721
		28,45,52,552	26,50,34,359
<b>1.2 Contributory Provident Fund</b>			
Opening Balance	2,88,51,995		2,61,36,780
Add: Subscription	15,07,908		13,28,058
Employer's Contribution	11,46,184		11,43,827
Interest Credited	21,09,103		20,09,838
Transfer from previous employer	0		0
	3,36,15,190		3,06,18,503
Less: Final Withdrawals	18,46,000		17,66,508
		3,17,69,190	2,88,51,995
<b>1.3 Contributory Pension Scheme Fund</b>			
Opening Balance	25,77,95,249		20,60,93,343
Add: Subscription	1,77,54,388		1,67,54,373
Employer's Contribution	1,91,01,339		1,96,90,535
Interest Credited	1,95,49,308		1,73,76,879
Transfer from previous employers	0		0
	31,42,00,284		25,99,15,130
Less: Final Withdrawals	(29,63,44,080)		(21,19,881)
		1,78,56,204	25,77,95,249
<b>1.4 Income &amp; Expenditure A/c</b>			
Opening Balance	1,82,80,831		2,25,43,232
Add: Transfer from I & E A/c	-64,53,042		-42,62,401
	1,18,27,789		1,82,80,831
Less: Transferred for Bonus/Settlement	0		0
		1,18,27,789	1,82,80,831
<b>1.5 Payable to IIML</b>			
		13,26,00,000	0
		<b>47,86,05,735</b>	<b>56,99,62,434</b>
<b>2- Application of Funds</b>			
<b>2.1 Investments</b>			
(a) Govt. & SBI Spl. Deposit	82,91,745		62,91,745
(b) Deposit with Banks & Others	36,00,00,000		48,11,00,000



Particulars		2020-21	2019-20
<b>2.2 Current Assets, Loans &amp; Advances</b>		36,82,91,745	48,73,91,745
<b>(a) Advances to members</b>			
Opening Balance	20,69,616		18,83,479
Add: Paid during the year	18,40,000		10,26,000
Less: Refunded during the year	(8,24,289)		(8,39,863)
		30,85,327	20,69,616
<b>(b) Special Advances to members</b>			
Opening Balance	23,87,096		47,03,588
Add : Paid during the year	0		49,67,000
Less: Refunded during the year	(13,65,705)		(72,83,492)
		10,21,391	23,87,096
<b>(c) Interest accrued but not received</b>		3,08,02,849	4,10,48,931
<b>(d) TDS Receivable</b>		17,63,320	13,64,957
<b>(e) Bank Balance</b>			
Yes Bank SB A/c		40,48,858	6,16,151
IDFC First Bank		5,90,96,171	23,95,340
Axis Bank SB A/c		1,04,96,074	3,26,88,598
		<b>47,86,05,735</b>	<b>56,99,62,434</b>



(Pradip Dhar)  
Secretary



(Prof. Prakash Singh)  
Chairman

Place : Lucknow  
Date: 28.05.2021

# INDIAN INSTITUTE OF MANAGEMENT EMPLOYEE PROVIDENT FUND TRUST, LUCKNOW INCOME AND EXPENDITURE ACCOUNT FOR THE YEAR ENDING 31ST MARCH, 2021

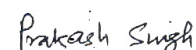
## INCOME & EXPENDITURE ACCOUNT AS ON 31.03.2021

(Rs.)

Particulars		2020-21	2019-20
<b>1</b>	<b>Income</b>		
	1.1 Interest From:		
	Saving Bank Accounts	70,61,600	27,19,932
	Govt. Securities, Deposits & Bonds etc.	2,78,77,452	3,13,40,512
	Special Advances to members	0	0
	<b>Total (1)</b>	<b>3,49,39,052</b>	<b>3,40,60,444</b>
<b>2</b>	<b>Expenditure</b>		
	2.1 Interest Paid		
	Paid/Credited to GPF members A/c	1,83,04,540	1,89,50,745
	Paid/Credited to CPF members A/c	21,09,103	20,09,838
	Paid/Credited to CPS members A/c	2,09,76,917	1,73,61,554
	Bank Charges/Misc.	1,534	708
	<b>Total (2)</b>	<b>4,13,92,094</b>	<b>3,83,22,845</b>
<b>3</b>	<b>Excess of Income over Expenditure</b>		
	Transferred to Balance Sheet (3)	-64,53,042	-42,62,401
	<b>Total (2+3)</b>	<b>3,49,39,052</b>	<b>3,40,60,444</b>



(Pradip Dhar)  
Secretary



(Prof. Prakash Singh)  
Chairman

Place : Lucknow  
Date: 28.05.2021



# INDIAN INSTITUTE OF MANAGEMENT EMPLOYEE PROVIDENT FUND TRUST, LUCKNOW RECEIPT & PAYMENT ACCOUNT FOR THE YEAR ENDING 31ST MARCH, 2021

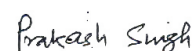
## RECEIPT & PAYMENT ACCOUNT AS ON 31.03.2021

(Rs.)

Particulars		2020-2021	2019-20
<b>1</b>	<b>Receipts</b>		
	<b>1.1 Opening Balance</b>		
	Yes Bank SB A/c	6,16,151	10,89,123
	IDFC First Bank SB A/c	23,95,340	0
	Axis Bank, SB A/c	3,26,88,599	90,33,761
		3,57,00,089	1,01,22,884
	<b>1.2 Maturity of Investments</b>		
	FDRs, Bonds & Others	15,91,00,000	25,14,00,000
	<b>1.3 Interest Received</b>		
	Saving Bank Account	70,61,600	27,19,932
	FDRs, SDS & Other Deposits	3,81,26,034	3,83,03,982
	Special Loans	0	0
		4,51,87,634	4,10,23,914
	<b>1.4 Members Accounts</b>		
	Members Account GPF	3,03,96,747	2,91,84,560
	Members Account CPF	26,54,092	24,71,885
	Members Account CPS	3,68,55,727	3,64,44,908
	Recovery of Advances	8,24,289	8,39,863
	Recovery of Special Advances	13,65,705	72,83,492
		7,20,96,560	7,62,24,708
	<b>1.5 Received from IIML</b>		
		13,26,00,000	0
	Total (1)	<b>44,46,84,283</b>	<b>37,87,71,506</b>
<b>2</b>	<b>Payments</b>		
	<b>2.1 Investments</b>		
	FDRs, Bonds & Others	4,00,00,000	31,00,00,000
	<b>2.2 Payment to Members</b>		
	Advances	18,40,000	10,26,000
	Finals Withdrawals GPF	2,87,10,654	2,15,34,721
	Final Withdrawals CPF	18,46,000	17,66,508
	Final Withdrawals CPS	31,00,562	21,19,881
	Special Advances	0	49,67,000
	CPS Balance transfer to NPS Trust	29,32,28,193	0
	Interest paid/Bank charges etc.	23,17,771	16,57,307
		33,10,43,180	<b>3,30,71,417</b>
	<b>2.3 Closing Balances</b>		
	Yes Bank SB A/c	40,48,858	6,16,151
	Axis Bank SB A/c	1,04,96,074	3,26,88,599
	IDFC FIRST Bank SB A/c	5,90,96,171	23,95,340
		<b>7,36,41,103</b>	<b>3,57,00,089</b>
	<b>2.4 Current Liabilities of IIM Lucknow</b>		
		0	0
	Total (2)	<b>44,46,84,283</b>	<b>37,87,71,506</b>



(Pradip Dhar)  
Secretary



(Prof. Prakash Singh)  
Chairman

Place: Lucknow  
Date: 28.05.2021



INDIAN INSTITUTE OF MANAGEMENT  
Prabandh Nagar, IIM Road, Lucknow - 226013  
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