



Annual Report

2014-2015



भारतीय प्रबंध संस्थान लखनऊ
Indian Institute of Management Lucknow



The Institute

The Indian Institute of Management Lucknow is one of the thirteen 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.

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.



भारतीय प्रबंध संस्थान लखनऊ
Indian Institute of Management, Lucknow

Prabandh Nagar, IIM Road, Lucknow-226013
Telephones : 91-522-2734101-120 (20 lines)
Fax : 91-522-2734025
www.iiml.ac.in





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Board of Governors

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Indian Institute of Management, Lucknow

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Govt. of India, Ministry of HRD,
Department of Secondary & Higher Education

Shri Yogendra Tripathi

Joint Secretary & Financial Adviser,
Govt. of India, Ministry of HRD,
Department of Secondary & Higher Education

Shri Sanjiv Kumar Mittal, IAS

Principal Secretary,
Government of Uttar Pradesh,
Dept. of Technical Education, U.P.

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Director,
Indian Institute of Technology Kanpur

Prof. N. R. Farooqi

Vice Chancellor,
University of Allahabad,

Shri Pramod Bhasin

Vice Chairman,
Genpact

Prof. Abad Ahmad

A1/302 Milan Vihar, Housing Society
72, I.P. Extension,
Patparganj
Delhi -110092

Shri Partho P. Kar

A-94 Sector 30
Noida – 201301

Ms. Sangeeta Prasad

Chief Executive Officer,
Integrated Cities & Industrial Clusters,
Mahindra Lifespace Developers Ltd

Shri Arun Seth

Chairman, India Regional Unit
Alcatel-Lucent India Limited

Shri Chandra Bhan Prasad**Prof. Rajiv K. Srivastava**

Director In-Charge,
Indian Institute of Management, Lucknow

Prof. Sushil Kumar

Dean (AA),
Indian Institute of Management, Lucknow

Prof. Pankaj Kumar

Dean (P&D),
Indian Institute of Management, Lucknow

Shri Vishwa Ranjan

Secretary-BoG,
Indian Institute of Management
Lucknow

(List of Board Governors is as on 31st March 2015)



2014-15 Highlights

Greater acceptance in A and B category journals (as specified by the institutional norms); in 2014-15 IIML faculty published in 2 A+ category journals, 8 A category journals, 30 B category and 22 C international and C national category journals.

This is again reinforcing the commitment of institute towards qualitative research.

A research team from IIM Lucknow along with healthcare experts and researchers from Aalborg University, Denmark will study (supply chain) coordination challenges in Indian and Danish healthcare systems in a project titled "Innovative Healthcare Collaboration" funded by the Danish Agency for Science, Technology and Innovation for a project.

A research team from IIM Lucknow has started work on a three-year funded project titled "Engineering Driven Sustainable Supply Networks", in a unique multi-country multi-institute collaboration with the Institute for Manufacturing of Cambridge University and IIT Ropar. The project is funded by the Engineering and Physical Sciences Research Council (EPSRC) UK and Department of Science & Technology India and will have policy implications for both India and UK. The team had earlier completed a collaborative research project as part of the UK-India Education and Research Initiative (with the Cambridge University partners funded by the British Council. The project has resulted in research publications based on understanding UK and Indian food industries specifically the supply chain risk assessment in food processing and food retail industries)

Increase in the number of MDP Participants in the year 2014-15 with the number of total participants being 2952 in 118 programmes. These participants attended 44 open and 74 sponsored programmes respectively.

International accreditations reinforce the institute's commitment to quality and continuous improvement through national and international peer review and provides a reassurance to stakeholders of the institute's overall quality.

The institute in 2011 had received the AMBA accreditation for a period of six years (2011-2016), the maximum period as allowed under the current review cycle of the AMBA.

The process to acquire the coveted AACSB accreditation is currently ongoing.



Section 1

Our Academic Programmes

- **Post Graduate Programme in Management**
- **Post Graduate Programme in Agri Business Management**
- **Post Graduate Programme in Management for Working Executives**
- **International Programme in Management for Executives**
- **Fellow Programme in Management**
- **Executive Fellow Programme in Management**



Post Graduate Programme in Management

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

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

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

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

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

Batch Profile - Batch of 2014-2016

The key focus this year for the admissions in the Post Graduate Programme was to ensure diversity without compromising on merit. The year witnessed a record increase of female students - a total of **187** female students have been inducted this year in the PGPM (i.e. **46%** of the total batch size).

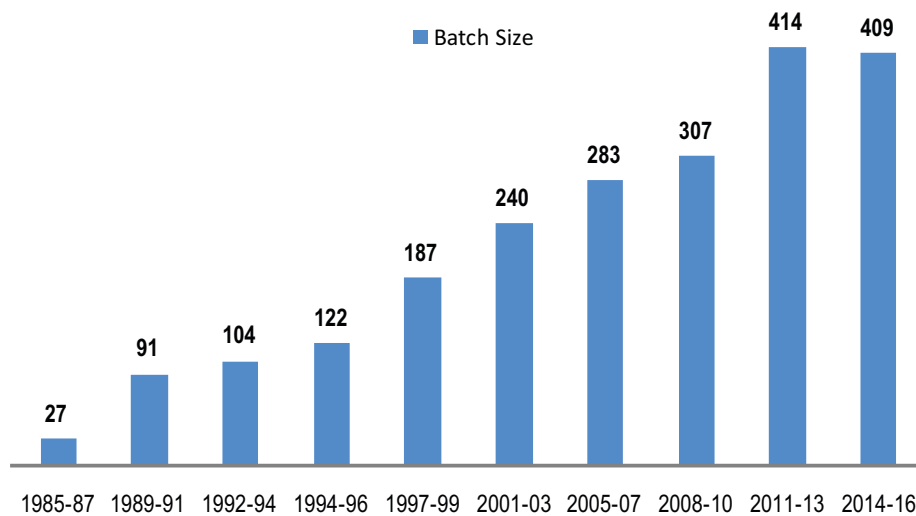
The majority of students have an engineering background (74.8%). About 146 students have 0-6 months of work experience.

Programme	Male	Female	Total
Post Graduate Programme in Management	222	187	409

Programme	Engineering	Non Engineering	Total
Post Graduate Programme in Management	306	103	409



Student Intake across the years (Some Landmark Years)





Post Graduate Programme in Agri Business Management

The two-year Post Graduate Programme in Agribusiness Management is a full -time residential course 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.

Innovative Features of the Programme

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

Field Visits of PGP ABM Students

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

To gain first-hand experience of primary food and agricultural markets, the first year PGP ABM students visited the Cattle market at Juberganj (District Faizabad) on 9 August, 2014 and Naveen Galla Mandi on 24 August, 2014

To familiarise students with the rural business environment, field visits for second year students of PGP-ABM were conducted during September 09 - 14, 2014. These visits were organised at different locations i.e. Allahabad, Sitapur, Raibareilly, Gorakhpur, Saharanpur, Amroha, Hardoi, Unnao and Barabanki.

Batch Profile - Batch of 2014-2016

PGP ABM scored high on gender diversity this year - a total of **23** female students have been inducted this year in the PGP ABM i.e. **52.27%** of the total batch size.

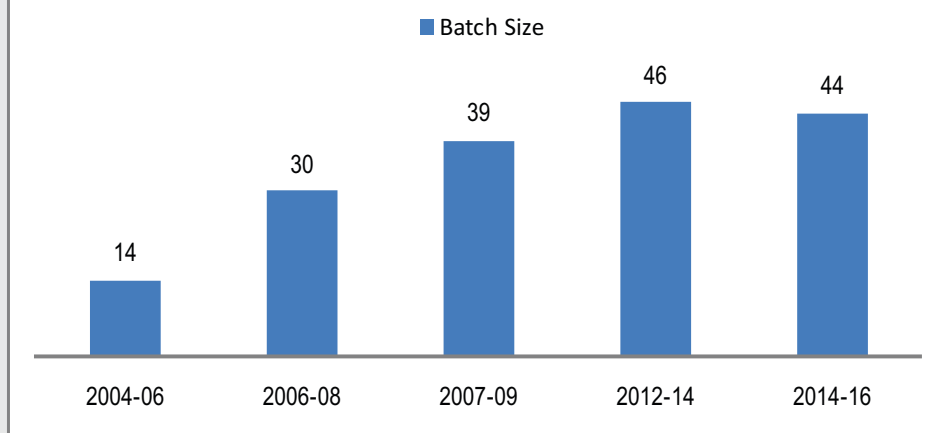
The majority of students have engineering background - 65.90% in PGPM. There were 32 students who were having 0-6 months of work experience.



Programme	Male	Female	Total
Post Graduate Programme in Agri Business Management	21	23	44

Programme	Engineering	Non Engineering	Total
Post Graduate Programme in Management Agri Business Management	29	15	44

Student Intake across the years (Some Landmark Years)



Post Graduate Programme in Management for Working Executives

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

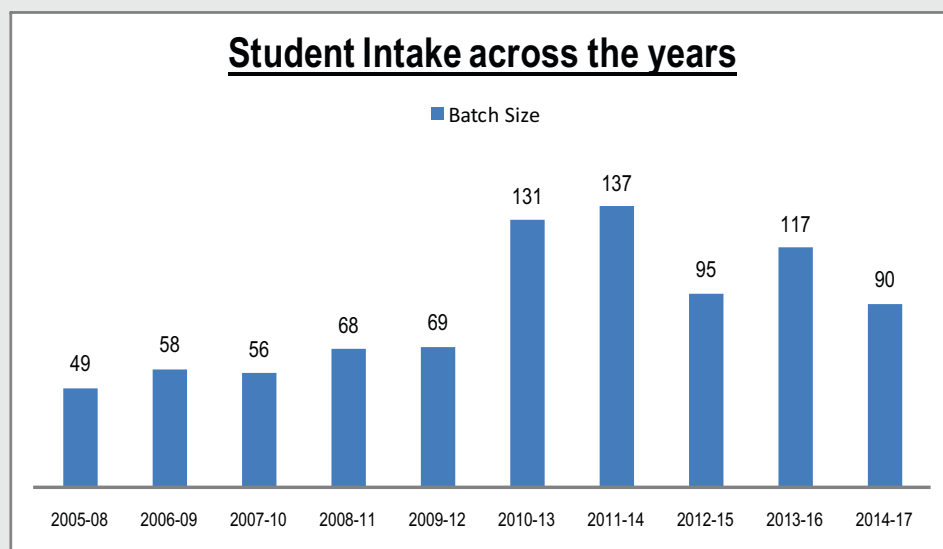
Batch Profile - Batch of 2014-2017

Male	Female	Total
84	06	90

Engineering Bgrd	Commerce Bgrd	Science Bgrd	Total
67	08	15	90

Minimum Work Experience: 3 years
Average Work Experience: 8.2 years

Maximum Work Experience: 23 years
Average Age: 31 years



International Programme in Management for Executives

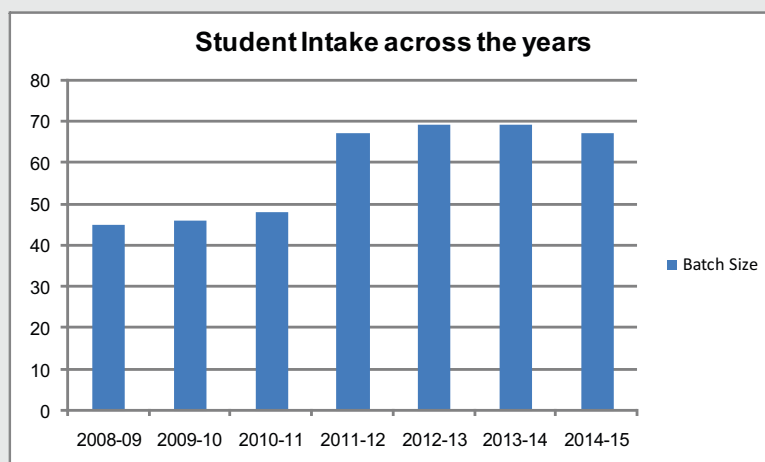
The International Programme in Management for Executives is designed for mid/senior level professionals, to prepare them for leadership roles. The programme is designed to develop business education that is grounded in the Indian and international business environment. It will accelerate understanding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

Batch Profile - Batch of 2014-2015

Engineering Bgrd	Commerce Bgrd	Science Bgrd	Arts Bgrd	Other Area Bgrd	Total
60	01	04	01	01	67

Minimum Work Experience: 6 years
Average Work Experience: 8.65 years

Maximum Work Experience: 19 years
Average Age: 32 years





Fellow Programme in Management

Launched in 2000-01, the Fellow Program 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 program structure provides enriching environment for personal and professional growth.

The FPM program consists of two components: The coursework exposes scholars to a variety of core and elective, Fellow level area-specific courses 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

16 students were admitted in the programme in 2014-15.





Executive Fellow Programme in Management

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

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

The second batch of Executive Fellow Programme in Management was inducted in the academic year 2014-2015 with a batch size of **13**.





Financial Assistance, Industry Scholarships & 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. This scholarship is available to a maximum of 15% of the student intake in a batch (PGPM & PGP-ABM), and covers the tuition fee component of the total fees due (based on the parental income criteria for 1st year students) during the year. Under this scheme, in the year 2014-2015, **19** scholarships were awarded to the 1st year students and **44** scholarships were awarded to the 2nd year students. In addition, scholarships were also awarded to SC/ST students.

Industry Scholarships and Awards

During the academic session 2014-2015 15 scholarships were sponsored by Industry, which were awarded based on academic performance and other criteria. These were instituted by the Aditya Birla Group, Apeejay Trust, Central Bank of India, Sir Ratan Tata Trust and OPJEMS.

The following students were chosen for the above awards:

Name of the Student	Award	Name of the Student	Award
Fern Sharma	Aditya Birla	Saumil Chogle	Central Bank of india
Naveen Bansal	Ratan Tata	Ritej Bachhawat	Central Bank of india
Inderjot Kaur Brar	Ratan Tata	Mohammed Mudassar	Central Bank of india
Prashant Nagpal	Ratan Tata	Megha Verdia	Central Bank of india
Saurabh Goyal	Ratan Tata	Simranjit Kaur	Central Bank of india
Chinmaya Pankaj Golecha	Ratan Tata	Chinmaya Pankaj Golecha	OPJEMS
Bharathkumar L	Apeejay		
Kashvi Trivedi	Apeejay		
Aksharee Goyel	Class of 1993		



Placements

PGPM & PGPABM

After successfully placing the largest batch of 489 students (batch of 2016) during summer placements 2014, IIM Lucknow achieved 100% placements for its graduating batch of 2015. The placements concluded on a high note with 463 offers being made by 144 recruiters (including 43 new recruiters) for a batch of 453 students.

43 companies hired for the first time from IIM Lucknow with over 60% coming from the Sales & Marketing, Finance and e-commerce sectors. Some of the other sectors that were represented by these firms were consulting, systems/IT, general management, media and automotive. The roles were primarily in sales and marketing, finance and e-commerce.

Statistics of Placement 2014-2015

Number of Students	453
Number of Offers made	463
Number of Pre Placement Offers	93
Number of Higher Entry Placement Offers	163

Sector Wise Profile

Sector	Percentage of offers (%)
Consulting	21
Banking & Finance	18
Sales, Marketing & Market Research	24
General Management/Operations	12
IT/ITES	19
Others	6

Top Recruiters

Deloitte Consulting	Samsung
Amazon	Goldman Sachs
Star TV	Snapdeal
Accenture	KPMG



IPMX

The rolling recruitment process for IPMX Batch commenced in November 2014 at the Noida Campus. This year, 66 students signed in for placements assistance from the institute and one student opted out from the process.

More than 70 companies participated in the placement process through the on campus and off campus mode.

Students were offered strategic roles in middle and senior level management at various functions such as Consulting, Strategy, HR, Sales & Business Development, Data analytics, Programme Management, Operations, Project and Product Management. Jobs were offered for different geographies in India and abroad

Top Recruiters

Deloitte Consulting	Magic Software
Virtusa India Pvt. Ltd.	eClerx Services Ltd
Google India	Hero MotoCorp
GE India	IDEA Cellular Ltd.
EXL Services	Societe Generale
Mu Sigma	Oracle Financials Services Software Ltd.
L&T Ltd	Dell
Escorts Ltd	HSBC Tech
Yodlee Infotech	Punj Lloyd
ITC Infotech	



Convocation

The 29th Annual Convocation of Indian Institute of Management, Lucknow witnessed **616** students being awarded their diplomas by **Prof. Rajiv K. Srivastava**, Director IIM Lucknow and **Smt. Usha Ananthasubramanian**, Chairman & Managing Director of Bharatiya Mahila Bank Ltd., who was the Chief Guest on the occasion and delivered the Convocation Address. The Bharatiya Mahila Bank Ltd is a first of its kind in Indian Banking Industry.

413 students from the 29th batch of Post Graduate Programme in Management, **43** students from the 10th batch of Post Graduate Programme in Agri-business Management, **8** students from the Doctoral programme along with **85** students from Post Graduate Programme in Management for Working Executives (WMP) and **67** students from International Programme in Management for Executives (IPMX) batches, from the Noida campus received the diplomas.

Medal Winners

Award	Student	Programme
Chairman's Gold Medal	Mr. Naveen Bansal	PGP (PGPM & PGP ABM)
Director's Medal	Ms. Inderjot Kaur Brar	PGP (PGPM & PGP ABM)
PGP Chairman's Medal	Mr. Prashant Nagpal	PGP (PGPM & PGP ABM)
Reshma Sareen Memorial Medal for Best Girl Student	Ms. Inderjot Kaur Brar	PGP (PGPM & PGP ABM)
Budhiraja Medal for Best All Rounder	Mr. Chinmaya Pankaj Golecha	PGP (PGPM & PGP ABM)
Hari Shankar Singhanian Medal for Best All Rounder	Ms. Aksharee Goyel	PGP (PGPM & PGP ABM)
Chairman's Gold Medal	Mr. Gunjan Rautela	WMP
Director's Medal	Mr. Ketan Balani	WMP
Chairman's Gold Medal	Mr. Gaurav Srivastava	IPMX
Director's Medal	Mr. Saunak Saha	IPMX





Section 2

Centres of Excellence

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



Centre for Food & Agribusiness Management (CFAM)

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

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

Completed and Ongoing Consultancy and Research Projects for the year 2014-2015

Project Name	Sponsor Agency	Faculty Involved
Evaluation of Livestock Insurance Scheme of Government of India	Department of Animal Husbandry, Dairying & Fisheries, Ministry of Agriculture, Govt	Prof. Sourindra Bhattacharjee Prof. Jabir Ali Prof. Sabyasachi Sinha
Training Need Assessment for Elected Representatives of Panchayati Raj Institutions in Uttarakhand	Panchayati Raj Department, Dehradun (Uttarakhand)	Prof. Sanjeev Kapoor Prof. Pushpendra Priyadarshi
Value Chain Analysis of selected Agricultural Produce in Uttar Pradesh	Uttar Pradesh Council for Agriculture Research (UPCAR), Lucknow	Prof. Sanjeev Kapoor





Centre for Marketing in Emerging Economies (CME)

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

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

Around 15 quality papers out of 200 research papers presented in the 2014 annual conference of emerging market conference board (hosted by the CME) have been accepted for publication in well acclaimed marketing journals which includes Journal of Consumer Marketing , International Journal of Market Research and Marketing Intelligence and Planning. The Centre acted as an active mentor to the authors of the above research papers for getting the same published.

In 2014-15, the CME organised two workshops to advance the understanding of usage and application of marketing research in emerging markets and facilitate collaboration among leading emerging markets research professionals, academicians and industry practitioners.

Workshop on “Leveraging Power of Qualitative Research for Marketing Excellence”

The workshop was intended to familiarise senior marketing professionals/ consumer insight heads and marketing research practitioners/academicians on contemporary advances in qualitative marketing research methodology, its usages and applications for achieving marketing excellence. This workshop was delivered by twelve speakers across seven sessions. Overall, the two days of interaction presented the group of qualitative marketing researchers with a platform to come together and listen to some of the leading thinkers and practitioners in the field of qualitative marketing research. Leading research practitioners including Prof. Jerry Olson, Managing Partner, OZA , Mr.Holger Metzger, Managing Director, TMRC, Ms.PriyaTandan, Sr. Consultant,IMRB, Ms. Anjali Puri, Vice President,TNS, Ms. Dina Mehta, Co-Founder - Convo (Mumbai) India and Ms. Sabrina Schoeder, Vice President, Happy Thinking People, conducted the workshop.

Workshop on “Leveraging power of Semiotics for achieving marketing excellence”

This programme in association with Semiofest offered an introduction to applied marketing semiotics. The Workshop was conducted by: Lucia Laurent Neva Director, Visual Signo - Design & Cultural Intelligence / Co-Founder Semiofest, Chris Arning - Founder-Director, Creative Semiotics Ltd. and Ms. Hamsini Shivkumar, Director, Leapfrog Strategy Consulting.



Section 3

International Linkages



International Academic Collaboration

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

This year saw the addition of two new international partner institutions - University of Akron & KEDGE Business School, France.

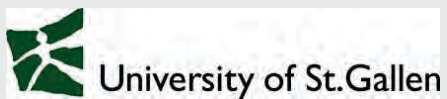
To create world class professionals, international exposure is necessary. The culture and economic differences between the developed and developing world are too vast to be simply taught in a classroom – it is only by immersing oneself in foreign lands that one learns to appreciate them.

Hence 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

65 students visited our partner institutions and 24 students from our foreign partner institutions visited us this year.

Our Partner Institutions





International Delegation Visits



Delegation from the U.S. Embassy



Delegation from the New Zealand Embassy



Section 4

Research & Consultancy

- **Consultancy**
- **Publications**



Consultancy

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

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

Ongoing Consultancy Projects

S.No	Project Title & Organisations
1	Evaluation of income of farmers during base year assessed by different departments to double the income of farmers. State Agricultural Produce Marketing Board, Kisan Mandi Bhawan, Lucknow
2	Evaluation study of Border Area Development Programme (BADP) Planning Commission, Govt. of India, New Delhi
3	Strengthening evaluation capacity in government Planning Commission, Govt. of India, New Delhi
4	Evaluation of contractual manpower available under various staff categories and to rationalise the current compensation design. UPSRTC, Lucknow
5	Shelter for urban poor through community approach HUDCO, New Delhi
6	All India report on Sakshar Bharat National Literacy Mission, Govt. of India, New Delhi
7	Review of processes of Sakshar Bharat programme National Literacy Mission, Govt. of India, New Delhi
8	Study and improvement of procurement process of TTD Tirumala Tirupati Devasthanams, Tirupati



S.No	Project Title & Organisations
9	Conducting online recruitment exam for asst. regional manager at UPSRTC UPSRTC, Lucknow
10	Review of reports based on NSHIE for NCAER National Council of Applied Economic Research, New Delhi
11	Evaluation of support to voluntary agencies for adult education & skill development National Literacy Mission, Ministry of Human Resource Development, New Delhi
12	Implementation of knowledge management at DESIDOC DESIDOC, Delhi
13	Nagaland afforestation eco-development project The Louis Berger Group
14	Training needs analysis and training on communication DESIDOC, New Delhi
15	Providing assistance to UPPCL in evaluation of technical proposals submitted by consultants UP Power Corporation Ltd. Lucknow
16	Study on operational research on optimum utilisation of pilots and technical personnel of Pawan Hans Ltd. / Pawan Hans Ltd., New Delhi
17	Bajaj Finance case study development for publication and competition Bajaj Finance Ltd., Pune
18	Sales and marketing strategy Groz Tools Limited, Gurgaon
19	Procurement observatory (at IIML) in the state of Uttar Pradesh The World Bank Group, New Delhi
20	Training need assessment for elected representatives of panchayati raj institutions in Uttarakhand Panchayati Raj Department, Uttarakhand



S.No	Project Title & Organisations
21	Module development and developing training plan for elected representatives of panchayati raj institutions in Uttarakhand. Panchayati Raj Department Uttarakhand
22	Enhancing credibility and visibility of DESIDOC-CRDO by optimizing use of its information resources, facilities & services through innovative communication, marketing image building and perception management initiatives. DESIDOC-CRDO
23	Restructuring and strengthening of UP New and Renewable Energy Development Agency (UPNEDA). UP New and Renewable Energy Development Agency (UPNEDA)
24	Professional experts recruitment consultants project UPHSSP, Lucknow
25	Evaluation study on impact of computer training on social & economic development of trainees under SCA to SCSP. UP SCs Finance & Development Corporation Ltd.

Completed Consultancy Projects

S.No	Project Title & Organisations
1	Capacity building under R-ARDP "Financial management of distribution business". Power Finance Corporation Ltd. New Delhi
2	Designing training curriculum and training aids in specific subject areas IRITM, Lucknow
3	Assessing rural drinking water supply services for the rural water supply and sanitation programme in Uttar Pradesh. State Water and Sanitation Mission Lucknow
4	Mid-term evaluation of Saakshar Bharat programme in the state of UP, Uttarakhand, Bihar and Rajasthan. NLM, MHRD, Govt. of India, New Delhi
5	Conducting interviews for selection of various professional experts for directorate of medical & health. UPHSDP



S.No	Project Title & Organisations
6	Analysing channel satisfaction and relationship drivers NCPL, New Delhi
7	Setting up a procurement observatory (at IIML) in the state of U.P. The World Bank Group, New Delhi
8	Transaction cost-perspective of SHG and MFI clients NABARD, Mumbai
9	OD consultant on retainership basis, GAVS Technologies Pvt. Ltd., Chennai
10	Study of the daily monitoring system of mid day meal scheme in U.P Mid Day Meal Scheme, Lucknow
11	Monitoring and evaluation services for various sites under CSIR Security Printing and Minting Corpn. Of India Ltd., New Delhi
12	Understanding buyer preference while buying smartphone Enixta Innovations Private Limited Hyderabad
13	Review of existing procedure of procurement of dry, FOL and fresh rations ASC Centre and College, Bangalore
14	Evaluation of livestock insurance scheme of GOI Deptt.of Animal husbandry Livestock and Fisheries New Delhi



Publications

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

The year 2014-15 saw 82 refereed journal publications, 2 books, 9 book chapters and 46 conference and seminar presentations, listed below:

Books

1. Raymond V. Lesikar, Marie E. Flatley, Kathryn Rentz, Paula Lentz & **Neerja Pande**, 'Business Communication: Connecting in a Digital World' (13th edition)', McGraw Hill Education, 2015 (Special Indian Edition), ISBN-13:978-93-513-4296-0 ISBN-10:93-513-4296-4, ISBN: 13:978- 93-392-0498-3 ISBN-10:93-392-0498-0
2. **Payal Mehra**, Communication beyond Boundaries, Business Expert Press, NY. 2014

Book Chapters

1. NR Bhanumurthy & **Chandan Sharma**: Does Weak Rupee Matter for India's Exports?, in Economic Growth, Trade and Poverty: A Comparative Analysis of India and China, edited by Elumalai Kannan, R.S. Deshpande, GuoXiaoming and YueZhaomin, 2014, Konark Publishers
2. **Chandan Sharma** & S. Singh "Demand for International Reserve and Monetary Disequilibrium: Evidence from Emerging Asia" in 'Handbook of Asian Finance' edited by Greg N. Gregoriou, published by Elsevier (Chap: 8, 2014, pp. 149167)
3. A. Mitra & **Chandan Sharma** "Labour Market Reforms and Employment" in "Revising Growth" edited by Pradip Agrawal, published in 2015 by Cambridge Uni. Press. (Chap: 12, 2015, pp.303-334)
4. **M.K.Awasthi**, 'Information Asymmetry in Supply Chain of Darjeeling and Assam Tea in India' published in New Generation Marketing: Moving Beyond edited by Deepak Bhagat, published in 2015 by Biotech Book Publisher. (Chap: 3, pp.175-184)
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Conferences & Seminars Presentations

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2. **Ashutosh Kumar Sinha** & Faizal M. Ahsan, 'Changing Trends of Strategic Management Research in India and its Comparison with Global Strategy Research', Strategic Management Forum XVII Annual Convention, Indian Institute of Management Calcutta, June 12-14, 2014
3. **Bhaba Krishna Mohanty**, 'Multiple Attribute Decision Making in e-Business - A Fuzzy Approach', 1st Workshop on Applied Optimization Models and Computation, Delhi, 2015
4. **Chandan Sharma**, 'Empirical Determinants of Bribery: A Micro Level Evidence from India' Economy of Tomorrow Sponsored by FES organized by Institute of Economic Growth, Delhi University Enclave, Delhi, December-15-16, 2014.
5. **Chandan Sharma**, 'Tax Evasion, Bribe payment and Policy Hurdles: Evidence from Indian Manufacturing Enterprises', 2nd Pan IIM World Management Conference, IIM-K, November 05-08, 2014.
6. **D.Tripati Rao**, 'China's Ascent in World Trade: Exploring the Deindustrialisation of the West Hypothesis', PAN IIM Global Management Conference WMC 2014, IIM K, November 5-8, 2014
7. **D.Tripati Rao** & Ravi Pathak, 'China's Growing and Changing Trade Structure and the World Economy', WEI International Asian Academic Conference, Bali, Indonesia, May 18-21, 2014
8. **Jabir Ali** & **Sushil Kumar**, 'Factors affecting the frequency of selling of farm produce: evidence from Uttar Pradesh', IFAMA 2014 World Forum & Symposium, Cape Town, South Africa, June 15-19, 2014
9. **Jabir Ali** & **Sushil Kumar**, 'Understanding Consumers' Preferences on Product Attributes for Fruits and Vegetables in an Emerging Economy', The 2015 Annual Conference of the Emerging Markets Conference Board, IMT Ghaziabad, January 20-22, 2015
10. Sonia J. Kushwaha, **K.N. Singh** & V. Krishna, 'Integrating effective flexibility measures and resilience to mitigate supply chain risk', POMS-NITIE 2014 Conference, Mumbai, December 18-21, 2014
11. **Kaushik Bhattacharya** & Sunny Kumar Singh, 'Impact of Technology on the Seasonality of Currency in Circulation: Evidence from the USA and India', 2nd PAN IIM World Management Conference, IIM K, November 5-8, 2014



12. **Krishna Chandra Balodi**, 'Configurations and entrepreneurial orientation of young firms: improving theoretical specification using crisp set QCA', 30th European Group for Organizational Studies Colloquium, Rotterdam School of Management, Erasmus University, The Netherlands, July 25, 2014
13. **Kriti Bardhan Gupta**, 'Exploring International Competitiveness of Fresh Food and Processed Food Sectors in BRICS Nations', Fourth IIFT Conference on Empirical Issues in BRICS Nations, New Delhi, December 18-19, 2014
14. **M.Karmakar**, 'Dependence structure between foreign exchange markets in India - A GARCH-EVT Copula approach', 2nd PAN IIM World Management Conference, IIM K, November 5-8, 2014
15. **Moutusi Maity**, 'Mobile Phone Usage at BOP: The Role of Perceived Value', 2015 Annual Conference of the Emerging Markets Conference Board IMT Ghaziabad, January 20-22, 2015
16. **Neeraj Dwivedi** & Aniruddha, 'Differentiating the impact of innovation quality and quantity on firm performance: Moderating role of firm's technological knowledge breadth', 2nd PAN IIM World Management Conference, IIM Kozhikode, November 5-8, 2014
17. Manish Ganvir & **Neeraj Dwivedi**, 'Post-Entry (Level of) Internationalization Among Indian Born Globals: An Empirical Investigation on Impact of Business Group Affiliation', 18th IAMB Conference, Roma TRE University, Rome, Italy, September 17-19, 2014
18. **Nishant Uppal**, 'A study of Culture in Non-profit Organization in India: Organisational Development and Change', 11th Annual World Congress of AGBA, New Delhi, November 21-23, 2014
19. **Omkarprasad S.Vaidya**, **Sushil Kumar** & L Ganapathy, 'A Two-Stage CVRP-TSP Heuristic for Food Distribution', POMS-NITIE 2014 Conference, Mumbai, December 18-21, 2014
20. **Omkarprasad S. Vaidya** & **Sushil Kumar**, 'Choosing the Wholesalers' Locations using Mahalanobis Taguchi System', 2nd International Conference on Robust Quality Engineering, Bangalore, December 15-17, 2014
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24. **Rajesh Aithal** & Satyam, 'Leveraging Entrepreneurship for Business Success: Learnings from Case Studies in Rural India', 3rd National Rural Management Symposium 2014, Bhubneshwar, Orissa, November 20-22, 2014
25. **Roshan Lal Raina**, 'Communication as a Life Skill in Information Intensive Context' Invited paper, Valedictory session of the Bilingual International Conference on 'Information Technology: Yesterday, Today, and Tomorrow', DESIDOC, DRDO (GOI), Delhi, February, 21, 2015



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27. **Roshan Lal Raina**, 'Effective Communication: A Critical Competency for LIPs to Promoting the Use of LICs in Internet Era' Key-note address, National Seminar, Punjabi University, Patiala, February 10, 2015
28. **Roshan Lal Raina**, 'Quality & Globally Recognized Management Education: Challenges & Opportunities', Inaugural address, Launch ceremony of the BIMS' PGDM [Strategic Management and Leadership] & DBM [Management], Bora Group of Educational Institutions [BGEI], in collaboration with the Times of India, NBRI Lucknow, April 20, 2014
29. **Roshan Lal Raina**, 'Wake-up Call for LIS Professionals: Better Late than Never'. Valedictory address, National Conference on "Libraries Towards Digital Paradigm" (NCLTDP 2014), Department of Library and Information Science, CSJMU, Kanpur, U.P. in collaboration with University Placement Cell & Central Library of CSJM University, Kanpur and Society for Library Professionals (SLP), New Delhi, Kanpur, India, April 20, 2014
30. **Roshan Lal Raina**, 'Excellence for LIS Professionals through Effective Reception. In Select Papers of the National Conference on 'Challenges & Opportunities of Libraries & Librarians in Knowledge Economy', organized by Society for Social Welfare & Educational Development, Lucknow, in collaboration with LPA, New Delhi and Sanatan Sewa Samiti, Amethi (UP), on April 12, 2014, chief edited by Roshan Lal Raina, Meerut, Pragati Prakashan, 2014: 150-54
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32. Sandeep Singh & **Samir K Srivastava**, 'The Dynamics of Sugar Industry in Uttar Pradesh: A Systems Approach', 18th Annual International Conference of the Society of Operations Management, Indian Institute of Technology Roorkee, December 12-14, 2014.
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34. **Sanjay Kumar Singh** & Shalini Raghav, 'Relative Efficiency of State Transport Undertakings in India during 2000s: An Analysis', WEI International Asian Academic Conference, Bali, Indonesia, May 18-21, 2014
35. **SatyaBhusan Dash**, Abhishek Mishra & Ghazal Nazret, 'Facebook Advertisement for Data Collection: Investigating Consumption Value of Smartphones', International Conference on Social Media Marketing in Emerging Markets, Bangalore, India, July 25-26, 2014
36. **S.Sahoo** & S.Mall, 'Earnings Management and Initial Public Offerings' Pricing Performance: Evidence from Indian market', India Finance Conference, IIM Bangalore, Bangalore, December 17-19, 2014.



37. **Shailendra Singh**, 'Do Leader Behaviour , Emotional Intelligence and Justice Perceptions predict Organizational Citizenship Behaviour?', Athens Institute for Education and Research, Athens , Greece, May 26-29, 2014
38. **Shailendra Singh**, Best HR practices of Firms for competitiveness. Key Note Speech at Doctoral Conference, National Institute of Food Technology Entrepreneurship and Management(NIFTEMKondali), Sonipat. August 30, 2014
39. M.Haris Minai, Hemang Jauhari & **Shailendra Singh** LMX and work engagement.A study of personal and organizational moderators. XIV Annual Convention of NAOP at IIFM- NITTR Bhopal. December 12-14, 2014
40. **Shailendra Singh**, Presidential Symposium: Capacity Building: Issues and Challenges. XIV Annual Convention of NAOP, at IIFM- NITTR Bhopal. December 12-14, 2014
41. **Shailendra Singh** & Vishal Gupta, Organizational Performance: Review and Propositions. XIV Annual Convention of NAOP, at IIFM- NITTR Bhopal. December 12-14, 2014
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43. Hemang Jauhari, Manish Kumar & **Shailendra Singh**, Employee brand building behaviour: Scale development and validation in B2B context. PAN IIM World Management Conference 2014. IIM Kozhikode, November 5-8, 2014
44. Hemang Jauhari, Manish Kumar & **Shailendra Singh**, Relationship of OCB with individual wellness measures and turnover intention. PAN IIM World Management Conference 2014. IIM Kozhikode, November 5-8, 2014
45. **Sushil Kumar**, Yash Daultani & **Omkarprasad S Vaidya**, 'Managing Risks in a Multi-Tier Supply Chain', POMS-NITIE 2014 Conference, Mumbai, December 18-21, 2014
46. **Vipul** & Prateek Sharma, 'The Unsystematic Risk Ratio: A new measure of portfolio diversification', IABE-2015 Orlando - Winter Conference, Orlando, Florida, USA, March 22-24, 2014



Section 5

Executive Education



Management Development Programmes (MDP)

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

During the year 2014-2015, 118 Management Development Programmes were conducted. Close to 2952 executives benefitted through these programmes.

The programmes conducted during the year are listed below :

S.No	Programme Title	Programme Director/(s)	Duration
1	Leadership Skills for Educational Administrators of Rajya Shiksha Kendra, Bhopal	Prof. Shailendra Singh Prof. Payal Mehra	April 14-18, 2014
2	Building Organizational Culture for Performance	Prof. Pankaj Kumar	April 17-19, 2014
3	Enterprise Knowledge Management for the Executives of Power Grid Corporation of India Ltd.	Prof. Nishant Uppal Prof. Sabyasachi Sinha	April 17-19, 2014
4	One-year Part-time General Management Programme for Executives (GMPE9) with 240 hours of teaching in four on-campus modules of 9 days each	Prof. Neeraj Dwivedi Prof. Kriti Bardhan Gupta	April 19-27, 2014
5	MDP for IPS Officer (Indian Postal Service) Trainees	Prof. Satish S M Prof. Anirban Chakraborty	April 21-25, 2014



S.No	Programme Title	Programme Director/(s)	Duration
6	Management Module for IFS Officers, Phase IV	Prof. Pankaj Kumar Prof. Sushil Kumar	April 28 - May 2, 2014
7	Managerial Effectiveness for Judicial Officers	Prof. D S Sengar Prof. Nishant Uppal	May 5-9, 2014
8	MDP for ITI Principals	Prof. Satish S M Prof. Prakash Singh	May 5-9, 2014
9	GMP for Coal India Ltd.	Prof. Ashutosh Kumar Sinha Prof. Seshadev Sahoo	May 5-16, 2014
10	General Management Programme for Executives through Virtual Classroom 3 (Reliance) - 2nd on-campus module	Prof. Satish S M Prof. Madhumita Chakraborty	May 7-9, 2014
11	Quality and Reliability Management for DRDO Scientists	Prof. K N Singh Prof. Sushil Kumar	May 12-14, 2014
12	Leadership Skills for Educational Administrators of Rajya Shiksha Kendra, Bhopal	Prof. Shailendra Singh Prof. Nishant Uppal	May 12-16, 2014
13	One-year Part-time General Management Programme for Executives (GMPE10) with 240 hours of teaching in four on-campus modules of 9 days each	Prof. Arunabha Mukhopadhyay Prof. Sabyasachi Sinha	May 12-20, 2014
14	Effective Contract Management and Negotiation	Prof. D S Sengar	May 15-17, 2014



S.No	Programme Title	Programme Director/(s)	Duration
15	Managerial Effectiveness for Judicial Officers	Prof. D S Sengar Prof. Nishant Uppal	May 19-23, 2014
16	Capacity Building for ITI Principals	Prof. Pushpendra Priyadarshi Prof. Shamama Afreen	May 19-23, 2014
17	Capacity Building for ITI Principals	Prof. Pushpendra Priyadarshi Prof. Shamama Afreen	May 26-30, 2014
18	Leadership Skills for Educational Administrators of Rajya Shiksha Kendra, Bhopal	Prof. Sushil Kumar Prof. R L Raina	May 26-30, 2014
19	One-year Part-time General Management Programme for Executives (GMPE8) with 240 hours of teaching in four on-campus modules of 9 days each	Prof. Sushil Kumar Prof. Sonia	June 7-15, 2014
20	Capacity Building for ITI Principals	Prof. Shailendra Singh Prof. Arunabha Mukhopadhyay	June 9-13, 2014
21	GMP for Coal India Ltd.	Prof. Himanshu Rai Prof. Prakash Singh	June 9-20, 2014
22	Certificate Programme in Business Analytics (CPBAE II)	Prof. Amit Agrahari Prof. Gaurav Garg	June 11-15, 2014
23	MDP for Novo Nordisk	Prof. Archana Shukla	June 19-20, 2014



S.No	Programme Title	Programme Director/(s)	Duration
24	Capacity Building for ITI Principals	Prof. Shailendra Singh Prof. Arunabha Mukhopadhyay	June 23-27, 2014
25	GMP for ISS Probationers	Prof. Bharat Bhasker Prof. Gaurav Garg	June 30 - July 11, 2014
26	Managerial Effectiveness for Judicial Officers	Prof. Pushpendra Priyadarshi	July 7-11, 2014
27	Learning to Lead for HPCL Executives	Prof. Shailendra Singh Prof. Neeaj Dwivedi	July 7-11, 2014
28	One-year Part-time General Management Programme for Executives (GMPE9) with 240 hours of teaching in four on-campus modules of 9 days each	Prof. Neeraj Dwivedi Prof. Kriti Bardhan Gupta	July 12-20, 2014
29	AMP for IRS Officers, Phase III	Prof. Prakash Singh Prof. Rajesh K Aithal	July 14-August 1, 2014 (DLC) August 4-15, 2014 (OLC)
30	Advanced Communication Skills	Prof. Neerja Pande	July 21-23, 2014
31	Managerial Effectiveness for Judicial Officers	Prof. R L Raina Prof. Nishant Uppal	July 21-25, 2014
32	Business Efficacy in a Competitive Market for L&T Sr. Channel Partners	Prof. Sushil Kumar Prof. Devashish Das Gupta	July 24-26, 2014



S.No	Programme Title	Programme Director/(s)	Duration
33	One-year Part-time General Management Programme for Executives (GMPE10) with 240 hours of teaching in four on-campus modules of 9 days each - 2nd on-campus module	Prof. Arunabha Mukhopadhyay Prof. Sabyasachi Sinha	July 26 - August 3, 2014
34	GMP for Coal India Ltd.	Prof. R L Raina Prof. Seshadev Sahoo	July 28 - August 8, 2014
35	Excellence through Effective Communication for DRDO Scientists	Prof. Neerja Pande	July 30 - August 1, 2014
36	Leadership Skills for Educational Administrators of Rajya Shiksha Kendra, Bhopal	Prof. Sushil Kumar Prof. Payal Mehra	August 4-8, 2014
37	Managerial Effectiveness for Judicial Officers	Prof. D S Sengar Prof. Nishant Uppal	August 4-8, 2014
38	CPBAE III (1st on-campus module)	Prof. Amit Agrahari Prof. Gaurav Garg	August 6-10, 2014
39	Understanding Self for Managerial Excellence	Prof. Pankaj Kumar	August 7-9, 2014
40	Excelling in Leadership for the Executives of METLIFE Global Operations Support Center Private Ltd.	Prof. Pankaj Kumar Prof. Sushil Kumar	August 11-13, 2014
41	Managerial Effectiveness for Judicial Officers of Chhattisgarh	Prof. D S Sengar Prof. Himanshu Rai	August 11-16, 2014



S.No	Programme Title	Programme Director/(s)	Duration
42	Managerial Effectiveness for Judicial Officers (U.P.)	Prof. R L Raina Prof. Nishant Uppal	August 11-16, 2014
43	Managerial Effectiveness for Judicial Officers	Prof. D S Sengar Prof. Himanshu Rai	August 18-22, 2014
44	GMP for Coal India Ltd.	Prof. Seshadev Sahoo Prof. Shamama Afreen	August 18-29, 2014
45	Strategic Human Resource Management	Prof. Himanshu Rai	August 21-23, 2014
46	Building an Effective Marketing Strategy	Prof. Devashish Das Gupta	August 21-23, 2014
47	Developing Networking and Employer Branding for Power Grid Corporation of India Ltd.	Prof. Shailendra Singh Prof. Satish S M	August 21-23, 2014
48	Leadership and People Development for SLPEs (Department of Public Enterprises)	Prof. Archana Shukla Prof. Anadi Pande	August 25-29, 2014
49	AMP for IRS Officers, Phase IV, Group I	Prof. R L Raina Prof. Ashutosh K Sinha	August 25-September 12, 2014 (DLC) September 15-26, 2014 (OLC)
50	MCT Phase III for IFS Officers	Prof. Sushil Kumar Prof. Ajay K Garg	August 26 - 30, 2014



S.No	Programme Title	Programme Director/(s)	Duration
51	Managerial Effectiveness for Judicial Officers	Prof. Shailendra Singh Prof. Payal Mehra	September 1-5, 2014
52	Managerial Effectiveness for Judicial Officers	Prof. Shailendra Singh Prof. Payal Mehra	September 8-12, 2014
53	AMP for Sr. IES Officers	Prof. Sanjay K Singh Prof. Sabyasachi Sinha	September 8 - October 1, 2014 (DLC) October 4 - 18, 2014 (OLC)
54	General Management Programme for Defence Officers	Prof. Ajay K Garg Prof. Satish S M	Septemebr 8, 2014 February 21, 2015
55	Developing Networking Skills and Employer Branding for PGCIL	Prof. Shailendra Singh Prof. Satish S M	September 15-17, 2014
56	AMP for IRS Officers Phase IV, Group II	Prof. Shailendra Singh Prof. Nishant Uppal	September 15 - October 1, 2014 (DLC) October 6-17, 2014 (OLC)
57	Managerial Effectiveness for Judicial Officers	Prof. D S Sengar Prof. Payal Mehra	September 22-26, 2014
58	Effortless Leadership Intensive for NHPC Executives	Prof. Pankaj Kumar Prof. Sushil Kumar	September 29-30, 2014
59	Developing Strategic Skills	Prof. M Akbar	October 6-10, 2014



S.No	Programme Title	Programme Director/(s)	Duration
60	Excelling in Leadership for the Executives of METLIFE Global Operations Support Center Private Ltd.	Prof. Sushil Kumar	October 8-10, 2014
61	Agri-input Sales and Marketing	Prof. Sanjeev Kapoor	October 9-11, 2014
62	One-year Part-time General Management Programme for Executives (GMPE9) with 240 hours of teaching in four on-campus modules of 9 days each	Prof. Neeraj Dwivedi Prof. Kriti Bardhan Gupta	October 11-19, 2014
63	Strategic Thinking and Decision Making for SLPEs (Department of Public Enterprises)	Prof. Sushil Kumar Prof. Neeraj Dwivedi	October 13-17, 2014
64	Indo-US Emergency Medicine Summit on Sustainable Healthcare delivery	Prof. S Venkataramanaiah	October 15-16, 2014
65	Certificate Programme in Business Analytics (CPBAE II)	Prof. Amit Agrahari Prof. Gaurav Garg	October 15-19, 2014
66	Excelling in Leadership for the Executives of METLIFE Global Operations Support Center Private Ltd.	Prof. Pankaj Kumar Prof. Pushpendra Priyadarshi	October 27-29, 2014
67	Capacity Building for ITI Principals	Prof. A Mukhopadhyay Prof. Shamama Afreen	October 27-31, 2014
68	Decision Making and Problem Solving for DRDO Scientists	Prof. Sushil Kumar Prof. K N Singh	October 27-31, 2014



S.No	Programme Title	Programme Director/(s)	Duration
69	Learning to Lead for HPCL Executives	Prof. Shailendra Singh Prof. Amita Mital	October 27-31, 2014
70	AMP for IRS Officers Phase III, Group II	Prof. B K Mohanty Prof. O S Vaidya	October 27 to November 7, 2014 (OLC) November 17 to December 5, 2014 (DLC)
71	CPBAE III (2nd on-campus module)	Prof. Amit Agrahari Prof. Gaurav Garg	October 29 - November 2, 2014
72	One-year Part-time General Management Programme for Executives (GMPE10) with 240 hours of teaching in four on-campus modules of 9 days each	Prof. Arunabha Mukhopadhyay Prof. Sabyasachi Sinha	November 8-16, 2014
73	Managerial Effectiveness	Prof. Archana Shukla	November 10-12, 2014
74	Excellence through Effective Communication	Prof. R L Raina	November 10-12, 2014
75	Creativity, Problem Solving and Decision Making	Prof. Sushil Kumar	November 10-14, 2014
76	Managerial Effectiveness for Judicial Officers	Prof. Pushpendra Priyadarshi Prof. Nishant Uppal	November 10-14, 2014
77	Effective Contract Management and Negotiation	Prof. D S Sengar	November 13-15, 2014



S.No	Programme Title	Programme Director/(s)	Duration
78	Excelling in Leadership for the Executives of METLIFE Global Operations Support Center Private Ltd.	Prof. Pankaj Kumar Prof. Sushil Kumar	November 17-19, 2014
79	General Management Programme for Coal India Ltd.	Prof. A Bhattacharya Prof. Samir K Srivastava	November 17-28, 2014
80	Finance for Decision Making (for Non-Finance Executives)	Prof. Ajay K Garg Prof. Prakash Singh	November 24-28, 2014
81	Excelling in Leadership for the Executives of METLIFE Global Operations Support Center Private Ltd.	Prof. Pankaj Kumar Prof. Sushil Kumar	November 25-27, 2014
82	Managing Change for NHPC Executives	Prof. Pankaj Kumar Prof. Sushil Kumar	December 8-10, 2014
83	Sales Leadership and Sales Force Motivation	Prof. Devashish Das Gupta	December 11-13, 2014
84	Managerial Effectiveness for Judicial Officers	Prof. D S Sengar Prof. Pushpendra Priyadarshi	December 15-19, 2014
85	Managerial Effectiveness for Judicial Officers	Prof. D S Sengar Prof. Pushpendra Priyadarshi	December 15-19, 2014
86	Understanding Self for Managerial Excellence	Prof. Pankaj Kumar	December 17-19, 2014



S.No	Programme Title	Programme Director/(s)	Duration
87	Strategic Leadership in Banking Sector for General Managers of IDBI Bank	Prof. P Priyadarshi Prof. Vikas Srivastava	December 19-21, 2014
88	Retail Business Efficiency Development Programme for High Performing Development Officers of LIC	Prof. R L Raina Prof. Prem P Dewani	January 5-7, 2015
89	Managerial Effectiveness for Judicial Officers	Prof. Pankaj Kumar Prof. Payal Mehra	January 5-9, 2015
90	Advanced Management Programme for In-Service Indian Statistical Service Officers (Dy. Directors)	Prof. D Tripathi Rao Prof. Alok Dixit	January 6-17, 2015
91	Managerial Effectiveness for Judicial Officers	Prof. D S Sengar Prof. R L Raina	January 12-16, 2015
92	Leveraging Distribution Channels to Achieve Success in Indian Markets	Prof. Rajesh K Aithal	January 15-17, 2015
93	Developing Strategic Mindset	Prof. Archana Shukla	January 19-21, 2015
94	Retail Business Efficiency Development Programme for High Performing Development Officers of LIC	Prof. Devashish Das Gupta Prof. Payal Mehra	January 20-22, 2015
95	CPBAE III (3rd on-campus module)	Prof. Amit Agrahari Prof. Gaurav Garg	January 21-25, 2015



S.No	Programme Title	Programme Director/(s)	Duration
96	Financing Micro-Finance Institutions by Banks (SIDBI)	Prof. Sanjeev Kapoor	January 27-31, 2015
97	Managing Creativity and innovation for NHPC Executives	Prof. Pankaj Kumar Prof. Sushil Kumar	January 28-30, 2015
98	Excelling in Leadership for the Executives of METLIFE Global Operations Support Center Private Ltd.	Prof. D Chattejee Prof. Nishant Uppal	January 28-30, 2015
99	Managing Hospital Operations	Prof. O S Vaidya	February 2-4, 2015
100	Managerial Effectiveness for Judicial Officers	Prof. Pankaj Kumar Prof. Payal Mehra	February 2-6, 2015
101	Workshop-cum-Training Programme on Unlocking the Potentials of Agriculture and Rural Sectors through Innovative Enterprise Development for AARDO Member Countries	Prof. Jabir Ali Prof. Sushil Kumar	February 2-11, 2015
102	Talent Management: Understanding and Managing People for Superior Performance for Power Grid Corporation of India	Prof. Shailendra Singh Prof. Pushpendra Priyadarshi	February 9-11, 2015
103	Managerial Effectiveness for Judicial Officers	Prof. R L Raina Prof. Nishant Uppal	February 9-13, 2015
104	Agri-input Sales and Marketing	Prof. Sanjeev Kapoor	February 16-18, 2015



S.No	Programme Title	Programme Director/(s)	Duration
105	Excelling in Leadership for the Executives of METLIFE Global Operations Support Center Private Ltd.	Prof. D Chatterjee Prof. Pushpendra Priyadarshi	February 16-18, 2015
106	How to Integrate Product and Brand With Marketing Strategy	Prof. Devashish Das Gupta	February 16-19, 2015
107	Project Management	Prof. Sushil Kumar Prof. K N Singh	February 16-20, 2015
108	Excellence through Effective Communication for DRDO Scientists	Prof. Neerja Pande Prof. Payal Mehra	February 18-20, 2015
109	One-year Part-time General Management Programme for Executives (GMPE9) with 240 hours of teaching in four on-campus modules of 9 days each	Prof. Neeraj Dwivedi Prof. Kriti Bardhan Gupta	February 21 - March 1, 2015
110	Managerial Effectiveness	Prof. Archana Shukla	February 23-25, 2015
111	Image Management and Successful Workplace Communication	Prof. Payal Mehra	February 23-25, 2015
112	Managerial Effectiveness for Judicial Officers	Prof. R L Raina Prof. Pushpendra Priyadarshi	February 23-27, 2015
113	Digital Marketing	Prof. Moutusy Maity	February 26-28, 2015



S.No	Programme Title	Programme Director/(s)	Duration
114	Excelling in Leadership for the Executives of METLIFE Global Operations Support Center Private Ltd.	Prof. Sushil Kumar Prof. Pushpendra Priyadarshi	March 3-5, 2015
115	Certificate Programme in Business Analytics (CPBAE IV)	Prof. Arunabha Mukhopadhyay Prof. Gaurav Garg	March 18-22, 2015
116	Social Media Marketing and Social Media Analytics	Prof. Moutusy Maity	March 19-21, 2015
117	One-year Part-time Certificate Programme in General Management for Executives (GMPE10) with 240 hours of teaching in four on-campus modules of 9 days each	Prof. Arunabha Mukhopadhyay Prof. Sabyasachi Sinha	March 21-29, 2015
118	One-year Part-time Certificate Programme in General Management for Executives (GMPE11) with 240 hours of teaching in four on-campus modules of 9 days each	Prof. Abhijit Bhattacharya Prof. Ashish Dubey	April 4-12, 2015





Section 6

Support Facilities

- **Computer Centre**
- **Library**



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 1500 nodes to each of these servers for sharing different hardware and software resources.

The hardware resources of the Institute include Computers (from Pentium to Xeon processors, 4 to 48 GB RAM, 80 to 2 TB Storage), high speed printers and scanners. 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. They are also provided round the clock access to the wired/ wireless network and secured Internet with a high speed leased line from TATA and NKN (National Knowledge Network).

Hardware Specifications

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

Software and Services Specifications

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



Network/ Internet Specifications

- Authentication based secured access to the Internet
- Leased Line of 170 Mbps from TATA and 1 Gbps from NKN (National Knowledge Network)
- 75 Mbps leased VPN Line between Noida and Lucknow Campus
- Fortigate Firewall for Network Security
- Entire campus is covered with approximately 2000 wired and wireless (Wi-Fi) network nodes
- Approximately 100 Switches (L2 and L3), 212 Access Points and Fiber backbone consists Campus Network





Library

With its unique collection of more than 44000 Books and 440 print and 2260 online reputed international and national Journals (with bound volumes) in various disciplines, Gyanodaya is the centre of attraction of academics, researchers and students. The library has a substantial collection of Databases, CD-ROMs, VCDs, microfiche, audio tapes, etc.

Resources

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

- 335 select volumes of books/reports in the discipline of management and allied areas were acquired. Out of these, 311 volumes were acquired against procurement orders and 24 volumes were received on complimentary basis. Out of the 311 purchased volumes, 240 volumes were as per requisitions and 71 were as per approvals/exhibitions. Amount involved on purchases in 2014-2015 was Rs. 4.99 lakh. 440 printed and 2260 online periodicals were subscribed during the year and this involved an expenditure of Rs. 4.88 lakh and Rs. 299 lakh respectively.
- In an endeavor to build up an active and usable corporate report section, 05 reports were added to make the total strength add up to 1826. The library continued to receive important documents on complimentary basis and during the year 99 documents were received raising the total number to 3835 documents.
- During the period of report, 335 documents were added to the collection. These were technically processed and the bibliographical data of these documents were added to the database.
- 373 sets of loose issues of periodicals and books were sent for binding.
- Statistical details of the library acquisition, services, etc. are given as per Annexure-1

Online Access to E-Resources

Important database /online services subscribed by the include, ABI-INFORM-COMPLETE, ACM Digital Library, Athens (Remote Login Solution), Business Monitor Online, BSC, Capitaline Plus, EconLit, GMID, IBID, IEL Online, Westlaw India, IndiaStat.com, Dion-Insight-Corporate Database, EMIS, INFORMS, InfoSci Journals, JCR, JSTOR, MarketLine, Newspaper Direct, New York Times, Financial Times(London), Bloomberg Financial Terminal, Proquest Dissertation and Thesis, PsycArticle, , Roubini Global, Sage HSS Collection, SDC Platinum and Wiley-Blackwell HSS collection,. Gyanoday also subscribes to e-brary which contain a rich collection of more than 740000 e-books. In addition to the above resources, library also has access to more than 2260 learned journals from the international renowned leading publishers like Elsevier Science, John Wiley and Sons, Infosci, EMERAL, Oxford, Sage, Springer & Taylor and Francis, Inderscience etc.



Facilities

Video Conferencing Facility

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

Audio-Visual Facility

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

Reprography Lab

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

Research Carrels

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

Cyber Lab

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

Other Activities

Course Material Procurement

Library has pivotal role in procurement of entire course material related requirements of PGP/FPM/MDP/WMP/IPMX courses of Lucknow and Noida campuses. During the year library procured 512 titles of books and 825 case as course materials and spent Rs 1, 74, 92,373.00 and Rs. 92, 19, 137.00 respectively.

External Clientele

Following organizations availed the library services during the year:

- Kapoor Educational Society, Lucknow.
- Small Industries Development Bank of India (SIDBI), Lucknow.
- Sagar Institute of Technology & Management, Barabanki



- Shri Ramswaroop Memorial College of Engineering & Management, Lucknow
- Sri Jai Narayan P.G. College, Lucknow
- Shri Ramswaroop Memorial University, Lucknow

Except Shri Ramswaroop Memorial College of Engineering & Management, Lucknow and Shri Ramswaroop Memorial University, Lucknow, all the other Institute are life members.





Statistical Profile

A. Acquisitions

Learning Resources: Books, Reports, Etc.

i)	Volumes ordered	: 482	
ii)	Volumes acquired	: 335	
			[311: Procured & 24: Complementary]
			[240: Requisitions/REC, 71Approval]
iii)	Amount spent	: Rs. 4.99 lakh	

Periodicals Subscription (Online & Print)

i)	Titles subscribed/renewed	: 440 (As on 31.03.2015)
ii)	Amount spent	: Rs.4.88 lakh

Database Subscription

i)	Titles subscribed/renewed	: 48 (Including 08 through INDEST)
ii)	E Journal Subscription	: 2260 Titles
iii)	Amount spent	: Rs. 299 lakh

Other Documents

i)	Corporate Reports added	: 05
ii)	Complimentary documents added	: 99

B. Technical Processing

i)	Volumes processed	: 335 volumes
ii)	Database updated for	: 335 volumes
iii)	Binding	: 373 sets

C. Services

i)	Circulation	: 4961 documents
(a)	Books/Reports	: 4932 documents
(b)	Periodicals	: 029 documents
ii)	Inter-Library-Loan	: 24 documents
(a)	Lent out	: 23 documents
(b)	Borrowed	: 01 documents
iii)	Photocopies procured from outside	: 28 papers (09 papers procured in soft version)
iv)	Photocopies supplied to other libraries	: 133 papers
v)	Xeroxing done	: 3222 copies
vii)	Select Reference Lists & Bibliographies	: 12
viii)	Current Awareness	
(a)	Periodicals	: 52 Bulletins of "Current Contents" (Electronic)
(b)	Books/Reports	: 12 Bulletins of "Current Additions"



Library @ Noida Campus

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

Stocking a core collection of around 6,000 select learning resources in the discipline of management and related areas, in a variety of formats and operating from a spacious, centrally located, air-conditioned 2nd floor of the Administrative block. The library caters to the information needs of its highly demanding clientele, by offering a wide range of Information Technology (IT) based (and value added) services and products. It has a seating capacity of sixty people.

1. Learning Resources:

The library is in a growing phase. It has grown to a reasonable number of around 6,000 documents since its inception. The selection of the documents is done carefully by the concerned faculty, keeping in mind the requirements of the students. During the period of report, the value additions to the library in terms of learning resources are given as under:

- 1.1 337 select volumes of documents in the form of Books (336) and Video DVD (1) in the discipline of management and allied areas were acquired. The amount involved in purchase in the reporting year 2014-2015 was Rs. 5,26,981. A total of 52 periodicals in print form were subscribed during the year and the amount spent was Rs. 10,82,108.
- 1.2 All the documents acquired during the period of report were technically processed and the bibliographical data of these documents were stored in LIBSYS.
- 1.3 The Audio-visual collection was further enriched with the addition of one film.
- 1.4 Statistical details of the library are given in Annexure -1

2. Online access to E-resources:

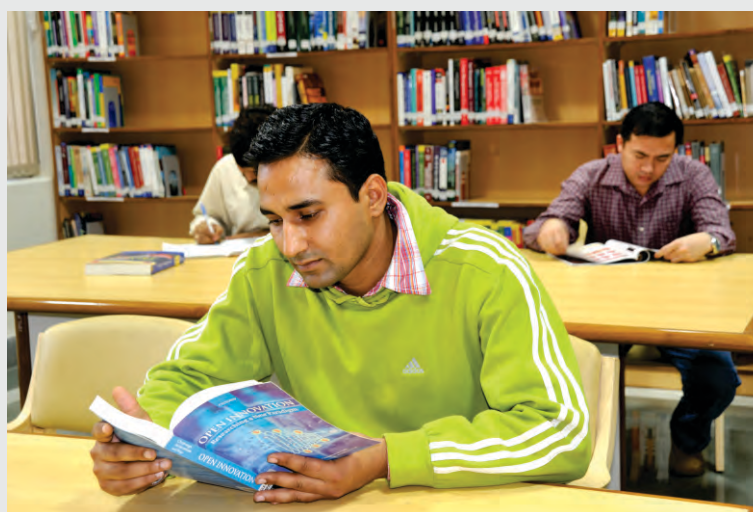
All the e-resources available in Lucknow library are accessible in Noida Campus also through Gyanoday portal, using the intranet. This facility is heavily used by the faculty as well as the students. The OPAC gives searching facility for both the libraries.

3. Services:

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



- 3.1 Using an automated circulation system, the library provided core services to its users, like issue/return, reminders, recalls, statistical data generations, report generation, reservations and giving answers to other reference queries. 2873 documents were circulated during the period of report.
- 3.2 The OPAC (On-line Public Access Catalogue) is accessible through LAN within the campus, which gives search facility for Noida and Lucknow library both.
- 3.3 Several ready and long range reference/information queries were attended to during the year.
- 3.4 The library has started providing information about the latest arrival of books in the library through Current Contents. Two issues of the CC have been published.
- 3.5 Database searching, on behalf of library users, was one of the major activities of the reference section. Besides this, the hands-on training sessions were also conducted by the library staff for the users.
- 3.6 Documents, not held by the library, were arranged from other libraries using the ILL (Inter Library Loan) service.
- 3.7 Twenty six external members were served during the year. Out of this 8 members took the annual membership and 18 were casual members (daily, weekly, monthly).





Statistical Profile

A. Acquisitions

Learning Resources:

i)	Volumes ordered	: 362
ii)	Volumes accessioned	: 337
		[336: Books, 1: Video DVD]
		[306: Procured & 30: Complimentary]
		[136: Requisitions/REC & 170: Approval]

iii)	Amount spent	: Rs. 5.27 lakhs
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Periodical Subscription

i)	Titles subscribed/renewed	: 52
ii)	Amount spent	: Rs. 10.82 lakhs

B. Technical Processing

i)	Volumes processed	: 336
ii)	Databases updated for	: 336

C. Services

i)	Circulation	: 2873 documents
ii)	Reference service	: Database searching
iii)	External membership	: 26 members
iv)	Current Awareness Books	: 2 issues of "Current Additions"



Section 7

Student Body Activities

- **Alumni Activities**
- **Clubs & Committees**



Alumni Activities

Renaissance 2014

IIM Lucknow's 4th Global Alumni Meet was held on June 14th, 2014, across 7 cities worldwide (4 in India and 3 abroad). Some of the major cities where the event happened are Singapore, Dubai, San Francisco, Mumbai, New Delhi and Hyderabad. The event was a success with large participation from the alumni and various faculty members across the batches. This one-day meet marked the confluence of the best brains in the corporate world across geographies coming up to relive the legacy of IIM Lucknow. Renaissance 2014 kicked off first at Singapore, and now is held across the globe, bringing IIML alumni around the world together over a meal and drinks. The atmosphere was tempered with nostalgia at all locations and it was a pleasure watching people from various batches trickling in and sharing in the laughter and conversations.

Conclave 2014

IIM Lucknow hosted the alumni conclave on the 8th and 9th of November. Being the second edition it witnessed the gathering of inspirational and accomplished alumni. The two days of networking saw a widespread exchange of views and information on various topics. There was an informal session held between the alumni and the students over tea involving events like tug of war and exchange of ideas. The event formally began with an inauguration ceremony by Dr. R.K. Srivastava, the Director In Charge of IIM Lucknow. This was followed by alumni introductions by Chairman Alumni Affairs, Prof. Ajay Garg and individual presentations by the respective alumni on a problem in each of their fields. The second day involved a panel discussion between alumni, the faculty and students on challenges ahead for IIM Lucknow and how senior alumni can assist the Institute in facing them. A final session of feedback and vote of thanks rounded off the historic first time event.

Nostalgia 2014

Nostalgia is IIM Lucknow's Annual Alumni Homecoming, organized every year at the campus for the batches that complete 10, 15 and 20 and 25 years respectively since graduation. For Nostalgia 2014 (conducted during 25th-28th December 2014), 100+ attendees including their spouses and children visited the campus from the reunion batches of 1989, 1994, 1999, and 2004. The alumni were welcomed to the three day extravaganza by the institute. This year's Nostalgia celebrated the Silver Jubilee year of the batch of 1989. In addition to the fun filled events like 'Back to Classroom', 'Re graduation Ceremony', 'Lantern Lighting' and 'In-formals', the alumni batch thoroughly enjoyed the nostalgic re-bonding for two days over bon-fire and karaoke. This year Nostalgia also involved a special U.P flavor in terms of 'Awadhi Shyam' where professional folk singers, Kathak dancers and ballet dancers performed live on stage. The alumni reminisced the old days with the faculty during the course of a grand lunch. The event was a resounding success and wonderful occasion for the alumni to catch up with their friends and reconnect with their campus.



Alumni visits and talks

IIM Lucknow sponsor several alumni visits to the institute every year. Most recently the PGP topper of this year and the UPSE topper of India our Alumni Mr Gaurav Agarwal was invited to campus by Dr Ajay Garg, who facilitated an interactive session right from his life at IIML and his journey from Citibank to India's top Civil exams. During the academic year 2014-15, the program saw 20+ alumni visits at IIML for PGP induction, functional workshops, placement workshops and specific visits for Noida campus. Alumni from various industries and domains took interactive sessions with students and shared their experience and knowledge. Industry specific talks by star alumni in senior management positions from the most sought after firms were also arranged on Sales and Marketing, Finance and Entrepreneurship.

PGP and Functional Induction

The fresh batch of students was welcomed on campus by a mix of stalwarts, including Amogh M, Associate, McKinsey & CO (2008 Batch), Mr. Laxminarayan Lan, CDO, WIPRO (1991 Batch) and Mr. Vinit S Chauhan, CFO Technology, Standard Chartered Bank (1993 Batch). The insights and anecdotes shared by the alumni over the two days left the class spellbound. Alumni from the field of Finance, Marketing, Consulting and IT took sessions for first year students (October '14) before summer placements to give a brief idea about the respective domains and opportunities.

Pre Placement Workshops and Mock Interviews

These workshops were conducted in Finance, Marketing, Consulting and IT by senior alumni for summer (Oct'14) placements to aid in the preparation process of the students for their placement. Students were allotted time-slots of 20-30 minutes for one-to-one mock interviews with the alumni. Workshops in each functional area were organized over a period of 2 days (weekend). Two such pre-placement workshops were conducted for both PGP1 students. Star alumni Mr. Sahil Bansal, Relationship Manager, City Commercial Bank (Batch of 2011), & Mr. Vikas Golecha, Corporate Key Account Manager, Reckitt Benckiser (Batch of 2010) were invited for the process.

HEPP CV Mentorship programme

The programme which helps students prepare for the final placements by having their CVs reviewed virtually by the Alumni reached new heights with over 50 alumni participating in the process. The 150 plus participating students acknowledged the tremendous support they received from this programme.



Newsletters and Communications

To keep the alumni well informed of the various activities and events in campus and also to facilitate information sharing between alumni, the Alumni Committee brings out regular newsletters. Currently two newsletters are sent out to the alumni twice a month: Flashback (Campus and Alumni news) and Achievers (Interview with a highly successful alumnus). Besides this, there is a bi-monthly newsletter 'Faculty-in-Focus' which features an interview with a faculty member. Some special editions of the newsletters with extensive list of campus activities were also released this year.

Website (www.iiml.org)

Given the dispersion of IIML Alumni across the world, Association's internet initiatives and the website 'iiml.org' is the primary means of building and sustaining the IIML community. More than 5789 alumni have registered with the website and have been provided with dedicated email accounts.





Clubs & Committees

Entrepreneurship Cell

It is an initiative to foster the spirit of Entrepreneurship among the IIML community members. The 'Entrepreneurship Cell' of IIM Lucknow hosted their annual MSME Conclave on 29th November, 2014 in association with Indian Industries Association (IIA) at the IIM Lucknow campus. IIM Lucknow holds the distinction of being the only renowned management institute in India to conduct such a conclave. Through this platform, it seeks to carry out fruitful exchanges of knowledge to help the MSMEs grow their businesses. The theme of the conclave was 'Information Technology | A game changer for Indian MSMEs'.



Consulting & Strategy Club

The Consulting & Strategy Club aims to prepare students for effectively handling case competitions and case analysis by conducting live projects, workshops and publishing a casebook. The club helps students to make a greater impact in the recruitment process and ultimately in their professional consulting career. The key activities are detailed below:

- Live Projects
- Strategia National Flagship event (a case study based event)
- Guesstimates - problem solving quiz competition
- Consulting Workshops
- Guest Lectures
- Corporate events - Case Study & Strategy based events



Art Strokes

This is the 'Fine Art' group. It organises creative competitions like paper dress making, rangoli and the like. It also brings out a monthly newsletter to showcase the extra curricular talent of IIML.

Credence Capital

Credence Capital is one of the India's largest student run investment funds. The fund is set up with contributions from the student body at IIM Lucknow. Every incoming batch pools in its funds to be managed by the Fund Managers at Credence Capital. The fund managers (all students), whose investment philosophy ranges from value-investing to exploiting arbitrage opportunities and to derivatives trades like covered call strategies, diligently manage the pool throughout the two years and have traditionally ended their term by decisively outperforming the markets, generating handsome rewards for all their investors. IIM Lucknow's student run fund, Credence Capital, has continued its legacy of outperforming the market as it generated a handsome return for its Equities Fund and Derivatives fund compared to the market returns over the same period. As the fund's legacy has grown, the students find outsiders, including alumni, frequently writing in to enquire specifically about the fund. The B School community across different campuses also seems to be enamored and inspired by their success; the fund has spurred many other campuses to launch similar ventures

Interest Group in Food & Agri-Business (IGFAB)

Interest Group in Food and Agri-business (IGFAB) is a forum for fresh thinking and conversation about clean technology and sustainable infrastructure in global agribusiness. It is one of the most important platform which imparts most lucid learning on the target market of tomorrow, the rural market, by first hand learning. It activities include:

- SAKSHAM - The Case Study event
- SANKALP - The Annual Agribusiness Conclave

Industry Interaction Cell

The IIC serves as the single point of contact for industry related activities. The cell facilitates exchange of ideas between the students, the faculty and the industry.



INDEX

'INDEX', is the Annual Market Research Fair conducted by IIM Lucknow. The fair is based on the unique concept of disguised market research. IIM Lucknow's INDEX, 20th edition, was held on 15th and 16th November 2014. The most entertaining market research fair kick started with competitions that offered the winners a wild card entry into Channel V's IndiaFest, Goa! . Along with this INDEX brought to Lucknow Goa's most popular music festival, 'Sunburn'. The highlight of the event was the attempt to break the Guinness World Record by making the largest mosaic in the shape of the world-wide symbol of AIDS awareness entirely out of condom packets.



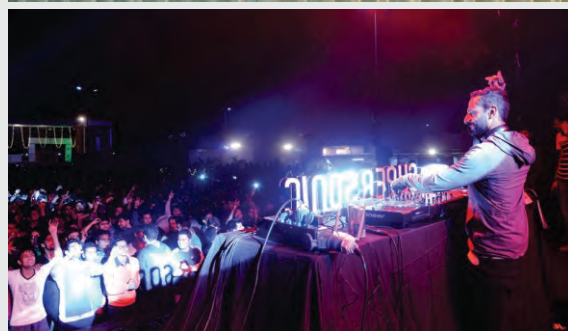


Manfest

IIM Lucknow Annual Business, Cultural & Sports fest, “Manfest-Varchasva” was held from Nov. 21st-23rd, 2014 at the IIM Lucknow campus. Over the last 28 years, IIM Lucknow's Manfest (the Business Conclave) has grown into one of the biggest and most respected B-School fests in the country. Varchasva (the Sports and Cultural fest) has enthralled thousands every year with spectacular cultural events and sporting feats. 2014 onwards, Manfest and Varchasva have merged into a single entity, creating a vast canvas of events and offerings catering to all.

The theme for Manfest-Varchasva 2014 was: “Quest for El Dorado” with the intent to shift the focus firmly on India- The current economic climate, the progressive agenda of the incumbent government and India's unprecedented foray into the realm of space exploration. The aim was to celebrate India's success and urge people to move forward in the quest for El Dorado: a place of inordinately great opportunity.

The Icons series was graced by the presence of former President of India (Late) Dr. A. P. J. Abdul Kalam, Mr., Jagdish Sheth, World-renowned Marketing Professor at Emory University USA, Mr. Rajesh Garg, CFO Cipla Ltd and Dr. Subir Gokarn former RBI Deputy Governor and current Director, Research at Brookings India.





Media & Communication Cell

The committee is the single point of contact between media and the different student bodies in campus. MCC responds to the media requirements while working in close coordination with Corporate Communications and Media Relations Cell of IIML. The committee showcases the activities of the institute to the outer world by coordinating and facilitating media coverage of events conducted by different committees. MCC also acts as the communication platform of IIML and aims at fostering and grooming communication skills of the batch through round-the-year events and interactive sessions

Activities of the year included the following:

- IIMPrints The yearbook for the outgoing batch
- 70mm The short-film making competition.
- IIMPulse It's IIML's official student e-magazine
- Hosted Code Red : a panel discussion with actor Kay Kay Menon and President-National Networks of Lawyers for Rights and Justice, Ravi Kant, in association with Colors TV.



OIG

Operations Interest Group (OIG) is a committee dedicated to promote the interest of students in the field of Operations Management.

PRiSM

PRiSM is the marketing cell of IIM Lucknow.

Quizzing Commoners

The Quizzing Commoners is the official quizzing club of IIM Lucknow.

Random Walk

Random Walk is the official dance & choreography club of IIM Lucknow . It takes responsibility of organising various dance related events throughout the year .

Abhivyakti

Abhivyakti is the official theatre group of IIM Lucknow and provides a platform for students to develop and display their artistic talents.

SIGFI

(Special Interest Group in Finance) is the finance committee at IIM Lucknow. SIGFI is a name known for its endeavours for the batch. From debates to trading game to talks with the best financial wizards of the country to live projects, SIGFI does them all, with the aim of nurturing the finance acumen in the IIM-L community.

SPIC MACAY IIM Lucknow Chapter

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

Three Point Four (3.4)

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

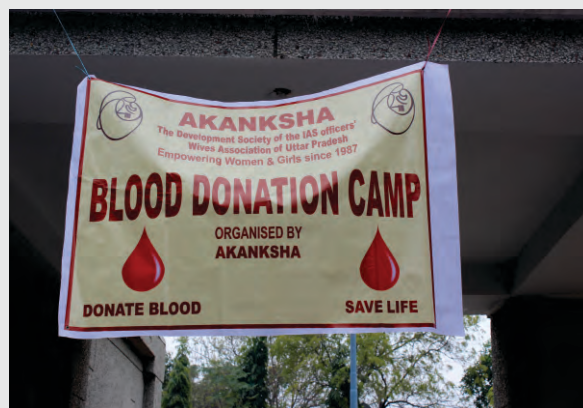


Bhavishya - The Social Initiative Committee

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

Current Initiatives:

- Evening School
- Disha: mentoring and career counselling program for bright, underprivileged children
- Harmony Cup: a fund-raising event organised in IIM Lucknow, combines the exuberance of cricket with the generosity of the students. The theme for this year was 'Making clean drinking water a human right'. The collective amount raised in the tournament was utilised to fund water purifiers for ~ 100 households in Alinagar and other villages near the campus, where there are high incidence of typhoid and other water born diseases
- Paarijat: an initiative which aims to create a platform for those who want to make a contribution to society by sponsoring the education of a girl child. It is open to all IIM Lucknow alumni, their families and friends.
- Free medical camp
- Blood Donation Camp





International Student Exchange Committee (STEX)

STEX committee acts as an interface between the incoming students from various foreign universities and the IIM Lucknow community. It acts as a backbone of the student exchange program by not only providing assistance to the incoming students to help them acclimatize with the environment but by also providing help to the outgoing students.

ISACA Student Group

ISACA Student Group (ISG) at IIM Lucknow is the student chapter of Information Systems Audit and Control Association (ISACA). ISACA is a global, non-profit organisation which engages in the development and adoption of industry-leading knowledge and practices for information systems. IIML ISG works as an interface between student community and the industry. Founded under the guidance of Prof. Arunabha Mukhopadhyay (IT & Systems), ISG facilitates interaction of students with Industry experts in the areas of IT Governance, Risk Management, etc. Members of ISG have access to the frameworks, resources and certifications provided by ISACA. Members of Lucknow chapter also interact with members from over 200 institutions from around 80 countries regarding the latest technological advancements and best practices.

Sangharsh

Sangharsh is the Annual Sporting Event between the IIMs - This year Sangharsh saw fierce competition among IIMA, IIMB, IIMC and IIML. It was three days of fun and excitement. Most importantly, it was a testament to the spirit of harmony and togetherness which binds the institutes together.





Section 8

Community Affairs

Community Affairs

National Unity Day

IIM Lucknow celebrated the maiden National Unity Day to commemorate Sardar Vallabhbhai Patel's 139th birth anniversary by carrying out the 'Unity March'.



Foundation Day Celebrations

IIM Lucknow celebrated its 30th foundation day. The festivities started from 22nd July 2014, with various sporting events for the entire IIML community members (students, employees and their families). A Cross Country run was organised on 28th July 2014. Employees and students participated in the same with full vigour and excitement. The festivities ended with a cultural nite in the evening on 28th July 2014.

Event 1 - Table Tennis

(Category: Upto 14 years-employee children)

- 1st Parth Singh
- 2nd Madhav Kumar
- 3rd Manan Kapoor

(Category: Above 14 years -employee children)

- 1st Nitish Kansari
- 2nd Ankur Yadav
- 3rd Aditya Dwivedi

(Category: Employees)

- 1st Prof. Pankaj Kumar
- 2nd Prof. Ashutosh Sinha
- 3rd Prof. Neeraj Dwivedi





Event 2 - Swimming

(Category: Upto 14 years-employee children)

- 1st Soham Vaidya
- 2nd Parth Singh
- 3rd Manan Kapoor

(Category: Above 14 years -employee children)

- 1st Ankur Yadav
- 2nd Shashank Shukla

(Category: Employees)

- 1st Mr. Dharampal Yadav
- 2nd Mr. Shakur Bux

Event 3 - Billiards

(Category: Employees)

- 1st Prof. Himanshu Rai
- 2nd Prof. Nishant Uppal

Event 4 - Gym Bench Press

(Category: Above 14 years -employee children)

- 1st Bharat Devanandan
- 2nd Pramod
- 3rd Susheel Yadav

(Category: Employees)

- 1st Mr. Amitesh
- 2nd Prof. Nishant Uppal

Event 5 - Badminton

(Category: Upto 14 years-employee children)

- 1st Praveen Lal / Abhishek
- 2nd Manan Kapoor/Aakash Prasad
- 3rd Soham Vaidya/Yash Ramteke

(Category: Above 14 years -employee children)

- 1st Anuraj Mohan
- 2nd Himanshu Srivastava
- 3rd Deepak Pandey

(Category: Above 14 years -employee children girls)

- 1st Savita Pande
- 2nd Riya John
- 3rd Shruti Srivastava

(Category: Employees)

- 1st Prof. Nishant Uppal
- 2nd Prof. Dhruv Srivastava
- 3rd Mr. Amitesh





Independence Day & Republic Day

The Independence Day of Indian and Republic Day of India were celebrated with full fervor and zest at both Lucknow and Noida campuses.





Section 9 Annexures

Overall Profile

Overall profile of the institute for the year 2014-2015 consists of financial and personnel profiles.

Financial Profile

The financial profile for the year 2014-2015 is presented below:

Amount
(Rs. in Lakhs)

Income		Expenditure	
1. Academic Receipts		1. Staff Payments & Benefits	2538.32
PGP	5261.67	2. Academic Expenses	
MDP	4148.67	PGP	1284.81
Fellow Programme	49.56	MDP	2073.06
WMP Income	788.01	Fellow Programme	176.72
IPMX Income	1278.38	WMP Expenses	135.30
Placement Income	74.30	IPMX Expenses	426.59
Consultancy Income	167.91	Placement Expenses	14.54
Other Fee	268.92	Consultancy Expenses	123.59
		CAT Expenses	12.95
2. Grant/ Subsidies		Journals & Periodicals	301.67
Plan - General/FPM	581.96	Research & Development	261.74
Less: Allocated for Capital Exp.	<u>298.66</u>	3. Depreciation	1232.36
	283.30	4. Administrative & General Expenses	470.24
3. Income from Investments	1772.30	5. Transportation Expenses	39.29
4. Interest Earned	87.90	6. Repairs & Maintenance	280.65
5. Other Income	162.33	7. Finance Cost	0.68
		8. Other Expenses	19.86
		9. Prior Period Expenses	12.11
		Excess of Income over Expenditure	4938.76
Total	14343.25	Total	14343.25

During the year, the institute was paid Plan Grant of Rs. 581.96 lakhs from Ministry of HRD, Govt. of India, towards Plan-Recurring, Plan Capital & FPM expenses.



Personnel Profile

The institute with personnel strength of 279 (as per March 2015 payroll), has admirably been able to cater to the Academic, Administrative and campuses at Lucknow & Noida.

The expenditure on the academic staff i.e. Faculty forms 63.76% of the 'Staff payments' of institute's employees. The total staff payments & benefits form 26.99% of the Revenue expenditure of the institute.

The Revenue expenditure forms 65.57% of the total Revenue Income of the Institute.

IIML Faculty	81
Regular	76
Contract	03
Research Associates	02
Research Personnel	36
Officers	46
Regular	41
Contract	05
Staff	116
Regular	91
Contract	25
Total	279



Overall Administration

DIRECTOR	:	Dr. Devi Singh / Prof. Rajiv K. Srivastava (Director In Charge)
DEANS		
Planning & Development	:	Prof. Pankaj Kumar
Academic Affairs	:	Prof. Sushil Kumar
Noida Campus	:	Prof. Punam Sahgal
FACULTY COUNCIL		
Chairman, Faculty Council	:	Dr. Devi Singh / Prof. Rajiv K. Srivastava (Director In Charge)
Secretary, Faculty Council	:	Prof. Payal Mehra/Prof. Rajesh Aithal
AREA CHAIRPERSONS		
Centre for Food and Agribusiness Management	:	Prof. M.K. Awasthi
Business Environment	:	Prof. Sanjay K. Singh
Business Sustainability	:	Prof. Sushil Kumar
Communication	:	Prof. Payal Mehra/Prof. Neerja Pande
Decision Sciences	:	Prof. Gaurav Garg
Finance & Accounting	:	Prof. Madhumita Chakraborty
Human Resource Management	:	Prof. Pushpendra Priyadarshi
Information Technology & Systems	:	Prof. Bharat Bhasker
Legal Management	:	Prof. D.S. Sengar
Marketing	:	Prof. Rajesh Aithal
Operations Management	:	Prof. Rajiv K. Srivastava/Prof. O.S. Vaidya
Strategic Management	:	Prof. Sabyasachi Sinha
TASK HEADS		
Chairperson, Post Graduate Programme	:	Prof. Sanjay K. Singh
Chairperson, Fellow Programme in Management	:	Prof. D. Tripathi Rao
Chairperson, Management Development	:	Prof. Jabir Ali Prof. Rajiv Kumra (Noida Campus)
Chairperson, WMP	:	Prof. Manoj Anand
Chairperson IPMX	:	Prof. Ajay Singh
Chairperson EFPM	:	Prof. Satyabhushan Dash
Chairperson, Admissions	:	Prof. Ashutosh Sinha Prof. Anita Goyal (Noida)
Chairperson, Student Affairs	:	Prof. Ashish Dubey
Chairperson, Placement	:	Prof. Pushpendra Priyadarshi Prof. S. Venkataramanaiah (Noida)
Chairperson, Alumni Affairs	:	Prof. Ajay K. Garg
Chairperson Financial Aid & International Linkages	:	Prof. Prakash Singh
Chairperson, Corporate Communication & Media Relations	:	Prof. Payal Mehra
Chairperson, International Accreditation	:	Prof. Payal Mehra



LIBRARY

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

COMPUTER CENTRE

Chairman, Computer Advisory Committee & Professor-in-Charge, Computer Centre	:	Prof. Arunabha Mukhopadhyay
Manager, Computer Centre	:	Mr. K. Matthews* / Mr. P. Mohanan
Systems Analyst	:	Mr. A. Murali
Systems Analyst	:	Mr. Rajeev Saxena
Programme Analyst	:	Mr. D.P. Sehgal

RESEARCH PERSONNEL

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

CAO	:	Gp. Cpt. (Retd.) A.K. Dwivedi**/ Mr. Vishwa Ranjan
Head (Administration Noida)	:	Col. (Retd.) R. R. Handa*
FA-cum-CAO	:	Mr. Sudhir Chandra
F & A Officer	:	Mr. Pradeep Dhar
Senior Administrative Officer (Establishment)	:	Mr. Subhash Chandra* / Mr. Anurag
Executive Engineer	:	Mr. Arif Siddiqui
Assistant Engineer	:	Mr. V.K. Gupta
Assistant Engineer (Noida Campus)	:	Mr. Ashok Fulzele
Senior Administrative Officer (Purchase & Stores)	:	Mr. Dinesh Saxena
Senior Administrative Officer (PGP)	:	Mr. Sunil Srivastava
Senior Administrative Officer (Estate & Horticulture)	:	Mr. P.K. Rai
Senior Administrative Officer (MDP)	:	Mr. Rajeev Pandey
Senior Administrative Officer (Students Affairs)	:	Mr. Prem Prakash
Senior Administrative Officer (Noida Campus)	:	Mr. V.K. Singh
Programme Manager (Academic Services)	:	Mr. V.P. Gupta
Programme Analyst (Admission)	:	Ms. Sangeeta Kumar
Administrative Officer	:	Mr. Dilip K. Srivastava
Administrative Officer	:	Mr. M.C. Shukla
Administrative Officer (Noida Campus)	:	Mr. N.K. Padmanabhan
Administrative Officer (Noida Campus)	:	Mr. Vijay Singh
Administrative Officer (Noida Campus)	:	Mr. S. Mukhopadhyay
Administrative Officer	:	Mr. R.M. Mohan
Administrative Officer	:	Mr. Joseph George



Administrative Officer	:	Ms. Swapna Verma
Administrative Officer	:	Mr. Ashish Mathur
Administrative Officer	:	Mr. A. Devanandan
Administrative Officer	:	Ms. Anita Rajmohan
Administrative Officer	:	Mr. T.U. George
Administrative Officer	:	Mr. Amit Saxena
Resident Medical Officer	:	Dr. S.P. Singh
Assistant Engineer (Electrical)	:	Mr. D.C. Goswami
Assistant Engineer (Electrical)	:	Mr. R. C. Pandey
Public Relations & Media Relations Officer	:	Ms. Anuradha Manjul

* Left the organisation during the year / Superannuated / Contract period ended

**Expired



Academic Personnel

Agribusiness Management

Jabir Ali, 1973

Ph.D.

Aligarh Muslim University, India

KritiBardhan Gupta, 1966

Fellow

Indian Institute of Management (IIM) Ahmedabad, India

Maya Kant Awasthi, 1968

Ph.D.

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

Sanjeev Kapoor, 1964

Ph.D.

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

Sourindra Bhattacharjee, 1963

Fellow

Indian Institute of Management (IIM) Ahmedabad, India

Business Communication Group

Neerja Pande, 1963

Ph.D.

University of Lucknow, India

Payal Mehra, 1971

MBA, Ph.D.

University of Lucknow, India

Roshan Lal Raina, 1955

Ph.D.

Sagar University, India

Fulbright Fellow, Syracuse University, Syracuse, USA

Business Environment Group

Chandan Sharma, 1979

Ph.D.

University of Delhi, India

D. Tripathi Rao, 1970

Ph.D.

University of Mumbai, India

Hrushikesh Panda, 1957

Ph.D.

Delhi School of Economics, University of Delhi, India

K.G. Sahadevan, 1963

Ph.D.

University of Hyderabad, India

Kaushik Bhattacharya, 1967

Ph.D.

Indian Statistical Institute, India

Sangeeta D. Misra, 1965

Ph.D.

Indian Institute of Technology (IIT) Kanpur, India

Sanjay Kumar Singh, 1973

Ph.D.

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

Business Sustainability

Sushil Kumar, 1965

SSHRC Post-doctoral Fellow, Ph.D.

University of Toronto, Canada

Shamama Afreen, 1971

Fellow

Indian Institute of Management (IIM) Calcutta, India

Decision Sciences Group

Abhijit Bhattacharya, 1956

Ph.D.

Indian Institute of Technology (IIT) Kharagpur, India

Bhaba Krishna Mohanty, 1958

Ph.D.

Indian Institute of Technology (IIT) Kharagpur, India

Gaurav Garg, 1977

Ph.D.

Indian Institute of Technology (IIT) Kanpur, India

N.K. Gupta, 1947

Ph.D.

Banaras Hindu University (BHU), India



Sonia, 1978

Ph.D.

Indian Institute of Technology (IIT) Delhi, India

Y.K. Agarwal, 1955

Ph.D.

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

Garima Mittal, 1976

Ph.D.

University of Delhi, India

Finance & Accounts Group

A. Vinay Kumar, 1970

Ph.D.

Osmania University, Hyderabad, India

A.K. Mishra, 1967

Ph.D.

Banaras Hindu University (BHU), India

Fellow IFCI

Ajay Garg, 1969

Fellow

Indian Institute of Management (IIM) Bangalore, India

Alok Dixit, 1982

Ph.D.

Indian Institute of Technology (IIT) Delhi, India

M. Karmakar, 1963

Ph.D.

University of North Bengal, India

Madhumita Chakraborty, 1974

Ph.D.

University of Delhi, India

Manoj Anand, 1963

Ph.D.

University Business School, Punjab University, India
FCMA

Prakash Singh, 1971

Ph.D.

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

S.C. Bansal, 1955

Ph.D.

Delhi School of Economics, University of Delhi, India

Seshadev Sahoo, 1968

Ph.D.

Indian Institute of Technology (IIT) Kharagpur, India

Vipul, 1954

Ph.D.

University of Lucknow, India

Vivek Rajvanshi, 1975

Fellow

Indian Institute of Management (IIM) Calcutta, India

Vikas Srivastava, 1971

Ph.D.

Aligarh Muslim University, India

Human Resource Management Group

Ajay Singh, 1962

Ph.D.

Jawaharlal Nehru University (JNU), New Delhi, India

Archana Shukla, 1960

Ph.D.

Indian Institute of Technology (IIT) Kanpur, India

Debashis Chatterjee, 1964

Ph.D.

Pune University, India

Senior Fulbright Fellow, Harvard University

ACC Research Fellow, IIM Kolkata

Himanshu Rai, 1969

Fellow

Indian Institute of Management (IIM) Ahmedabad, India

Pankaj Kumar, 1967

M.Phil., Ph.D.

University of Delhi, India

Punam Sahgal, 1950

Ph.D.

University of Delhi, India

Pushpendra Priyadarshi, 1977

Ph.D.

University of Delhi, India



Shailendra Singh, 1959

Ph.D.

Indian Institute of Technology (IIT) Kanpur, India

Nishant Uppal, 1978

Fellow

Indian Institute of Management (IIM) Indore, India

IT & Systems Group

Amit Agrahari, 1978

Fellow

XLRI- Xavier School of Management, Jamshedpur, India

Arunabha Mukhopadhyay, 1973

Fellow

Indian Institute of Management (IIM) Calcutta, India

Ashwani Kumar, 1971

Ph.D.

Indian Institute of Information Technology and Management, Gwalior, India

Bharat Bhasker, 1958

Ph.D.

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

Pradeep Kumar, 1977

Ph.D.

Hyderabad University, India

Vivek Gupta, 1966 (Sr. Research Associate)

M. Tech.

Indian Institute of Technology (IIT) Delhi, India

Marketing Group

Amit Mookerjee, 1966

Ph.D.

Mohanlal Sukhadia University (MLS), Udaipur, India

Anirban Chakraborty, 1976

Fellow

Indian Institute of Management (IIM) Bangalore, India

Anita Goyal, 1972

Ph.D.

Jamia Millia Islamia University, New Delhi, India

Ashish Dubey, 1979

Ph.D.

Indian Institute of Technology (IIT) Bombay, India

Devashish Das Gupta, 1971

Ph.D.

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

Prem Prakash Dewani, 1976

Fellow

Indian Institute of Management (IIM) Ahmedabad, India

Moutusi Maity, 1973

Ph.D.

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

Neelam Kinra, 1951

Ph.D.

University of Aston, Birmingham, U.K.

Rajeev Kumra, 1969

Ph.D.

GGSI Indraprastha University, Delhi, India

Rajesh Aithal, 1975

Fellow

Institute of Rural Management Anand, Gujarat, India

Satish S.M., 1968

Ph.D.

Indian Institute of Technology (IIT) Madras, India

SatyaBhusan Dash, 1970

Ph.D.

Indian Institute of Technology (IIT) Kharagpur, India

Sameer Mathur, 1976

Ph.D.

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

Operations Management Group

Atanu Chaudhuri, 1975

Fellow

Indian Institute of Management (IIM) Lucknow, India

K.N. Singh, 1949

Ph.D.

Asian Institute of Technology, Bangkok, Thailand



Omkarprasad S. Vaidya, 1972

Fellow

National Institute of Industrial Engineering (NITIE), India

R.K. Srivastava, 1954

Ph.D.

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

S. Venkataramanaiah, 1965

Ph.D.

Anna University, Chennai, India

Samir K. Srivastava, 1967

Fellow

Indian Institute of Management (IIM) Lucknow, India

Sushil Kumar, 1966

Ph.D.

Indian Institute of Technology (IIT) Delhi, India

Strategic Management Group

Amita Mital, 1963

Fellow

Indian Institute of Management (IIM) Lucknow, India

Arun Kumar Jain, 1955

Fellow

Indian Institute of Management (IIM) Ahmedabad, India

Ashutosh K. Sinha, 1967

Fellow

Indian Institute of Management (IIM) Bangalore, India

M. Akbar, 1952

Ph.D.

Jawaharlal Nehru University (JNU), New Delhi, India

Neeraj Dwivedi, 1970

Fellow

Indian Institute of Management (IIM) Lucknow, India

Sabyasachi Sinha, 1978

Fellow

Indian Institute of Management (IIM) Ahmedabad, India

Krishan Chandra Balodi, 1979

Fellow

Indian Institute of Management (IIM) Indore, India

Anadi S Pande, 1961

Ph.D.

Lucknow University, India

Legal

Dharmendra S. Sengar, 1955

LL.D

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



Adjunct Faculty

Prof. S S Mishra, IIT Kanpur
Mr. R Raghavendra Ravi
Prof. Vimal Kumar
Mr. Vijay Santhanam
Mr. Somonnoy Ghosh
Prof. L Ganapathy
Prof. Rahul Pandey
Mr. Veer Mehta
Prof. Priya Tandan
Prof. Tarun Tripathi
Mr. Pushkaraj Apte
Mr. Ajit Mulla
Mr. Ashutosh Bhupatkar
Ms. Bela Sood
Mr. Balaji Utlia
Mr. Tarun Tripathi
Prof. T Srinivasan
Mr. Rakesh Kumar Agarwal
Prof. Syed Rizwan Musanna

Annual Financial Statements

2014-2015



भारतीय प्रबंध संस्थान लखनऊ
Indian Institute of Management Lucknow

(Regn. No. 879/84-85 Dated 27-07-1984)

Separate Audit Report of the Comptroller and Auditor General of India on the accounts of Indian Institute of Management, Lucknow for the year ended on as 31 March, 2015

We have audited the attached Balance Sheet of Indian Institute of Management, Lucknow (Institute) as at 31 March, 2015, the Income & Expenditure Account and Receipts & Payments Account for the year ended on that date Under Section 20(1) of the Comptroller and Auditor General's (Duties, Powers & Conditions of Service) Act, 1971 read with Section 3 (viii) of Amended Memorandum of Association of the Institute registered under Societies Registration Act, 1860. The audit of the Institute has been entrusted for the period up to 2018-19. These financial statements are the responsibility of the Institute's management. Our responsibility is to express an opinion on these financial statements based on our audit.

2. This separate Audit Report contains the comments of the Comptroller & Auditor General of India (CAG) on the accounting treatment only with regard to classification, conformity with the best accounting practices, accounting standards and disclosure norms, etc. The audit observation on financial transactions with regard to compliance with the Law, Rules & Regulations (Propriety and Regularity) and efficiency-cum-performance aspects, etc., if any, are reported through Inspection Reports/CAG's Audit Reports separately.
3. We have conducted our audit in accordance with auditing standards generally accepted in India. The standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatements. An audit includes examining, on a test basis, evidences supporting the amounts and disclosure in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall presentation of financial statements. We believe that our audit provides a reasonable basis for our opinion.
4. Based on our audit, we report that:
 - i. We have obtained all the information and explanations, which to the best of our knowledge and belief were necessary for the purpose of our audit;
 - ii. The Balance Sheet, Income & Expenditure Account and Receipt and Payments Account dealt with by this report have been drawn up in the common format approved by the Government of India.
 - iii. In our opinion, proper books of accounts and other relevant records have been maintained by the Indian Institute of Management, Lucknow as required under Section 3(viii) of the Amended Memorandum of Association of the Institute registered under Societies Registration Act, 1860 in so far as it appears from our examination of such books.
 - iv. We further report that:

(A) General

(A.1) Tangible/Intangible Assets ₹ 134.58 crore

The Institute had shown the cost of NOIDA lease hold land as ₹ 14.66 crore in the Balance Sheet (Schedule 4) whereas the total premium to be paid for this land as per the lease deed agreement was ₹ 10.97 crore resulting in a difference ₹ 3.69 crore. This needs to be reconciled.

(A.2) The Institute has not made provisions for retirement benefits on actuarial basis.

(A.3) The Institute has transferred its surplus fund of ₹ 47.42 crore to IIML General Fund and NOIDA Fund without disclosure of criteria for transfer in its significant accounting policies.

(A.4) As per common format of accounts, where any item constitutes 10 *per cent* or more of the total liabilities and provision, the nature and amount of such item should be shown separately and not included under the head 'others'. The Institute, in contravention of the aforesaid provisions, depicted ₹ 1.49 crore as 'others' which was more than 10 *per cent* of ₹ 10.78 crore in current liability and provision for NOIDA campus.

(B) Grants-in-Aid

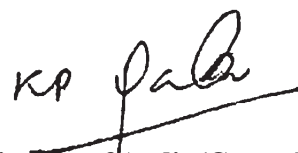
The Institute received grants-in-aid of ₹ 581.96 lakh (Plan) during the year 2014-15 from MHRD. Taking the opening balance of ₹ 282.57 lakh (Plan), the total fund available with the Institute worked out to ₹ 864.53 lakh. Out of this, the Institute utilised ₹ 1095.72 lakh (Plan) leaving a balance of ₹ (-) 231.19 lakh (Plan) as on 31 March, 2015.

- (v) Subject to observations in the preceding paragraphs, we report that the Balance Sheet, Income and Expenditure Account and Receipts and Payment 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 subjects 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 2015; and
 - b. In so far as it relates to Income & Expenditure Account of the 'surplus' for the year ended on that date.

For and on behalf of the C&AG of India

Place Lucknow

Date 28.10.2015



Principal Director of Audit (Central)

INDIAN INSTITUTE OF MANAGEMENT, LUCKNOW

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Annexure

1. Adequacy of Internal Audit System

Internal Audit was conducted by a Chartered Account in 2014-15. Internal Audit Manual has not been prepared.

2. Adequacy of Internal Control System

Internal Control System in the Institute reflected the following deficiencies.

- The institute has been running without regular director since September, 2014.
- The institute utilised its capital grant of 812.42 lakh as against the available grant of 581.96 lakh without obtaining prior sanction from the competent authority.
- No age wise analysis of sundry debtors had been made by the institute.

3. System of Physical Verification of Fixed Assets

Physical verification of Fixed Assets was carried out by the Institute for the year 2014-15.

4. System of Physical verification of inventory

Physical verification of inventory was carried out by the Institute during the year 2013-14.

5. Regularity in Payment of statutory dues

The Institute is regular in payment of statutory dues.



Dy. Director of Audit (Central)

INDIAN INSTITUTE OF MANAGEMENT, LUCKNOW

(Registered under the Societies Act, 1860 vide Regn. No.879/84-85 Dated 27.07.1984)

Balance Sheet as at 31st March, 2015

(Rs.)

	SCHEDULE	Current Year ending 31.3.2015	Previous Year ending 31.3.2014
<u>SOURCES OF FUNDS</u>			
CORPUS/CAPITAL FUND	1	3,66,77,88,607	3,22,79,20,490
DESIGNATED/EARMARKED/ENDOWMENT FUNDS	2	1,99,67,17,422	1,70,11,74,370
CURRENT LIABILITIES & PROVISIONS	3	22,38,75,019	25,85,42,167
Total		5,88,83,81,048	5,18,76,37,027
<u>APPLICATION OF FUNDS</u>			
FIXED ASSETS	4		
Tangible/Intangible Assets		1,34,58,39,483	1,04,72,14,190
Capital Work-In-Progress		9,69,23,490	39,05,65,096
Fixed Assets (Net Block)		1,44,27,62,973	1,43,77,79,286
INVESTMENTS FROM EARMARKED/ENDOWMENT FUNDS	5	1,69,00,10,600	1,42,06,44,628
INVESTMENTS - OTHER	6	2,09,52,15,000	1,76,41,11,000
CURRENT ASSETS	7	20,97,36,122	10,48,11,401
LOANS, ADVANCES & DEPOSITS	8	45,06,56,353	46,02,90,712
Total		5,88,83,81,048	5,18,76,37,027
SIGNIFICANT ACCOUNTING POLICIES	23		
CONTINGENT LIABILITIES AND NOTES TO ACCOUNT	24		

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

Place: Lucknow

Date: 15.05.2015




(P. Dhar)

Sr. Finance & Accounts Officer



(Sudhir Chandra)

Financial Advisor-cum-Chief Accounts Officer



(Prof. Rajiv Kumar Srivastava)

Director

INDIAN INSTITUTE OF MANAGEMENT, LUCKNOW

Income & Expenditure Account for the Year Ending 31st March, 2015

(Rs.)

Particulars	Schedule	Current Year ending 31.3.2015		Previous Year ending 31.3.2014	
1. INCOME					
1.1 Academic Receipts	9				
Post Graduate Programme	9.1	52,61,66,987		54,34,56,816	
Management Development Programmes	9.2	41,48,66,843		39,41,56,270	
Fellow Programme	9.3	49,55,500		43,60,025	
WMP Income	9.4	7,88,01,568		8,34,48,604	
IPMX Income	9.5	12,78,38,230		12,62,55,500	
Placement Income	9.6	74,30,000		70,15,000	
Consultancy Income	9.7	1,67,90,981		2,01,40,861	
Other Fee - CAT	9.8	2,68,91,637	1,20,37,41,746	1,56,82,576	1,19,45,15,652
1.2 Grants / Subsidies	10		2,83,30,000		3,85,28,000
1.3 Income from Investments	11		17,72,30,389		15,56,39,279
1.4 Interest Earned	12		87,89,806		72,29,116
1.5 Other Income	13		1,62,33,174		1,70,25,137
1.6 Prior Period Income	14		0		0
Total Income			1,43,43,25,115		1,41,29,37,184
2. EXPENDITURE					
2.1 Staff Payments and Benefits	15		25,38,32,201		23,27,43,892
2.2 Academic Expenses	16				
Post Graduate Programme	16.1	12,84,81,229		10,65,84,634	
Management Development Programmes	16.2	20,73,06,301		20,28,99,660	
Fellow Programme	16.3	1,76,72,230		1,65,29,700	
WMP Expenses	16.4	1,35,30,329		71,47,459	
IPMX Expenses	16.5	4,26,58,523		3,05,93,096	
Placement Expenses	16.6	14,54,005		16,11,903	
Consultancy Expenses	16.7	1,23,58,860		1,43,79,195	
Common Admission Test	16.8	12,94,895		6,23,294	
Journals & Periodicals	16.9	3,01,67,045		2,70,78,320	
Research & Development	16.10	2,61,74,272	48,10,97,689	2,70,91,429	43,45,38,690
2.3 Depreciation	4		12,32,36,292		11,30,84,230
2.4 Administrative & General Exp.	17		4,70,23,842		6,74,85,937
2.5 Transportation Exp.	18		39,28,860		51,55,442
2.6 Repairs & Maintenance	19		2,80,65,069		3,30,57,448
2.7 Finance Cost	20		67,849		1,12,889
2.8 Other Expenses	21		19,86,244		0
2.9 Prior Period Expenses	22		12,10,868		1,12,359
Total Expenditure			94,04,48,914		88,62,90,887
3. Excess of Income over Expenditure			49,38,76,201		52,66,46,297
Transferred to: IIML General Fund		34,06,64,428		36,98,96,223	
Noida Fund		13,35,12,055		13,70,50,355	
Depreciation Fund		1,96,99,718		1,96,99,718	
Total			1,43,43,25,115		1,41,29,37,184

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

Place: Lucknow

Date: 15.05.2015



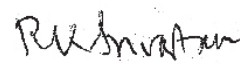
(P. Dhar)

Sr. Finance & Accounts Officer



(Sudhir Chandra)

Financial Advisor-cum-Chief Accounts Officer



(Prof. Rajiv Kumar Srivastava)

Director

Particulars	2014-15	2013-14
SCHEDULE 1 - CORPUS/CAPITAL FUNDS		
1. Corpus Fund		
1.1 Corpus Fund (Lucknow)		
Opening Balance	1,51,40,62,891	1,14,41,66,668
Add: Transferred from I & E Account	34,06,64,428	36,98,96,223
CAT Support	33,07,933	0
Sub-total (1.1)	1,85,80,35,252	1,51,40,62,891
1.2 Corpus Fund (Noida)		
Opening Balance	27,60,78,313	19,98,03,160
Add: Transferred from I & E Account	13,35,12,055	13,70,50,355
Less: Transfer to Noida Building/General Asset Fund	(4,25,99,986)	(6,07,75,202)
Sub-total (1.2)	36,69,90,382	27,60,78,313
Total 1 (1.1 to 1.2)	2,22,50,25,634	1,79,01,41,204
2. Capital Fund		
2.1. Building Fund (Lucknow)		
Opening Balance	59,14,73,192	59,84,07,996
Add : Transferred from Grant for Capital expenditure	6,64,24,167	4,66,35,358
Less : Transferred to Depreciation Fund	(5,36,10,285)	(5,35,70,162)
Sub-total (2.1)	60,42,87,074	59,14,73,192
2.2. General Assets Fund (Lucknow)		
Opening Balance	8,43,32,334	8,04,87,471
Add : Transferred from Grant for Capital exp.	1,48,18,214	3,25,70,855
Less : Transferred to Depreciation Fund	(2,24,20,584)	(2,83,30,569)
Less: Transfer to Depreciation Fund towards written off	(3,25,264)	(3,95,423)
Sub-total (2.2)	7,64,04,700	8,43,32,334
2.3. Sponsored Projects Fund (Lucknow)		
Opening Balance	1,536	3,839
Less : Transferred to Depreciation Fund	(1,535)	(2,303)
Sub-total (2.3)	,1	1,536
2.4. Building Fund (Noida)		
Opening Balance	73,69,84,290	70,96,42,378
Add : Transferred from Corpus IIML, Noida for Capital Exp.	3,96,20,617	5,26,21,249
Less : Transferred to Depreciation Fund - Noida	(4,11,03,622)	(2,52,79,337)
Sub-total (2.4)	73,55,01,285	73,69,84,290
2.5. General Asset Fund (Noida)		
Opening Balance	2,49,87,934	2,27,35,840
Add : Transferred from Corpus IIML-Noida for Capital Exp.	76,82,661	81,53,953
Less : Transferred to Depreciation Fund	(61,00,266)	(59,01,859)
Less : Transferred to Depreciation Fund towards written off	416	0
Sub-total (2.5)	2,65,69,913	2,49,87,934
Total 2 (2.1 to 2.5)	1,44,27,62,973	1,43,77,79,286
Grand Total (1+2)	3,66,77,88,607	3,22,79,20,490



(P. Dhar)

Sr. Finance & Accounts Officer



(Sudhir Chandra)

Financial Advisor-cum-Chief Accounts Officer

Particulars	2014-15	2013-14
SCHEDULE 2 - Designated/Earmarked/Endowment Funds		
2.1. Pension Fund		
Opening Balance	21,12,35,114	19,72,75,715
Addition during the year	1,04,63,706	1,02,23,838
Income from investments made of the Fund	1,67,84,686	1,70,24,192
Interest on Saving Bank Account	1,02,933	1,20,352
Other Addition Payble	1,18,024	4,85,128
Less: Expenditure	(1,58,51,380)	(1,38,94,111)
Sub-total (2.1)	22,28,53,083	21,12,35,114
2.2. Gratuity Fund		
Opening Balance	8,62,16,478	8,26,52,687
Addition during the year	8,27,007	40,00,000
Income from investments made of the Fund	1,23,06,152	0
Interest on Saving Bank Account	80,995	3,915
Less: Expenditure	(71,73,698)	(4,40,124)
Sub-total (2.2)	9,22,56,934	8,62,16,478
2.3. Depreciation Fund (Lucknow)		
Opening Balance	1,06,72,64,320	88,66,77,698
Addition during the year	9,60,57,386	10,19,98,175
Income from investments made of the Fund	10,49,21,037	7,85,88,447
Sub-total (2.3)	1,26,82,42,743	1,06,72,64,320
2.4. Depreciation Fund (Noida)		
Opening Balance	21,97,46,612	17,42,59,649
Addition during the year	4,72,04,304	3,11,81,196
Income from investments made of the Fund	1,92,94,580	1,43,05,767
Sub-total (2.4)	28,62,45,496	21,97,46,612
2.5. Leave Encashment Fund		
Opening Balance	9,48,04,766	8,43,71,013
Addition during the year	72,72,825	51,89,435
Income from investments made of the Fund	83,46,709	77,80,153
Less: Expenditure	(55,33,022)	(25,35,835)
Sub-total (2.5)	10,48,91,278	9,48,04,766
2.6. Endowment Fund		
Opening Balance	2,19,07,080	2,19,57,449
Income from investments made of the Fund	14,07,659	9,12,807
Less: Expenditure	(10,86,851)	(9,63,176)
Sub-total (2.6)	2,22,27,888	2,19,07,080
Total (2.1 to 2.6)	1,99,67,17,422	1,70,11,74,370



(P. Dhar)

Sr. Finance & Accounts Officer



(Sudhir Chandra)

Financial Advisor-cum-Chief Accounts Officer

Particulars	2014-15	2013-14
SCHEDULE 1 - CORPUS/CAPITAL FUNDS		
1. Corpus Fund		
1.1 Corpus Fund (Lucknow)		
Opening Balance	1,51,40,62,891	1,14,41,66,668
Add: Transferred from I & E Account	34,06,64,428	36,98,96,223
CAT Support	33,07,933	0
Sub-total (1.1)	1,85,80,35,252	1,51,40,62,891
1.2 Corpus Fund (Noida)		
Opening Balance	27,60,78,313	19,98,03,160
Add: Transferred from I & E Account	13,35,12,055	13,70,50,355
Less: Transfer to Noida Building/General Asset Fund	(4,25,99,986)	(6,07,75,202)
Sub-total (1.2)	36,69,90,382	27,60,78,313
Total 1 (1.1 to 1.2)	2,22,50,25,634	1,79,01,41,204
2. Capital Fund		
2.1. Building Fund (Lucknow)		
Opening Balance	59,14,73,192	59,84,07,996
Add : Transferred from Grant for Capital expenditure	6,64,24,167	4,66,35,358
Less : Transferred to Depreciation Fund	(5,36,10,285)	(5,35,70,162)
Sub-total (2.1)	60,42,87,074	59,14,73,192
2.2. General Assets Fund (Lucknow)		
Opening Balance	8,43,32,334	8,04,87,471
Add : Transferred from Grant for Capital exp.	1,48,18,214	3,25,70,855
Less : Transferred to Depreciation Fund	(2,24,20,584)	(2,83,30,569)
Less: Transfer to Depreciation Fund towards written off	(3,25,264)	(3,95,423)
Sub-total (2.2)	7,64,04,700	8,43,32,334
2.3. Sponsored Projects Fund (Lucknow)		
Opening Balance	1,536	3,839
Less : Transferred to Depreciation Fund	(1,535)	(2,303)
Sub-total (2.3)	,1	1,536
2.4. Building Fund (Noida)		
Opening Balance	73,69,84,290	70,96,42,378
Add : Transferred from Corpus IIML, Noida for Capital Exp.	3,96,20,617	5,26,21,249
Less : Transferred to Depreciation Fund - Noida	(4,11,03,622)	(2,52,79,337)
Sub-total (2.4)	73,55,01,285	73,69,84,290
2.5. General Asset Fund (Noida)		
Opening Balance	2,49,87,934	2,27,35,840
Add : Transferred from Corpus IIML-Noida for Capital Exp.	76,82,661	81,53,953
Less : Transferred to Depreciation Fund	(61,00,266)	(59,01,859)
Less : Transferred to Depreciation Fund towards written off	416	0
Sub-total (2.5)	2,65,69,913	2,49,87,934
Total 2 (2.1 to 2.5)	1,44,27,62,973	1,43,77,79,286
Grand Total (1+2)	3,66,77,88,607	3,22,79,20,490



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SCHEDULE 4-Fixed Assets

Particulars	Rate (WDV)	GROSS BLOCK			DEPRECIATION BLOCK			NET BLOCK				
		OPENING AS ON 1.04.2014	ADDITIONS upto 03.10.14	ADDITIONS from 04.10.2014 to 31.03.2015	ADJ./ WRITTEN OFF	CLOSING AS ON 31.03.2015	UP TO 31.03.2014	CHARGED DURING THE YEAR	ADJUSTED DURING THE YEAR	UP TO 31.03.2015	AS ON 31.03.2015	AS ON 31.03.2014
		3	4	5	6	7 (3+4+5-6)	8	9	10	11 (8+9-10)	12 (7-11)	13 (3-8)
4.1. Land & Building :-	2											
i. Land :												
Free hold - Lucknow campus	0	86,52,693		0	0	8,65,2693		0	0	0	86,52,693	86,52,693
ii. Buildings & Other Capital Works												
Office Buildings & Other Works (Phase-I & II)	10%	92,74,53,326		35,87,582	0	93,10,40,908	41,39,30,522	5,15,31,660	0	46,54,62,182	46,55,78,726	51,35,22,804
Residential Buildings & Other Works (Phase-I & II)	5%	8,01,90,110		0	0	8,01,90,110	3,86,17,602	20,78,625	0	4,06,96,227	3,94,93,883	4,15,72,508
Sub-Total (4.1)		101,62,96,129		35,87,582	0	1,01,98,83,711	45,25,48,124	5,36,10,285	0	50,61,58,409	51,37,25,302	56,37,48,005
4.2. Others Assets :												
i. Equipments	15%	8,23,44,399	7,45,291	51,21,922	57,36,423	8,24,75,189	4,83,27,946	55,53,827	54,39,231	4,84,42,542	3,40,32,647	3,40,16,453
ii. Furniture and Fixtures	10%	6,79,90,214	111,330	4,81,153	0	6,85,82,697	3,67,75,401	31,56,672	0	3,99,32,073	2,86,50,624	3,12,14,813
iii. Staff vehicles	15%	56,25,843			32,46,91	53,01,152	37,86,056	2,74,454	31,45,97	37,45,913	15,55,239	18,39,787
iv. Office Automation & Computers	60%	12,69,91,270	17,46,935	56,75,099	17,95,336	13,26,17,968	11,31,44,709	1,10,50,841	17,82,358	12,24,13,192	1,02,04,776	1,38,46,561
v. Gifted computer software etc.	100%	18,88,496			0	18,88,496	18,88,496		0	18,88,496	0	0
vi. Library Books & Microfilms, CD Roms, etc.	60%	11,54,46,132	1,88,376	7,43,108		11,63,77,616	11,20,31,412	23,84,790	0	11,44,16,202	19,61,414	34,14,720
Sub-Total (4.2)		40,02,86,354	27,91,932	1,20,21,282	78,56,450	40,72,43,118	31,59,54,020	2,24,20,584	75,36,186	33,08,38,418	7,64,04,700	8,43,32,334
4.3. Sponsored / Funded Projects Equipments	60%	1,92,93,311		0	0	1,92,93,311	1,92,91,775	1,535		1,92,93,310	1	1,536
Sub-Total (4.3)		1,92,93,311		0	0	1,92,93,311	1,92,91,775	1,535		1,92,93,310	1	1,536
Sub-Total (4.1 to 4.3)		1,43,58,75,794	27,91,932	1,56,08,864	78,56,450	1,44,64,20,140	78,77,93,919	7,60,32,404	75,36,186	85,62,90,137	59,01,30,003	64,80,81,875
4.4. Noida Assets												
i. Noida Building												
Office Buildings & Other Works (Phase-I & II)	10%	36,30,74,870		3379,89,933		70,10,64,803	13,55,60,834	3,96,50,900	0	17,52,11,734	52,58,53,069	22,75,14,036
Residential Buildings & Other Works (Phase-I & II)	5%	0		581,08,875	0	5,81,08,875	0	14,52,722	0	14,52,722	5,66,56,153	0
ii. Noida Lease Hold Land	0%	14,66,30,345		0	0	14,66,30,345	0	0	0	0	14,66,30,345	14,66,30,345
iii. Noida General Assets												
a. Equipments	15%	1,99,89,608	15,52,372	6,82,405	0	2,22,24,385	66,48,177	22,85,251	0	89,33,428	1,32,90,957	1,33,41,431
b. Furniture & Fixture	10%	2,41,82,795	15,18,750	8,55,922	0	2,65,57,467	1,65,10,555	9,61,895	0	1,74,72,450	90,85,017	76,72,240
c. Staff vehicle	15%	20,08,993			0	20,08,993	6,24,483	2,07,677	0	8,32,160	11,76,833	13,84,510
d. Office Automation & Computers	60%	1,55,76,144		4,12,407	0	1,59,88,551	1,49,80,085	4,81,358	0	1,54,61,443	5,27,108	5,96,059
Library Books & Microfilms, CD-ROM etc.	60%	1,39,07,023	5,66,257	20,94,548	54,132,00	1,65,13,696	119,13,329	21,64,085	53716	1,40,23,698	24,89,998	19,93,694
Sub-Total (4.4)		58,53,69,778	36,37,379	40,01,44,090	54132	98,90,97,115	18,62,37,463	4,72,03,888	53716	23,33,87,635	75,57,09,480	39,91,32,315
Sub-Total (4.1 to 4.4)		2,02,12,45,572	64,29,311	41,57,52,954	79,10,582	2,43,55,17,255	97,40,31,382	12,32,36,292	7589902	108,96,77,772	1,34,58,39,483	1,04,72,14,190
4.5. Capital Work-In-Progress :-												
a. Lucknow Campus	0%	2,77,25,187	269,60,703	4,12,06,491	53,30,609	9,05,61,772	0	0	0	0	9,05,61,772	2,77,25,187
b. Noida Campus	0%	36,28,39,909	2,95,84,612	1,63,97,723	40,24,60,526	63,61,718	0	0	0	0	63,61,718	36,28,39,909
Sub-Total (4.5)		39,05,65,096	5,65,45,315	5,76,04,214	40,77,91,135	9,69,23,490	0	0	0	0	9,69,23,490	39,05,65,096
GRAND TOTAL		2,41,18,10,668	6,29,74,626	47,33,57,168	41,57,01,717	2,53,24,40,745	97,40,31,382	12,32,36,292	75,89,902	1,08,96,77,772	1,44,27,62,973	1,43,77,79,286
Previous Year (2013-14)		2,29,23,43,459	4,91,09,163	19,30,39,431	12,26,81,385	2,41,18,10,668	88,10,65,935	11,30,84,230	201,18,783	97,40,31,382	1,43,77,79,286	1,41,12,77,524

P. Dhar

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Sudhir Chandra

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SCHEDULE - 5 INVESTMENTS FROM EARMARKED/ENDOWMENT FUNDS

Funds	2014-15	2013-14
Investments from Earmarked/Endowment Funds (Fund wise)		
1. Pension Fund Investment	17,84,00,000	17,80,00,000
2. Gratuity Fund Investment	9,06,69,600	8,21,05,628
3. Depreciation Fund Investment : Lucknow Campus	1,08,82,78,000	88,66,78,000
4. Depreciation Fund Investment : Noida Campus	22,03,00,000	17,43,00,000
5. Leave Encashment Fund Investment	9,71,73,000	8,43,71,000
6. Endowment Fund Investment	1,51,90,000	1,51,90,000
Total	1,69,00,10,600	1,42,06,44,628

SCHEDULE - 6 INVESTMENTS - OTHERS

Funds	2014-15	2013-14
Others (To be specified):		
1. Term Deposits : Lucknow Campus	1,68,94,15,000	146,91,11,000
2. Term Deposits : Noida Campus	40,58,00,000	29,50,00,000
Total	2,09,52,15,000	1,76,41,11,000

SCHEDULE 7 - CURRENT ASSETS

Particulars	2014-15	2013-14
1. Stock in Hand (Stationary & Electrical)	28,67,414	24,86,186
2. Sundry Debtors : Lucknow Campus	2,37,48,919	1,57,61,459
: Noida Campus	3,00,14,911	36,73,589
3. Cash and Bank Balances :		
a) With Scheduled Banks :		
- Saving Bank Accounts-Lucknow Campus	11,09,53,491	4,24,42,036
- Saving Bank Accounts-Noida Campus	3,70,18,547	3,67,72,655
- Saving Bank Accounts - Pension Fund	41,70,763	24,80,274
- Saving Bank Accounts - Group Gratuity Fund	8,33,967	11,10,850
b) Cash in Hand :		
- Imprest : Lucknow Campus	50,000	50,000
- Imprest : Noida Campus	25,000	25,000
- In Saving Accounts		
4. Postage, Stamp with Franking Machine	53,110	9,352
Total	20,97,36,122	10,48,11,401



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Schedules forming part of Annual Financial Statements of IIM, Lucknow for the year 2014-15

(Rs.)

Particulars	2014-15	2013-14
SCHEDULE 8 - Loans, Advances & Deposits		
8.1 Lucknow Campus		
1. Advances to Employees: (Non-interest bearing)		
a) Festival	1,45,075	1,43,200
b) TA/LTA	7,07,926	2,32,617
2. Long Term Advances to Employees: (Interest bearing)		
a) Vehicle Loan	7,57,196	4,93,417
b) Home Loan	48,15,175	53,73,536
c) Others (PC/Laptop)	1,36,100	2,12,000
d) Soft Loan to Faculty	1,49,352	3,22,010
e) Education Loan	1,64,000	1,64,000
3. Advances and other amounts recoverable:		
a) On Capital Account (for Construction Work)	45,33,025	0
b) To Suppliers (Secured Advance Contractors)	7,54,242	61,50,929
c) Others	1,37,000	2,21,887
4. Prepaid Expenses:	12,35,437	6,19,383
5. Deposits:		
a) Telephone	3,97,703	3,97,703
b) Security Deposit	20,65,865	20,65,865
6. Income Accrued:		
a) On Investments from Earmarked Endowment Funds	19,04,187	9,12,807
b) On Investments - Others	20,92,42,948	24,80,15,759
c) Pension Fund	2,79,24,799	1,94,64,326
d) Others Staff Loans	17,27,678	15,53,345
7. Other - Current Assets receivable:		
a) Consulting/Programmes, Advance Payment	1,05,11,310	1,13,83,503
b) Grants receivable from MHRD	1,16,64,000	0
8. Claim Receivable:		
a) Advance Tax	3,84,16,058	3,84,16,058
b) TDS	7,01,67,210	5,65,13,249
c) Income receivable	44,100	20,16,244
d) Pension Fund	1,23,57,521	1,12,90,514
e) Gratuity Fund	7,53,367	30,00,000
f) Service Tax Input	81,919	1,13,019
g) Refund clearing	52,502	74,171
h) IIM HP Account	36,553	0
Total (8.1)	40,08,82,248	40,91,49,542
8.2 Noida Campus:-		
1. Advances to Employees: (Non-interest bearing)		
a) TA/LTA	89,234	22,500
2. Advances and other amounts recoverable:		
a) Others (to outside party)	12,18,903	3,43,383
3. Prepaid Expenses:	33,63,694	34,09,070
4. Deposits:		
a) Security Deposit	13,92,575	11,03,334
5. Income Accrued:		
a) On Investment-other	3,25,38,744	2,86,80,812
6. Other - Current Assets receivable:		
a) Consulting/Programmes, Advance Payment	6,84,437	29,90,633
7. Claim Receivable:		
a) TDS	1,03,26,932	49,97,528
b) Income receivable	1,00,000	77,89,526
c) Service Tax Input	32,800	11,480
d) Refund clearing	0	2,46,165
e) CMEE/MSME Account	26,786	15,46,739
Total (8.2)	4,97,74,105	5,11,41,170
Grand Total (8.1 to 8.2)	45,06,56,353	46,02,90,712



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Schedules forming part of Annual Financial Statements of IIM, Lucknow for the year 2014-15

SCHEDULE - 9 ACADEMIC RECEIPTS

Particulars	INCOME	
	2014-15	2013-14
SCHEDULE 9.1 - Post Graduate Programme		
Admission	2,33,00,000	2,35,50,000
Books and Course Materials	6,47,58,000	6,38,32,063
Convocation	44,80,000	42,40,000
Room Rent / Maintenance Exp.	8,16,30,033	8,01,90,000
Students' Activities/Welfare	1,36,56,800	1,34,18,900
Tuition Fees	23,16,35,100	25,40,50,500
Computer Fees	3,84,83,000	3,78,01,000
Library Fees	3,07,94,000	3,02,58,000
Fee from foreign candidates	1,05,97,542	1,25,21,125
Fine & Other Fees	39,35,319	10,61,888
PGP Alumni Fees/Exp.	27,48,000	25,13,000
TotalA	50,60,17,794	52,34,36,476
PGP Scholarships		
Scholarships- Others	2,01,49,193	2,00,20,340
TotalB	2,01,49,193	2,00,20,340
Total9.1	52,61,66,987	54,34,56,816
SCHEDULE 9.2 - Management Development Programmes		
Lucknow Campus		
Open Programmes Fee	6,32,32,563	7,10,25,371
Sponsored Programmes Fee	26,02,10,403	23,03,23,872
TotalA	32,34,42,966	30,13,49,243
Noida Campus		
Open Programmes Fee	97,73,001	6,04,71,598
Sponsored Programmes Fee	8,16,50,876	3,23,35,429
TotalB	9,14,23,877	9,28,07,027
Total9.2	41,48,66,843	39,41,56,270
SCHEDULE 9.3 - Fellow Programme		
Lucknow Campus		
FPM Forms, Fee	1,74,000	88,000
TotalA	1,74,000	88,000
Noida Campus		
FPM Fees Income	47,81,500	42,72,025
TotalB	47,81,500	42,72,025
Total9.3	49,55,500	43,60,025



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Schedules forming part of Annual Financial Statements of IIM, Lucknow for the year 2014-15

(Rs.)

Particulars	INCOME	
	2014-15	2013-14
SCHEDULE 9.4 - WMP FEE		
WMP Course Fee (Noida Campus)	7,88,01,568	8,34,48,604
Total 9.4	7,88,01,568	8,34,48,604
SCHEDULE 9.5 - IPMX FEE		
IPMX Course Fee (Noida Campus)	12,78,38,230	12,62,55,500
Total 9.5	12,78,38,230	12,62,55,500
SCHEDULE 9.6 - PLACEMENT FEE		
Placement Fee	74,30,000	70,15,000
Total 9.6	74,30,000	70,15,000
SCHEDULE 9.7 - CONSULTANCY FEE		
Lucknow Campus		
Consultancy-Income	75,63,204	87,55,229
Institute's Share of Consultancy	21,75,424	21,32,702
Overhead for Consultancies	5,88,764	11,76,250
Company Training Income	35,26,936	34,83,397
TotalA	1,38,54,328	1,55,47,578
Noida Campus		
Consultancy-Income	10,60,922	18,13,203
Institute's Share of Consultancy	8,57,855	14,52,542
Overhead for Consultancies	1,81,193	2,77,382
Company Training Income	8,36,683	10,50,156
TotalB	29,36,653	45,93,283
Total 9.7	1,67,90,981	2,01,40,861
SCHEDULE 9.8 - OTHER FEE		
Comman Admission Test	2,68,91,637	1,56,82,576
Total 9.8	2,68,91,637	1,56,82,576
Grand Total (9.1 to 9.8)	1,20,37,41,746	1,19,45,15,652

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Schedules forming part of Annual Financial Statements of IIM, Lucknow for the year 2014-15

SCHEDULE - 10 GRANTS/SUBSIDIES (IRREVOCABLE GRANTS RECEIVED)

(Rs.)

Particulars	PLAN	Current Year Total	Previous Year Total
	Govt. of India		
Balance B/F	2,82,57,253	2,82,57,253	5,30,88,466
Add: Receipts during the year	5,81,96,000	5,81,96,000	9,29,03,000
Total	8,64,53,253	8,64,53,253	14,59,91,466
Less: Utilised for Capital Expenditure (A)	8,12,42,381	8,12,42,381	7,92,06,213
Balance	52,10,872	52,10,872	6,67,85,253
Less: Utilised for Revenue Expenditure (B)	2,83,30,000	2,83,30,000	3,85,28,000
Balance C/F (C)	-(2,31,19,128)	-(2,31,19,128)	2,82,57,253

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	16,30,60,823	11,86,11,366	0	0
(b) Interest on Term Deposits - Lucknow	0	0	14,78,28,331	13,35,71,191
(c) Interest on Term Deposits - Noida	0	0	2,94,02,058	2,20,68,088
2. Interest on S.B. Accounts of Endowment/Earmarked Funds	1,83,928	1,24,267	0	0
Total	16,32,44,751	11,87,35,633	17,72,30,389	15,56,39,279
Transferred to Earmarked/Endowment Funds	16,32,44,751	11,87,35,633		
Balance	0	0		

SCHEDULE - 12 INTEREST EARNED

(Rs.)

Particulars	Current Year	Previous Year
1. On Savings Accounts with scheduled Banks-Lucknow	63,37,547	39,15,842
On Savings Accounts with scheduled Banks-Noida	14,67,824	21,95,039
2. On Loans (Employees/Staff)	9,84,435	11,18,235
3. On Debtors and Other Receivables	0	0
Total	87,89,806	72,29,116



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Schedules forming part of Annual Financial Statements of IIM, Lucknow for the year 2014-15

SCHEDULE - 13 OTHER INCOME

(Rs.)

Particulars	2014-15	2013-14
A. Income from Land & Buildings		
Lucknow Campus :		
1. Rental	7,51,828	5,33,980
2. License Fee	7,65,700	7,30,764
3. Guest House Recovery	17,38,035	17,95,534
4. Electricity Charges Recovered	57,71,773	53,87,140
5. Xeroxing Recovery	21,06,349	20,96,320
Sub-total	1,11,33,685	1,05,43,738
Noida Campus :		
1. Rental	2,40,000	0
2. License Fee	85,810	67,500
3. Guest House Recovery	11,83,978	8,30,704
4. Electricity Charges Recovered	8,00,760	11,10,483
5. Xeroxing Recovery	0	0
Sub-total	23,10,548	20,08,687
Total (A)	1,34,44,233	1,25,52,425
B. Sale of Institute's publications	99,665	84,450
C. Income from holding events	0	0
D. Other		
1. Library Membership	1,35,800	,85,787
2. Profit on sale/disposal of Assets: Own Assets	1,45,422	3,39,488
3. Other Recoveries & Receipt		
(a) Lucknow Campus	15,44,185	26,52,155
(b) Noida Campus	8,63,869	13,10,832
Total (D)	26,89,276	43,88,262
Total (A to D)	1,62,33,174	1,70,25,137

SCHEDULE 14 - PRIOR PERIOD INCOME

(Rs.)

Particulars	2014-15	2013-14
Academic Income - Lucknow	0.00	0.00
Academic Income - Noida	0.00	0.00
Total	0.00	0.00



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Schedules forming part of Annual Financial Statements of IIM, Lucknow for the year 2014-15

(Rs.)

Particulars	2014-15	2013-14
SCHEDULE 15 - Staff Payments & Benefits (Establishment Expenses)		
Lucknow Campus		
<u>Salary and Allowances</u>		
Basic Pay	7,65,17,669	7,69,79,313
D.A.	7,54,79,029	6,17,06,689
H.R.A.	46,53,888	46,11,004
Special Pay	1,18,295	1,22,320
Transport Allowance	1,08,83,710	1,01,85,450
Daily Wages	20,32,403	18,49,657
Personal Pay	69,245	66,640
Washing Allowance	0	0
Arrears Payment	4,728	12,19,808
	16,97,58,967	15,67,40,881
<u>Other Benefits</u>		
Overtime	1,12,084	1,54,252
Medical	1,15,80,926	92,10,382
L.T.C.	47,14,077	15,66,893
Bonus	3,03,952	3,14,314
Reimbursement of Tution Fee	20,57,897	15,77,076
Leave Encashment on LTC	17,13,616	6,56,604
	2,04,82,552	1,34,79,521
<u>Employee's Welfare</u>		
Staff Training	5,585	23,024
Staff Canteen Subsidy	78,000	85,162
IIML Employees' Welfare Committee	11,10,002	9,68,377
	11,93,587	10,76,563
<u>Terminal Benefits</u>		
CPF Employer's Contribution	9,03,794	7,84,943
CPS Employer's Contribution	62,62,646	59,84,845
Pension Exp./Pension Contribution	81,70,233	1,00,00,000
Leave Encashment/Leave Salary Contribution	71,44,273	49,97,679
Gratuity	1,54,132	40,53,830
	2,26,35,078	2,58,21,297
TotalA	21,40,70,184	19,71,18,262
Noida Campus		
Salary Allowances	3,75,54,183	3,38,08,638
Other Benefit	22,07,834	18,16,992
TotalB	3,97,62,017	3,56,25,630
TotalA+B	25,38,32,201	23,27,43,892



(P. Dhar)

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(Sudhir Chandra)

Financial Advisor-cum-Chief Accounts Officer

Schedules forming part of Annual Financial Statements of IIM, Lucknow for the year 2014-15

SCHEDULE 16 - ACADEMIC EXPENSES

(Rs.)

Particulars	EXPENDITURE	
	2014-15	2013-14
SCHEDULE 16.1 - Post Graduate Programme		
Admission	51,72,458	41,92,617
Books and Course Materials	2,18,14,795	1,67,90,874
Convocation	19,31,690	19,27,103
Repair & Maintenance Exp.	1,38,01,493	60,20,091
Students' Activities/Welfare	60,10,343	61,53,177
PGP Alumni Exp.	14,91,494	12,09,277
Visiting Faculty Expenses	1,00,95,198	72,43,080
PGP Electricity	2,38,44,470	2,51,83,831
PGP Misc.	1,06,55,238	57,59,018
PGP Teaching Honorarium	25,00,000	10,00,000
ABM Exp. (Specific)	5,64,857	10,09,226
TotalA	9,78,82,036	7,64,88,294
PGP Scholarships		
Scholarships - Merit-cum-Means	1,04,50,000	99,50,000
Scholarships- SC/ST	0	1,26,000
Scholarships- Others	2,01,49,193	2,00,20,340
TotalB	3,05,99,193	3,00,96,340
TotalA+B	12,84,81,229	10,65,84,634
SCHEDULE 16.2 - Management Development Programmes		
Lucknow Campus		
Programme Expenses (Direct)	16,04,70,577	14,87,14,323
Security, Repairs and Maintenance	7,51,388	4,97,873
Electricity	73,10,180	77,48,870
Salary & Honorarium	96,56,740	83,51,650
TotalA	17,81,88,885	16,53,12,716
Noida Campus		
Programme Expenses (Direct)	2,16,30,816	3,65,08,561
Security, Repairs and Maintenance	30,20,798	0
Electricity	33,48,327	0
Salary & Honorarium	11,17,475	10,78,383
TotalB	2,91,17,416	3,75,86,944
TotalA+B	20,73,06,301	20,28,99,660
SCHEDULE 16.3 - Fellow Programme		
Lucknow Campus		
Administrative Expenses	14,83,742	15,15,447
Fellowship Honorarium	1,18,09,470	97,18,833
Student's Contingency	20,21,686	23,50,500
Electricity Expenses	10,96,527	11,62,329
TotalA	1,64,11,425	1,47,47,109
Noida Campus		
Visiting Faculty & Administrative Expenses	12,60,805	17,82,591
TotalB	12,60,805	17,82,591
TotalA+B	1,76,72,230	1,65,29,700
SCHEDULE 16.4 - WMP		
Admission Expenses	15,43,783	17,50,188
Course Materials	25,26,890	23,81,656
Misc. Expenses	6,73,366	7,98,282
Visiting Faculty Expenses	28,88,952	22,17,333
Electricity	31,00,303	0
Cleaning & Security Expenses	27,97,035	0
Total	1,35,30,329	71,47,459



(P. Dhar)

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Schedules forming part of Annual Financial Statements of IIM, Lucknow for the year 2014-15

(Rs.)

Particulars	EXPENDITURE	
	2014-15	2013-14
SCHEDULE 16.5 - IPMX		
Admission Expenses	47,35,329	52,17,350
Books & Course Materials	15,23,136	14,51,313
Hospitality Expenses	46,23,272	51,54,368
International Expenses	1,69,58,595	1,36,09,484
Misc. Expenses	25,23,171	22,15,204
Visiting Faculty Expenses	29,38,665	29,45,377
Electricity	47,12,460	0
Cleaning & Security Expenses	46,43,895	0
Total	4,26,58,523	3,05,93,096
SCHEDULE 16.6 - Placement		
Placement Expenses	14,54,005	16,11,903
Total	14,54,005	16,11,903
SCHEDULE 16.7 - Consultancy		
Lucknow Campus		
Consultancy Expenditure	73,17,844	82,69,817
Company Training Expenditure	32,23,102	31,07,662
TotalA	1,05,40,946	1,13,77,479
NOIDA CAMPUS		
Consultancy Expenditure	18,17,914	30,01,716
TotalB	18,17,914	30,01,716
TotalA+B	1,23,58,860	1,43,79,195
SCHEDULE 16.8 - Common Admission Test		
CAT Expenses	12,94,895	6,23,294
Total	12,94,895	6,23,294
SCHEDULE 16.9 - Journals & Periodicals		
Lucknow Campus - J & P Expenses	2,99,73,763	2,70,31,737
Noida Campus - J & P Expenses	1,93,282	46,583
Total	3,01,67,045	2,70,78,320
SCHEDULE 16.10 - Research & Development		
Lucknow Campus		
Software and Internet	77,52,757	72,65,519
T.A/DA for Foreign Visit	70,041	8,57,645
LPS-IIML National Leadership Award	12,72,457	3,83,401
Centre for Excellence of Business Sustainability	2,10,581	1,79,204
Seminars/Conferences	27,61,683	54,47,536
Faculty Development & Incentives	70,96,847	67,14,811
Officer Development	11,18,044	6,19,400
Accreditation & Research Development	17,63,825	22,27,966
Institute's Journal - Metamorphosis	2,17,628	1,72,522
Seed Money & Research Projects	3,13,457	5,98,722
Total	2,25,77,320	2,44,66,726
Noida Campus		
Faculty Development & Incentives	19,05,257	7,37,579
Licences Internet Fees	4,00,000	4,02,155
Seminar/Conferences & Other Activities	3,93,807	8,16,156
Other	8,97,888	6,68,813
Total	35,96,952	26,24,703
Total	2,61,74,272	2,70,91,429
Grand Total (16.1 to 16.10)	48,10,97,689	43,45,38,690

(P. Dhar)

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Particulars	2014-15	2013-14
SCHEDULE 17 - Administrative & General Expenses		
Lucknow Campus		
Security, Cleaning and Maintenance Services	89,17,091	1,01,66,335
Stationery and Printing expenses	42,48,014	36,78,756
Horticulture (Labour & Plantation)	39,39,646	47,41,514
Hospitality and Guest House Expenses	7,35,821	8,88,305
Telecom Expenses	21,21,313	20,14,837
Electricity	44,22,884	46,86,152
Institutional Membership Fees	4,52,958	4,97,153
Faculty/Staff Recruitment	18,89,427	20,90,249
Internal Audit Fees	2,94,516	2,79,240
Office Contingencies	2,11,433	4,38,087
Postage	90,250	82,304
Official Functions	2,60,855	2,46,057
Advertising & Publicity	1,65,753	0
Rent	1,38,451	1,14,354
Legal Expenses	4,74,537	2,27,472
BOG Expenses	15,96,061	17,78,905
Community Development	3,00,000	10,10,000
Travelling Expenses	14,40,899	12,89,477
Loss on sale of fixed assets	0	2,04,379
TotalA	3,16,99,909	3,44,33,576
NOIDA CAMPUS		
Security, Cleaning & Maintenance	7,26,410	99,20,689
Electricity	12,40,416	1,24,96,372
Stationery and Printing expenses	3,64,755	6,97,557
Horticulture Revenue Expenses	26,64,217	14,11,052
Telephone Expenses	7,33,325	8,61,637
Lease Rent	76,65,588	34,43,125
Other Administrative Expenses	19,29,222	42,21,929
TotalB	1,53,23,933	3,30,52,361
SCHEDULE 18 - Transportation Expenses	TotalA+B	4,70,23,842
Lucknow Campus		
Fuel for vehicles	18,20,664	22,38,169
Transport Services Expenses	12,88,543	22,08,782
Repair and Maintenance vehicles	3,66,552	4,02,738
Vehicle Insurance Expenses	2,77,970	58,907
Local Conveyance	1,744	24,198
TotalA	37,55,473	49,32,794
NOIDA CAMPUS		
Transportation Expenses	1,73,387	2,22,648
TotalB	1,73,387	2,22,648
TotalA+B	39,28,860	51,55,442



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Schedules forming part of Annual Financial Statements of IIM, Lucknow for the year 2014-15

(Rs.)

Particulars	2014-15	2013-14
SCHEDULE 19 - Repairs & Maintenance		
Lucknow Campus		
R & M Office / Buildings	45,66,692	50,79,637
R & M Furnitures	78,824	2,91,420
R & M Equipments	44,04,892	38,28,976
R & M Computer Hardware & Software	72,19,354	45,79,407
Development Expenses	13,11,073	2,34,205
TotalA	1,75,80,835	1,40,13,645
Noida Campus		
R & M Office / Campuses	21,91,789	20,39,086
R & M Furnitures	1,83,618	1,80,392
R & M Equipment	58,74,120	79,84,437
R & M Computers	17,90,678	17,03,664
Development Expenses	4,44,029	71,36,224
TotalB	1,04,84,234	1,90,43,803
TotalA+B	2,80,65,069	3,30,57,448
SCHEDULE 20 - Finance Cost		
Bank Charges	67,849	1,12,889
Total	67,849	1,12,889
SCHEDULE 21 - Other Expenses		
Lucknow Campus		
Writing off (Bad Debts)	19,86,244	0
Total	19,86,244	0
SCHEDULE 22 - PRIOR PERIOD EXPENSES		
Lucknow Campus		
Academic Expenses - Lucknow	19,476	0
Academic Expenses - Noida	11,91,392	1,12,359
Total	12,10,868	1,12,359



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SCHEDULE 23 - SIGNIFICANT ACCOUNTING POLICIES

1. Basis for Preparation of Accounts:

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

2. Revenue Recognition:

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

3. Fixed Assets & Depreciation:

- 3.1 Fixed Assets are stated at cost of acquisition including inward freight, duties and taxes and incidental and direct expenses related to acquisition, installation and commissioning.
- 3.2 Fixed Assets received by way of non-monetary grants or gifts (other than towards the Corpus Fund), are capitalized at values stated.
- 3.3 Government grants in the nature of contribution towards capital cost of setting up of projects are treated as Building/General Assets Fund.
- 3.4 Reclassification of fixed assets in the respective block of assets has been made to depict the carrying amount of assets at Lucknow Campus as well as Noida Campus.
- 3.5 The depreciation is provided for by adopting the written down value method as per the rates specified in the Income Tax Act, 1961.
- 3.6 Along with the reclassification of assets, amount of accumulated depreciation has also been transferred to the respective block of assets.
- 3.7 Accumulated depreciation upto 2003-04 amounting to Rs.26,26,62,907/- was computed but not provided for as the same was adjusted from the concerned funds. Out of the above accumulated prior period depreciation, an yearly allocation/charge @ 7.5 percent (i.e. Rs.1,96,99,718/-) is made from the year 2004-05 onward, to the Income & Expenditure Account leaving an unabsorbed balance of Rs.4,59,66,009/- as on 31.03.2015.

4. Intangible Assets:

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

5. Stocks:

Expenditure on purchase of Stationary/Printing material & electrical items are accounted as revenue expenditure, except that the value of closing stocks held on 31st March is set up as inventories by reducing the

corresponding Revenue Expenditure on the basis of information obtained from Departments. They are valued at cost.

6. Retirement:

- 6.1 Towards Gratuity of employees a Group Gratuity Scheme is instituted through LIC (as Fund Manager) by constituting an independent Fund, which manages the gratuity liability and it is in operation since 2001-02.
- 6.2 Liability on account of accumulated leave encashment benefit to the employees has been assessed and provided for. This provision has been kept under Leave Encashment Funds and being managed by the Institute.
- 6.3 Yearly Provision for pension liability as on 31st March, 2015 in respect of employees who had joined on or before 31.12.2003 is assessed and provided for in Pension.
- 6.4 In respect of employees who joined the Institute on or after 01.01.2004, Contributory Pension Scheme is under operation and the same is discharged by the Institute to the IIML EPF Trust, Lucknow concurrently.

7. Investments:

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

8. Earmarked/Endowment Funds:

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

9. Government Grants:

- 9.1 Government Grants are accounted on realization basis. However, where a sanction for release of grant pertaining to the financial year is received before 31st March and the grant is actually received in the next financial year, the grant is accounted on accrual basis and an equal amount is shown as recoverable from the Govt.
- 9.2 To the extent utilized towards capital expenditure, (on accrual basis) government grants are transferred to the Capital Fund.
- 9.3 Government Grants for meeting Receiving Expenditure (on accrual basis) are treated, to the extent utilized, as income of the year in which they are realized.
- 9.4 Unutilized grants (including advances paid out of such grants) are carried forward and exhibited as a liability in the balance sheet.

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

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

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

11. Sponsored & Consulting Projects:

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

12. Income Tax

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



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SCHEDULE 24 - CONTINGENT LIABILITIES AND NOTES TO ACCOUNTS**1. Contingent Liabilities:**

- 1.1 As on 31.03.2015 Court Cases filed against the Institution, by former/present employees, tenants and contractors and arbitration cases with contractors, were pending for decisions. The quantum of the claims is not ascertainable.

2. Capital Commitments:

- 2.1 The value of contracts remaining to be executed on Capital Account and not provided for (Net of Advances) amounted to Rs. 4.15 crores as on 31.03.2015 (Previous year Rs. 6.20 crores).

3. Fixed Assets:

- 3.1 Addition in the year to Fixed Assets in Schedule - 4 include Assets purchased out of Plan Funds (Rs. 8.12 crores). The Assets have been set up by credit to Capital Fund.
- 3.2 In the Balance Sheet as on 31.03.2015 and the Balance Sheets of earlier years, Fixed Assets created out of Plan Funds and Fixed Assets created out of Non-Plan funds were not exhibited distinctly.

4. Patents:

There is no patent relating to the Institute.

5. Deposit Liabilities:

The amount outstanding as Earnest Money Deposit & Security Deposits of ₹ 1.16 lacs towards unclaimed deposits, prior to the Financial Year 2014-15 was transferred to Revenue Account and accounted as Miscellaneous Income for the year 2014-15.

6. Expenditure in Foreign Currency:

a. Travel	₹ 3,51,58,764.00
b. Foreign Drafts for import of Chemicals etc.	₹ 0.00
c. Others	₹ 6,06,03,350.00
Total	₹ 9,57,62,114.00

7. Current Assets, Loans Advances & Deposits:

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

8. The details of Balances in Saving Bank Accounts and Fixed Deposit Accounts with Banks are enclosed as attachment 'A' to the Schedule of Current Assets.
9. Previous year's figures have been regrouped wherever necessary.
10. Figures in the Final accounts have been rounded off to the nearest rupee.
11. Schedules 1 to 24 are annexed to and form an integral part of the Balance Sheet at 31st March, 2015 and the Income & Expenditure Account for the year ended on that date.
12. As General Provident Fund Accounts, Contributory Provident Fund Accounts and Contributory Pension Scheme Accounts are owned by the members of those funds and being managed by I.I.M.E.P.F. Trust, Lucknow, hence these accounts were separated from the Institution's Accounts and a Receipts & Payments Account, an Income & Expenditure Account (on accrual basis) and a Balance Sheet of the Trust, is being attached at Appendix - 1 for the year 2014-15, to the Institution's Accounts.



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INDIAN INSTITUTE OF MANAGEMENT, LUCKNOW
RECEIPT & PAYMENT ACCOUNT FOR THE YEAR ENDING 31ST MARCH 2015

Particulars	Receipts		Payments	
	2014-15	2013-14	2014-15	2013-14
	Amount	Amount	Amount	Amount
To Opening Balance - Cash and Bank				
Cash Account	75,000	75,000		
Bank Accounts	7,92,14,691	6,25,61,504		21,649
Non Recurring Receipt				
To Special Purpose / Endowment Funds				
Depreciation Fund Interest	15,38,15,680	6,28,27,213		66,850
Receivable IIML Pension Fund	0	11,15,47,348		1,33,00,711
Gratuity fund Saving Bank Account	0	1,08,08,000		18,08,88,197
Pension Fund Interest	83,24,213	1,25,33,363		5,47,750
Leave Encashment Fund Interest	78,19,008	0		7,76,861
Other Funds	75,24,833	1,72,20,889		0
To Current Liabilities & Provisions				
Grant-in-aid (Plan-Normal)	4,65,32,000	9,29,03,000		54,695
IPMX/ FPM Prepaid Income	0	4,79,10,600		0
Retention Deposit	0	2,78,55,657		1,72,15,362
Earnest Money Deposit Control	19,567	10,11,470		17,09,223
Expenses Payable Account	0	3,32,12,904		28,53,800
On Account Receipts	18,59,472	1,61,74,439		31,95,863
Security Deposit Received (General)	71,381	79,13,297		18,28,933
Other Current Liabilities & Provisions	35,91,590	2,78,26,878		
Statutory Liabilities	44,47,330	0		
GIS Account	93,92,449	0		
Statutory Advances				
Service Tax Input	2,70,540	19,04,487		40,72,936
Accrued Income Receivable				
Income Receivable	30,000	15,77,837		1,04,30,162
By Non Recurring Payments				
To Capital Fund				
General Assets Fund				0
By Current Liabilities & Provisions				
Account of Outside party				22,28,23,696
On Account Receipts				66,850
Sundry Creditors				1,33,00,711
GIS Accounts				18,08,88,197
Other Current Liabilities & Provisions				5,47,750
Consolidation Payable				7,76,861
Retention Deposit				0
By Fixed Assets				
Building /Campus WIP				0
Computer & Office Automation				54,695
Equipments				0
Furniture & Fixtures				1,72,15,362
Journals & Periodicals				17,09,223
ERP Software				28,53,800
Library Books				31,95,863
Other Provisions				
Gratuity				18,28,933
Pension				
Provision for Depreciation				
Equipments				40,72,936
Office Automation computers				1,04,30,162
By Statutory Liabilities				
CPF Employee's Sub Payable				41,908
CPS Employee's Sub Payable				1,65,23,342
PF Subscription				
Service Tax Payable-MDP/Consultancy				9,91,382
Service Tax Payable-Placement				59,87,173
Service Tax Payable-Rent				2,02,49,865
By Bonds/Term Deposits				
Investment in Bonds/Term Deposits				5,21,70,559
				8,67,054
				64,757
				35,44,92,750

Receipts			Payments		
Particulars	2014-15	2013-14	Particulars	2014-15	2013-14
	Amount	Amount		Amount	Amount
To Current Assets, Loans & Advances			By Current Assets, Loans & Advances		
Sundry Debtors	40,35,93,977	9,12,84,243	NOIDA A/C	17,49,26,330	-1,53,46,765
Refund Clearing	4,08,98,990	0	Prepaid Exp.	19,97,789	1,01,99,043
Advance for Construction Work	0	37,07,843	TDS Receivable	2,16,66,187	6,02,92,483
Grant Receivable From GOI	77,89,526	0	Staff Advances	1,34,64,426	1,61,11,199
Personal Recovery/Payment	2,000	0	Other Current Assets	78,70,130	56,20,449
To Programmes & Projects Adv. Receipts			By Accrued Income/ Receivables		
Consultancies Advance Receipts	0		Income Receivable-MDP	0	-16,96,990
IPMX/FFPM Advance/Prepaid Income	4,81,54,300	1,11,14,416	Interest Accrued Investments	0	2,18,45,325
WMP Advance/Prepaid Income	7,57,000	4,46,36,525	By Other Advances		
M D P Advance Fee	1,30,69,682	7,36,000	Advance for Construction work	1,02,48,025	9,50,000
Research Projects Advance Receipts	8,88,513	2,41,67,534	Advance for Campus Activities	0	37,07,843
		11,06,955	Advance to Outside Parties	3,45,68,541	4,81,20,752
			Security Deposits Paid (General)	2,89,241	31,69,199
			Secured Advances-Contractors	0	61,50,929
			Other Advances	5,07,061	9,90,042
To Establishment Expenses			By Special Purpose / Endowment Fund Assets		
Establishment Expenses	1,18,985	0	Depreciation Fund IIML Investments	12,76,00,000	14,42,51,000
Recurring Receipt			Depreciation Fund	0	3,67,03,351
To Post Graduate Programme Income			Pension Fund Investments	4,00,000	2,50,91,549
PGP Income	50,45,25,395	52,18,76,188	Leave Encashment Fund	2,50,99,512	25,35,835
PGP Scholarship Receipts	1,73,50,793	2,00,20,340	Other Fund Assets	3,32,35,266	2,09,08,735
To Placement Income			By Noida Dep. Fund Investments		
Placement Income	67,416	67,416	Depreciation Fund Investment	12,95,00,000	14,55,75,000
To Management Development Programme Income			By Programmes & Projects Advance Payment		
MDP Income	1,19,12,079	1,19,12,079	Consultancies Advance Payment	10,21,311	50,53,478
To Consultancy & Funded Research Income			MDP Prepaid Expenses	0	18,63,759
Consultancy Expenses (reversal)	2,20,934	2,20,934	Research Projects Advance Payment	3,67,139	24,90,560
			WMP Prepaid Expenses	30,394	21,40,383
To IPMX Fees			IPMX Prepaid Exp	76,435	1,35,630
IPMX-Fees A/c	8,23,14,130	8,23,14,130	Prepaid Hotel	0	2,46,909
To Common Admission Test Receipt			By Academic Programs		
CAT - Income	2,68,91,637	2,68,91,637	CAT Income	0	2,182
			Tuition Fees	0	7,80,000
			MDP Fee-Open Programme	1,20,150	93,70,970

Particulars	Receipts		Payments		2013-14 Amount
	2014-15 Amount	2013-14 Amount	Particulars	2014-15 Amount	
To Fellow Programme Income <i>Fellow Programme</i>	49,25,000	40,33,500	Recurring Payments		
To Income From Investments <i>Interest on Investment</i>	17,83,26,510	10,35,99,326	By Establishment Expenses		
To Wmp Fees <i>WMP Fee</i>	7,89,33,608	8,43,99,000	<i>Salary & Allowances</i>	37,02,793	17,31,73,840
To Recoveries & Misc. Income			<i>Employee's Welfare</i>	23,43,938	21,23,840
<i>Electricity Recovery</i>	32,97,012	35,51,236	<i>Wages</i>	20,32,403	18,49,657
<i>Guest House Recovery</i>	27,48,113	91,89,912	<i>Gratuity Expenses</i>	2,46,989	12,31,972
<i>Interest on SB A/c</i>	78,05,371	58,38,477	<i>LTC Expenses</i>	14,02,452	4,43,638
<i>Xeroxing Recovery</i>	20,46,274	21,24,577	<i>CPS Employer Cont.</i>	62,72,930	59,84,845
<i>Interest on Staff Loans</i>	1,52,731	25,069	<i>Medical Expenses Reimbursement</i>	1,14,56,058	1,00,01,858
<i>Other Income</i>	13,80,58,264	29,45,313	<i>Other Establishment Expenses</i>	66,28,850	45,07,222
<i>Other Misc Income</i>	24,92,820	0	By Other Administrative Exp		
<i>House Rent Recovery</i>	1,05,143	0	<i>Electricity Expenses</i>	4,79,14,563	4,76,50,992
<i>Library Membership Fees</i>	1,44,881	0	<i>Security & Cleaning Expenses</i>	2,58,62,551	2,40,45,892
<i>Subscription for Institute Journal</i>	99,665	0	<i>BOG Expenses</i>	15,04,975	19,16,520
<i>Computer Recovery</i>	3,29,283	0	<i>Advertisement & Publicity</i>	6,81,471	0
<i>Telephone Recovery</i>	14,027	0	<i>Community Development</i>	3,00,000	10,10,000
<i>Transport Recovery</i>	1,09,813	0	<i>Horticulture Revenue Expenses</i>	55,25,922	53,96,049
To Noida Depreciation Fund <i>Interest on Noida Dep. Fund</i>	3,34,66,650	2,29,48,735	<i>Hospitality & Guest House Expenses</i>	58,81,825	64,98,472
			<i>Transport Services Exp.</i>	24,93,397	22,35,267
			<i>Vehicle Running & Maintenance Exp.</i>	18,31,932	23,18,480
			<i>Office Rent</i>	78,04,039	35,57,479
			<i>Postage & Telephone Expenses</i>	29,96,510	29,50,649
			<i>Printing, Stationary & Computer Consumables</i>	54,47,523	48,71,669
			<i>Recruitment Expenses</i>	18,69,889	15,79,620
			<i>Travelling Expenses</i>	19,89,568	19,67,538
			<i>FPM Administrative Expenses</i>	13,24,619	13,77,894
			<i>Other Administrative Expenses</i>	14,41,127	17,31,432
			By Repair and Maintenance Expenses		
			<i>R & M - Office/Building/Campus</i>	63,77,149	67,10,930
			<i>R & M - Equipments</i>	99,58,165	1,06,59,575
			<i>Other R & M Expenses</i>	2,30,98,850	72,01,245
			<i>Development Expenses</i>	17,55,102	73,70,429
			By Courses & Programmes		
			<i>Placement Expenses</i>	18,16,777	24,08,765
			<i>MDP Expenses</i>	10,78,06,660	9,86,51,916
			<i>IPMX Expenses</i>	0	2,28,984
			<i>IPMX International Expenses</i>	1,12,05,735	38,21,252
			<i>IPMX Misc Expense Course</i>	10,13,369	7,78,088
			<i>WMP Expenses</i>	55,945	5,81,605
			<i>Scholarship</i>	2,01,49,193	2,36,95,340
			<i>Visiting Faculty Expenses</i>	1,53,61,206	1,19,60,052
			<i>Books and Course Material Exp</i>	2,45,40,556	2,02,71,020
			<i>Journal & Periodical Exp</i>	2,91,99,705	2,47,79,354
			<i>Other Courses & Programmes Expenses</i>	2,55,07,976	2,09,88,105

Particulars	Receipts		Payments	
	2014-15		2014-15	
	Amount	Amount	Amount	Amount
				2013-14 Amount
By Research & Development				
Accreditation & Research Development			12,66,618	13,42,895
Faculty Development Expenses			51,87,504	45,54,942
Licenses Internet Fees			69,95,153	63,35,242
Seminars/conferences Exp			23,20,014	42,83,603
Other Research & Development Expenses			79,96,454	13,00,724
By Debtors				
EMD Refund Clearing			0	2,43,327
Refund Clearing			86,32,634	0
By CWIP				
CWIP-Furniture & Fixtures			5,70,316	0
CWIP-Office Buildings Other Works			8,91,43,697	9,38,93,827
By Other Expenses				
UDYAM A/c			1,23,438	0
By Closing Balance - Cash and Bank				
Cash Account			75,000	75,000
Bank Accounts			14,79,72,038	7,92,14,692
Total		1,93,45,98,276	1,93,45,98,276	1,98,53,90,369

Place : Lucknow
Date: 15.05.2015



(P. Dhar)
Sr. Finance & Accounts Officer



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



भारतीय प्रबंध संस्थान, लखनऊ
Indian Institute of Management, Lucknow

Prabandh Nagar, IIM Road, Lucknow-226013
www.iiml.ac.in



Edited By: Chairperson, Corporate Communications & Media Relations
Cover Design & Layout : Anuradha Manjul
Inside Pages Layout & Design : Anuradha Manjul

army printing press
Lucknow (0522) 6365333