

सिद्धिपूर्व प्रबन्धनम्



सिद्धिपूर्व प्रबन्धनम्
भा. प्र. सं. इन्दौर
IIM INDORE

वर्षिक प्रतिवेदन

भारतीय प्रबंध संस्थान इन्दौर
INDIAN INSTITUTE OF MANAGEMENT INDORE

वार्षिक प्रतिवेदन
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INDIAN INSTITUTE OF MANAGEMENT INDORE



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From the Director

I am glad to inform you that the year 2007-08 will go in the history of IIM Indore as a year of transformation and consolidation. Our position has consolidated in terms of faculty strength, long term programmes, MDP and In-company Programmes, research, consultancy, societal image and ranking. The transformation this year has focused on strengthening quality of teaching and training programmes. The strength of the chain depends on each link; so is true about quality of teaching and training in management programmes. Coupled with a few other initiatives taken over the past two years like putting faculty work and minimum participant feedback norms in place, putting up course outline by each faculty on the intranet, it will set a new trend in management education not only in India but also globally. Quality in management education, as you know, is truly a function of infrastructure, inputs and processes adopted in the matters of teaching, training, research, consulting and governance. Let me now touch upon each of these dimensions of our performance.

Long term Programmes

During the year, we offered six long-term programmes. These Programmes are:

- Two-year PGP
- 18- month EPGP
- 6-month Programme for Defence Officers
- 12-month Broad Band Based General Management Programme
- 12-month Broad Band Based Sales and Marketing Programme
- 4- year FPM

We have consolidated the batch size of our flagship programme, PGP, at 180, just over two years. The size will go up to 240 from July 2008 session; and we are aiming to raise it to 300 from July 2010. Our passing out EPGP batch was 33. Our current EPGP batch is 53. The batch size of every other long-term programme has also consolidated. I am happy to share with you that the number of participants currently pursuing long-term programmes at IIM Indore are larger than our alumni of the last eight years. IIM Indore is in the big league, as we say now!

From April 2008, we will be adding two new Broad Band Based programmes, namely,

- 12-month Family Owned Businesses and Entrepreneurship Programme; and
- 12-month Retail Management Programme.

Our current Broad Band Based Programmes are Direct to Class Room programmes. From May 2008, we shall be starting Direct to Corporate Programmes also.

I may say that BBB programmes are going to revolutionize the management education globally, and I am glad to add that IIM Indore is at the forefront of it. Broad Band Based Programmes, in 2-way Video x 2-way Audio mode, in collaboration with NIIT, were first designed, developed, and launched in the country in 2007 by IIM Indore.

I may recall that it all started with organizing faculty interviews by 2-way audio x 2-way video essentially to expedite faculty recruitment and save costs in the year 2004-5. That was also the first of its kind in

our country. In the same very year, we had used this mode, once again a first of its kind in India, to organize inauguration and orientation of our EPGP batch.

Let me make a point for those that have yet not experienced or experimented with Broad Band Based mode; that it is highly effective mode, in terms of cost, content and delivery.

MDPs and In-company Programmes

In terms of short-term programmes like 3-10 days MDPs and In-company programmes, IIM Indore has achieved great numbers. You may call them amazing, mind-blowing, or incredible. This year our MDPs and In-company programmes would total up 111, compared with 65 last year, and just 6, in not too distant past i.e. during 2004-05. The number of participants in these programmes this year increased by more than 100%, from 1134 last year to more than 2300 this year. The gross revenue grew by 200% from Rs.1.25 crore last year to Rs. 4.0 crore this year. From executive education, overall, IIM Indore generated gross revenue of Rs.12.38 crore compared to Rs.4.5 crore last year, and the net revenue of Rs.6.0 crore compared to Rs.2.5 crore last year. That is almost 150% growth both in terms of gross and net revenue.

Research and Publications

Research and publications got a new boost at IIM Indore during 2007-08. Significant output included the following:

Research Output	Number
Books	4
Books Adapted	2
Book Chapters	15
Research Papers Published	21
Research Papers Presented - National	15
Research Papers Presented- International	17
Research Projects In-Progress	3

In order to give further boost to research, it has been decided this year to launch five centers of research as follows:

- Center for Small and Medium Enterprises
- Center for Indian Multinationals & Education Research
- Center for Retail Management
- Center for Manufacturing Excellence
- Center for Media Management

These centers will be working in direct contact and collaboration with the industry to generate applied research.

Consultancy

Consultancy services at IIM Indore are still at the nascent stage. Nevertheless, we have made significant headway this year. Four consultancies completed this year and two consultancies are currently underway.

The list of consultancy projects undertaken in 2007-08 is as follows:

Sr. No.	Name of the Company	Programme Title	Faculty
1	The Soybean Processors Association of India (SOPA), Indore	Cotton to Soybean - A Way out of Farmers' Suicide	Prof. S. P. Parashar & Prof. Dipayan D. Chaudhary
2	Dept. of Public Health and Family Welfare, Bhopal, Govt. of M. P.	Human Resource & Communication Audit of Dept of Public Health and Family Welfare, Govt. of Madhya Pradesh	Prof. M. Ashraf Rizvi & Prof. Kamal K Jain
3	Madhya Pradesh Financial Corporation, Indore	Diagnostic Study of Madhya Pradesh Finance Corporation	Prof. S.P.Parashar & Prof. S. Venkataramaniah
4	College of Materials Management (CMM), Jabalpur	Management Study on Management of Grants / Funds in the Army, for CMM, Jabalpur (ARTRAC)	Prof. S.P. Parashar
5	REC Power Distribution Co., Delhi	Consultancy Project with REC Power Distribution Company Ltd.	Prof. S.P.Parashar & Prof. G. R. Chandrasekhar

International Conference

In order to show case potentials of IIM Indore, Indore and India, each year we organize one or two international conferences. This year 6th AsiaCALL International Conference on "Computers and Language Learning Technologies in and for the Developing Economies" was organised at IIM Indore during November 17-19, 2007. Of the total 70 participants, 18 were from 9 foreign countries.

FDPs and National Conferences

India has been witnessing unprecedented increase in management education entities (MEEs) in the recent years. According to Knowledge Commission Report (2007) India has about 1700 MEES. The AICTE approved institutions number no less than 1150. Good quality faculty is the foremost challenge these institutions are facing. In order to do our bit as a leading national center of excellence in management education, this year we had organized two Faculty Development Programmes and one National Conference.

Shastri Indo-Canadian Institute sponsored Library Workshop on "Role of Academic Librarians in Promoting Canadian Studies" was held at IIM Indore during December 16-17, 2007, where 21 librarians from different parts of the country (including IIMs, IITs & Universities) & 2 from Canada, attended the workshop.

Library has hosted one Day National Seminar on "Library and Information Management in Digital Environment" & a Workshop on "Interlibrary Networking" on 24 March 2008.

Post Doctoral Programme

We have launched 9-month Post Doctoral Programme in Management. It is aimed at picking up faculty with PhD in management and allied fields from universities and colleges and train them into research and management education pedagogy. The programme is designed to develop good quality management teachers. During the term of the programme, 100% current salary protection will be provided to these participants.

Learning Environment

Learning never stops at IIM Indore. There is learning inside the class and outside the class. In addition to curriculum learning, participants undertake various activities aimed at 'learning by doing'.

Our PGP participants run various interest clubs like Finance Club, Theater Club, Sports Club, Marketing club, E&C Club. IRIS (The Management Talent Competition among participants of top b-schools of the country) and Utsaha (The Marketing Research event) are two annual events organized by our students, which attract national attention and participation.

There is learning even in the names of the PGP hostel blocks. The blocks have names like sanskar, nishchit, niyojit, kewalyam. These names constantly remind the participants the qualities of a great leader that they should develop while here. We have put up a girl child statue this year outside our Library. It is named, Mukti Purna, reminding all, inter alia, 'sa vidya ya vimuktaya', meaning education is that free your mind; education is for all; our number one national priority should be girl education. "Prabandh Shikhar", the name of our campus, coined this year constantly reminds us that we all must work together to make IIM Indore the *shikhar*, the peak, of management education in India. The most mentionable thing about these names is that these names are identified and finalized through a completely participative process involving every member of the IIM Indore community.

To sharpen their competitive instincts and skills to win, students participate in various competitions held nationally and internationally.

PGP participants' I-mag, a quarterly business magazine, again differentiates IIM Indore PGP participants from the rest in the country. The title message of the magazine is that I am responsible for whatever happens to me. In a world suffering from 'other man phenomenon', it is a distinctly profound message.

Our EPGP participants have also launched this year a new business magazine, I-CANvas. The title message of this magazine is that in the emerging business world, 'I Can' is perhaps more important than IQ.

Our PGP students have undertaken this year a very laudable I initiative. They have created a web site to provide guidance for CAT aspirants. In a country where more than 2 lakh persons write this test, this website has become an instant hit, benefiting hundreds of aspirants.

Alumni Activities

Annual alumni meet "Footprint 07" was organized on campus on October 6 & 7th, 2007. Alumni mentorship programme has been started from this year and lot of alumni (both from PGP & EPGP) has agreed to become mentor for ongoing PGP & EPGP batches. Alumni are also helping the various clubs for taking new projects and giving suggestions as and when required.

Societal Orientation

In a country like India where Below Poverty Line (BPL) population constitute nothing less than 30%, social orientation among our people, and more so among our youth, our future leaders, is not only nice but critically needed. The programme of study at IIM Indore places strong emphasis on societal orientation. Society, Business and Management (SBM) is a compulsory course for PGP students. As part of the SBM course this year, each of the participants had a one-week internship with an NGO or the CSR wing of a corporate entity so as to get first-hand exposure to grassroot-level issues and

sensitization to social problems. Some of the organizations to which our students were attached are listed below:

1. Helpage India, Kolkata
2. Helen Keller Institute for the Visually Impaired, Vanayur, Kerala
3. Laxmi Organic Industries Limited, Raigadh, Maharashtra
4. Durgapur Steel Plant, CSR Department
5. Amnesty International India, Amroha, UP
6. The SAP Labs Centre of Hope, Bangalore
7. Missionaries of Charity, Mangalore
8. Byrraju Foundation, Secunderabad
9. Cartman, Bangalore
10. Voluntary Organization in Interest of Consumer Education (VOICE), New Delhi
11. Divya Chaya Trust, Kolkata
12. Prayas Institute of Juvenile Justice, New Delhi
13. Krishi Avam Parishitiki Vikas Sansthan, Alwar, Rajasthan
14. Vigyan Ashram, Pune
15. Deepalaya, New Delhi
16. Vanchit Vikas, Pune
17. Punj Dariya Youth Welfare Association, Mohali
18. Rural Agricultural Labour and Handicapped Welfare Society, Rajampet, AP
19. Spandana, Bangalore
20. Pradan, Jamshedpur
21. Deepam Educational Society for Health, Chennai
22. Lebenshelfe, Visakhapatnam
23. Navjeevan Society for Research and Rehabilitation of Mentally Retarded, Maharashtra
24. Bharatiya Grameen Mahila Sangh, Indore
25. Seva Karya, Darjeeling
26. Dr. Ambedkar Mission, Assam

Outreach programme

The importance of media needs no over-emphasis among this audience. Media is the fourth pillar of democracy, and perhaps today the key most. IIM Indore has received continued support from the Indian media. IIM Indore organized, perhaps for the first time in our country, a daylong outreach programme on 'Management for Media' at IIM Indore campus where 23 media persons participated.

For the State of MP

Director and faculty of IIM Indore sit on Boards of various M.P. State PSUs and advisory committees and councils of the Govt. of M.P. We have organized training programme for various departments of the Govt. of M.P. We highly value these programmes, as these programmes tend to generate high social impact.

Training Programmes conducted during 2007-08 for M.P. Government at a glance:

Total Programmes Conducted	15
Nos. of Days of Training	69
Nos. of Participants	348

One of our PGP participants, Mr. Kulpam Peshin, had presented a paper "FDI-Destination MP" at MP Foundation Meet at New Delhi in November 2007.

International Students and Faculty Exchange Programmes

During the academic year 2007-08 Institute has signed following 4 International Exchange Programme with following B-Schools and Universities:

1. Montpellier Business school, France
2. Frankfurt school of Business & finance, Germany
3. Faculty of Business, Brock University, Canada,
4. Baruch College, City University New York (they are sending final signed copy of draft agreement)

Our exchange programme with Athens University of Economics & Business, Athens, Greece, is likely to be signed soon.

With these international exchange partners in place, we shall be launching in the near future one year Trium global MBA, and Advanced Management Programme with Foreign study component.

Industry-Institute Interface

With the talent crunch facing the industry, the relationship between industry and institutes tend to be better. Industry not only visits institute for summer and final placement but also for on-going mutually beneficial relationship. "Catch them Young" is a good philosophy. Guest lectures and workshops have become more common. At IIM Indore, during 2007-08, 19 Guest lectures and 5 workshops were conducted by various corporate executives and companies.

MDPs and In-company programmes offer another regular industry-institute interface. Corporate sponsorships are more forthcoming. Indeed, multi- period, multi-touch point corporate relationships have started to gain momentum. In the academic year 2007-08, Institute has signed MoU with Steel Authority of India for joint training, Research and consultancy. Similar MoUs are in advanced stage with three more companies.

IIM Indore has currently two Industry sponsored research chairs, namely,

- State Bank of Indore Chair in Banking and Finance
- Impetus Chair in IT and Systems

We have received expression of interest by some more companies for institution of research chairs at IIM Indore in the near future.

Industry Merit Scholarships/ Medals

The following companies have instituted 5 scholarships and 3 medals:

- Eicher Motors Ltd.
- CSC India Pvt. Ltd.
- Bharat Forge Ltd.
- State Bank of Indore

- Reliance Infocomm Ltd.
- O P Jindal Group
- Corporation Bank

Need based Financial Assistance

The need based financial assistance scheme for PGP students was introduced at IIM Indore from the year 2004-05. Under this scheme, any student with annual family income less than Rs.2 lakh is given tuition fee waiver. In case of more hardship, further assistance is provided. The credo is that nobody will be denied education at IIM Indore for want of funds.

So far 76 PGP participants have benefited from Need based Financial Assistance scheme of the institute. The year-wise numbers as follows:

- 2004-05 : 32
- 2005-06 : 25
- 2006-07 : 11
- 2007-08 : 8

Interestingly, while the number of students over these years have increased by 50%, the number of students availing has come down by 75%. Many students have confided in me that they don't want these type of financial assistance. What they would need and prefer would be bank loans at low cost.

For the Scheduled Caste, Scheduled Tribe and Minority students, following scholarship schemes are also available:

S.No.	Name of Scholarship	Ministry	No. of applications forwarded to ministries
1.	New Central Sector Scholarship Scheme of Top Class Education for Scheduled Caste students	Ministry of Social Justice and Empowerment	Two
2.	New Central Sector Scholarship Scheme of Top Class Education for Scheduled Tribe students	Ministry of Tribal Affairs	Four
3.	Merit-cum-means based Scholarship scheme for Minority students	Ministry of Minority Affairs	One

Final Placement 2008

A total of 95 companies have participated in the final & lateral placement process and made 367 offers made to all 173 graduating PGP participants. The average salary of accepted offers was Rs.13.07 lakh/annum with highest salary was Rs.26 lakh/annum. Companies from all the sectors have participated in the final placement. Companies from new sectors like Media & Entertainment, Real Estate and Infrastructure have participated for the first time. 30 new companies have been participated for the first time in PGP placement. The three main highlights of the final placement this year are:

- Participants placed compared to last year were more by 50%
- The average salary increase registered over last year was 20%
- 55% of participants placed this year had no work experience.

Summer Placement

68 companies have participated in the summer Internship selection process. Companies from all sectors participated in the summer internship process. All the major consulting companies (again first time in IIMI history) have offered Summer Internship projects. PSUs like BPCL, Singrani Collaries, ISRO have offered summer internship projects.

Highest Stipend Rs.50,000/- per month (first time in IIMI history) has been offered to our participants (by 3 companies). The average stipend offered is Rs.16,500/- pm.

New Infrastructure

During the year we have added 20 faculty offices and 16 faculty houses. 120- room PGP hostel, 12 staff houses, 18-room FPM hostel, and 4- class room of 120 capacity each are at an advanced stage of completion and will be in place by June 2008. We have also our plans in place to add a 60- room MDC, and 120-room PGP hostel with new dinning hall next year.

Water has been a real major difficulty here. To overcome it, we have now in place a STP that recycles 80,000 liters of water per day. Also, the rainwater harvesting, phase-II, has been completed this year. The phase II work is in progress.. Rainwater harvesting has started showing results. Our purchase of water from tankers has been postponed by 30 days.

The Narmada water connection is now at our doorsteps, after good two years' hard work by my colleagues in the engineering and estate department; and we hope we shall be able to overcome water problem in the coming year. We shall then go for greening the campus in a major way.

On this campus, as of now, we have 12 class rooms, 12 syndicate rooms, 360-room hostel including 60-room hostel for girl students, Management Development Center with 24 double-bed, 12 single-bed and 6 suites, 60 faculty office-rooms, 32 faculty houses and 6 staff houses, and a broad-band studio.

Library Infrastructure

The library is aptly said to be the backbone of an educational institutions. We have a world-class library. Library has a Tulsient CD-MIRROR server, which can host more than 1500CDs and another Pentium server to host the IIMI Digital Library. All the databases have been web-enabled and made available on the Institute's LAN through the Digital Library. Every functional unit in the library has been equipped with a network computer to enable smooth information flow. Also there are six computers kept inside the library to facilitate information accessing by users. Library also has DVD, VCR, Scanner, Video Camera and HP LaserJet Printer. Library is using Virtua- an integrated library management system for automating various functions in the Library like book procurement, circulation. Virtua provides web enabled online public access catalogue (OPAC) and is available through institute's LAN. Library is using RFID technology for book security purpose. This year, Library enriched the accuracy of existing services by upgrading the infrastructure.

S.No.	Type of Resource	Quantity Added in 2007-2008	Cumulative Collection As on 4 th March 08
1	Books	1632	21140
2	Journals (Print& Online)	595	2945
3	Bound Volume	866	4620
4	CD-ROMs	19	273
5	Database	5	39

6	Working Paper	111	799
7	Educational Videos	4	150
8	Case Studies	130	1258

The library continued to provide basic services like Circulation, web based OPAC (Online Public Access Catalogue) service along with other allied services i.e. Inter Library Loan, Reprint Request, Photocopying service etc., to its esteemed users throughout the year. Also, services like new books list are updated continuously on the intranet portal. The library services are also extended to external users to enable them with wider access to information available at IIMI Library.

Most of the information services are available through the Digital Library accessible through the Institute's LAN. Other major services include inter-library loan, book exhibitions and reference services. Six Dell workstations were installed to provide online and offline access to library resources to the users visiting the library.

IT Infrastructure

New Network Installation & Configuration

The following building blocks network installation and configurations are successfully completed this year.

1. New Hostel Block – F (Capacity – 72 Nodes)
2. New Housing Block (Capacity – 24 Nodes)
3. New Faculty Block – 3 (Capacity – 48 Nodes)
4. New first floor Office Block (Capacity – 24 Nodes)

Now we have more than 1200 Nodes on our network.

More Wi-Fi Zones

The following building blocks are also enabled with Wi-Fi facilities.

1. Library
2. Computer Center
3. MDP Class Room

As of now Director office, Faculty blocks, All the hostel blocks, Computer Center, MDC and library are wi-fi enabled zone.

New Establishment

First floor computer lab has been furnished with capacity of 72 seats. Now this lab used for student lab session, online test and group assignment work etc.

Internet

Internet leased line connection has been upgraded from 2 MBPS to 4 MBPS. In addition to that IT Dept. has configured one more proxy server to provide a better Internet surfing performance. This proxy server has the capacity of 80 GB web cache.

Alumni Permanent Email ids

In the year of 2007, we have started the permanent email id facilities to our alumni. The domain name alumni.iimdr.ac.in has been created and maintained by the IT Dept. Today we are maintaining more than 750 email accounts of alumni. To provide a better performance and support we tied up with Google for their free services to educational institutions.

New Computing Tools

In order to provide the latest computing tools, the following software have been purchased:

1. NLOGIT (Econometrics and statistical tool)
2. EViews (Statistical, forecasting, and modeling tools)
3. MicroFit (Econometrics and statistical tool)

The following software licenses have been renewed for further use.

1. Escan Antivirus & content scanner
2. SPSS 15.0 with 50 user network license
3. Clementine 9.0 with 25 user network license
4. Answer Tree
5. AMOS

Anti-Spam Server

IT Dept. has designed and configured our own Anti-Spam server with using open source software and customized it as per our requirements. We have completed the whole project only in 30 days. The same types of solutions are costing around Rs.5.0 lakh and Rs.1.0 lakh per annum license renewal cost. We have made this facility with our own resources without any cost. After installation of Anti-spam gateway server, we have reduced more than 70% spam attack on our email server.

Our gross revenue has gone up by 78% and net revenue by 71%. These numbers in an expansion phase clearly signify our focus on cost control and value for money. Indeed, Value for Money (VfM) has been our corporate credo. You may be amazed to know that my colleagues, among others, at the reception desk, dispatch desk, transport department, purchase department, and IT department have generated impressive savings through their innovative thinking. We are all conscious of the importance of VfM for our Institute and our country.

Accolades

IIM Indore's journey in the last four years have earned it many an accolades and admirers.

Times of India (July 11, 2005) titled us "A Jewel in the IIM Crown".

Business Today (2006) ranked us # 9 business school

Business Today (2007) ranked us # 6 business school

Economic Times (December 30, 2007) ranked us # 4 business school

The Observer of Management Education (Feb 2008) titled us 'IIM Indore-The Rising Star'.

We consider ourselves the fastest growing business school of India and aim to be among the world's foremost business schools in the next 5 years. But we assure you that our feet are and shall remain on the ground.

Good or bad Performance of any organization is the function of, broadly, three sets of factors, namely,
Environment
Systems

People.

In the last a few years, the environment has been particularly favourable to us like all others. The Indian economy has been witnessing growth in the vicinity of 9%, despite global shocks like oil passing past US\$100 per barrel and more recent USA sub-prime. But as a saying goes, while all ships move up and down with the tide, not all ships move up and down equally. That is where the role of the people ie the captain and his/her team shows.

Systems, sans red-tape and bureaucracy, are necessary for continued growth and sustainability. But all systems, as we know, are made up of the people, by the people, for the people. Therefore, the key most success factor for any organization is the quality of the people; people that are competent, passionate and compassionate.

New Mission, Vision and Values

All progressive organizations keep revisiting and reviewing their mission, vision and values from time to time. That is important to remain in sync with the dynamic environment. We revisited our mission, vision and values this year. Our revised mission, vision and values statements read as follows:

Vision

To be among the world's foremost business schools, fostering thought leadership and managerial excellence.

Mission

To develop socially-oriented leaders, entrepreneurs and managers for facilitating and enhancing the competitiveness of organizations through innovative, globally benchmarked, programmes and processes of education, research, training and consultancy.

Values:

- Integrity
- Trust
- Openness
- Fairness
- Excellence

Team IIMI

What made it happen is the TEAM IIM Indore; The Governors, Faculty, Staff, Alumni, and Participants, and their families.

Faculty & Staff Productivity: Extraordinary

I am happy to say that during this year we could identify seven new faculty members. The contribution of faculty in terms of teaching, training, and participation in academic administration has been simply tremendous.

The contribution of the staff can be easily gauged from the fact that while most activities have grown on an average 100%+, there has not be a single additional staff hired.

I must say that the transformation and consolidation of IIM Indore is the extraordinary act of the ordinary people.

Faculty and staff development is indeed given a high priority at IIM Indore. The sponsorships are available for attending fully paid national conferences, international Conference with a cap of Rs.1 lakh, and Faculty Development allowance of Rs.40,000 per faculty per year. Further, funding up to Rs.1.5 lakh is also available for internally funded research projects. The Faculty members are regularly sponsored for national and international conferences and faculty development programmes.

Faculty Members sponsored to attend National /International Conferences during 2007-8	
Number of Faculty sponsored to present papers	21
International Conference	7
National Conferences	14

During the year 9 officers attended staff development programmes. A three-day Programme on 'MS Office and Excel' was organized by in-house faculty, where 28 staff members participated.

While year 2007-08 has been a year full of achievements, in this year we also suffered irreparable losses. We lost two of our very brilliant and promising PGP participants, Mr. Nitesh Agarwal and Ms. Neha Singh, in an unfortunate drowning accident. May their soul rest in peace. The response of IIM Indore community to that crisis has been out of the ordinary. We learnt that in similar accidents at the same spot in the choral river 80 persons had died over the past 5 years. IIM Indore community decided to pool their contribution to put up a barricade at the spot of the repeated accidents such that no precious and promising life is lost there ever again. That work has been completed at a cost of Rs.81 thousand.

I would also like to put on record our grateful thanks to the Government of India, particularly, the MHRD, Government of Madhya Pradesh, the Companies those have instituted merit based scholarships; the recruiting companies, the city Administration, IIM Indore Alumni, members of the media and the citizens of Indore who have always willingly supported the cause of IIM Indore. I would also like to thank the Chairman and members of the Board of Governors and the Society for their valuable guidance and the faculty and staff for their cooperation and immense contribution in making IIM Indore what it is today and what it is poised to be after today.

Dr. S.P. Parashar
Director

Post-Graduate Programme (PGP)

In the academic year 2007-08, there are 175 participants of the Ninth Batch (the “seniors”) in their second year and 180 participants of the Tenth Batch (the “juniors”) in their first year. Two participants from the Eighth Batch, who were found ineligible for the award of the Diploma in their Convocation for deficiency in their academic requirements, also joined the senior batch to complete additional course load. One participant from the Ninth Batch, who was detained for poor academic performance, joined the junior batch to repeat the first year. While two participants of the senior batch died in a tragic accident in August 2007, one participant from the junior batch withdrew from the programme in the first term itself for personal reasons.

The registration and re-orientation programme for the senior participants was held on June 18, 2007. Mr. Vipul Khanna, CEO, UBS Service India Private Ltd. was the chief guest in this programme. The registration, orientation programme and inaugural function for the junior participants was held on June 29-30, 2007. Mr. Vimal Kapur, M.D., Honeywell, was the chief guest in this function.

Special Features of PGP@IIMI

The PGP of IIM Indore has some special features, which distinguish it from other similar programmes:

- Experiential Learning
- International Focus
- Information Technology Orientation, and
- Social Sensitivity

Experiential Learning

Management is an art, which cannot be taught only in the classrooms. For getting real benefit from the PGP, it is necessary to have some exposure to the “field”. Since several participants of the PGDM come without any work experience, it is necessary to build a component, which provides them such exposure. The concept of experiential learning (EL) helps participants to “learn from the field”. In the process, participants get a feel of organisational reality: what it is, how it works, and the relationship between diverse functions. Participants are able to relate classroom teaching to organisational life. To that extent, the so-called gap between theory and reality is bridged.

For the first time, the industry was invited to conduct workshops for the first year participants. The companies that conducted workshops and contests were AXIS Bank, Leo Burnett, McKinsey & Co., and Accenture Consulting.

Information Technology Orientation

Information Technology is playing an ever-increasingly important role in business and education. Therefore, acquisition and processing of a large volume of diverse information for managerial decision-making, through extensive use of computers, has become the order of the day. IIM Indore prepares the participants to take up the above challenge. They are required to make intensive use of computer during the programme. Every participant is provided with an Internet node in his hostel room, networked with library and Internet. Efforts are on towards progressive use of multimedia in the classroom and integrating IT in the day-to-day functioning of the programme through Intranet.

Social Sensitivity

Another unique feature of the PGP at IIM Indore is a compulsory course called *Society, Business and Management* which not only exposes the participants to the ethical dilemmas and social responsibilities

of business through classroom sessions but also develops their social sensitivity through a one-week attachment with an NGO or the CSR wing of a business organization.

In the last few decades, there is a growing realization that businesses have responsibilities not only to their shareholders but also to a host of other stakeholders like employees, customers, the environment and the society at large. Out of this realization, there arose the move towards greater Corporate Social Responsibility. Managers now need to be sensitized to the ethical and social dimensions of their day-to-day actions. This course is aimed towards that goal.

This a four-credit course divided into two modules: the Classroom Module and the Field Visit Module. In the Classroom Module, the participants are introduced to the concepts underlying business ethics and corporate social responsibility. They then study and discuss a variety of cases that showcase 'bad' and 'good' corporate behaviour. In the Field Visit Module, the individual participants get themselves attached to an NGO or the CSR wing of a business organization for a week at the conclusion of which they have to submit individual Field Visit Reports of their experience.

Curriculum

Academic input is delivered through two types of courses: core courses and elective courses. Core courses are compulsory for all participants and occupy about 62% of the total curriculum. They provide participants with the fundamental conceptual knowledge, analytical skills and techniques, contextual understanding, environmental awareness and overall perspective that will serve as the bedrock for the programme. All the courses in the first year and a few courses in the second year are core courses. The elective courses, which are offered only in the second year, will give participants a deeper understanding of different functional areas and enable them to specialize in areas of their choice. In addition, a course of independent study (CIS) allows a participant to undertake detailed exploration of narrowly defined areas/topics under the guidance of a faculty.

The concept of credit is used to compute the workload of a course. As a general rule, a four-credit course requires a commitment of about 100 hours from the participant of which about 30 hours are to be spent in the classroom (usually 24 sessions of 70 minutes each) and the balance to be utilized for preparation and assignments. Most of the courses are of two- and four-credits, though it is possible to have three-credit courses.

Scholarships and Gold Medals

Scholarship

The following scholarships will be awarded to the ninth PGP Batch 2006-2008:

1. Kalyani Scholarship (Rs. 2 lakhs) by Bharat Forge Ltd., for outstanding academic performance in the 1st year (AY 2006-2007)
2. State Bank of Indore scholarship (Rs.1.5 lakhs) by State Bank of Indore for outstanding academic performance in the 1st year (AY 2006-2007)
3. Eicher Scholarship (Rs.50,000/-) by Eicher Motors Ltd., for outstanding academic performance in the 1st year (AY 2006-2007)
4. Reliance Communication scholarship (Rs.50,000/-) by Reliance Infocomm Ltd., for outstanding academic performance in the 1st year (AY 2006-2007)
5. CSC India Innovation Scholarship (Rs.50,000/-) by CSC India Pvt. Ltd., for distinction in Marketing & IT in the 1st year (AY 2006-2007)

Gold Medal

In addition to the Eicher gold medal, one new gold medals would be awarded to the ninth PGP batch 2006-2008 by the industry as under:

1. Eicher Gold Medal for Best All Round Performance
2. Corporation Bank Gold Medal for the Best Outgoing Participant

PGP Admissions & Financial Aid

Admissions for PGP

The Tenth batch (2007-2009) of the two-year, residential Post-Graduate Programme in Management (PGP) – the flagship programme of IIM Indore attracted 170235 applicants (which include 170225 CAT & 10 GMAT applicants), compared to previous year's 152609 registering an increase of 12%.

While the attendance ratio of the short listed candidates appearing for Group Discussion and Personal Interview during the first three years – 1998, 1999 and 2000 was low, it improved considerably during the subsequent years – 2001, 2002, 2003, 2004, 2005 and 2006. In the year 2007 the attendance percentage was 88%.

During the year under review, we had received applications from ten candidates living abroad. (Their GMAT scores are considered in lieu of the CAT scores, as is done by other IIMs).

Out of the total One Thousand Seven Hundred Twenty short listed, One Thousand Seven Hundred Fourteen of 170225 CAT-taker applicants and six of the 18 GMAT applicants were short listed and called for GD and interview. Of these, 1485 CAT applicants and 5 GMAT applicants attended the GD and interview.

In all 771 successful candidates, which include 588 General, 1 GMAT, 118 scheduled caste, 51 scheduled tribe and 13 physically challenged applicants were offered admission to the PGP 2007-2009 batch. Out of these, 199 including 151 General, 1 GMAT, 28 Scheduled Caste, 15 Scheduled Tribe and 4 Physically Challenged applicants accepted our offer of admission. Of these 199, only 180, which include 135 General, 26 Scheduled Caste, 15 Schedule Tribe and 4 Physically Challenged applicants registered for our PGP 2007-2009 batch.

A summary table is appended as Annexure I.

Besides above, during April 1, 2007 to March 31, 2008, the admission process for Eleventh batch (2008-10) was undertaken. The details are appended as Annexure II.

Scholarship Schemes

(i) Merit-based Scholarships

During the academic year 2007-08, the institute had five merit-based scholarships for its PGP participants. These scholarships are instituted by industry, banks and other entities, either through endowment or on annual renewal basis.

In addition, OP Jindal Group has awarded OPJEM Scholarship to Mr. Mithlesh Kumar Ojha (PGP 1st year) and Mr. Vipin Sharma (PGP 2nd year). The winners of the scholarship have received a cash prize of Rs.1,25,000/-, memento and a book. Corporation Bank has also instituted a Gold Medal for Best Outgoing student of our PGP 2008-10 Batch.

The table given in Annexure III lists various scholarships, donor organizations, amount of the scholarships, funding particulars and the name of recipients of the scholarships during the academic year 2007-2008 for their excellent academic performance in the first year (2006-2007) of the two-year post-graduate programme.

(ii) Need-based Financial Assistance Scheme

The institute has evolved a "Need-based Financial Assistance" scheme from the academic year 2004-2005 to provide financial support to needy PGP participants. These scholarships are awarded annually to needy students from economically disadvantaged families.

In the year 2007-08, 8 PGP participants were benefited under this scheme.

Education Loan from Banks

On our part, we facilitate the banks to directly interact with our students before the registration by providing them the contact details of those candidates who have accepted our admissions offer. We continue to help the participants, if required, even after the registration for participants in getting education loan from banks. A very large number of the PGP participants availed of educational loan facility from various banks during the year under review.

Annexure I**Data on PGP Admissions: 2007-2009 batch**

S.No.	Particulars	General	SC	ST	PH	OBC	GMAT*	Total
1.	Total No. of CAT takers	144720	8888	2118	696	20177	-	176599
2.	No. of CAT / GMAT takers applied to IIMI	140021	8322	1990	643	19249	10	170225
3.	No. of candidates called for interview	1305	189	91	24	105	06	1720
4.	No. of candidates attended the interview	1134	158	78	16	99	05	1490
5.	No. of admission offers made	588	118	51	13	00	01	771
6.	No. of candidates who accepted the offers	151	28	15	04	00	01	199
7.	No. of candidates who registered for the programme	135	26	15	04	00	00	180

* All are General candidates

Group Profile of the registered participants

Gender Distribution		Age group		Discipline-wise Distribution		Work Experience	
Male	164	Below 21	5	Arts	01	With work exp.	142
Female	18	21 – 23	108	Comm./Mgmt.	07	With work exp.	38
		24 - 25	51	Engg./Tech.	154		
		Above 25	16	Science	08		
				Medicine	03		
				Others	07		
				Total	180		

Annexure II

Data on PGP Admissions: 2008-2010 batch

S. No.	Particulars	General	SC	ST	PH	OBC	GMAT*	Total
1.	Total No. of CAT takers	170110	11102	2798	921	24395	-	209326
2.	No. of CAT / GMAT takers applied to IIMI	164803	10410	2624	869	23151	19	201876
3.	No. of candidates called for interview	1247	220	84	38	141	16	1746
4.	No. of candidates attended interview	1094	201	71	30	135	14	1545

* All are General candidates

Annexure III

Merit-based Scholarships and Gold Medals awarded during the year 2007-2008

S. No.	Title	Value of the scholarship	Donor Organization	Type	Name of the Recipient
Scholarships					
1.	Kalyani	Rs.2,00,000/-	Bharat Forge Ltd.	Annually renewable	Mr. Nirmal Jain S.
2.	State Bank of Indore	Rs.1,50,000/-	State Bank of Indore	Perpetual	Mr. Himanshu Swaroop
3.	Eicher	Rs.50,000/-	Eicher Motors Ltd.	Perpetual	Mr. Abhishek Bhandari
4.	Reliance Communications	Rs.50,000/-	Reliance Infocomm	Annually renewable	Mr. Deepak Darisi
5.	CSC India Innovation	Rs.50,000/-	CSC India Pvt. Ltd.	Annually renewable	Mr. Vipin Sharma
Gold Medals					
1.	Eicher Gold Medal	Gold Medal and Cash prize of Rs. 5,000/-	Eicher Motors Ltd.	Perpetual	Mr. Kaushik Rajan
2.	CorpBank Gold Medal	8 gms. Gold Medal	Corporation Bank	For three years	Mr. Neeraj Sansanwal

All the scholarships listed above and CorpBank Gold medal are awarded to best academic performers of the first year of PGP.

Eicher Gold medal is awarded to the best PGP All rounder of the batch.

Besides above, OP Jindal Group for the year 2007-08 has initiated a scholarship scheme titled "OPJEM Scholar for the year 2007" for meritorious students of leading Management and Engineering colleges of the country. IIM Indore was one among the top institutions identified for this scholarship. The selection process was conducted by OP Jindal Group with the help of institute's Admissions & Financial Aid committee. The selection was made on the basis of participants' performance in the online test administered to top 20 participants each of PGP 1st and 2nd year which was followed by interview of the short listed participants. OP Jindal Group has selected Mr. Mithlesh Kumar Ojha and Mr. Vipin Sharma of PGP 1st and 2nd year respectively for OPJEM Scholars for the year 2007.

Convocation

Ninth Convocation Ceremony

IIM Indore conferred 175 post graduate and 33 executive post graduate diploma in management during its 9th Convocation Ceremony held on March 18, 2008 . The event was graced by the presence of Shri S.K. Roongta, Chairman and Managing Director, SAIL as the Chief Guest for the Convocation, Shri L.N. Jhunjhunwala, IIM Indore's Chairman & the Chairman – Emeritus, LNJ Bhilwara Group, IIM Indore's eminent Board of Directors and the proud parents of the graduating students.



Student Activities 2007-08

IRIS 2007

IRIS 2007 will always be remembered for its much talked about theme – ‘Be’. It drew extreme reactions from every corner. You either loved it or hated it, but one thing was for sure – you couldn’t ignore it.



The festival was bigger than its previous editions. Enhanced corporate involvement, participation from outstation colleges and top-notch events cemented IRIS’s reputation as one of the most prestigious Management Festivals in the country.



‘Ashwamedha’, which is the flagship event at IRIS had prize money of Rs. 1,50,000 this time. It is the biggest sum of prize money to be awarded in India. Kaushik, a PGP II student from IIM Ahmedabad was crowned the winner in this edition of IRIS. Rajat Hooda, an IIM Indore participant was amongst the top three. In our special event – ‘Kalpavriksha’ – The Social Venture Challenge – Sunder B, a PGP I participant from IIM Indore did the college proud by winning the top prize. All the other events also recorded appreciable participation with ‘Sanjeevani’, ‘Bulls and Bears’, ‘Adapt’ and ‘Papyrus’ standing out.

The informal events drew a lot of crowd as well. ‘Livewire’ shall be remembered this year for an evening of unforgettable music, courtesy ‘Strings’ – A Pakistani Rock and Roll Band. Participants from IIM Indore and the people of Indore came together to do justice to the artists’ effort.

Also, the corporate involvement at IRIS 07 was noteworthy. SBI was the Title Sponsor. Other names include – Reliance, Tata, Airtel, Cognizant, Safe Express, SIDBI, and Pagalguy among others.

IRIS 07 was a phenomenal stage and IRIS 08 promises to be even better. The theme for the forthcoming edition is ‘Break Free’ and the endeavor shall be to achieve something special.

UtsAha! 2008

The Annual Marketing Fair of IIM Indore, January 26-27, 2008.

UtsAha! is the flagship event of Mercur-I, the Marketing Club of IIM Indore. UtsAha! provides a unique opportunity, bringing together the big brands and customers on the same platform, giving an interactive learning session for participants of the PGP. This year, the fair was conducted at Abhay Prashal in the heart of Indore. It was thronged by the weekend crowds looking for an entertaining evening. UtsAha! this time was a unique combination of Events, Market Research disguised as engaging games and stalls by premier organizations.

The attractions included events for kids and the entire family. There was a Food and Entertainment zone, offering all a break that included intriguing games and delicious food. One interesting event was the Saffola HomeMaker contest. The event tested the competitors on health consciousness and other aspects. Marico sponsored gift hampers for all entrants. Other events included quizzes and Antakshari, hosted by DJs from Radio Mirchi. The main draw at this edition of the fair though was the Comic interpretations by The Great Indian Laughter Challenge finalist, Navin Prabhakar. And the fair ended on a high with the conclusion of Mr. and Ms. Smart.

The title sponsor for UtsAha! was Reliance Smart Telecom. Other organisations involved with UtsAha were Hero Honda, Marico, ITC, Reckitt Benckiser, Coca Cola, Reliance Fresh, ScratchMySoul.com and IMS Education among others.



A Picture clip from "Utsaha"

Students' Participation:

During the course of the year, IIM Indore students participated in several competitions and brought laurels to the Institute, record of which are as follows:

Event	Organizer	Rank	Date	Participant's name
TCS Smart Manager Contest	TCS & The Smart Manager	1	Jun-07	Vivek Iyer
Best Summer Project Competition, Marico Ltd.		1	Sep-07	Shalin Pankaj Shah
Akruti - The Business Plan Competition (Nimitt 2007)	SP Jain Institute of Management and Research, Mumbai	1	Jul-07	Anubhav Jain Dhruv Bhushan
Nakshatra - The Star Team Event' (Nimitt 2007)	SP Jain Institute of Management and Research, Mumbai	1	Jul-07	Anubhav Jain Dhruv Bhushan
The Deal 2007 - Investment Banking Case Study	JP Morgan	All India Champions	Aug-Nov-07	Anubhav Jain Dhruv Bhushan Rajat Hooda
TATA Boardroom Wars', Vista 2007	IIM Bangalore	2	Oct-07	Aditya Maheshwari Dhruv Bhushan Nishit Jalan Rajat Hooda Vipin Sharma Vivek Iyer
ReTailor - The Retail King', Vista 2007	IIM Bangalore	2	Oct-07	Dhruv Bhushan Rajat Hooda
Bplan Contest	IRMA	1		Kaustubh Joshi Vivin Handoo
Yojana - the B-plan Contest	IMI, Delhi	1	Nov-07	Anshul Sharan Ashutosh Agrawal
Innovation Contest, Confluence	IIM Ahmedabad	2	Nov-07	Sandeep Koujalgi Kaushik Rajan Sarosij Dutta Roy
Management Debate, Confluence	IIM Ahmedabad	2	Nov-07	Sandeep Koujalgi Kaushik Rajan Sarosij Dutta Roy
Erverna, M&A contest, Imperium, MDI	MDI Gurgaon	1		Kaushik Rajan
Parthenon, E&C Club Case Contest	IIM Indore	2		Phani Kumar Lanka Abhishek Rawat Hima Reddy
Excogitate Case Study	MDI Gurgaon	2	Nov-07	Vivek Iyer
St. Gallen's International Symposium	St. Gallen	selected for participation		Abhishek Rawat
Future Entrepreneurs of the World Summit 2007, Sydney	FEWS team of the Macquarie University, Sydney	selected for participation	Jul-07	Dhruv Bhushan
Global Innovation Challenge, Darden School of Business, Virginia	Darden School of Business, Virginia	Top 10 most innovative teams of the world	Nov-07	Amit Srivastava Rajat Hooda Vivek Iyer
Towards Equilibrium Debate, Confluence	IIM Ahmedabad	2		Sandeep Koujalgi Kaushik Rajan Sarosij Dutta Roy
HDIL - Valuation Case Study Contest, FinSoc	FMS, Delhi	2		Vikas Anchan Vineet Patwari

Executive Post Graduation Programme in Management

Truly unique and thoughtfully designed IIMI Executive PGP is 18 months programme for working executives and entrepreneurs who inspire to be part of movement for growth and prosperity. The objective of the programme is to provide an opportunity to enhance their knowledge and skills continually. The executive program is designed for students who are employed full-time and intend to pursue an MBA while they continue their careers. The programme will prepare students for senior management roles and develop decision-making skills, business management techniques, social responsibility, leadership style and approaches. The students will be exposed to diverse group of experienced talented fellow participants. Therefore, learning is expected to form a combination of experience, education and expertise.

The Programme is designed for Graduates in any discipline with minimum 5 years of managerial/ entrepreneurial/ professional experience. Organizational sponsorship is desirable.

The program designed over 12 campus visits of 9 days each and the off campus phases in between has sandwiched the learning, experience and implementation together giving it a rich flavor. The programme consists of 6 terms, each term of three months duration. Each term has five modules. Pre Campus, First Campus Visit, Interim Period, Second Campus Visit and Post Campus.

Curriculum and Pedagogy

The first four terms have compulsory courses. During these four terms, the participants are offered the foundational courses such as behavioral sciences, economics, information technology, and quantitative techniques in the context of their relevance to the study of management subjects. Courses will also be offered in the basic functional areas such as finance and accounting, marketing, human resource management, operations management and information systems. The fifth term has both compulsory and elective courses and sixth term has only electives. In fifth and the sixth terms, the participants can choose the electives from a wide range of electives offered by the Institute, which will enable them to get a deeper knowledge in their areas of special interest.

The pedagogy would be a judicious mix of lectures, case discussions, project work, term papers, role-play, seminar presentations, assignments, films, management games, and topics for independent study.

The third batch of thirty-three participants completed the Exe-PGP Programme. Fifty-Two participants registered for Executive Post Graduate Programme batch of 2007-09. Admission process started for Executive Post Graduate batch of 2008-10. The participants in current batch are from different companies/organizations like Reliance Communications Ltd., Network Commercial, Tyco Thermal Controls, Indian Oil Corporation, TATA Steel, DRDO, Department of Telecom, HPCL, Indian Army, Border Roads Organization, CPWD, Hewitt Associates, Birla VXL, Vishakhapatnam Steel Plant, Tata Cummins Ltd. etc.

Placement

Final Placement 2008

The final placement week for the Ninth PGP batch was held from February 27 to March 1, 2008. A significant no of PPO's (Pre Placement Offers) & Lateral Placement positions were offered during the placement season.

A total of 75 companies participated in the placement process and made 367 offers to all the 173 PGP participants who appeared for placement process at an average of 2.12 offers per student including 9 international offers. During the entire placement season over 30 new companies participated in the process. The prominent recruiters in campus included Accenutre, Americorp, American Express, ADAG, Asian Paints, Axis Bank, Barclays Bank Plc, Cap Gemini Consulting, Cognizant Technologies, Colgate Palmolive, DawnayDay, Deloitte Consulting, Deutsche Bank, Edelweiss Capital, ESSAR Ltd., GSK Pharma, HSBC, Horizon Asset Management, IBM India, ICICI Bank, ITC Ltd., JP Morgan, Macquarie Bank Inc.(Australia), McKinsey & Co, Olam International (Singapore), PepsiCo India, PricewaterhouseCoopers, Procter & Gamble, Reliance Industries Ltd., SEBI, Standard Chartered Bank Ltd., Tesco, Virtusa, Wipro Ltd. and Yes Bank.

ADAG (Anil Dhirubhai Ambani Group) led the way with 31 offers and Reliance Industries Ltd. with 12 offers followed by Deloitte Consulting with 12 offers, ESSAR Group, JP Morgan and ICICI Bank with 11 offers each. The highest salary was **Rs. 26 lakhs/annum** and the average salary for accepted offers was **Rs. 13.07 lakhs/annum**. The highest international salary was **US\$ 85,000/-** per annum.

Area wise Placement

Functional Area	No. of students	% of students
Banking and Financial Services	83	48
Consulting	23	13
Marketing	36	21
Information Technology and ITES	10	6
Others (General Management & Operations)	21	12
Total Students	173	100

Status of Acceptance of Final Offers:

S.NO	Name of the company	No. of offers made	Offers accepted
1.	Accenture Services	5	4
2.	ACME Tele Power Ltd.	3	3
3.	ADAG	31	3
4.	Agro Tech Foods	2	0
5.	American Express	1	1
6.	Americorp	1	1
7.	Angel Broking	6	4
8.	Aricent	1	0
9.	Asian Paints	5	2
10.	Axis Bank	9	8
11.	Barclays Bank Plc.	4	4
12.	Bharti Ltd.	5	2
13.	Bristlecon	6	2
14.	Britannia Industries	1	0

15.	Cap Gemini Consulting	1	1
16.	Cognizant Technologies	13	6
17.	Colgate Palmolive	4	2
18.	Cypress Semiconductors	1	1
19.	Dawnay Day	5	3
20.	Deloitte Consulting	12	8
21.	Deutsche Bank	4	1
22.	Dr.Reddy's Laboratories	1	0
23.	Edelweiss Capital	2	2
24.	ESSAR Group	11	7
25.	Fortis Healthcare	7	1
26.	Glenmark Ltd.	1	1
27.	Godrej Industries Ltd.	3	1
28.	GSK Pharma	3	1
29.	Headstrong	1	2
30.	Hewitt Associates	2	1
31.	Hindustan Unilever Ltd.	3	1
32.	Horizon Global Research	1	1
33.	HSBC	6	6
34.	HSBC Global Resourcing	2	1
35.	HT Media	3	1
36.	IBM	12	0
37.	ICI India Ltd.	6	2
38.	ICICI Bank	11	8
39.	ICICI Prudential Life Insurance Co.	2	0
40.	IDFC Ltd.	4	4
41.	Irevna	3	3
42.	ITC Ltd.	4	4
43.	Johnson & Johnson	6	1
44.	JP Morgan	11	4
45.	K.Raheja Group	1	1
46.	Knight Frankq	6	4
47.	Kotak Mahindra Bank	1	1
48.	Larsen & Toubro Ltd.	8	0
49.	Lehman Brothers	4	4
50.	Macquarie Bank	2	2
51.	Marico Ltd.	3	2
52.	McKinsey & Co.	1	1
53.	NDTV	5	2
54.	NIIT	4	1
55.	Olam International	2	2
56.	Patni Computer Systems	1	0
57.	Pepsi India	2	2
58.	Pfizer Ltd.	2	2
59.	Philips	2	0
60.	PricewaterhouseCoopers	9	4
61.	Procter & Gamble	4	4
62.	Raymonds Ltd.	1	1

63.	Reckitt Benkiser	4	2
64.	Reliance Industries	18	8
65.	RPG Enterprises Ltd.	1	0
66.	SEBI	7	3
67.	SET India Pvt Ltd.	1	1
68.	Standard Chartered Bank	9	7
69.	TATA Capital	1	0
70.	Tata Consultancy Services	5	2
71.	Tesco	2	1
72.	Trident Group	3	0
73.	Virtusa	5	3
74.	Wipro	10	0
75.	YES Bank Ltd.	5	5
	Others Conditional waitlisted offers	13	
	Total	367	173

Summer Internship Placements 2008 at IIM Indore

Summers Internship 2008 placement was organized in the month of October 2007. Almost all the big names of India Inc. turned up to recruit the bright talents for their summer internship projects. For the first time consulting companies and investment banking firms have recruited students for summer internship projects.

The summer recruiters' list at IIM Indore covers the entire spectrum of corporate India with representation from almost every sector. This year saw valuable additions to our list of corporate partners. 24 companies were participated in summer internship placement for the first time. New recruiters spanned all sectors and included AIG, Aricent, BMR & Associates, Cypress, Darashaw & Co., ICRA and Motorola. . The list of established partners included,

Marketing majors: Agro Tech foods, Asian Paints Britannia, Cadbury, Colgate Palmolive, Dabur, HLL, ITC, Johnson and Johnson, Pepsi and Sony Entertainment Television,

Financial institutions: such as American Express, Axis Bank, Citibank, Deutsche Bank, HSBC, ICICI Bank, JP Morgan, Lehman Brothers, Standard Chartered Bank and Yes Bank,

Consulting majors: like Accenture, Deloitte, Hewitt Associates, Horizon Global research and KPMG and representations from other sectors like BPCL, Cognizant Technologies, Du Pont India, ESSAR Ltd., Glenmark, Hinduja Group, HT Media, ISRO, L&T Ltd., Mebeach Logistic, Reliance Industries Ltd., RPG Group, SAP and Wipro Ltd..

A total of 63 companies visited IIM Indore for summer internship selection. All the 182 (PGP and FPM) first year students have been selected for summer internship. The stipends were hefty having an average of **Rs. 14,500/- per month** and reaching up to a highest of **Rs. 50,000/- per month**. The figures for summer placement 2007 were 14,500/- and 35,000/- per month respectively.

Computing and Communication Facilities

Year 2007-2008

New Network Installation & Configuration

The following building blocks network installation and configurations are successfully completed:

1. New Hostel Block – F (Capacity – 72 Nodes)
2. New Housing Block (Capacity – 24 Nodes)
3. New Faculty Block – 3 (Capacity – 48 Nodes)
4. New first floor Office Block (Capacity – 24 Nodes)

Now we have more than 1200 Nodes on our network.

More Wi-Fi Zones

The following building blocks are also enabled with Wi-Fi facilities:

4. Library
5. Computer Center
3. MDP Class Room

As of now Director's office, Faculty blocks, all the hostel blocks, Computer Center, MDC and library are wi-fi enabled zone.

New Establishment

First floor computer lab has been furnished with capacity of 72 seats. Now this lab used for student lab session, online test and group assignment work etc.

Anti-Spam Server

IT Dept. has designed and configured our own Anti-Spam server with using open source software and customized it as per our requirements. We have completed the whole project only in 30 days. The same types of solutions are costing around Rs. 5.0 lakh and Rs. 1.0 lakh per annum license renewal cost. We have made this facility with our own resources without any cost. After installation of Anti-spam gateway server, we have reduced more than 70% spam attack on our email server.

Internet

Internet leased line connection has been upgraded from 2 MBPS to 4 MBPS. In addition to that IT Dept. has configured one more proxy server to provide a better Internet surfing performance. This proxy server has the capacity of 80 GB web cache.

Alumni Permanent Email ids

In the year of 2007, we have started the permanent email id facilities to our alumni. The domain name alumni.iimidr.ac.in has been created and maintained by the IT Department of the Institute. Today we are maintaining more than 750 email accounts of alumni.

New Computing Tools

In order to provide the latest computing tools, the following softwares have been purchased:

1. NLOGIT (Econometrics and statistical tool)
2. EViews (Statistical, forecasting, and modeling tools)
3. MicroFit (Econometrics and statistical tool)

The following software licenses have been renewed for further use:

1. Escan Antivirus & content scanner
2. SPSS 15.0 with 50 user network license
3. Clementine 9.0 with 25 user network license
4. Answer Tree
5. AMOS

Apart from the above said work, IT Department has successfully managed all the computing services and IT infrastructure of the Institute. This includes all the routine work, maintenance and administrative work.

Library

In 2007-08, IIMI Library continued to make progress towards the realization of the key strategies designed to improve support for the institute's learning, teaching and research activities. The library building has a sprawling space of 2,500 sq. mts., with central air-conditioning and having designated areas for different sections of the library, which stimulate a nice ambiance for reading.

The Library has developed its collection by acquiring latest information resources keeping in mind the ever-increasing needs of the users. The following table is a brief profile of information resources added during the year:

S. No.	Total No. of book Year	Total No. of books as on March 31, 06	Total No. of books as on March 31, 07	Total No. of books as on March 31, 08
1.	No. of books	17235	19181	21140
2.	No. of books added in a year	860	1946	1959
3.	No. of Print Journals	325	350	Foreign 318 Indian 97 Exchange 30
4.	No. of online Journals	1500	2000	2500
5.	Bound Volumes	2795	3754	4620
6.	CD-ROMs	190	254	273
7.	Databases	33	34	40
8.	Videos	146	146	150
9.	Working papers	543	688	799
10.	Case study	1068	1128	1258

Newly Added Resources during the year:

1. Econlit with full text
2. Tv Ad Indx
3. World Bank Database
4. Sage HSS
5. Project Muse
6. Statesman's Yearbook 2008

Library services

The library enriched the accuracy of existing services by upgrading the infrastructure. The library continued to provide basic services like Circulation, web based OPAC (Online Public Access Catalogue) service along with other allied services i.e. Inter Library Loan, Reprint Request, Photocopying service etc., to its esteemed users throughout the year. Also, services like new books list are updated continuously on the intranet portal. The library services are also extended to external users to enable them with wider access to information available at IIMI Library.

Electronic Library

The library renewed subscription to all 23 databases that were subscribed during the previous year except one. IIMI Library added 6 new databases during this year and continued to receive 11

databases from INDEST consortia sponsored by MHRD. Also, through IIM consortia the library subscribed to 560 electronic journals. Library has added 14 new professional journals in this year.

Infrastructure facilities

Library has a Tulsient CD-MIRROR server, which can host more than 1500CDs and another Pentium server to host the IIMI Digital Library. All the databases have been web-enabled and made available on the Institute's LAN through the Digital Library. Every functional unit in the library has been equipped with a network computer to enable smooth information flow. Also there are six computers kept inside the library to facilitate information accessing by users. Library also has DVD, VCR, Scanner, Video Camera and HP LaserJet Printer.

Library is using Virtua-an integrated library management system for automating various functions in the Library like book procurement, circulation. Virtua provides web enabled online public access catalogue (OPAC) and is available through institute's LAN. Library is using RFID technology for book security purpose.

Information services

Most of the information services are available through the Digital Library accessible through the Institute's LAN. Other major services include inter-library loan, book exhibitions and reference services. Six Dell workstations were installed to provide online and offline access to library resources to the users visiting the library.

Services offered during the year 2007-08	
Book checked-out	7630
ILL Request entertained	11
Reprint requested	3
External Membership	10

Usage Statistics of 2007-08	
Materials Downloaded	
Name of Database	Total
ABI/INFORM	8705
EBSCO	17959
IEL	1033
ACM	2710
Emerald	5284
Circulation Records	
Books	7630
Video	8
WP	14
Reference	30
CD	68
Total	7750

Achievements during the year by the library professionals:**Paper Presentation****Satpathy Kishor Chandra, Librarian**

- i. Presented two papers entitled "North-Eastern Library and Information Network (NELBINET): Some Thoughts" and "Indian Library Consortia and Five Laws of Library Science" at the XXVI All India IASLIC Conference held at Jamia Milia Islamia, New Delhi during December 26-29, 2007.

Nimbhorkar Vilas, Professional Assistant

- i. Presented a paper entitled "Use of RFID Technology in Libraries" at National Conference on "Recent Technological Trends in Management and Library Systems: Issues and Challenges" at Asia-Pacific Institute of Management, New Delhi during January 4-5, 2008.

Paper Published**Satpathy, Kishor Chandra**

- i. **Satpathy, Kishor Chandra**, "Digital Library Project: A Case Study of NIT Silchar" in the Proc. Recent Trends in Library & Information Science, ed. Jaswal, D S (Chandigarh: Arun Pub.), 2007: 45-50.
- ii. **Satpathy, Kishor Chandra**, "Continuing Education Programme for Information Professionals in the Digital Environment" in the Modernization of Libraries: A Challenge in the Digital Era, ed. Satpathy, S K; Swain C & Routray, B (Delhi: Mahamaya Pub.), 2007: 96-103.
- iii. **Satpathy, Kishor Chandra**, "Role of Library & Information Centres in Disaster Management" in the Proc. Library & Information Services in Astronomy V: Common Challenges, Uncommon Solutions, ed. Ricketts, S; Birdie, C & Isaksson, E (San Francisco: Astronomical Society of the Pacific Pub.), 2007: 313-16.
- iv. **Satpathy, Kishor Chandra & Sahu, S** "Open Access Journals in Library and Information Science: An Overview" in the Proc. "Libraries Without Boundaries: Reaching the Unreachable in Knowledge Era", ed. Kaul, H K; Kaul, S (Delhi: DELNET Pub.), 2007.
- v. **Satpathy, Kishor Chandra**, "North-Eastern Library and Information Network (NELBINET): Some Thoughts" in the Proc. "Digital Media & Library Information Services", ed. Chatterjee, A et al. (Kolkata: IASLIC Pub.), 2007: 307-11.
- vi. **Satpathy, Kishor Chandra; Soni, D & Satpathy, J N**, "Indian Library Consortia and Five Laws of Library Science" in the Proc. "Digital Media & Library Information Services", ed. Chatterjee, A et al. (Kolkata: IASLIC Pub.), 2007: 52-54.

Jadon, Gopal Singh

- i. **Jadon, Gopal Singh & Singh, Amrita et al.**: Use of RFID Technology in Libraries. In *Conference proceeding of "AIM national Conference on Recent Technological Trends in Management and Library System: Issue and Challenges"* at New Delhi organized by Asia-Pacific Institute of Management from January 4-5, 2008. p.223-230.
- ii. **Jadon, N S & Jadon, Gopal Singh et al.**: Library 2.0 and Web 2.0 Emerging Technologies: it's Application in Libraries. In *Conference proceeding of "53rd All India Library Conference of Indian Library Association"* at Hyderabad organized by ILA from December 13-16, 2007. p.266-273.
- iii. **Rajput, Prabhat Singh & Jadon, Gopal Singh**: A Step towards Developing of Digital Libraries: Changes and Challenges. In *Pearl: A Journal of Library and Information Science*. Vol. 1 (2); p.30.36.
- iv. **Rajput, Prabhat Singh & Jadon, Gopal Singh et al.**: Internet Resources and Services in Institute of Engineering and Science, IPS Academy Indore: An Exploratory Study. In *Library Progress (International)*. Vol. 27 (2); p.147-155.

- v. Rajput, Prabhat Singh & Jadon, Gopal Singh et al.: Use of Open Public Access Catalogue in Devi Ahilya University Library Indore. In *SRELS Journal of Information Management*. Vol. 45(1), p.55-62.
- vi. Rajput, Prabhat Singh & Jadon, Gopal Singh et al.: Information Management System in digital Era. *Research Link*. Issue 49 (A) Vol.III (2), p.122-124.
- vii. Jadon, Gopal Singh & Nimbhorkar, Vilas et al.: Use of RFID Technology in Libraries. In *Conference proceeding of "AIM national Conference on Recent Technological Trends in Management and Library System: Issue and Challenges"* at New Delhi organized by Asia-Pacific Institute of Management from January 4-5, 2008. p.223-230.

Nimbhorkar, Vilas

- viii. Jadon, Gopal Singh & Nimbhorkar, Vilas et al.: Use of RFID Technology in Libraries. In *Conference proceeding of "AIM national Conference on Recent Technological Trends in Management and Library System: Issue and Challenges"* at New Delhi organized by Asia-Pacific Institute of Management from January 4-5, 2008. p.223-230.

Conferences/Seminars Organised at the Institute:

- i. Satpathy Kishor Chandra, coordinated the Shastri Indo-Canadian Institute sponsored Library Workshop on "Role of Academic Librarians in Promoting Canadian Studies" during December 16-17, 2007 at IIM Indore where 21 librarians from different parts of the country (including IIMs, IITs & Universities) & 2 from Canada attended the workshop.
- ii. Satpathy Kishor Chandra organized "Management Book Fair 2008" at IIM Indore during March 24-25, 2008.
- iii. Satpathy Kishor Chandra organized National Seminar on "Library and Information Management in Digital Environment" & a Workshop on "Interlibrary Networking" on March 24, 2008 at IIM Indore.

Any Other:

Satpathy Kishor Chandra

- i. Nominated as a Member of National Organising Committee of National Conference on Recent Trends in Library & Information Science organized by NIT Hamirpur during Nov. 16-17, 2007 under TEQIP.
- ii. Nominated as a Member of National Organising Committee of 9th Annual National Convention of MANLIBNET organized by ICSSR, New Delhi during Feb. 4-6, 2008.
- iii. Selected as Executive Committee member to the LPAC India of Shastri Indo-Canadian Institute, New Delhi.
- iv. Took a session on 'Multiple Career Options for sustainable livelihood' in Training program on 'Entrepreneurship for Madhya Pradesh Tribal Youth for sustainable livelihood management' organized by Indian Institute of Management (IIM) Indore during Feb. 1-11, 2008 sponsored by Udyami Vikas Sansthan (*Entrepreneurship Development Institute*) Bhopal.
- v. Took a session along with Prof. M Scalem on 'Barcode Technology for SMEs' in Training program on 'Packaging & Barcode Technology for Export Industry' organized by MSME-Development Institute Indore during March 11 - 12, 2008.

Attend the Seminar and Workshops:

Satpathy Kishor Chandra

- i. Attended the INDEST Annual Meet held at IIT Roorkee on Dec. 28, 07.
- ii. Attended the "ICTD Community's Visioning Workshop" organized by Solution Exchange (An UN Agency) on and 7th of December 2007 at Auroville, Pondicherry sponsored by Solution Exchange (An UN Agency).

Nimbhorkar, Vilas

- i. Attend National Seminar on Library & Information Management in Digital Environment held on March 24, 08 organized by IIM Indore

Jadon Gopal

- i. Attend National Seminar on Library & Information Management in Digital Environment held on March 24, 08 organized by IIM Indore.

Management Development Programme

During the year 2007-08, we have successfully conducted 32 Management Development Programmes and 681 executives from 211 companies of both private and public sectors took part in these training programmes. These training programmes were offered in functional areas of Finance & Accounting, Organizational Behaviour, Marketing, Strategy, Communications, Information Technology, International Business and Operations Management & Quantitative Techniques.

Followings are the details of the MDPs conducted during the year 2007-08:

SL	Programme Title	Programme Coordinator(s)	Dates
1	Effective Communication for Managers	Prof. M. Ashraf Rizvi	May 7 - 11, 2007
2	Law for Effective Managers	Prof. Lalitha Sreenath Prof. M.R. Sreenath	June 19 - 22, 2007
3	Debt Documentation & Recovery Management	Prof. S.P. Parashar Prof. M.R. Sreenath Prof. Lalitha Sreenath	July 3 - 7, 2007
4	Export-Import Management	Prof. Justin Paul	July 18 - 20, 2007
5	Communication and Management Skills for Technical Professionals	Prof. M. Ashraf Rizvi	July 24 - 28, 2007
6	Advanced Selling Systems	Prof. Rajeev Kumra Prof. Sabita Mahapatra	August 8 - 10, 2007
7	Management of Taxation : Excise / Cenvat, Service Tax, VAT and Fringe Benefit Tax	Prof. Dipayan Datta Chaudhuri	September 3 - 5, 2007
8	Strategic Thinking for Business Managers	Prof. G.R. Chandrashekhar Prof. Prashant Salwan	September 3 - 5, 2007
9	Managing Innovation for Strategic Advantage	Prof. D.L. Sunder	September 6 - 8, 2007
10	Customer Relationship Management	Prof. Tapan K. Panda	September 11 - 13, 2007
11	Managerial Effectiveness	Prof. Pawan Kumar Singh	September 24 - 28, 2007
12	Interpersonal Communication Skills and Team Building	Prof. M. Ashraf Rizvi	October 8 - 12, 2007
13	Project Appraisal and Financing	Prof. V.K. Gupta	October 23 - 26, 2007
14	Intellectual Property Rights	Prof. M.R. Sreenath Prof. Lalitha Sreenath	October 29 - November 1, 2007
15	Integrated Risk Management for Bankers	Prof. S.P. Parashar	October 29 - 31, 2007
16	Project Management	Prof. Nitin Agarwal Mr. Arun Singhal	November 5 - 7, 2007
17	"Going Global" Growth Strategies for International Business	Prof. Prashant Salwan	November 12 - 14, 2007
18	Sales Force Motivation for Achieving Excellence	Prof. Tapan K. Panda	November 12 - 14, 2007
19	Developing Positive Work Culture	Prof. Pawan Kumar Singh	November 26 - 30, 2007
20	Manufacturing Excellence (MaXel)	Prof. S. Venkat	November 26 - 28, 2007
21	Communication Skills for Managerial Success	Prof. Abha Chatterjee	December 3 - 7, 2007
22	Leadership Skills Development	Prof. C. Lakshman	December 3 - 7, 2007
23	Finance for Non-Finance Executives	Prof. V.K. Gupta	December 10 - 14, 2007
24	e-Leadership	Prof. C. Lakshman	January 7 - 11, 2008

25	Excellence in Services (XeS) through Six Sigma and Business Intelligence	Prof. S. Venkat Prof. Prithvi Yadav	January 22 - 24, 2008
26	Workshop for Training Managers and HRD Facilitators	Prof. Pawan Kumar Singh	January 28 - February 1, 2008
27	Building Strong Brands	Prof. Ashish Sadh	January 31 - February 2, 2008
28	Logistics and Supply Chain Management	Prof. Nitin Agarwal	February 5 - 7, 2008
29	International Marketing (Winning Customers and Market Internationally)	Prof. Prashant Salwan	February 12 - 14, 2008
30	Managerial Motivation and Team Building	Prof. Pawan Kumar Singh Prof. C. Lakshman	February 25 - 29, 2008
31	Managerial Skills for High Performance	Prof. Pawan Kumar Singh Prof. C. Lakshman	March 4 - 8, 2008
32	Leadership Communication	Prof. M. Ashraf Rizvi	March 11 - 15, 2008

Following are the companies (in alphabetical order) that nominated executives to attend the training programmes:

S. No.	Name of the Company	S. No.	Name of the Company
1.	Abhishek Industries Ltd.	111.	Alkem Laboratories Ltd.
2.	Abul Khair Group	112.	Amrit Banaspati Co. Ltd.
3.	Aditya Birla	113.	Andees Impex Pvt. Ltd.
4.	Aeronautical Dev. Est.	114.	Ansal Properties & Infrastructure Ltd.
5.	AFCONS Infrastructure Ltd.	115.	Apticraft Systems Pvt Ltd.
6.	Aircel	116.	Army Training Command, Head Quarters
7.	Airliquide Engineering India Pvt. Ltd.	117.	Asian PPG Industries Ltd.
8.	Airtel Ltd.	118.	Australian Trade Commission
9.	Al Suwaidi Trading and Development Co.	119.	B Braun Medical (India) Pvt. Ltd.
10.	Bajaj Allianz General Insurance Company	120.	Dainik Bhaskar
11.	Balmer Lawrie & Co. Ltd.	121.	DAV Institute of Management
12.	Bank of India	122.	DCDA (R&D)
13.	Bank of Maharashtra	123.	Defence Research & Development Organization
14.	Baxter(India) Pvt. Ltd.	124.	Dishnet Wireless Ltd.
15.	Bharat Electronics Ltd.	125.	Divyasree Developers
16.	Bharat Petroleum Corporation Ltd.	126.	Dovebid
17.	BHEI – GE Gas Turbine Services Pvt. Ltd.	127.	Dr. Reddy's Laboratories Ltd.
18.	Bhilai Management Training Centre, BSP	128.	Educational Consultants India Ltd.
19.	Birla Perucchini Ltd.	129.	Effem India Pvt Ltd.
20.	Bisleri International Pvt. Ltd.	130.	Eicher Motors Ltd.
21.	Blair Education Services	131.	Elitecore Technologies
22.	Blue Dart Express Ltd.	132.	Embee Software P. Ltd.

23.	Bridgestone India Pvt. Ltd.	133.	Enercon (India) Ltd.
24.	Bunge India Pvt. Ltd.	134.	Enterplan Ltd.
25.	C2C Engineering	135.	Entity Solutions
26.	Canara Bank	136.	Ericsson India Ltd.
27.	Caparo Engg India Pvt Ltd.	137.	ESTER Industries Ltd.
28.	CEAT Ltd.	138.	Eureka Forbes Ltd.
29.	Central Marine Fisheries Research Inst.	139.	Excel Software Services
30.	Chennai Petroleum Corporation Ltd.	140.	Federal Bank
31.	Chiron Panacea Vaccines Pvt Ltd.	141.	Feedback Ventures Pvt. Ltd.
32.	Clariant Chemicals (India) Ltd.	142.	Fidelity India Pvt. Ltd.
33.	Compuage Infocom Pvt Ltd.	143.	Firestone International Pvt. Ltd.
34.	Controls & Switchgear Company Ltd.	144.	Foster Wheeler (I) Pvt. Ltd.
35.	Corporation Bank	145.	Fujitsu Consulting India Ltd.
36.	CRISIL Ltd.	146.	Gabriel India Ltd.
37.	Cummins Turbo Technologies Ltd.	147.	GE Infrastructure
38.	Cyber Infrastructure (P) Ltd.	148.	Godrej & Boyce Mfg. Co. Ltd.
39.	Dagger Forst Tolls Ltd.	149.	Goldstone Technologies Ltd.
40.	GTL Ltd.	150.	Jaypee Industries
41.	Guj Narmada Valley Fertilizers Co. Ltd.	151.	Jindal Power Ltd.
42.	Gujarat Gas Company Ltd.	152.	JMC Projects (I) Ltd.
43.	Handicap International - India	153.	Johnson & Johnson Ltd.
44.	HCL Technologies Ltd.	154.	Johnson Diversey India Pvt Ltd.
45.	HDFC Bank Ltd.	155.	Kalanjali Ramoji Retail Division
46.	Hindalco Industries Ltd.	156.	Kanoria Chemicals & Industries Ltd.
47.	Hindustan Latex Ltd.	157.	KEC International Ltd.
48.	Hindustan Petroleum Corpn. Ltd.	158.	Kodak India Pvt Ltd.
49.	Honeywell Automation India Ltd.	159.	Kotak Mahindra Bank
50.	Hotel Sarovar Portico	160.	Kuoni Travel India Pvt. Ltd.
51.	HUDCO	161.	L&T Case Equipment Private Ltd.
52.	ICI India Ltd.	162.	Lemon Tree Hotels
53.	ICICI Bank	163.	Lupin Pharma
54.	Idea Cellular Ltd.	164.	Madhya Pradesh Financial Corporation
55.	IIT Kanpur	165.	Magma Shracchi Finance Ltd.
56.	IIT Madras	166.	Mahindra & Mahindra Ltd.
57.	Indebo India Ltd.	167.	Mahindra Finance
58.	Indian Banks Association	168.	Mahindra Powerol Business

59.	Indian Coast Guard	169.	Manappuram General Finance & Leasing Ltd.
60.	Indian Council of Agriculture Research	170.	Marico Ltd.
61.	Indian Renewable Energy Dev Agency Ltd.	171.	Maruti Suzuki India Ltd.
62.	Indofil Chemicals Company	172.	Maruti Udyog Ltd.
63.	Inorbit Malls (India) Private Ltd.	173.	Microsoft India
64.	Institute for Development and Research in Banking Technology	174.	Motor Industries Co. Ltd.
65.	Ipca Laboratories Ltd.	175.	MP State Civil Supplies Corp. Ltd.
66.	IREO Management Private Ltd.	176.	Murugappa Group
67.	ISMT Ltd.	177.	Nahar Spinning Mills Ltd.
68.	Ispat Industries Ltd.	178.	NALCO India
69.	J K Lakshmi Cement Ltd.	179.	Narmada Gelatines Ltd.
70.	Jaiprakash Associates Ltd.	180.	Narmada Hydroelectric Dev Corpn Ltd.
71.	National Engineering Industries Ltd.	181.	Saint-Gobain Grindwell Norton Ltd.
72.	National Housing Bank	182.	Sandoz Private Ltd.
73.	National Informatics Centre	183.	Sanghavi Inst of Magt & Science
74.	National Research Centre for Soyabean	184.	Satluj Jal Vidyut Nigam Ltd.
75.	National Stock Exchange of India Ltd.	185.	Sa-Veena Exports (India)
76.	Naval Dockyard	186.	SBI Life Insurance
77.	Naval Head Quarters	187.	Schneider Electric India Private Ltd.
78.	NIIT Technologies Ltd.	188.	Secure Meters Ltd.
79.	Novartis India Ltd.	189.	Sharda Group of Institutions
80.	NRCAF	190.	Sheikh Farid Finvest Ltd.
81.	NRCRM	191.	SIDBI
82.	NSOS Retail Academy	192.	SKOL Breweries Ltd.
83.	NTPC Ltd.	193.	SME Rating Agency of India Ltd.
84.	Oberoi Flight Services	194.	State Bank of Hyderabad
85.	Orient Ceramics And Industries Ltd.	195.	Subros Ltd.
86.	Orient Resins Ltd.	196.	Surya Datta Inst of Management
87.	PC Kannan & Co.	197.	TAFE India
88.	Pepsico India Holdings	198.	Tata Autocomp Systems Ltd.
89.	Philips Electronics India Ltd.	199.	Tata Projects
90.	PSG Institute of Management	200.	Tata Sponge Iron Ltd.
91.	Rail Vikas Nigam Ltd.	201.	The Catholic Syrian Bank Ltd.
92.	Raj Petro Specialities Pvt. Ltd.	202.	The Federal Bank Ltd
93.	Rajasthan Patrika Pvt Ltd.	203.	The Oberoi Hotel
94.	Ranbaxy Laboratories Ltd.	204.	The Supreme Ind. Ltd.

95.	Rashtriya Ispat Nigam Ltd.	205.	The Thane Janata Sahakari Bank Ltd.
96.	Reliance Capital Asset Management Ltd.	206.	The Zandu Pharmaceuticals Works Ltd.
97.	Reliance Industries Ltd.	207.	Thejo Engg Services (P) Ltd.
98.	Reliance Harayana SEZ	208.	Tourism Finance Corp. Ltd.
99.	Reserve Bank of India	209.	Transport Corporation of India Ltd.
100.	RITES Ltd.	210.	TVS Electronics Ltd.
101.	RSWM Ltd, (LNJ Bhilwara Group Co.)	211.	UCO Bank
102.	United Leasing Company Ltd.		
103.	Vardhaman Polytax		
104.	Varun Shipping Company Ltd.		
105.	Ventura Securities Ltd.		
106.	Visakhapatnam Steel Plant		
107.	Wallace Pharmaceuticals (Pvt) Ltd.		
108.	Web Dunia		
109.	Wipro Infotech		
110.	Zoological Survey of India		

In-Company Programmes 2007-08

During the year 2007-08 we have conducted 79 In-company programmes for the corporate and public sector organizations. Details of the In-company programmes conducted during the year are briefed below.

S. No	Programme Title	Company/Organization with Contact Details	Programme Director(s)	Dates
1	7 Day Result Based Management Programme for District Programme Managers	Public Health Deptt.	Prof. V.K. Gupta	Feb. 15-21, 2008
2	Assertiveness for Effective Leadership	Sun Pharmaceuticals Ltd., Mumbai	Prof. Ashraf Rizvi	Nov. 29-30, 2007
3	Repeat Programme - Batch - 2			Dec. 14-15, 2007
4	Repeat Programme - Batch - 3			Jan. 7 - 8, 2008
5	Repeat Programme - Batch - 4			Jan. 28 - 29, 2008
6	Repeat Programme - Batch - 5			Dec. 14 - 15, 2007
7	Assertiveness for Effective Leadership	Sun Pharmaceuticals Ltd., Mumbai	Prof. Ashraf Rizvi	Mar. 24, 2008
8	Contemporary Data Analytical Tools for Capturing Customer insight and marketing Decisions in Dynamics Service Market Environment	Life Insurance Corpn. Of India, Mumbai	Prof. Prabin Pranigrahi	Nov. 7-8, 2007
9	Cost of Poor Quality	TATA Motors Ltd., Pune	Prof. Nitin Singh	July 23 - 24, 2007
10	Developing Positive Work Culture	Directorate of Training, Govt. of M.P	Prof. Pawan Kumar Singh	Feb. 26-Mar., 2008
11	Discovering Self for Managerial Excellence	Ms. Anuja Ratan, ABN Amro, Mumbai	Prof. Pawan Kumar Singh	June 27-29, 2007

12	Editorial Development Programme - Group-A, Module-1	Mr. Shravan Garg, Dainik Bhaskar	Prof. Ashraf Rizvi	June 1-4, 2007
13	Module - 2			July 19-23, 2007
14	Module - 3			Jan. 18-22, 2008
15	Editorial Development Programme - Group-B, Module-1	Mr. Shravan Garg, Dainik Bhaskar	Prof. Ashraf Rizvi	June 11-15, 2007,
16	Module - 2			July 26-30, 2007
17	Module - 3			Dec. 21-25, 2007
18	Effective Communication for Managers	Eicher Motors, Pithampur	Prof. Ashraf Rizvi	Oct. 15-17, 2007
19	Repeat Programme - Batch - 2			Dec. 5-7, 2007
20	Effective Communication for Managers	Ms. Anuja Ratan, ABN Amro, Mumbai	Prof. Ashraf Rizvi	May 29-31, 2007
21	Emerging Retail Strategies	Mauritian Quality Management	Prof. Tapan Kumar Panda Prof. Ashish Sadh	Sep. 19 – 21, 2007
22	Entrepreneurship for MP Tribal Youth for Sustainable Livelihood Management	Udhyaami Vikas, Bhopal	Prof. M. Saleem	Feb. 1 - 11, 2008
23	Executive Development Programme for LG Electronics -	LG Electronics India Ltd.	Prof. Ashraf Rizvi	July 4 - 6, 2007
24	Repeat - 2			Aug. 20-22, 2007
25	Repeat - 3			Sep. 5-7, 2007
26	Repeat - 4			Sep. 18-20, 2007
27	Repeat - 5			Dec. 3-5, 2007
28	Repeat - 6			Dec. 20 - 22, 2007
29	Finance for Non-finance executives	Yash Birla	Prof. V.K. Gupta	
30	GMP for BMOs - Batch -1	Public Health Dept., Govt of MP, Bhopal	Prof. K. Thaker Prof. P. Salwan	May 24-28, 2007
31	Repeat - Batch - 2			June 1-4, 2007
32	Repeat - Batch - 3			June 19-22, 2007
33	Repeat - Batch - 4			June 24-27, 2007
34	Repeat - Batch - 5			Jun. 29-Jul 2, 2007
35	Repeat - Batch - 6			Oct. 29 Nov 1, 2007
36	Repeat - Batch - 7			Nov. 26-29, 2007
37	Repeat - Batch - 8			Dec. 18-21, 2007
38	GMP for Dainik Bhaskar group Executives - Module-3	Mr. Jayant Mishra, Dainik Bhaskar	Prof. S.P. Parashar Prof. D.L. Sunder Prof. Ashraf Rizvi	July 5 - 8, 2007
39	Module 4	(5 modules conducted during 2007-08)		Aug. 9 - 12, 2007
40	Module 5			Sep. 8 - 11, 2007
41	Module 6			Oct. 5 - 7, 2007
42	Module 7			Dec. 7 - 9, 2007
43	GMP for GAIL - Batch - 1	Mr. Rakesh Mishra, GAIL India Ltd., Noida	Prof. Ashraf Rizvi	June 18-20, 2007
44	Repeat - Batch - 2			June 25-27, 2007
45	Repeat - Batch - 3			July 16-18, 2007
46	Repeat - Batch - 4			Aug. 6-8, 2007
47	GMP for IPCA Lab - Module - 1	IPCA Lab	Prof. Tapan Kumar Panda Prof. Prashant Salwan	Feb. 21-24, 2008
48	Module - 2			Mar. 27-30, 2008
49	GMP for Mahindra and Mahindra Batch - 1	Mahindra & Mahindra Financial services Ltd.	Prof. Rajeev Kumra Prof. A Kanagaraj Prof. S.P. Parashar	April 8 - 12, 2008
50	Repeat - Batch - 2			Jan. 7 – 12, 2008
51	GMP for NTPC Ltd., (Lucknow Region)	NTPC Ltd., Lucknow Region	Prof. S. Venkat Prof. P. Salwan Prof. Rajeev Kumra	Nov. 26-Dec. 6, 2007
52	GMP for NTPC Ltd., Mumbai	NTPC Ltd., Mumbai Region	Prof. S. Venkat Prof. Prashant Salwan	Jan. 14 - 24, 2008

53	Honeywell - First Module	Ms. Sayali Joshi Aslekar, Honey Well	Dr. S.P.Parashar Prof. S.Venkat	June 6 - 9, 2007 Aug. 20-23, 2007
54	Impetus Training Programme	Impetus	Prof. M. Scalem	Oct. '07 – Mar. '08
55	Leadership Management Programme - Module - 1	Ruchi Group	Prof. D.L. Sunder Prof. D.D. Chaudhury	Aug. 13 - 17, 2007 Nov. 20-24, 2007
56	Repeat - Module - 2			
57	Leadership Skills Development	Directorate of Training, Govt.of M.P	Prof. Pawan Kumar Singh Prof. K.K. Jain	Feb. 11 -15, 2008
58	Managing Innovation for Strategic Advantage	NHPC	Prof. D.L. Sunder	Mar. 26 -28, 2008
59	Manufacturing Excellence	TATA Motors Ltd., Mumbai	Prof. S. Venkat	Dec. 20, 07
60	Marketing of Financial Services Programme for DCB Bank Ltd.	DSP Merrill Lynch	Prof. S.P. Parashar Prof. Rajeev Kumra Prof. A. Kanagaraj	Feb. 25 – 27, 2008
61	MILE-II - Batch - 1	Mr. Surya Narayanan	Prof. Tapan Panda	June 6 - 9, 2007
62	MILE-II - Batch - 2	Thomas Cook (I) Ltd.	Prof. Ashraf Rizvi	Aug. 1-4, 2007
63	Performance Focus	Bongaigaon Refinery Petrochemicals Ltd.	Prof. S. Venkat Prof. Nitin Singh	Sep. 25 - 29, 2007
64	Result Based Management "District Response Plan for Guna District"	Ms. Veena Bandyopadhyay, UNICEF	Dr. S.P. Parashar	April 4-5, 2007
65	Seven Habits of Highly Effective People	Mr. Rakesh Mishra, GAIL India Ltd., Noida	Prof. Ashraf Rizvi	May 21-23, 2007
66	Stores & Inventory Management - Batch - 1	Public Health Dept., Govt of MP, Bhopal	Prof. Nitin Agarwal	May 24-28, 2007
67	Repeat - Batch - 2			Jun. 26-29, 2007
68	Strategic Thinking for Business Managers	Reliance General Insurance Co.	Prof. P.Salwan Prof. G.R.Chandrasekhar	Oct. 8 -10, 2007
69	Top Management Programme	Mettler Teledo India Pvt. Ltd. (MTIN)	Prof. S.P. Parashar Prof. Kamal Jain	Mar. 3 - 8, 2008
70	Training Programme for Contractors of MPRRDA	MPRRDA	Prof. M.Scalem	Mar. 24-25, 2008
71	Understanding People and Managing Team	Mr. Rakesh Mishra, GAIL India Ltd., Noida	Prof. Ashraf Rizvi	Aug. 23-25, 2007
72	- Batch - 1			Sep. 12 -14,2007
73	Repeat Programme - Batch - 2			Oct. 24-26,2007
73	Repeat Programme - Batch - 3			
74	Lecture on Communication and Team Working and Business Accumen for Thomas Cook India (MILE-1)	Mr. Joseph Fernandes Thomas Cook (I) Ltd.	Prof. Ashraf Rizvi Prof. P. Salwan	July 18, 2007
75	Repeat Programme			Aug. 16-17, 2007
76	Repeat Programme			Oct. 18, 2007
77	Repeat Programme			Nov. 6, 2007
78	Repeat Programme			Mar. 26, 2008
79	Young Engineers Development Program	AVTEC	Prof. S. Venkat Prof. Pawan Kumar Singh	Sep. 24 - 30, 2007

Consultancies undertaken during 2007-08

The sustaining success of the programmes in the past has also led us to consultancies to suit the needs of different organizations. During the year, the Institute has undertaken following Consultancy Projects:

Sr. No.	Name of the Company	Programme Title	Faculty
1	The Soybean Processors Association of India (SOPA), Indore	Cotton to Soybean - A Way out of Farmers' Suicide	Prof. S.P. Parashar Prof. Dipayan D. Chaudhary
2	Dept. of Public Health and Family Welfare, Bhopal, Govt of M P	Human Resource & Communication Audit of Dept of Public Health and Family Welfare, Govt of Madhya Pradesh	Prof. Ashraf Rizvi Prof. Kamal K Jain
3	Madhya Pradesh Financial Corporation, Indore	Diagnostic Study of Madhya Pradesh Finance Corporation	Prof. S.P.Parashar Prof. S. Venkat
4	College of Materials Management (CMM), Jabalpur	Management Study on Management of Grants / Funds in the Army, for CMM, Jabalpur (ARTRAC)	Prof. S.P. Parashar
5	REC Power Distribution Co., Delhi	Consultancy Project with REC Power Distribution Company Ltd.	Prof. S.P. Parashar Prof. G.R. Chandrasekhar

On-Going Research Projects

Internal Projects

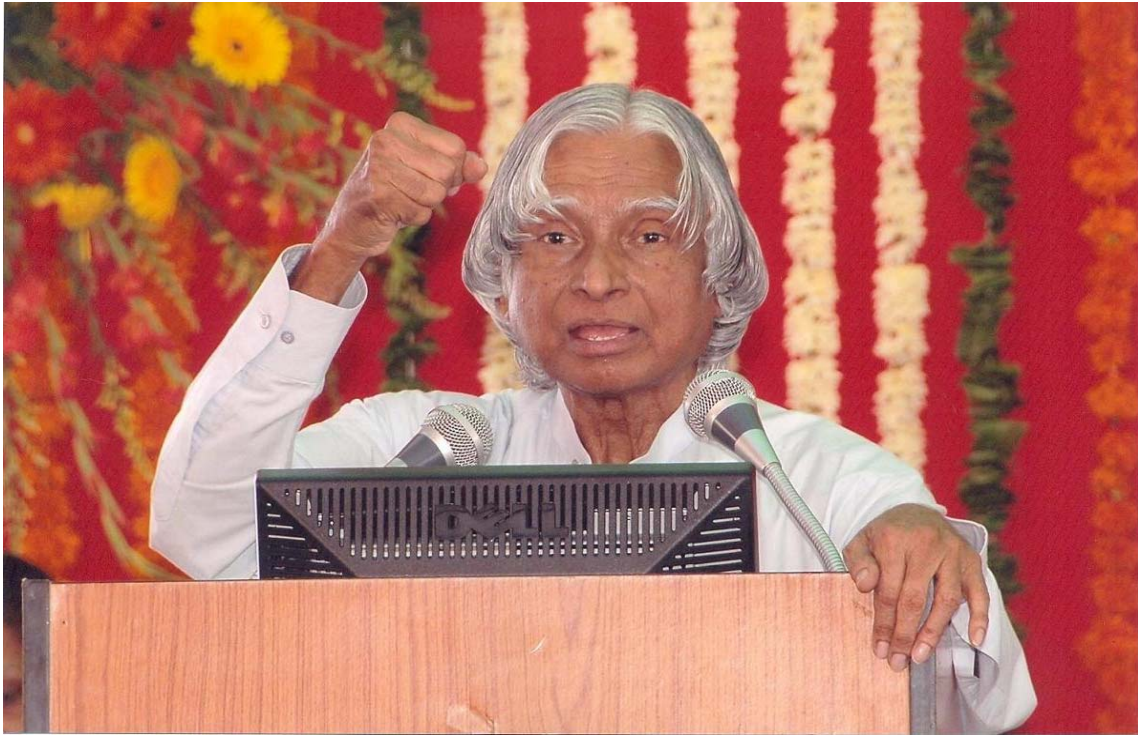
S. No.	Title of the Projects	Principal Coordinator
1	Evolution of Competitive Advantage-A Study of Indian Information Technology Services and Indian Pharmaceutical Industries	Prof. G.R. Chandrashekhar
2	Right Brain Marketing Strategy through Emotional Connection	Prof. Sabita Mahapatra
3	Can Business Analytics Help Bharati?	Prof. P. K. Panigrahi
4	Building Balance Scorecard for Higher Educational Institutes in India	Prof. V. K. Gupta

International Journal of Management Practices and Contemporary Thought (IMPACT)

Institute's Research Journal 'International Journal of Management Practices and Contemporary Thought (IMPACT)' is entering the second year of its publication. Though the Journal is at its formative phase, with its unique blend of conceptual and empirical research papers, case studies and book reviews, it has created a position for itself among academic and business fraternities. Appreciation of efforts of RPC is reflected concurrently in the form of increasing subscription and increase in the number of research paper submissions.

Foundation Day Lecture

Eighth Foundation Day Lecture of the Institute was held on October 3, 2007. Dr. A.P.J. Abdul Kalam, former President of India delivered the Lecture.



Picture 1: Dr. A.P.J. Abdul Kalam addressing the audience on the occasion of Eighth Foundation Day Lecture held on 3.10.2007 at the Institute

Picture 2: Dr.S.P. Parashar, Director, IIMI (Left), Dr. A.P.J. Abdul Kalam (Middle) & Shri L.N. Jhunjunwala, Chairman, IIMI

Other Events

- Hindi Day was celebrated on September 14, 2007 by Official Language Committee at IIM Indore Campus.
- A Seminar on "Opportunity in Digital World" was organized on September 21, 2007. Mr. Sanjeev Bikhchandani, Co-Founder & Chief Executive Officer, Info Edge, India and Mr. Vibhas Mehta, Business Head – shaadi.com was the Chief Guest.
- A function was organized for formal announcement of the new name and address of IIMI Campus on November 1, 2007. Mrs. Madhuri Dabral, Director, Postal Services; Indore was the Chief Guest of the function.

Campus Development

The Construction of Type-III, IV & V Quarters and Faculty Block-C are completed.

The Water Harvesting Phase-II is completed.

Computer Lab on first floor and Administrative Office on first floor above PGP Office is completed.



Type III & IV Quarters



Hostel

Growth of Intellectual Capital

I. FACULTY PUBLICATIONS

1. Chapters in Books

Prof. Kumra Rajeev

- i. **Kumra Rajeev**, Paradigm Shift in Pharmaceutical Industry: An Exploratory Study of IPR Regime Scenario, chapter published in the book 'WTO, Intellectual Property Rights and Branding' edited by Shri Prakash & H. Chaturvedi published by Har-Anand Publications.

Prof. Panda Tapan K

- i. **Panda Tapan K**, 'Effectiveness of Brand Placements in Hindi Cinema', published in the book 'In-Film Advertising Brand Positioning Strategy', edited by Prateek Kanchan and published by ICFAI University Press.
- ii. **Panda Tapan K**, 'Brand Gendering – A New Strategy for Building Brands', published in the book 'Branding Practices', edited by K Sangeetha and published by ICFAI University Press, 2007.
- iii. **Panda Tapan K & Subhamaya Panda**, A Value-Added Organizational Knowledge Framework for Better Decisions in Wicked Environments', published in the book 'Effective Decision Making – A Guide to Managers', edited by C T George and published by ICFAI University Press.
- iv. **Panda Tapan K**, Tapas K Panda & Subrat K Mishra, 'From Tacit to Explicit: Role of Business Intelligence and Employee Commitment in Bridging the Divide between Human Resource Management and Knowledge Management', published in the book 'Employee Commitment – An Introduction', edited by K Sangeetha and published by ICFAI University Press, 2007.
- v. **Panda Tapan K**, Developing a Global Brand, Global Branding Perspectives and Challenges, book edited by Amit Kumar Singh and published by ICFAI University Press, 2007.
- vi. **Panda Tapan K**, Creating Customer Value Focused Organization Through Employment Branding, Employer of Choice – Trends and Experiences, book edited by Latha Nithyanand and K Sangeetha and published by ICFAI University Press, 2007.
- vii. **Panda Tapan K**, Advertising Brand's Personality Through Symbolism and Imagery, Creating Brand Personality for Success, book edited by Dhandapani Alagiri and N Kalai Selvan and published by ICFAI University Press, 2007.

Prof. Rizvi Ashraf M

- i. **Rizvi Ashraf M**, Evangolaos Affendras and Maya K David, The Role of Business Communication in the Changing Business Scenario chapter published in the book 'Business Communication: Challenges and Prospects' published by Paragan International Publishers, New Delhi.
- ii. **Rizvi Ashraf M**, Teaching Professional Oral Communication to Technical Students, published in the book 'Business Communication: Challenges and Prospects' published by Paragan International Publishers, New Delhi.

Prof. Salwan Prashant

- i. **Salwan Prashant**, Achieving Best Practice in Business and Closing the Marketing Gap, Best Business Practices for Global Competitiveness, book published by Sterling Publishers Pvt. Ltd., 2007.
- ii. **Salwan Prashant**, Best Practices in Business, Best Business Practices for Global Competitiveness, book published by Sterling Publishers Pvt. Ltd., 2007.
- iii. **Salwan Prashant**, Using the Technology (Theory), Best Business Practices for Global Competitiveness, book published by Sterling Publishers Pvt. Ltd., 2007.

Prof. Venkataramanaiah S

- i. **Venkataramanaiah S**, Outsourcing, published in the book 'Best Biz Practices for Global Competitiveness', Sterling Publishers, 2007.
- ii. **Venkataramanaiah S**, Operational Issues and Models for Outsourcing, published in the book 'Best Biz Practices for Global Competitiveness', Sterling Publishers, 2007.

2. Book(s) Published/Edited

Prof. Panigrahi Prabin K

- i. **Panigrahi Prabin K**, Fuzzy Object-Oriented Database System, ICFAI Press, Hyderabad, 2007.

Prof. Rizvi Ashraf M

- i. **Rizvi Ashraf M**, Resumes and Interviews: The Art of Winning, Tata McGraw Hill, New Delhi, 2007.
- ii. **Rizvi Ashraf M**, Business Communication: Challenges and Prospects, Paragon International Publishers, New Delhi, book edited along with Dr. Avangalos Affendros and Dr. Maya Khemlani David, 2007.

Prof. Salwan Prashant

- i. **Salwan Prashant**, Best Business Practices for Global Competitiveness, Sterling Publishers Pvt. Ltd., 2007.

3. Book(s) Adapted

Prof. Panigrahi Prabin K

- i. **Panigrahi Prabin K**, adapted a book titled 'Computer Ethics, 3/e', Pearson Education, April 2007.
- ii. **Panigrahi Prabin K**, adapted a book titled 'Introductory Version: Database Systems: An Application-Oriented Approach 2e', Pearson Education.

4. Articles in Journals/Web Journals/Periodicals

Prof. Bhattacharya U K

- i. **Bhattacharya U K**, Fuzzy Programming Algorithm with Linear and Non-Linear Membership Functions for a Stochastic Formulation of the Multi-Objective Transportation Problem, The Journal of Fuzzy Mathematics, Vol. 15, No. 3, 2007.
- ii. **Bhattacharya U K**, A Chance Constraints Goal Programming Model for the Advertisement Planning Problem, European Journal of Operational Research.

Prof. Dwivedi Neeraj

- i. **Dwivedi Neeraj**, Determinants of Board Effectiveness: Evidence from Large Indian Firms, International Journal of Management Practices & Contemporary Thought, Vol. 2 No. 1.

Prof. Jain Kamal K

- i. **Jain Kamal K**, Leadership Challenges in Developing an Entrepreneurial University, Indian Journal of Training and Development, New Delhi, Vol. XXXVII No. 4, October-December, 2007 (Co-authored).

- ii. **Jain Kamal K**, Job Satisfaction as Related to Organizational Climate and Occupational Stress : A Case Study of Indian Oil, International Review of Business Research Papers, Vol. III No. 5, November, 2007 (Co-authored).
- iii. **Jain Kamal K**, Categories of University-level Entrepreneurship: A Literature Survey(co-authored), The International Entrepreneurship and Management Journal, January, 2008 published by Springer Boston.

Prof. Kumra Rajeev

- i. **Kumra Rajeev**, Internet Banking Usage: A Customer's Perspective, International Journal of Management Practices & Contemporary Thought, Vol. II No. 1.

Prof. Lakshman C

- i. **Lakshman C**, Organizational Knowledge Leadership: A Grouped Theory Approach, Leadership & Organization Development Journal, (28), 1.

Prof. Sadh Ashish

- i. **Sadh Ashish**, Billore Sonia, Billore Gautam IDBI Bank- A Case of Fluctuating Brand Design and Corporate Identity Impact on Customer Loyalty and Satisfaction, International Journal of Management Practices & Contemporary Thought, Vol. 2 No. 1.

Prof. Salwan Prashant

- i. **Salwan Prashant**, 'Going Global' Building Competitiveness through Internationalization: A Study of the Indian Automobile Sector, The ICFAI Journal of International Business, Vol. 1, No. 1.

Prof. Sreenath Lalitha

- i. **Sreenath Lalitha** and **Sreenath M R**, Dishonour of cheques in India, The Chartered Accountant, Vol. 56, No. 3, September 2007.
- ii. **Sreenath Lalitha** and **Sreenath M R**, Enhancement of Human Capital Through Diversity: Vive La Difference!, research paper in SSRN's Top Ten Download List.

Prof. Sreenath M R

- i. **Sreenath M R** and **Sreenath Lalitha**, Enhancement of Human Capital Through Diversity: Vive La Difference!, research paper in SSRN's Top Ten Download List.
- ii. **Sreenath M R** and **Sreenath Lalitha**, Dishonour of cheques in India, The Chartered Accountant, Vol. 56, No. 3, September 2007.

Prof. Thaker Keyur

- i. **Thaker Keyur**, Ajaysingh Rajput Exchange Rate, FII and Stock Index Relationship in India, Vilakshan, XIMB Journal of Management, Vol. V, No. 1, March 2008.
- ii. **Thaker Keyur** and **Tripathy Nalini Prava**, An Empirical Analysis of Stock Market Reaction to Announcement of Bonus Issues, Indian Journal of Capital Market, July-September 2007.

Prof. Tripathy Nalini Prava

- i. **Tripathy Nalini Prava**, Dynamic Relationship between Stock Market, Market Capitalization and Net FII Investments in India, The ICFAI Journal of Applied Finance, Vol. 13, August 2007.
- ii. **Tripathy Nalini Prava**, Wealth Management – A Promising Future Ahead, Portfolio Organizer, August 2007.
- iii. **Tripathy Nalini Prava**, Bancassurance in India – Tasks A Head, Journal of Insurance & Risk Management, Vol. 5, Issue 10, June 2007.

Prof. Venkataramanaiah S

- i. **Venkataramanaiah S**, Mahadevan B, Realigning Research Objectives in Cellular Manufacturing System Design: A Users' Perspective, Technology Operations and Management, McMillan, Vol. 1 No. 1, January 2008.
- ii. **Venkataramanaiah S**, Scheduling in Cellular Manufacturing Systems: A Heuristic Approach, International Journal of Production Research, Vol. 46 No. 1, January 2008.

5. Articles in Newspapers/Bulletins/Magazines

Prof. Jain Kamal K

- i. **Jain Kamal K**, Features of Leadership, The Hindu Business Line, November 19, 2007.
- ii. **Jain Kamal K**, Enabling Academic Entrepreneurship in Malaysian Universities: An Organizational Perspective (co-authored), Bulletin of Higher education Research, IPPTN, Malaysia, December 2007.

Prof. Rizvi Ashraf M

- i. **Rizvi Ashraf M**, Job Communication: The Art of Winning article published in I-CANvas, EPGP Magazine of IIM Indore, Vol. 1, No. 1.

II PARTICIPATION IN SEMINARS AND CONFERENCES

Paper Presented

1. National

Prof. Chatterjee Abha

- i. **Chatterjee Abha, Pani Pranab K and Chandrasekhar G R**, Internalizing the Mandi System: The E-Choupal Way, paper presented at the Second Annual Public Policy and Management Conference held at IIM Bangalore during April 12-14, 2007.
- ii. **Chatterjee Abha**, attended the 2nd Annual Conference on From the Melting Pot to the Salad Bowl organized by Society for Intercultural Education Training and Research, Chennai during January 19-20, 2008.

Prof. Rizvi Ashraf M

- i. **Rizvi Ashraf M**, Negotiation Skills, paper presented at 1st National Conference on Negotiation in Mumbai on February 15, 2008.

Prof. Sreenath Lalitha

- i. **Sreenath Lalitha**, Emerging Trend: Insurance for Intellectual Assets, paper presented at the UGC-SAP sponsored National Seminar on Insurance Industry: Issues & Challenges organized by Skim—Sri Krishnadevaraya University, Anantapur during March 29-30, 2008.

Sreenath M R

- i. **Sreenath M R**, Emerging Trend : Insurance for Intellectual Assets, paper presented at the UGC-SAP sponsored National Seminar on Insurance Industry: Issues & Challenges organized by SKIM—Sri Krishnadevaraya University, Anantapur during March 29-30, 2008.

2. International

Prof. Gupta V K

- i. **Gupta V K**, Human Resource Accounting Issues, presented a paper at the 19th Asian-Pacific Conference on International Accounting held in Kula Lumpur, Malaysia during November 11-14, 2007.

Prof. Jain Kamal K

- i. **Jain Kamal K**, A Study of Corrosion Control as an Effective Tool in Reducing Non-Revenue Water in Malaysia, paper presented at 3rd UNITEN International Business Management Conference organized by the College of Business Management & Accounting, Universiti Tenaga Nasional at Hotel Equatorial Melaka, Malaysia during December 16-18, 2007 (Co-authored).
- ii. **Jain Kamal K**, Control vs. Flexibility: A Case Study of Unitar, paper presented at International Conference on Management Cases organized by IMT Ghaziabad during December 3-4, 2007.
- iii. **Jain Kamal K**, An Organizational-Level Assessment of Academic Entrepreneurship in Malaysian Universities: A Conceptual Framework, paper presented at Asia Pacific Marketing Conference organized by UNIMAS at Holiday Inn Resort Damai Beach, Kuching, Malaysia during November 2-3, 2007 (Co-authored).

Prof. Lakshman C

- i. **Lakshman C** and **Chandrasekhar G R**, Differential Impact of Mega-Sporting Events on Nations: Developed versus Emerging Economies of Asia, presented a paper at the Workshop on Sport and Sport Business: Facing the Challenges of Internationalization held at Heilbronn Business School, Germany during April 29-30, 2007.
- ii. **Lakshman C**, Ethics and Corporate Citizenship Perceptions of Downsizing: The Role of Attributions and Organisational Justice, paper presented at the 38th Annual Meeting Decision Sciences Institute in Phoenix, Arizona, USA during November 17-20, 2007.

Prof. Mahapatra Sabita

- i. **Mahapatra Sabita**, Marketing Strategy in SMEs, paper presented in International Colloquium, Asian Pacific Researchers in Organization Studies, MDI Gurgaon during December 9-12, 2007.
- ii. **Mahapatra Sabita**, Competing for Heart and Minds: A Corporate Cultural Perspective on Marketing Innovation for Competitive Advantage, paper presented at International Conference on Innovation for Competitive Advantage organized by PES Institute of Management, Bangalore and Indiana University of Pennsylvania during January 5-6, 2008.

Prof. Panda Tapan K

- i. **Panda Tapan K**, Death of Distance in Management Education: A Case Study of Broadband Education at IIM Indore, paper presented at the 6th AsiaCALL International Conference on "Computers and Language Learning Technologies in and for the Developing Economies" organized at IIM Indore during November 17-19, 2007.

Prof. Rizvi Ashraf M

- i. **Rizvi Ashraf M**, attended a conference on 'Future of Business Education in India' organized by Aspen Institute Centre for Business Education (USA) in partnership with Aspen India, the Confederation of Indian Industry and Infosys, Bangalore during October 19-20, 2007.
- ii. **Rizvi Ashraf M**, Teaching Effectiveness and the use of Technology, paper presented at the 6th AsiaCALL International Conference on "Computers and Language Learning Technologies in and for the Developing Economies" organized at IIM Indore during November 17-19, 2007.

Prof. Salwan Prashant

- i. **Salwan Prashant**, Internationalization of the Firm and Supply Chain Perspective in Corporate Strategic Response to Competitive Market Situations, paper presented at 18th Annual Conference of the Production and Operations Management Society in Dallas, Texas, USA during May 4-7, 2007.
- ii. **Salwan Prashant**, presented the invited research paper co-authored with Dr. S P Parashar on 'Indian Multinationals' at Texas University, Dallas on May 3, 2007 under International Invited Research Presentations to Faculty and Ph.D. students.
- iii. **Salwan Prashant**, presented the invited research paper co-authored with Dr. S P Parashar on 'Fortune 500 MNCs Strategies in India' at Texas University, Dallas on May 3, 2007 under International Management Lecture Series for Post Graduate students.
- iv. **Salwan Prashant**, presented the invited research case study co-authored with Dr. S P Parashar on 'Going Global Aditya Birla Way' at Texas University, Dallas on May 3, 2007 under International Invited Research Presentations to Faculty and Ph.D. students.
- v. **Salwan Prashant**, presented the invited research case study co-authored with Dr. S P Parashar on 'Going Global Videocon Way' at Texas University, Dallas on May 3, 2007 under International Invited Research Presentations to Faculty and PhD students.
- vi. **Salwan Prashant**, presented the invited research paper co-authored with Dr. S P Parashar on International Business Strategies at Ohio State University, Fisher College of Business USA on May 7, 2007 under International Invited Research Presentations to Faculty and Ph.D. students.
- vii. **Salwan Prashant**, presented the invited research paper co-authored with Dr. S P Parashar on 'India Competitive Analysis a Case of Automobile and Pharma Industries' at City University, New York BSB, USA on May 8, 2007 under International Invited Research Presentations to Faculty.

Prof. Singh Nitin

- i. **Singh Nitin**, Modeling and calculation of VaR of swaps, paper presented in Palisade Conference in Sydney, Australia during September 13-14, 2007.
- ii. **Singh Nitin**, Effective Heuristics for Decisions to meet Uncertain Demand of Downstream Supply Chains Application of Generalized Assignment and Savings Matrix Methods, paper presented at XI Annual International Conference of the Society of Operations Management organized by Symbiosis Institute of Operations Management, Nasik during December 21-23, 2007.

Prof. Singh Pawan Kumar

- i. **Singh Pawan Kumar**, Pitfalls of Technology Aided Learning, presented a paper at the 6th AsiaCALL International Conference on "Computers and Language Learning Technologies in and for the Developing Economies" organized at IIM Indore during November 17-19, 2007.

Prof. Thaker Keyur

- i. **Thaker Keyur**, LY Investing, paper presented at the International Conference on Management Cases organized by IMT Ghaziabad and George Mason University during December 3-4, 2007.

Prof. Venkataramanaiah S

- i. **Venkataramanaiah S**, Models for Effects of Manufacturing Marketing Environment on Manpower Planning, presented a paper at 18th Annual Conference of Production and Operations Management Society (POMS) at Dallas, Texas, USA during May 4-7, 2007.
- ii. **Venkataramanaiah S**, Design and Analysis of Inventory Control Systems for SMEs, presented a paper at XI Annual International Conference of the Society of Operations Management organized by Symbiosis Institute of Operations Management, Nasik during December 21-23, 2007.

III SESSIONS CHAIRED

Prof. Salwan Prashant

- i. **Salwan Prashant**, chaired a session on Problems at the Production Marketing Interface at the 18th Annual Conference of the Production and Operations Management Society in Dallas, Texas, USA during May 4-7, 2007.

Prof. Scalem M

- i. **Scalem M**, chaired a session on Design Specifications at the 5th Annual Conference on Information Science, Technology & Management (CISTM) in Hyderabad during July 16-18, 2007.

Prof. Singh Pawan Kumar

- i. **Singh Pawan Kumar**, chaired a session at the Inaugural Conference of Indian Society for Training & Development at Kota on March 25, 2008.

Prof. Sreenath Lalitha

- i. **Sreenath Lalitha**, chaired a panel in a National Seminar at Sri Krishnadevaraya University, Anantpur, Andhrapradesh during March 29-30, 2008.

Prof. Sreenath M R

- i. **Sreenath M R** chaired a panel in a National Seminar at Sri Krishnadevaraya University, Anantpur, Andhrapradesh during March 29-30, 2008.

Prof. Thaker Keyur

- i. **Thaker Keyur**, chaired a session on 'Research Issues in Business Performance Measurement' at a AICTE sponsored Faculty Development Programme for Management Teachers at IPS Academy, Business School, Indore on June 18, 2007.

IV KEY NOTE SPEECHES/PROFESSIONAL ADDRESSES

Prof. Kumra Rajeev

- i. **Kumra Rajeev**, invited as a Keynote Speaker and Judge at Case Folio Conference organized by Gittarattan Institute of Business Studies, New Delhi during October 26-27, 2007.

Prof. Lakshman C

- i. **Lakshman C** delivered a keynote speech on Managing Change in an Amalgamated Company at the ICSI Western Regional Council at Indore on June 22, 2007.

Prof. Panda Tapan K

- i. **Panda Tapan K**, invited as a Keynote Speaker in the International Conference on 'Innovation in Tourism: Competitiveness and Sustainability' organized by IITTM Bhubaneswar during December 20-22, 2007.

Prof. Panigrahi Prabin K

- i. **Panigrahi Prabin K**, delivered a keynote Speech on 'Business Intelligence and Data Mining in Tourism' in International Conference on 'Innovation in Tourism: Competitiveness and Sustainability' organized by IITTM Bhubaneswar during December 20-22, 2007.
- ii. **Panigrahi Prabin K**, invited for inaugural address on Data Mining in Marketing at Valliammal College for Women, Chennai on March 15, 2008.

- iii. **Panigrahi Prabin K**, invited to speak on Application of Statistical Methods and Packages for Marketing Research at Department of Management Studies, Pondichery University on March 14, 2008.

Prof. Salwan Prashant

- i. **Salwan Prashant**, invited to talk on 'International Subsidiary Development' Ohio State University, FISHER College of Business USA on May 7, 2007 under International Invited Research Presentations to Faculty and Post Graduate students.

Prof. Singh P K

- i. **Singh P K**, invited to address a session at Madhya Pradesh Institute of Social Science Research, Ujjain on October 29, 2007.

Prof. Sunder D L

- i. **Sunder D L**, invited as a Speaker at the Faculty Development Programme organized by ISM Ranchi under the sponsorship of AICTE during May 14-15, 2007.

Prof. Thaker Keyur

- i. **Thaker Keyur**, delivered a public lecture at Baroda Management Association (BMA) on 'Spirituality at Work Place' at Baroda on April 6, 2007.

Prof. Venkataramanaiah S

- i. **Venkataramanaiah S**, delivered a special invited talk on 'Design and Analysis of CMS with Dual Resources and Scheduling in CMS with Missing Operations' at Ohio State University, Columbus, Ohio, USA on May 7, 2007.
- ii. **Venkataramanaiah S**, invited to talk on 'Research Issues in Operations Management' at 2nd Doctoral Theses Conference at IBS, Hyderabad on March 8, 2008.

V CONFERENCES/SEMINARS ORGANIZED AT THE INSTITUTE

Prof. Panda Tapan K

- i. **Panda Tapan K**, organized Faculty Development Programme on 'Pedagogy in Management' at IIM Indore during October 1-5 2007.
- ii. **Panda Tapan K**, organized National Symposium on 'Retailing in India' and Pyramid National Paper Presentation Contest at IIM Indore on October 17, 2007.

Prof. Panigrahi Prabin K

- i. **Panigrahi Prabin K**, organized a Faculty Development Programme on 'Research Methodology and Contemporary Statistical Techniques' at IIM Indore during February 6-10, 2008.

Prof. Rizvi Ashraf M

- i. **Rizvi Ashraf M**, organized 6th AsiaCALL International Conference on "Computers and Language Learning Technologies in and for the Developing Economies" at IIM Indore during November 17-19, 2007.

VI ANY OTHER

Prof. Chatterjee Abha

- i. **Chatterjee Abha**, invited to take sessions on Role of Ethics in Business and Management by Indian Values in the All India FDP organized by School of Management Studies, IPS Academy on January 4, 2008.

Prof. Panigrahi Prabin K

- i. **Panigrahi Prabin K** has become Mentor for SPSS South Asia.
- ii. **Panigrahi Prabin K**, represented from institute and attended a workshop on 'B-School Connect, Industry-Institute Collaboration' organized by Enterprise Solutions Academy, Infosys, Hyderabad on December 9, 2007.
- iii. **Panigrahi Prabin K**, attended Indo Canadian Institute Workshop at IIM Indore during December 16-17, 2007.
- iv. **Panigrahi Prabin K**, attended 'Fourth International Conference on Payment Systems' organized by Banknet at Mumbai on January 16, 2008.

Prof. Sunder D L

- i. **Sunder D L**, participated in the 10th International Annual Convention of the Strategic Management Forum held at IIT Mumbai from May 10-12, 2007.
- ii. **Sunder D L**, attended the 'India Innovation Summit 2007' at Bangalore from June 15-16, 2007.

Prof. Tripathy Nalini Prava

- i. **Tripathy Nalini Prava**, attended an International Conference on 'Building World Class Educational Institutes' organized by Desh Bhagat Institute of Management & Computer Science, Mandi Gobindgarh, Punjab during September 4-5, 2007.
- ii. **Tripathy Nalini Prava**, invited as a Chief Guest on Invocation Ceremony of MBA 2007 organized by Institute of Business Management & Research, IPS Academy, Indore.

Visitors to the Institute

- Mr. Paresh Choudhary, Head–Corporate Communication, Hindustan Lever Ltd.
- Mr. K.G. Anantkrishnan, MD, Fulford India Ltd.
- Mr. Michael Owen, US Counsel General
- Mr. Vipul Khanna, CEO, Warburg Services India Pvt. Ltd.
- Mr. Vimal Kapoor, MD, Honeywell India
- Dr. Subhas Misra, Visiting Scientist at SUNY, Buffalo, USA
- Mr. Ranjan Mallik, Erehwon Consulting.
- Mr. Mahesh Murthy, Founder & Chief Executive Officer, Pinstorm Technologies Ltd.
- Mr. Sanjeev Bikhchandani, Co-Founder & Chief Executive Officer, Info Edge, India
- Mr. Vibhas Mehta, Business Head – shaadi.com
- Mr. Rajesh Tharani, VP, Cap Gemini Consulting
- Mr. Roshan Francis Padamadan, AVP- Business Re-engineering, HSBC Global Resourcing, Bangalore
- Ms. Malini Sreebhashyam, VP & Head – Multiple Business (Real Time Relationship Centre), Satyam Computers
- Mr. Phillip Holland, Chairman, My Own Business Inc.
- Mr. Manish Kalani, MD, EWDPL India Pvt. Ltd., Indore
- Mr. Ramesh Chandak, MD, KEC Ltd.
- Mr. Purnendu Kumar, Associate Director of Technopak
- Ms. Neeta Nagar, Global Business Unit Head, HCL Technologies Ltd.
- Mr. G N Bajpai, Former Chairman of Securities and Exchange Board of India (SEBI)

Grant-in-Aid

During the financial year 2007-08, the Institute received the following grant-in-aid from Ministry of Human Resource Development, Government of India:-

Plan	:	Rs. 1200.00 Lakh
Non-Plan	:	Rs. 482.00 Lakh

Total		Rs. 1682.00 Lakh

Corpus Fund

A Corpus Fund has been created in the Institute, under the Block Grant Scheme of the Ministry of Human Resource Development, Government of India.

During the financial year 2007-08, the Institute has transferred the internal net revenue of Rs.1457.50 Lakh and Rs.562.00 lakh Matching Grant received from the Ministry of Human Resource development, Government of India to the Corpus Fund. The closing balance as on 31-3-2008 is Rs.4600.82 lakh.

Personnel

During the year the following persons joined the Institute.

Faculty:

Prof. A. Kanagaraj
Prof. Rajeev Kumra
Prof. Pradyumna Dash
Prof. Ganesh Kumar Nidugala
Prof. Kamal Kishore Jain
Prof. Yogesh Maheshwari

Administrative Staff:

Mr. Ajaya Kumar Dash
Mr. Pawan Kumar Saini
Mr. K.R. Narendrababu

The following persons left the Institute during the year:

Mr. Subrata Kumar Mishra
Prof. Pradip Keshav Chande
Mr. Pankaj Kumar Gupta
Prof. Pranab Kumar Pani
Prof. Justin Paul
Prof. C. Lakshman
Mr. Pawan Kumar Saini
Mr. Atul Kumar Pandey
Prof. M. Scalem

Faculty:

Director		Dr. S.P. Parashar M.Com., Ph.D. (University of Delhi)	
Faculty Shri A.K. Purwar M.Com		Honorary Professor of Banking & Finance	
1	Prof. Nitin Agarwal M.Tech., M.S., Ph.D. (NCSU, USA)	11	Prof. Kamal Kishore Jain M.Com., Ph.D. (Agra University)
2	Prof. U.K. Bhattacharya M.Sc., Ph.D. (IIT K)	12	Prof. A. Kanagaraj M.Com., MFT, Ph.D. (Pondicherry University)
3	Prof. G.R. Chandrashekhar B.E., PGDM, FPM (IIM Lucknow)	13	Prof. Rajeev Kumra MBA, Ph.D. (GGSI University)
4	Prof. Abha Chatterjee M.A., Ph.D. (JNU)	14	Prof. Yogesh Maheshwari B.E., MBA, Ph.D. (Rajasthan Vidyapeeth University)
5	Prof. Dipayan Datta Chaudhari M.Sc., Ph.D. (Calcutta University)	15	Prof. Sabita Mahapatra M.A., MBA, Ph.D. (Utkal University)
6	Prof. Shubhamoy Dey M.Tech., Ph.D. (Univ. of Leeds, UK)	16	Prof. Ganesh Kumar Nidugala M.Sc., FPM IIM (Ahmedabad)
7	Prof. Pradyumna Dash M.A., Ph.D. (IIT Mumbai)	17	Prof. Tapan Kumar Panda MBA, PGDCMIS, PGJMC Ph.D. (Utkal University)
8	Prof. Neeraj Dwivedi M.Tech., FPM (IIM Lucknow)	18	Prof. Prabin Kumar Panigrahi M.Sc., MBA, MCA Ph.D.(IIT Kharagpur)
9	Prof. V.K. Gupta M.A., M.Com., Ph.D. (Agra University)	19	Prof. L.V. Ramana M.A., M.Tech., Ph.D. (IFMR, Chennai)
10	Prof. Hariprasad B.E., MBA, Ph.D. (IIT Chennai)	20	Prof. Ashraf Rizvi M.A., PGCTE & PGDTE Ph.D. (Patna University)

21	Prof. M.R. Sreenath M.A., LLB Ph. D. (SK University)	27	Prof. D.L. Sunder B.E., MBA, M.S., M.Sc. Ph.D. (IIT Chennai)
22	Prof. Lalitha Sreenath M.L., Ph.D. University of Kerala	28	Prof. Keyur Bipinchandra Thaker MBA, Ph.D. (HNG University)
23	Prof. Ashish Sadh MBA, Ph.D. (DAVV)	29	Prof. Nalini Prava Tripathy M.Phil., D.Lit. Ph.D. (Berhampur University)
24	Prof. Prashant Salwan MBA, PGDITM, DG & L Doctor of Philosophy (University of Pune)	30	Prof. S. Venkatramanaiah M.Tech., Ph.D.(Anna University)
25	Prof. Nitin Singh B.E., FPM (IIM Bangalore)	31	Prof. P.P. Yadav M.Sc., Ph.D. (IARI, New Delhi)
26	Prof. Pawan Kumar Singh M.A., PGDPM & IR Ph.D. (Vikram University)		

Officers

1. Shri Ajaya Kumar Dash, Officer
2. Shri Jigar Natwarsinh Kantharia, Officer (MDP)
3. Mrs. Vasundhara Laad, Finance & Accounts Officer
4. Shri K.N. Maniyan , Accounts Officer
5. Shri K.R. Narendrababu, Chief Administrative Officer
6. Shri Kishor Chandra Satpathy, Librarian
7. Shri Ghanshyam Prasad Shriwas, Officer(F & A)
8. Shri Salim Shaikh, Stores & Purchase Officer
9. Shri K.R. Unni, Personnel Officer

Committees

S.No.	Name of the Committee		Number of Meetings held
1	Finance & Personnel Committee	Chairman Shri S.H. Khan Members Dr. Ramesh Baheti Shri Jagdish Capoor Shri L.N. Jhunjunwala Shri Ravi Mathur Shri S.K. Ray Dr. S.P. Parashar	5
2	PGP Committee	Chairman Prof. M.R. Sreenath Members All faculty members Secretary PS to Director	5
3	PGP Executive Committee	Chairman Prof. M.R. Sreenath Members All Area Chairpersons or their nominees Secretary PS to Director	5
4	Research & Publications Committee (including Fellow Program, Journal, Case Unit, Academic Fellows)	Chairman Prof. Tapan Panda Members All Area Chairpersons or their nominees Secretary Coordinator, R&PC Office	1
5	EPGP & MDP Committee (including Consultancy, In-company programs, and Other Executive Education Programs)	Chairman Prof. Ashraf Rizvi Members All Area Chairpersons or their nominees Secretary Coordinator, Program Officer (MDP)	12
6	Placement Committee (including Alumni Affairs)	Chairman Prof. Prashant Salwan Members Chair PGP Chair, Hostel & Students Affairs Secretary Coordinator, Placement Office	5
7	Library & Information Services Committee	Chairman Prof. Prabin Panigrahi Members All Area Chairpersons or their nominees Secretary Librarian	5
8	Media & Communications Committee (including Web)	Chairman Director Members Librarian Coordinator, IT Dept. Secretary CAO	--

9	Hostel & Student Affairs Committee (6.4.2007 to 14.10.2007)	Chairman Prof. Lalitha Sreenath Members Chair, PGP Secretary Program Officer (Student Affairs)	9
	Hostel & Student Affairs Committee (15.10.2007 to 5.4.2009)	Chairman Prof. D.L. Sunder Members Chair, PGP (Ex-officio) Chair, Placement (Ex- officio) Prof. Sabita Mahapatra Secretary Program Officer (Student Affairs) - (Ex-officio)	
10	Admissions & Financial Aid Committee	Chairman Prof. Neeraj Dwivedi Members Prof. S. Venkatramanaiah Prof. G.R. Chandrasekhar	8
11	Purchase & Personnel Committee (including complaints, welfare and outsourcing)	Chairman Prof. U.K. Bhattacharya Members CAO Personnel Officer PO (Student Affairs) Secretary SPO	5

Board of Governors

Chairman: Shri L.N. Jhunjhunwala Chairman – Emeritus LNJ Bhilwara Group Bhilwara Towers A-12, Sector – 1 Noida – 201 301	Shri Sajjan Jindal Chairman & Managing Director Jindal Iron & Steel Co. Ltd. Jindal Mansion 5-A, Dr.G. Deshkukh Marg Pedder Road Mumbai – 400 025
Members: Shri K.M. Acharya Additional Secretary Ministry of Human Resource Development Department of Higher Education, Shastri Bhavan, New Delhi – 110 001	Mr. S.H. Khan C/o. IDFC Investment Advisors Ltd. 909-912, 9 th Floor Maker Chambers V, Nariman Point Mumbai – 400 021
Shri Sunil Alagh Vice Chairman & Principal Tamara Capital Advisors Pvt. Ltd. 15 th Floor, Maker Chambers IV Nariman Point, Mumbai– 400 021	Dr. Bhalchandra Mungekar Member Planning Commission 125 Yojana Bhawan New Delhi– 110 001
Dr. Ramesh Baheti Executive Chairman STI India Ltd. Badgara House, 13/1 New Palasia Indore – 452 001	Prof. Tapan Kumar Panda Indian Institute of Management Indore Prabandh Shikhar Rau-Pithampur Road Indore – 453 331
Shri Sudeep Banerjee Chancellor National University for Educational Planning & Administration 17-B, Sri Aurobindo Marg, New Mehrauli Road, NCERT Campus New Delhi – 110 016	Dr. S.P. Parashar Director Indian Institute of Management Indore Prabandh Shikhar, Rau-Pithampur Road Indore – 453 331
Mr. Sunil Bhargava S. Bharagava Associates Chartered Accountants Vishwa Villa, 1, Pareek College Road, Bani Park, Jaipur– 302 006	Mrs. Snehlata Shrivastava Principal Secretary Government of Madhya Pradesh Technical Education and Training Department Mantralaya, Vallabh Bhavan, Room No. 312, Bhopal – 462 004
Shri Kishore Biyani Group CEO Future Group Knowledge House, Shyam Nagar Off Jogeshwari-Vikhroli Link Road, Jogeshwari (East) Mumbai – 400 060	Prof. M.R. Sreenath Indian Institute of Management Indore Prabandh Shikhar Rau-Pithampur Road Indore – 453 331
Mr. Jagdish Capoor Chairman HDFC Bank Ramon House, 4th Floor 169, Backbay Reclamation Mumbai – 400 020	

Society Members

<p>Chairman: Shri L.N. Jhunjhunwala Chairman – Emeritus LNJ Bhilwara Group Bhilwara Towers, A-12, Sector – 1 Noida – 201 301</p>	<p>Shri Chetanya Kasyap B-501, Gouri Sadan 5, Hailey Road New Delhi – 110 001</p>
<p>Members: Shri K.M. Acharya Additional Secretary Ministry of Human Resource Development Department of Higher Education, Shastri Bhavan, New Delhi – 110 001</p>	<p>Shri Vijay Kaul Chief Marketing Officer Grasim Industries Ltd. Century Bhavan, 3rd Floor Dr. A.B. Road, Worli Mumbai – 400 025</p>
<p>Mr. Sunil Alagh Vice Chairman & Principal Tamara Capital Advisors Pvt. Ltd. 15th Floor, Maker Chambers IV, Nariman Point, Mumbai – 400 021</p>	<p>Shri Anoop Mehrotra 10-B, Tower D Viceory Park, Thakur Village, Kandivili (E) Mumbai – 400 101</p>
<p>Dr. Ramesh Baheti Executive Chairman STI India Ltd. Badgara House, 13/1 New Palasia, Indore – 452 001</p>	<p>Prof. Tapan Kumar Panda Indian Institute of Management Indore Prabandh Shikhar Rau-Pithampur Road Indore – 453 331</p>
<p>Shri Sudeep Banerjee Chancellor National University for Educational Planning & Administration 17-B, Sri Aurobindo Marg New Mehrauli Road, NCERT Campus New Delhi – 110 016</p>	<p>Dr. S.P. Parashar Director Indian Institute of Management Indore Prabandh Shikhar Rau-Pithampur Road Indore – 453 331</p>
<p>Prof. Ashoka Chandra Former Special Secretary Ministry of HRD, Govt. of India A-15, Sector 15 Noida – 201 301</p>	<p>Dr. Bhagirath Prasad Vice-Chancellor Devi Ahilya Vishwa Vidyalyaya (DAVV) RNT Marg, Indore</p>
<p>Shri Prashant R. Deshpande 16 Sonmarg 67-B Nepean Sea Road Mumbai – 400 006</p>	<p>Dr. M. Rahman Chairman & Administrator Bombay Mercantile Coop Bank Ltd. 78 Mohamedali Road Mumbai – 400 003</p>
<p>Mr. A. Ramasubramanian CEO Eicher Motors 102, Industrial Area No.1 Pithampur – 454 775</p>	<p>Prof. M.R. Sreenath Indian Institute of Management Indore Prabandh Shikhar Rau-Pithampur Road Indore – 453 331</p>
<p>Shri B.P. Singh Commissioner Indore Division Moti Bungalow Near Gandhi Hall M.G. Road, Indore – 452 001</p>	<p>Shri Balaji Swaminathan Senior General Manager ICICI Bank Ltd. ICICI Bank Towers Bandra-Kurla Complex Mumbai – 400 051</p>



INDIAN INSTITUTE OF MANAGEMENT INDORE

Separate Audit report o the comptroller & Auditor General of India on the Accounts of Indian Institute of Management, Indore for the ended 31st March 2008

1. We have audited the attached Balance Sheet of Indian Institute of Management, Indore (IIM, Indore) as at 31 March 2008 and the Income & Expenditure Account/Receipts & Payment Account for the year ended on that date under Section 20 (1) of the Comptroller & Auditor General's (Duties, Powers & Conditions of Service) Act, 1971. The Audit has been entrusted for the period upto 2010-11. These financial statements are the responsibility of the Institute's management. Our responsibility is to express an opinion on these financial statements based on our audit.
2. This Separate Audit Report contains the comments of the Comptroller & Auditor General of India (CAG) on the accounting treatment only with regard to classification, conformity with the best accounting practices, accounting standards and disclosure norms, etc. Audit observations on financial transactions with regard to compliance with the law, Rules & Regulations (Propriety and Regularity) and efficiency-cum-performance aspects etc. if any, are reported through Inspection Reports/ CAG's Audit Reports separately.
3. We have conducted our audit in accordance with auditing standards generally accepted in India. These standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatements. An audit includes examining on a test basis, evidences supporting the amounts and disclosure in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluation of 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 behalf were necessary for the purpose of our audit.
- (ii) The Balance Sheet and Income & Expenditure Account/Receipt & Payment Account dealt with by this report have been drawn up in the format approved by the Ministry of Finance, Government India.
- (iii) In our opinion proper books of account and other relevant records have been maintained by the IIM, Indore in so far as it appears from our examination of such books.
- (iv) We further report that :-

A. Balance Sheet

1. Liabilities

1.1. Current Liabilities and Provisions - 905.24 Lakh

Under statement of liability on account of service tax Rs. 10.60 lakh.

This does not include liability on account of service tax amounting to Rs. 10.60 lakh, which has not been accounted for due to non-receipt of fees from clients of Consultancy/Company training programmes. The deviation has also not been disclosed in the notes on accounts forming part of Balance Sheet.

Non observance of this has resulted in understatement of liabilities by Rs. 10.60 Lakh.

2. Assets

2.1 Overstatement of Assets due to inclusion of value of obsolete Items.

The fixed assets (Schedule 4) included obsolete items (77 Nos.) valued at Rs. 2.26 lakh, which has not been disposed/written off. Hence assets are overstated to this extent.

B. General

(i). Under Investment of Earmarked Funds

The unutilized portion of earmarked funds is required to be kept/invested separately, so that any income derivable from such investments is also used for the purpose for which these funds are sanctioned.

As on 31 March 2008, the Institute had earmarked funds of Rs. 89.64 Lakh. Out of which an amount of Rs. 9.69 Lakh has been mixed with investments out of other funds which is not in order.



INDIAN INSTITUTE OF MANAGEMENT INDORE

2. **Non-disclosure of unpaid statutory liability in notes on accounts.**

The Institute has provide for an amount of Rs. 38.46 Lakh towards statutory liability on account of interest on Employees Provident Fund (EPF) which has not been paid since March-2006 due to non-receipt of Demand Notice from EPF authorities.

The fact of the case has not been disclosed in notes on accounts.

3. **Misstatement in notes on Account.**

The Institute has provided for the retirement benefits (leave encashment) of its employees amounting to Rs. 8.45 lakh on its own assessment. However, it has been stated in the notes on accounts that this is being done on the basis of actuarial valuation as per requirement of AS-15, which is not in order.

Effect of Audit Comment

The net effect of above comments on accounts is that liabilities were understated by Rs. 10.60 lakh and assets overstated by Rs. 2.26 Lakh.

C. Grants in aid

During the year Institute has received Grant in-aid (Plan) of Rs. 19.80 crore (Rs. 12 crore for 2007-08, and Rs. 7.80 crore Unspent balance of 2006-07). Out of the above the Institute had utilized Rs. 11.36 Crore leaving balance of Rs. 8.44 crore as unutilized. They have also received Grant in-aid (Non-plan) of Rs. 10.44 crore (Rs. 4.82 crore Non-Plan grant+Rs. 5.62 crore Matching grant) during the year, which had been utilized.

- (v) Subject to our observations in the preceding paragraphs, we report that the Balance Sheet and Income & Expenditure Account/Receipt & 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 give to us, the said financial statements read together with the Accounting Policies and Notes on Accounts and subject to the significant matters stated above 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, Indore as at 31 March 2008 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

sd/-

Principal Accountant General (C & CA)

MP, Gwalior

Place : Gwalior

Dated : 30.10.2008

INDIAN INSTITUTE OF MANAGEMENT INDORE

BALANCE SHEET AS AT 31ST MARCH 2008

(Amount Rs. in Thousand)

PARTICULARS	SCH No.	AS AT 31-3-2008	AS AT 31-3-2007
CAPITAL FUND AND LIABILITIES			
CORPUS / CAPITAL FUND	1	1,110,202	825,716
EARMARKED / ENDOWMENT FUND	2	8,964	8,606
CURRENT LIABILITIES AND PROVISIONS	3	90,524	70,289
TOTAL		1,209,690	904,611
ASSETS			
FIXED ASSETS	4	529,624	480,952
INVESTMENTS - FROM EARMARKED / ENDOWMENT FUNDS	5	7,995	7,582
INVESTMENTS - CORPUS FUND	6	317,613	162,030
CURRENT ASSETS, LOANS & ADVANCES, ETC.	7	354,458	254,047
TOTAL		1,209,690	904,611
NOTES FORMING PART OF ACCOUNTS	15		

sd/-

(Vasundhara Laad)

F&AO

sd/-

(K.R. Narendrababu)

CAO

sd/-

(Tapan Kumar Panda)

DIRECTOR

Place : Indore

Date : 17.04.2008



INDIAN INSTITUTE OF MANAGEMENT INDORE

INCOME AND EXPENDITURE ACCOUNT
FOR THE YEAR ENDING 31ST MARCH 2008

(Amount Rs. in Thousand)

PARTICULARS	SCH No.	2007-2008	2006-2007
INCOME			
Grants from MHRD, Govt. of India - Non - Plan		48,200	48,200
Fees Income	8	173,228	108,672
Interest Earned	9	16,536	9,232
Scholarship Fund Received	10	300	300
Other Income	11	14,624	7,153
TOTAL (A)		252,888	173,557
EXPENDITURE			
Establishment Expenses	12	26,559	23,932
Other Administrative Expenses	13	80,279	77,601
Scholarship paid	14	300	300
Depreciation	4	63,447	61,696
TOTAL (B)		170,585	163,529
Excess of Income over Expenditure (A-B)		82,303	10,028
Less: Transfer to Corpus Fund		(145,750)	(71,724)
Add: Transfer to Capital Fund (Depreciation)		63,447	61,696
Balance being Surplus / (Deficit) carried to Grant-in-Aid A/c.		-	-
NOTES FORMING PART OF ACCOUNTS	15		

sd/-

(Vasundhara Laad)

F&AO

Place : Indore

Date : 17.04.2008

sd/-

(K.R. Narendrababu)

CAO

sd/-

(Tapan Kumar Panda)

DIRECTOR

INDIAN INSTITUTE OF MANAGEMENT INDORE
SCHEDULES FORMING PART OF BALANCE SHEET AS AT 31ST MARCH 2008

(Amount Rs. in Thousand)

SCH No.	PARTICULARS	Sub-SCH No.	AS AT 31-3-2008	AS AT 31-3-2007
1	<u>CORPUS / CAPITAL FUND</u>			
A	<u>Corpus Fund</u>			
(i)	<u>Revenue Surplus</u>			
	Balance as at the beginning of the year		258,132	129,860
	ADD: Transfer from Income & Expenditure Account		145,750	71,725
(ii)	<u>Matching Grant</u>			
	Balance as at the beginning of the year		-	-
	ADD: Received in the current year		56,200	56,547
			-	-
	BALANCE AS AT THE YEAR END		460,082	258,132
B	<u>Capital Fund for Fixed Assets</u>			
	Balance as at the beginning of the year		489,651	439,014
	ADD: Interest on Corpus Fund		25,984	8,699
	ADD : Capital Expenditure incurred during the year		113,566	103,634
	LESS : Depreciation written off during the year		(63,447)	(61,696)
	BALANCE AS AT THE YEAR END		565,754	489,651
C	<u>Grant-In-Aid - PLAN</u>			
	Balance as at the beginning of the year		77,932	36,563
	ADD: Contribution towards Capital Fund		120,000	145,000
	LESS: Transferred to Capital Fund - For Fixed Assets		(113,566)	(103,630)
	BALANCE AS AT THE YEAR END		84,366	77,933
	TOTAL BALANCE AS AT THE YEAR END (A+B+C)		1,110,202	825,716
3	<u>CURRENT LIABILITIES AND PROVISIONS</u>			
A	<u>Current Liabilities</u>			
	Sundry Creditors for Expenses (Non-Plan)		14,237	12,187
	Sundry Creditors for Expenses (Plan)		23,921	22,458
	Other Payable		658	349
	Deposits for Participants	I	6,980	5,654
	EMD / SD / Retention Money	II	7,058	6,095
	Statutory Liabilities	III	3,846	4,402
	Other Current Liabilities	IV	29,396	15,561
B	<u>Provisions</u>			
	Provision for Leave Encashment		4,428	3,583
	TOTAL		90,524	70,289

sd/-

(Vasundhara Laad)

F&AO

sd/-

(K.R. Narendrababu)

CAO

sd/-

(Tapan Kumar Panda)

DIRECTOR

Place : Indore

Date : 17.04.2008

SCHEDULES FORMING PART OF BALANCE SHEET AS AT 31ST MARCH 2008

Schedule - 2

(Amount Rs. in Thousand)

Sl. No.	EARMARKED / ENDOWMENT FUNDS	State Bank of Indore Chair Professor	IMPETUS Chair Professor	IIM Indore Society Fund	Scholarship Funds		Gold Medal Eicher Motors Ltd	VARIOUS MHRD Projects	Research Fund (BBBEP)	DSIR Research Project	TOTALS	
					Scholarship State Bank of Indore	Scholarship Eicher Motors Ltd.,					Current Year 2007-2008	Previous Year 2006-2007
A	Opening Balance of the Funds	2,879	2,518	400	1,618	500	100	354	235	2	8,606	7,244
B	Additions to the Funds	-	-	-	-	-	9	-	341	-	350	2,735
i	Donations / Grants / Other receipts	-	-	-	-	-	-	-	-	-	-	-
ii	Income from investment/Saving Bank	156	256	-	161	50	10	4	-	-	637	395
iii	From Income & Expenditure A/c.	-	-	-	-	-	-	-	-	-	-	52
	TOTAL	3,035	2,774	400	1,779	550	119	358	576	2	9,593	10,426
C	Utilization/Expenditure towards objective of Funds	-	-	-	-	-	-	-	-	-	-	-
i	Revenue Expenditure	-	50	-	-	-	-	-	-	-	50	84
	- Salaries, Wages & allowances, etc.,	-	-	-	-	-	-	-	-	-	-	-
	- Other Administrative Expenses	-	-	-	150	50	19	-	-	2	221	253
ii	Amount refunded / returned	-	-	-	-	-	-	358	-	-	358	1,483
	TOTAL	-	50	-	150	50	19	358	-	2	629	1,820
	Net Balance as at the year end (A+B-C)	3,035	2,724	400	1,629	500	100	-	576	-	8,964	8,606

sd/-

(Vasundhara Laad)

F&AO

Place : Indore

Date : 17.04.2008

sd/-

(K.R. Narendrababu)

CAO

sd/-

(Tapan Kumar Panda)

DIRECTOR

INDIAN INSTITUTE OF MANAGEMENT INDORE

SCHEDULES FORMING PART OF BALANCE SHEET AS AT 31ST MARCH 2008

(Amount Rs. in Thousand)

Sl. No.	Description	GROSS BLOCK				DEPRECIATION				NET BLOCK		
		Cost as at 01.04.07	Prior Period Adjustment/ Deduction in 2007-08	Additions during 2007-08	Cost as at 31-3-08	Rate of Depreciation	As at 01-04-07	Prior Period Adjustment/ Deduction in 2007-08	Additions during 2007-08	Total upto 31-03-08	As at 31-03-08	As at 31-03-07
A	FIXED ASSETS											
1	LAND	5000	-	-	5,000	-	-	-	-	-	5,000	5,000
2	BUILDINGS - Administrative	440,492	(7,625)	38,003	470,870	10%	121,495	(1,449)	34,699	154,745	316,125	318,998
3	BUILDINGS - Residential	30,464	-	34,081	64,545	5%	4,332	-	2,160	6,492	58,053	26,132
4	EQUIPMENTS	101,109	-	1,001	102,110	15%	45,223	-	8,513	53,736	48,374	55,886
5	STAFF VEHICLE	1,442	-	-	1,442	15%	814	-	94	908	534	628
6	FURNITURE, FIXTURES	35,592	-	2,943	38,535	10%	12,970	-	2,481	15,451	23,084	22,622
7	COMPUTER / PERIPHERALS	47,792	-	1,955	49,747	60%	42,682	-	4,078	46,760	2,987	5,110
8	ELECTRICAL INSTALLATION	1,694	-	341	2,035	10%	961	-	107	1,068	967	733
9	LIBRARY BOOKS AND JOURNALS	80,076	(2)	12,466	92,540	100%	76,549	-	12,762	89,311	3,229	3,527
10	OTHER FIXED ASSETS	3	-	-	3	100%	3	-	-	3	-	-
	TOTAL OF CURRENT Yr	743,664	(7,627)	90,790	826,827		305,029	(1,449)	64,894	368,474	458,353	438,636
	PREVIOUS YEAR	670,262	(2,861)	76,263	743,664		246,015	(2,682)	61,696	305,029	-	-
B	CAPITAL WORK IN PROGRESS									71,271	42,316	
	TOTAL									529,624	480,952	

sd/-
(Vasundhara Laad)
F&AO

Place : Indore
Date : 17.04.2008

sd/-
(K.R. Narendrababu)
CAO

sd/-
(Tapan Kumar Panda)
DIRECTOR



INDIAN INSTITUTE OF MANAGEMENT INDORE
SCHEDULES FORMING PART OF INCOME AND EXPENDITURE ACCOUNT
FOR THE YEAR ENDED ON 31ST MARCH 2008

(Amount Rs. in Thousand)

SCH No.	PARTICULARS	Sub-SCH No.	2007-2008	2006-2007
8	Fees Income			
	Post Graduate Programme (PGP)			
	CAT Income (Including Rs.86.27 Lakh of 2006-07)		28,627	20,000
	PGP Participation Fees		67,850	42,777
	PGP Admissions Fees (GMAT)		71	51
	International Exchange Programme Fees		162	343
	PGP Fee Forfeited/ Misc. Income		135	782
	Placement Fee		3,980	2,737
	SUB-TOTAL		100,825	66,690
	MDP / FDP / EXE-PGPM / BBBEP			
	Exe-PGP Fees Received		18,288	11,633
	Exe-PGP Misc. Income		49	8
	Exe-PGP Application Fees/Forfeited fee		256	112
	FPM Application Fees/ Misc. Income		77	33
	FDP Fees		435	-
BBBEP Fees		29,345	17,973	
GMP Fees Received		13,221	7,234	
MDP Fees Received		10,732	4,989	
SUB-TOTAL		72,403	41,982	
GRAND TOTAL		173,228	108,672	
9	Interest Earned			
	Interest on Deposits		15,299	8,926
	On Mobilisation Advance		1,027	184
	Interest on IT Refund Received		14	6
	Interest on staff loan/advances		52	11
	On Saving Bank A/c with Schedule Bank		144	105
TOTAL		16,536	9,232	
10	Scholarship Fund Received			
	Bharat Forge Ltd.,		200	200
	Reliance Communication Scholarship		50	50
	CSC Indian Innovation Scholarship		50	50
TOTAL		300	300	
11	Other Income			
	Consultancy & Inhouse Training Programmes		11,192	5,677
	Profit on sale of obsolete assets		-	49
	Profit / Loss on Currency Fluctuations		9	-
	Library Membership Charges		5	4
	Prior period Income/ Excess Provision written back		-	164
	Misc. Receipts		216	275
	Rent from Guest House		3,176	929
	Sale of Tender Forms		26	55
TOTAL		14,624	7,153	

sd/-
(Vasundhara Laad)

sd/-
(K.R. Narendrababu)
 CAO

sd/-
(Tapan Kumar Panda)
 DIRECTOR

Place : Indore
 Date : 17.04.2008



INDIAN INSTITUTE OF MANAGEMENT INDORE
SCHEDULES FORMING PART OF INCOME AND EXPENDITURE ACCOUNT
FOR THE YEAR ENDED ON 31ST MARCH 2008

(Amount Rs. in Thousand)

SCH No.	PARTICULARS	Sub-SCH No.	2007-2008	2006-2007
8	Fees Income			
	Post Graduate Programme (PGP)			
	CAT Income (Including Rs.86.27 Lakh of 2006-07)		28,627	20,000
	PGP Participation Fees		67,850	42,777
	PGP Admissions Fees (GMAT)		71	51
	International Exchange Programme Fees		162	343
	PGP Fee Forfeited/ Misc. Income		135	782
	Placement Fee		3,980	2,737
	SUB-TOTAL		100,825	66,690
	MDP / FDP / EXE-PGPM / BBBEP			
	Exe-PGP Fees Received		18,288	11,633
	Exe-PGP Misc. Income		49	8
	Exe-PGP Application Fees/Forfeited fee		256	112
	FPM Application Fees/ Misc. Income		77	33
	FDP Fees		435	-
BBBEP Fees		29,345	17,973	
GMP Fees Received		13,221	7,234	
MDP Fees Received		10,732	4,989	
SUB-TOTAL		72,403	41,982	
GRAND TOTAL		173,228	108,672	
9	Interest Earned			
	Interest on Deposits		15,299	8,926
	On Mobilisation Advance		1,027	184
	Interest on IT Refund Received		14	6
	Interest on staff loan/advances		52	11
	On Saving Bank A/c with Schedule Bank		144	105
TOTAL		16,536	9,232	
10	Scholarship Fund Received			
	Bharat Forge Ltd.,		200	200
	Reliance Communication Scholarship		50	50
	CSC Indian Innovation Scholarship		50	50
TOTAL		300	300	
11	Other Income			
	Consultancy & Inhouse Training Programmes		11,192	5,677
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 DIRECTOR

F&AO
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 Date : 17.04.2008



**INDIAN INSTITUTE OF MANAGEMENT INDORE
SCHEDULES FORMING PART OF INCOME AND EXPENDITURE ACCOUNT
FOR THE YEAR ENDED ON 31ST MARCH 2008**

(Amount Rs. in Thousand)

SCH No.	PARTICULARS	Sub-SCH No.	2007-2008	2006-2007
12	Establishment Expenses			
	Salaries		19,883	17,959
	Allowances and Bonus	XIII	1,140	1,185
	Rent for leased houses		29	64
	EPF Contribution		2,385	2,290
	Staff Welfare Expenses		393	431
	Recruitment Expenses		163	165
	Expenses on Employee's Retirement and Terminal Benefits	XIV	1,217	1,194
	Professional Development of Faculty & Staff	XV	1,349	644
	TOTAL		26,559	23,932
13	Other Administrative Expenses			
	Electricity & Water charges		11,745	11,297
	Insurance		303	425
	Repairs & Maintenance	XVI	4,049	5,050
	Vehicle Running and Maintenance	XVII	300	369
	Postage, Telephone and Communication Charges	XVIII	769	894
	Printing and Stationery	XIX	1,352	1,592
	Travelling and Conveyance Expenses	XX	2,013	2,598
	Newspapers & Periodicals		35	27
	Hospitality and Guest House Expenses		147	209
	Legal and Professional Charges	XXI	304	1,267
	Advertisement and Publicity	XXII	1,076	1,957
	PGP Expenses	XXIII	13,230	12,516
	Need Based Scholarship Expenditure		940	990
	MDP/FPM/Exe-PGP/BBBEP Expenses	XXIV	28,641	21,008
	Research & Publications		633	364
	Information Technology Expenses		983	1,305
	Library e-Journals / Databases		2,730	3,111
	House-keeping		1,473	1,746
	Security services		2,346	1,988
Service & Contracts		2,853	3,192	
Other Revenue Expenses	XXV	4,357	5,696	
TOTAL		80,279	77,601	
14	Scholarship Paid			
	Bharat Forge Ltd.,		200	200
	Reliance Communication Scholarship		50	50
	CSC Indian Innovation Scholarship		50	50
TOTAL		300	300	

sd/-

(Vasundhara Laad)

F&AO

Place : Indore
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(K.R. Narendrababu)

CAO

sd/-

(Tapan Kumar Panda)

DIRECTOR

**INDIAN INSTITUTE OF MANAGEMENT INDORE****Notes forming part of Accounts (2007-08)****Schedule - 15****1. Significant Accounting Polices :****A. Accounting Convention**

The financial statements are prepared on the basis of historical cost convention, unless otherwise stated and on the accrual method of accounting.

B. Inventory Valuation

The inventories of Stationery, Stores, etc, are valued at cost following the FIFO method.

C. Fixed Assets

Fixed assets are stated at cost of acquisition inclusive of inward freight, duties & taxes and incidental and direct & indirect expenses related to acquisition less accumulated depreciation.

D. Depreciation

Depreciation on all fixed assets is provided on WDV method at the rates specified in Income Tax Act, 1961 relevant of the year. Depreciation on additions after 30th September is charged at half of the actual rate.

E. Capital work in Progress

This represents expenditure incurred on incomplete construction projects. On completion of the projects, the expenditure is transferred to relevant heads of fixed assets and depreciation is provided on the same from the date the asset is put to use.

F. Government Grant

Government grants are accounted on the basis of sanctions received for capital and revenue expenditure respectively. The Plan grants utilized towards the capital cost of setting up the Institute is treated as Capital Fund.

G. Lease

Lease rentals are expensed with reference to lease terms.

H. Foreign Exchange Transactions

Transactions denominated in foreign currency are accounted at the exchange rate prevailing at the date of transaction.

I. Retirement Benefits

The Institute accounts for liability towards retirement benefits to staff on accrual basis.

i) Leave Encashment : Provision for liability towards leave encashment is made based on GOI rules.

ii) Gratuity : The Institute has taken an Insurance Policy under LIC Group Gratuity Scheme and the actual expenditure towards premium is charged to the accounts.

J. Corpus Fund

The fund consists of the internal net income generated by the Institute, matching grant and donations.

K. Software Expenditure

Software expenditure is treated as capital expenditure.

2. Capital Commitments

Estimated value of contracts remaining to be executed on capital account and not provided for (net of advances) Rs.868.36 Lacs.
(Previous year Rs. 1856.79 Lacs)

sd/-

(Vasundhara Laad)

F&AO

Place : Indore
Date : 17.04.2008

sd/-

(K.R. Narendrababu)

CAO

sd/-

(Tapan Kumar Panda)

DIRECTOR

**INDIAN INSTITUTE OF MANAGEMENT INDORE****Notes forming part of Accounts (2007-08)**

3. **Government Grant :**
During the year the Institute has received sanction of :
 - a. Plan grant in aid of RS. 1200 Lacs.
 - b. Non-Plan grant-in-aid of Rs. 482 Lacs.
 - c. Matching Grant of Rs. 562 Lacs.
4. **Retirement Benefits :**
 - a. Leave Encashment : During the current year, a provision of Rs. 8.45 Lacs has been made and Rs. 2.35 Lacs has been paid to the employees on cessation of services.
 - b. Gratuity : During the current year a sum of Rs. 1 Lacs was paid towards the premium of LIC Group Gratuity Scheme.
5. The Institute in the current year s 76.25 Lacs.
6. The Institute has transferred the internal net revenue generation of Rs. 1457.50 Lacs to the Corpus Fund under the Block Grant Scheme of the Ministry of HRD introduced from the previous year.
7. In the opinion of the Management, the current assets, loans and advances have a value on realization in the ordinary course of business, equal at least to the aggregate amount shown in the Balance Sheet.
8. The Institute is exempted from payment of Income Tax under section 10 (23C) (IIIAB) of the Income Tax Act, 1961. Hence provision for Income tax has not been made.
9. Corresponding figures for the previous year have been regrouped / rearranged, wherever necessary.
10. Schedules 1 to 15 are annexed to and form an integral part of the Balance Sheet as at 31.03.2008 and the Income & Expenditure Account for the year ended on that date.

Signature to schedules 1 to 15.

sd/-
(Vasundhara Laad)

F&AO

Place : Indore
Date : 17.04.2008

sd/-
(K.R. Narendrababu)
CAO

sd/-
(Tapan Kumar Panda)
DIRECTOR



INDIAN INSTITUTE OF MANAGEMENT INDORE
SUB-SCHEDULES FORMING PART OF ANNUAL ACCOUNTS
FOR THE YEAR ENDED ON 31ST MARCH 2008

(Amount Rs. in Thousand)

Sub. Sch.	PARTICULARS	2007-2008	2006-2007
I	DEPOSITS FROM PARTICIPANTS		
	Exe-PGP SWAC A/c	223	126
	Exe- PGP Caution Deposit	858	350
	Alumni A/c	1,630	1,128
	FPM Acceptance Money	-	20
	Exchange Students A/c	95	95
	Pragati Club	108	-
	Students Account (Incl. Caution deposit)	4,066	3,935
	TOTAL	6,980	5,654
II	EMD / SD / RETENTION MONEY		
	Earnest Money	1,009	3,928
	Retention Money	1,023	24
	Security Deposit	5,026	2,143
	TOTAL	7,058	6,095
III	STATUTORY LIABILITIES		
	EPF Liability	3,649	3,663
	EPF subscription	197	162
	Service tax	-	366
	SSS Premium (LIC)	-	8
	TDS - MP Commercial Tax/ VAT	-	85
	TDS- Contractors	-	50
	TDS- Advertisement	-	1
	TDS- Professionals	-	67
	TOTAL	3,846	4,402
IV	OTHER CURRENT LIABILITIES		
	IIM Indore Credit Co-op. Society	-	18
	Library Caution Deposit	13	70
	Loan of Employees - Bank of Maharashtra	-	8
	GSLI Premium (LIC)	6	7
	Loan of Employees - SB of Indore	-	1
	Advance MDP Fees	232	96
	Pre received EPGP Fees	12,111	5,707
	Pre received BBBEP Fees	6,226	5,656
	Pre received income	-	1
	Project Balances	10,415	3,336
	Sanghi Travels	146	103
	Fees Refundable- BBBEP	199	-
	Payable to Employees	48	558
	TOTAL	29,396	15,561

sd/-

(Vasundhara Laad)

F&AO

sd/-

(K.R. Narendrababu)

CAO

sd/-

(Tapan Kumar Panda)

DIRECTOR

Place : Indore
Date : 17.04.2008

INDIAN INSTITUTE OF MANAGEMENT INDORE
SUB-SCHEDULES FORMING PART OF ANNUAL ACCOUNTS
FOR THE YEAR ENDED ON 31ST MARCH 2008

(Amount Rs. in Thousand)

Sub. Sch.	PARTICULARS	2007-2008	2006-2007
	OTHER RECEIVABLES		
	AICTE, Bhopal	2	2
	Army Management Studies Board, Bangalore	-	3
	Director General- Resettlement (Defence GMP)	5,684	-
	Electricity charges receivable	27	29
	EPF Receivables	-	715
	M/s Business Week	1	1
	M/s Choitram Hospital & Research Centre	152	16
	M/s Eicher Motors Ltd., Pithampur	70	61
	M/s Allied Publishers subscription Agency	32	-
	M/s Hotel Amer Place, Bhopal	-	2
	M/s ICICI Bank	1	-
	M/s IIFT, New Delhi	2	2
	M/s IIITM, Gwalior	-	11
	M/s Power Finance Corporation, New Delhi	24	23
	M/s Pinnacle Industries Ltd.	10	-
	M/s StratX France	-	12
	M/s Total Library Solutions (India) Pvt. Ltd.	3	48
	M/s Universal Subscription Agency, Gurgaon	11	16
	M/s. NITIE, Mumbai	-	7
	MDP Fee Receivable	1,960	137
	Ministry of Company Affairs	16	-
	Ministry of Heavy Industry & Public Enterprises	-	14
	Receivables- FPM Students	7	-
	Placement Fee receivable	520	450
	Service tax (credit)	590	37
	TDS Receivable	1,284	882
	TOTAL	10,396	2,468
	Sundry Debtors		
	College of Materials Management, Jabalpur	359	359
	Department of Public Health & F.W., Bhopal	1,347	-
	Directorate of Health Services, Bhopal	779	-
	Directorate of Training	800	-
	MP Rural Road Development Authority	(534)	-
	Army Training Command (ARTRAC, Shimla)	450	-
	M/s Dainik Bhaskar	1,875	-
	M/s DB Corp Ltd.	102	-
	M/s Development Credit Bank Ltd. (DSP)	229	-
	M/s Impetus Infotech (India) Pvt. Ltd.	555	-
	M/s IPCA Lab, Mumbai	(446)	-
	M/s Jindal Steel & Power Co., Raigarh	49	251
	M/s Mahindra & Mahindra Financial Servies	403	-
	M/s National Hydroelectric Power Corpn. Ltd.	423	-
	M/s REC power distribution Co. Ltd.	500	-
	M/s Sun Pharmaceutical Industries Ltd	102	-
	M/s Thomas Cook India Ltd.	102	-
	TOTAL	7,095	610

sd/-

(Vasundhara Laad)

F&AO

Indore

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sd/-

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CAO

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(Tapan Kumar Panda)

DIRECTOR

INDIAN INSTITUTE OF MANAGEMENT INDORE
SUB-SCHEDULES FORMING PART OF ANNUAL ACCOUNTS
FOR THE YEAR ENDED ON 31ST MARCH 2008

(Amount Rs. in Thousand)

Sub. Sch.	PARTICULARS	2007-2008	2006-2007
VII	FIXED DEPOSITS - Plan & Non-Plan		
	Fixed Deposits	241,750	164,727
	Accrued Interest	5,820	4,055
	TOTAL	247,570	168,782
VIII	SAVINGS ACCOUNT		
	MAIN Accounts		
	Canara Bank- S.B. A/c	218	567
	ICICI Bank- S.B. A/c	1,672	1,794
	State Bank of Indore - S.B.A/c	2,342	1,618
	ICICI Bank- BBBEP S.B. A/c	542	3
	State Bank of Indore - BBBEP S.B.A/c	-	413
	Axis Bank BBBEP S.B. A/c	200	46
	CORPUS Fund Account	-	-
	State Bank of Indore	10	1,458
	ICICI Bank	14	213
	MHRD Projects Accounts		
	ICICI Bank - ABMDM A/c.	-	384
	ICICI Bank - MASCN A/c.	-	-
	TOTAL	4,998	6,496
IX	Advances to Staff		
	For Festival	2	1
	For Foreign Travel	-	61
	For LTC	26	13
	For Travel	5	5
	TOTAL	33	80
X	Advances to Others		
	Advance- Air-tickets bookings	145	127
	M/s OTIS Elevator Company (India) Ltd.	-	471
	M/s Voltas	11	-
	M/s Bata India Ltd.	5	-
	M/s Pioneers	5	-
	M/s DAVP, New Delhi	-	62
	Advance for Student Activities	320	-
	for Admissions (EPGP)	80	10
	For Admissions (PGP)	830	680
	For Postage - Franking Machine	39	4
	TOTAL	1,435	1,354

sd/-

(Vasundhara Laad)

F&AO

Place : Indore
Date : 17.04.2008

sd/-

(K.R. Narendrababu)

CAO

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DIRECTOR

INDIAN INSTITUTE OF MANAGEMENT INDORE
SUB-SCHEDULES FORMING PART OF ANNUAL ACCOUNTS
FOR THE YEAR ENDED ON 31ST MARCH 2008

(Amount Rs. in Thousand)

Sub. Sch.	PARTICULARS	2007-2008	2006-2007
XI	DEPOSITS		
	AirTel	5	5
	Gujarat Co-op. Milk Mktg. Federation	20	20
	Western Railway	20	-
	Leased Houses	9	15
	LP Gas	10	10
	MP Electricity Board	241	284
	MP Electricity Board for Campus	3,619	3,619
	TOTAL	3,924	3,953
XII	PREPAID EXPENSES		
	Prepaid Expenses	3,785	2,771
	Prepaid Insurance	72	192
	TOTAL	3,857	2,963
XIII	ALLOWANCES & BONUS		
	Adhoc Bonus	58	53
	Entertainment Expenses	20	20
	Leave Travel Concession Expenses	79	531
	Liveries	10	1
	Medical Expenses	968	571
	Tuition Fees	5	9
	TOTAL	1,140	1,185
XIV	EXPENSES ON EMPLOYEE'S RETIREMENT AND TERMINAL BENEFITS		
	Encashment of Earned Leave	1,080	916
	Contribution for superannuation	37	-
	Gratuity Expenses	100	278
	TOTAL	1,217	1,194
XV	PROFESSIONAL DEVELOPMENT OF FACULTY & STAFF		
	Faculty Development - International conference	440	300
	Faculty Development - National conference	232	183
	Faculty Development Allowance	549	76
	Seminar/Conference for Faculty & Staff	47	26
	Staff Development & Training Expenses	81	59
	TOTAL	1,349	644
XVI	REPAIRS & MAINTENANCE		
	Repairs & Maintenance - Buildings	724	1,246
	Repairs & Maintenance - Central Airconditioning Plant	635	563
	Repairs & Maintenance - STP	190	597
	Repairs & Maintenance - Computers	451	459
	Repairs & Maintenance - Electrical	1,216	937
	Repairs & Maintenance - Equipments	802	1,081
	Repairs & Maintenance - Furniture & Fixtures	31	167
	TOTAL	4,049	5,050

sd/-

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INDIAN INSTITUTE OF MANAGEMENT
INDORE

INDIAN INSTITUTE OF MANAGEMENT INDORE

**INDIAN INSTITUTE OF MANAGEMENT INDORE
SUB-SCHEDULES FORMING PART OF ANNUAL ACCOUNTS
FOR THE YEAR ENDED ON 31ST MARCH 2008**

(Amount Rs. in Thousand)

Sub. Sch.	PARTICULARS	2007-2008	2006-2007
XVII	VEHICLES RUNNING & MAINTENANCE		
	Repairs & Maintenance - Vehicles	65	101
	Vehicle P.O.L. Expenses	235	268
	TOTAL	300	369
XVIII	POSTAGE, TELEGRAM & COMMUNICATION EXPENSES		
	Postage & Telegram expenses	35	148
	Telephone Expenses	734	746
	TOTAL	769	894
XIX	PRINTING & STATIONERY		
	Printing & Stationery	1,074	1,272
	PGP - Stationery & Printing	278	320
	TOTAL	1,352	1,592
XX	TRAVELLING EXPENSES		
	Local conveyance	81	51
	TA Transfer	383	522
	Taxi Charges	169	146
	TA - Others & Miscellaneous	12	32
	TA - Recruitment	473	391
	TA - staff ,faculty & Director.	89	224
	TA - Visiting faculty	806	1,232
TOTAL	2,013	2,598	
XXI	LEGAL & PROFESSIONAL CHARGES		
	Legal Expenses	14	41
	Professional Charges	290	1,226
	TOTAL	304	1,267
XXII	ADVERTISEMENT EXPENSES		
	Advertisement - EXE-PGPM	782	599
	Advertisement - FPM	-	592
	Advertisement - BBEP	-	21
	Advertisement - General & Recruitments	294	745
TOTAL	1,076	1,957	
XXIII	PGP EXPENSES		
	Admission Expenses	2,251	1,934
	Convocation Expenses	1,584	1,273
	IRIS - Expenses	287	533
	PGP Guest Lectures	20	111
	PGP Honorarium	1,812	1,895
	PGP Textbook/Xerox/CM	4,053	3,335
	PGP International Exchange Program	-	259
	PGP Misc. Expenses	447	488
	PGP Placement expenses	1,800	1,712
	Hostel Expenditure	206	361
	SWAC expenses	770	615
	TOTAL	13,230	12,516

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INDIAN INSTITUTE OF MANAGEMENT INDORE
SUB-SCHEDULES FORMING PART OF ANNUAL ACCOUNTS
FOR THE YEAR ENDED ON 31ST MARCH 2008

(Amount Rs. in Thousand)

Sub. Sch.	PARTICULARS	2007-2008	2006-2007
XXIV	MDP/FPM/EXE-PGPM EXPENSES/BBBEP		
	EXE-PGPM Admission Expenses	222	324
	EXE-PGPM Programme Expenses	5,732	4,000
	FPM Expenses	870	240
	BBBEP Expenses	15,936	13,268
	MDP Expenses	5,881	3,176
	TOTAL	28,641	21,008
XXV	OTHER REVENUE EXPENSES		
	Bank charges	6	11
	Book Binding	121	108
	Foundation Day Expenses	692	515
	Seminar/Conferences/events/FDP	402	29
	Furnishing	213	214
	MDC Expenses	549	506
	Meeting- Board, F&PC, Society	928	596
	Horticulture	996	865
	Institutional Membership	255	232
	Kitchenware / Crockeries	134	41
	Misc. Expenses	3	259
	Social Welfare Account	39	-
	Prior period expenses	-	742
	Service Tax Expenditure	-	1,574
Shifting Expenses	19	4	
	TOTAL	4,357	5,696

sd/-

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(K.R. Narendrababu)

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INDIAN INSTITUTE OF MANAGEMENT INDORE
RECEIPTS & PAYMENT ACCOUNT FOR THE FINANCIAL YEAR 2007-2008

(Amount Rs. in Thousand)

2006-07	RECEIPTS	2007-08		2006-07	PAYMENTS	2007-08	
112,921	Opening Balances		158,631	47,660	Direct Expenses		50,346
	a) Cash Balances				Establishment Expenditure	21,754	
	i) In Hand	-			Other Administrative Expenses	28,592	
	b) Bank Balances			34,201	Fixed Assets		12,788
	i) in Deposits accounts	152,227			Building	30	
	ii) Savings accounts	6,404			Equipment	921	
193,200	Grants Received		168,200		Furniture & Fixtures	922	
	a) From Govt. of India - Plan	120,000			Computers	1,106	
	b) From Govt. of India - Non-Plan	48,200			Vehicles	-	
	Grant Received for Prev. Year		56,547		Library Books	3,400	
130,184	Direct Income		188,069		Campus Work-in-Progress	6,409	
	Fees Income	175,446		1,569	Earmarked / Endowment Fund		403
	Interest on Deposits	11,494			Endowment Fund	45	
	Scholarship Funds	300			MHRD Project Funds	358	
	Other Income	829			Grant - Research Project (DSIR)	-	
111	Earmarked/Endowment Fund		461	88,711	Investments- Corpus Funds		152,200
	Endowment Fund	-			Fixed Deposit-Corpus Fund A/c.		
	Research Fund (BBBEP)	236		2,208	Investments-Earmarked/		-
	Scholarship Funds	221			Endowment Funds		
	MHRD Project Funds	4			Sponsored Research Projects	-	
20,900	Capital/Corpus Funds		22,600		Scholarship Fund Investments	-	
	Interest on Corpus Fund	2,600		149,006	Current Assets		103,441
	Fixed Deposit-Corpus Fund A/c.	20,000			CAT Account	913	
3,500	Investments-Earmarked/		-		Deposits	20	
	Endowment Funds				Other Receivable	2,413	
	Scholarship Fund Investments	-			Fixed Deposits	77,600	
	Sponsored Research Projects	-			Advance to Staff	2,240	
143,636	Current Assets		134,455		Adv. for Journals/database	15,674	
	CAT Account	10,335			Prepaid Expenses	2,237	
	Other Receivable	28,726		185,437	Advance to Others	2,344	
	Fixed Deposits	93,328			Current Liabilities & Provisions		224,626
	Advance to Staff	379			Outstanding Liabilities	160,756	
	Advances for Subscriptions	16			Deposit From Participants	12,103	
	Deposits- Assets	55			EMD / SD / Retention Money	12,138	
	Accrued Interest	92			Statutory Liability	19,857	
	Advance to Others	1,524			Refund of Fees	443	
62,540	Current Liabilities & Provisions		61,207		Refund of Acceptance Money	200	
	Deposit From Participants	21,800			Mediclaime Insurance	136	
	EMD / SD / Retention Money	12,590			Defence programme- CCBMDO	938	
	Statutory Liability	20,244			Provisions	-	
	IRIS Receipts	764			Other Liabilities	18,055	
	SWAC Receipt	1,005		158,631	Closing Balances		246,749
	Other Liabilities	4,804			a) Cash Balances		
	Provisions	-			i) In Hand	-	
431	Other Receipts		383		b) Bank Balances		
	Misc. Receipts	201			i) in Deposits accounts	241,750	
	Conference Receipts	181			ii) Savings accounts	4,999	
	Sale of Assets	1					
667,423	Total		790,553	667,423	Total		790,553

sd/-
(Vasundhara Laad)

sd/-
(K.R. Narendrababu)
 CAO

sd/-
(Tapan Kumar Panda)
 DIRECTOR

F&AO
 Place : Indore
 Date : 17.04.2008