



सिद्धिमूलं प्रबन्धनम्
भा. प्र. सं. इन्दौर
IIM INDORE

INDIAN INSTITUTE OF MANAGEMENT INDORE

ANNUAL REPORT

2017-18

INDIAN INSTITUTE OF MANAGEMENT INDORE

भारतीय प्रबंध संस्थान इंदौर

INDIAN IIM
ACADEMIC BLOCK
↑
DIRECTOR'S OFFICE
↑
HOSTEL OFFICES
↑
MAIN RECEPTION
↑
CENTRAL LIBRARY
↑
GATE OFFICES

Mission

IIM Indore seeks to be a contextually-relevant business school with world-class academic standards that develops socially-conscious managers, leaders and entrepreneurs. IIM Indore is committed to:

- Excellence in management education, research, and training
- Use of contemporary participant-centric pedagogies and teaching methods
- A presence in emerging segments of management education.





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Message from the **Director**

2017-18 was a watershed year in the history of the IIMs as the much anticipated Indian Institutes of Management Act 2017 was passed by both the Houses of Parliament and came into effect from January 31, 2018.

With this momentous step, IIM Indore got formally recognized as an institution of national importance. We now have the power to grant degrees. At the 2018 convocation, we awarded MBA degree to the successful graduates of our two-year Post Graduate Programme in Management (PGP), and Bachelor of Arts (Foundations of Management) and MBA (under dual degree programme) to those who successfully completed our pioneering 5-year Integrated Programme in Management (IPM).

The IIMs Act provides a framework to strengthen the academic excellence of the Institute and to collaborate with institutions across the world.

The different chapters of this Annual Report reflect the achievements of the Institute in all its different activities during the year 2017-18, and thereby reflect the state of affairs of the Institute as per Section 26(1)(a) of the IIMs Act.

As per the Audited income and expenditure account of the Institute for the year 2017-18, the Institute recorded a surplus of Rs.31 crores which has been transferred to different funds for future use by the Institute. Details of these transfers are available in the Audited Accounts which are an integral part of this Annual Report.

In terms of Section 26(1) (c) of the IIMs Act, the Institute's response to the observations made by the C&AG in its Audit Report are appended to the Accounts of Statements included in this report.

The Institute uses the classification of Journals by Australian Business Deans Council (ABDC) as the basic framework for assessing the quality of Research Publications done by Faculty. The section on Research and Publications lists separately the Publications by Institute Faculty in different categories of ABDC publications. These categories are one indicator of the potential impact of the concerned research work.

In accordance with Section 26(1)(e), the names of Officers and Faculty members who joined during the year are listed in the section on Human Resources.

As required by Section 26(2) of the IIMs Act, a statement giving the names of the 5 highest paid employees of the Institute is included in the Report under Human Resource. None of the employees in the above list are related to any member of the Board or Academic Council of the Institute.

During this year, the Institute committed itself to strengthening existing initiatives as well as take new ones. The recommendations of a Committee for Future Directions were accepted by the Board. The highlights are –

- Offer distinctive programmes at Mumbai Campus.
- Intensify efforts to hire high quality research-oriented faculty.
- Bring the best international faculty to IIM Indore.
- Expand international exposure for IIM Indore students.
- Enhance practice orientation of faculty.
- Plan for expansion of infrastructure.
- Continuous improvement of our pioneering Integrated Programme in Management.
- Embrace new technologies and delivery platforms.
- Embed data analytics in the curriculum.
- Strengthen career development activities.

We thank all our stakeholders for their valuable support during the year.

Himanshu Rai
Director

2. IIM Indore : A Brief Introduction

Established in 1996, Indian Institute of Management Indore (IIM Indore) is the sixth in the family of state-supported management schools. Since its inception, IIM Indore has been a leader in the field of management education, interfacing with the industry, government and PSUs. It is promoted and nurtured by the Ministry of Human Resource Development, Government of India.

Mr. Deepak M. Satwalekar, Chairman, IIM Indore declared the convocation open. Discussing about the IIM Bill, he said; 'After years of discussion regarding the IIM Bill, the legislation has been passed and the Institute has decided to confer degrees to two of our programmes- Two Year Post Graduate Programme in Management and Five Year's Integrated Programme in Management, becoming one of the first IIMs to confer degrees to its participants.'

IIM Indore has received its first international accreditation from the Association of MBAs (AMBA, a UK-based accreditation agency), for four full-time programmes – Two Year Post Graduate Programme in Management (both at Indore and Mumbai), One Year Full Time Executive Post Graduate Programme in Management (EPGP) and Five Year Integrated Programme in Management (IPM, 4th and 5th Year). IIM Indore is now among the few B-Schools in India accredited by AMBA, and the 4th IIM in the country to receive this prestigious accreditation.

IIM Indore's EPGP is accredited under the MBA category, and IIM Indore's PGP (Indore and Mumbai) and IPM (4th and 5th year) under the MBM category of AMBA accreditation.

Situated atop a scenic hillock, the 194-acre campus provides an ideal backdrop for contemplative learning. IIM Indore has excellent infrastructure including a residential campus, state-of-the-art sports complex and hostels, a strong IT backbone, and the latest in teaching aids and rich learning resources.

3. Offerings

The main courses offered by IIM Indore are listed below:

- Post Graduate Programme in Management (PGP)
- Post Graduate Programme in Management, Mumbai (PGP-Mumbai)
- Five Year Integrated Programme in Management (IPM)
- Fellow Programme in Management (FPM)
- Fellow Programme in Management-Industry (FPM Industry)
- Executive Postgraduate Programme in Management (EPGP)
- Post Graduate Programme in Management for working executives Mumbai (PGPMX-Mumbai)
- Management Development Programme (MDPs)
- Virtual Learning Programme for Executives (VLPE)
- General Management Programme for Executives (GMPE)
- Faculty Development Programme (FDP)
- Certificate Course in Business Management for Defence Officers (CCBMDO)

Post Graduate Programme in Management (PGP)

Accredited by Association of MBAs, London (AMBA—UK based accreditation agency), the Post Graduate Programme (PGP) in Management at IIM Indore is a two-year, full-time, residential programme. Participants who successfully complete the programme are awarded the MBA degree. The programme aims to groom participants into competent professional managers with

- A capacity to learn and adapt to the national and international environment;
- An orientation towards achieving excellence, maintaining high ethical standards and
- A capacity to work effectively and efficiently, both individually and in groups.

Pedagogy

IIM Indore uses a combination of various teaching methods such as cases, projects, computer-aided instructions, group discussions, lectures, seminars, presentations by participants and lectures by guest speakers from industry and government. The case method is the predominant pedagogical tool. This sharpens the analytical skills of participants and helps analyse problems from multifunctional perspectives. Instructors mainly guide the group, push participants to develop and defend arguments and take decisions.

Registration and Induction Programme

The induction programme of the 20th Batch of Post Graduate Programme in Management (PGP 2017-19) commenced at IIM Indore on July 01, 2017. The two-day event aimed to motivate and inspire the PGP participants to outshine in their career choices and become acquainted with the Institute. The inauguration was graced by Mr. Rajeev Chopra, CEO, iBahn Illumination Private Limited; Professor Rishikesh T. Krishnan, Director, IIM Indore and Professor Shubhamoy Dey, Chair, PGP.

Professor Krishnan in his welcome address mentioned about the student achievers of the Institute who won various national and international level competitions.

This was followed by the Commencement Address by Mr. Rajeev Chopra. Mr. Chopra spoke on the topic—‘Succeeding in the Corporate World’. Discussing how success may have different meanings for different individuals, Mr. Chopra advised the students to discover ‘their kind of success’ and create their own definition of what success is. ‘While choosing your career, the best option is the mix of head and heart—doing what you are good at and doing what you actually want to do. Learn to be functionally proficient, develop teamwork spirit, acquire interpersonal skills, try to listen to what your subordinates say and learn negotiation. This would help you be a successful person’, he noted.

The second half of the day witnessed an interactive and inspirational talk by Mr. Rahul Jagannathan (who is an IIM Indore alum—PGP 2011-13), Senior Manager (Sales and Marketing), Urban Ladder. His talk revolved around the tips to be successful, what he learnt from IIM Indore and how it influenced his life and decisions. He advised the participants to remain curious and ask questions - question the conventional methods, traditional ideas and ask why a particular thing is been done a particular way and why not a new way can be adopted.

The day came to an end with a briefing by the PGP Chair, Hostel Chair and Faculty-Student interaction.

The second day began with the special commencement address by Mr. Neelkanth Mishra, Managing Director and India Economist & Strategist, Credit Suisse. He gave an enlightening presentation on the topic—‘India Marketing Strategy—House Under Renovation’. He discussed various topics like significant diversity with respect to demographics which included fertility rates, education, childcare, infant/maternal mortality rates, etc. The next address was by Ms. Meera Shenoy, Founder, Youth4Jobs. She discussed various challenges faced by specially-abled youth and how her organization works for the welfare of the latter. The day also witnessed briefings on Plagiarism, Gender Sensitivity and Government of India directive on ‘Prevention and Prohibition of Ragging’. The students were also given details about the facilities and systems of the Institute including Library, IT, Safety, Security and Hostel.

Rural Immersion 2017

Rural Immersion Programme (RIP) is a compulsory 2 credit programme for all the first year PGP participants. It is an initiative that was instituted with an objective to sensitize participants of IIM Indore, who in future will become entrepreneurs or occupy managerial positions in the corporate world. Many participants come from an urban background and may not have seen or experienced any rural area and rural life. RIP provides a firsthand opportunity for participants to see villages, interact with district officials and villagers, observe the rural economy, understand the challenges and opportunities for business, and develop an overall understanding of the rural society.

The programme is spread over a week, and participants visit several districts of Madhya Pradesh. Participants are divided into a group of 4 (preferably 2 males and 2 female) and are sent to different Gram Panchayat (GPs) in different districts, which have expressed interest in hosting and working together.

This year the participants took up the broad project of Swachh Bharat Mission (Gramin). There are many GPs who have declared themselves as Open Defecation Free (ODF) GP. The group of students visited 11 districts of Madhya Pradesh and monitored, evaluated and validated the ODF claim of the respective GPs. The participants will evaluate how effectively the program is running in different districts after 3 years since it was launched.

At the end of the programme, participants present their findings both quantitative and qualitative recommendation to the State Government and the UNICEF. The report will be useful for corrective measures.

Objectives

- Provides insights on the linkage between the society, government and business.
- Providing insights into the rural economy, society and households, so that as future entrepreneurs and managers participants will be able to establish suitable businesses.
- To analyse the challenges faced by the government in implementing several projects in general and sanitation in particular to the rural areas and come up with suggestions (both quantitative and qualitative) for improvements.

Himalaya Outbound Programme 2017

Himalaya Outbound Programme (HOP) is a 4 credits optional course for PGP II students. This programme provides an opportunity to the future managers to face challenges and work in a team while exploring the Himalayas. The students go through multiple rounds of training, focusing on adventure sports and real-life challenges, designed to test their managerial and leadership skills. From rock-climbing, rappelling and river rafting, to yoga and pranayama, the HOP offers a mix of physical and psychological experiential tasks for the students.

Total 497 participants from Indore (including exchange students) and Mumbai campus successfully completed the Himalaya Outbound Programme 2017 from October 09-16, 2017. The participants were divided into 11 batches. All the 11 batches were accompanied by faculty and staff members of IIM Indore. The programme was conducted by five agencies namely India hikes, TATA Steel Adventure Foundation (TSAF), On High Grounds (OHG), Rural Traveller and Vibrant Dots. During this programme, participants visited various locations of the Himalayas in Uttarakhand and Himachal Pradesh.

PGP Admission

The 20th batch (2017-2019) of the two-year residential Post-Graduate Programme in Management (PGP) – the flagship programme of IIM Indore - attracted 166822 applicants.

4921 candidates were short-listed for Written Ability Test (WAT) and Personal Interview (PI) (2280 General, 728 scheduled caste, 728 scheduled tribe, 1305 non-creamy Other Backward Classes and 195 Differently Abled applicants).

1485 were offered admission (687 General, 201 Scheduled Caste, 123 Scheduled Tribe, 420 Non-creamy Other Backward Classes and 54 Differently Abled applicants).

537 accepted the offer of admission (256 General, 78 Scheduled Caste, 42 Scheduled Tribe, 143 Non-creamy Other Backward Classes and 18 Differently Abled applicants).

448 registered (214 General, 68 Scheduled Caste, 30 Schedule Tribe, 122 Non-creamy Other Backward Classes and 14 Differently Abled applicants).

Summarized Information Related to Admissions for PGP 2017-19 Batch is as under							
S.No.	Particulars	General	NC-OBC	SC	ST	DA	Total
1	Number of CAT 2016 Takers Applied to IIM Indore	128874	22892	11423	2977	656	166822
2	Number of Candidates Called For Interview	2280	1305	728	413	195	4921
3	Number of Admissions Offers Made	687	420	201	123	54	1485
4	Number of Candidates Accepted the Offers	256	143	78	42	18	537
5	Number of Candidates Registered for the Programme	214	122	68	30	14	448

Group Profile of the Registered Candidates (PGP 2017-19)

Gender Distribution		Discipline Distribution		Work Experience	
Male	266	Arts	1	Fresher	Work Exp.
Female	182	Comm./Mgt.	59	258	190
		Eng./ Tech.	334		
		Science	13		
		Others	41		
		Total	448		

Scholarships

During the academic year 2016-17, the Institute offered several scholarships to its PGP participants.

The table below lists the details of the donor organizations, amount of the scholarships, and the recipient's names.

Merit-based Scholarships:

Title	Value of the Scholarship	Donor Organization	Name of the Recipient
State Bank of India Scholarship	Rs.1,50,000/-	State Bank of India	Mr Prateek Singh
Eicher Scholarship	Rs.50,000/-	Eicher Motors Ltd.	Ms. Ity Jain

Gold Medals:

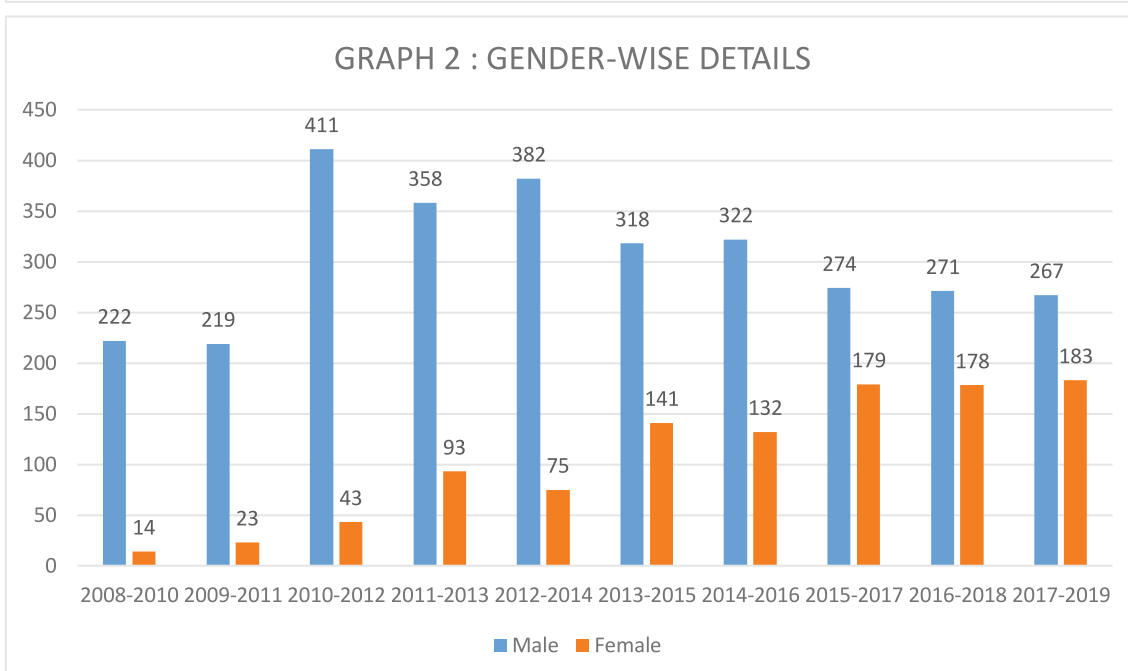
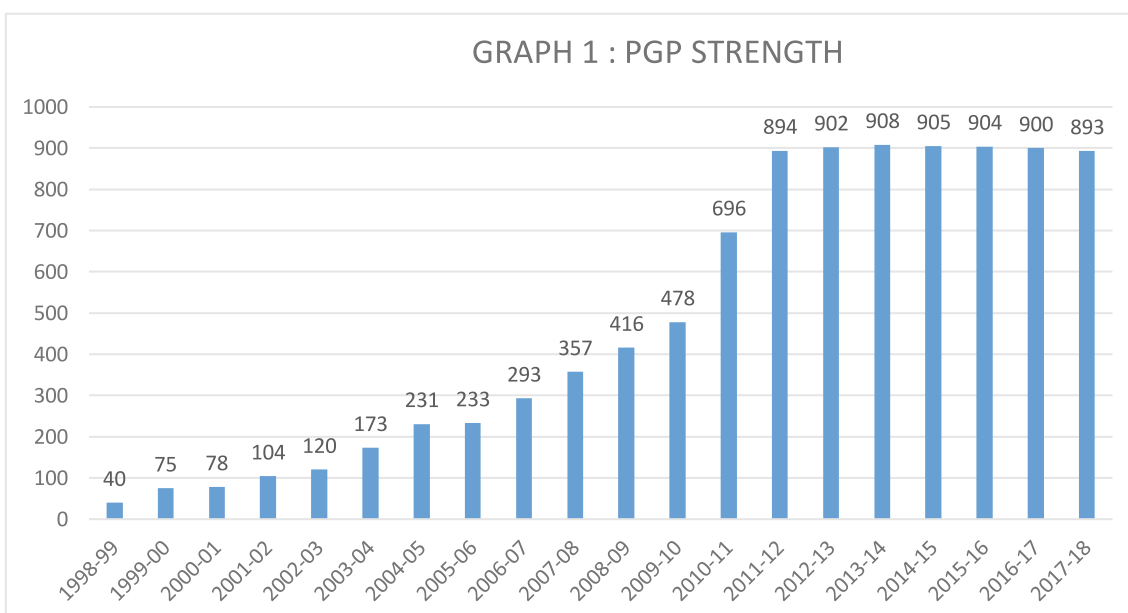
Title	Value of the Scholarship	Donor Organization	Name of the Recipient
Eicher Gold Medal	Gold Medal	Eicher Motors Ltd.	Ms. Ity Jain
K.K. Alagh Gold Medal	Gold Medal	SKA Advisors	Ms. Aishwarya Saraswat
ICSI Signature Award	Gold Medal	ICSI	Mr. Prateek Singh

Need-based Financial Assistance (NBFA) Scheme:

The Institute implemented 'Need-based Financial Assistance' (NBFA) scheme from the academic year 2004-2005 to provide financial support to needy PGP participants. The objective of IIM Indore's NBFA programme is to provide adequate financial aid opportunities so that no student is prevented from pursuing the programme due to financial constraints.

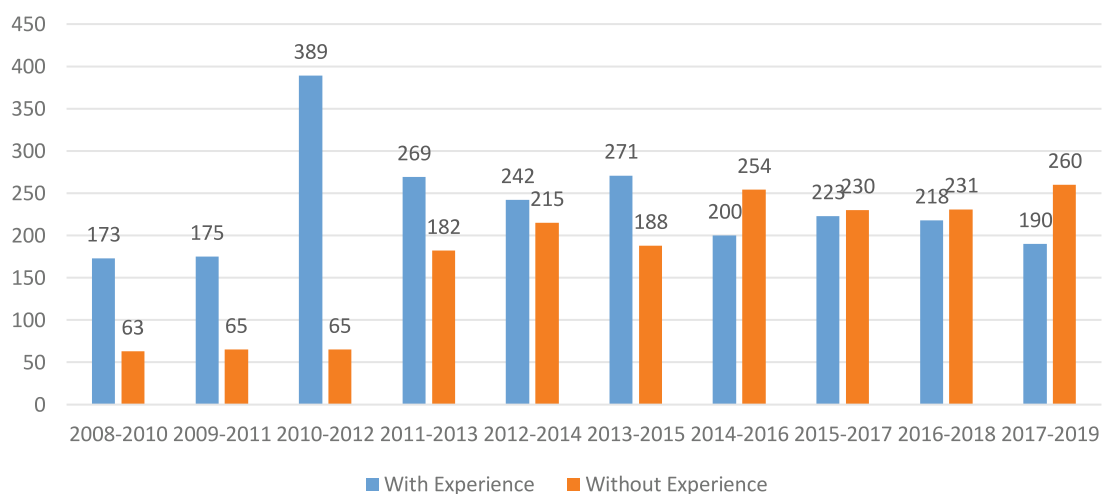
In the year 2017-2018, 12 PGP participants and 3 IPM participants were benefitted under this scheme as per the following details:

Particulars	PGP-I	PGP-II	IPM-IV/V	Total
No. of scholarships awarded	5	7	3	15
Amount (Rs.)	17,55,000	29,25,000	14,06,250	60,86,250

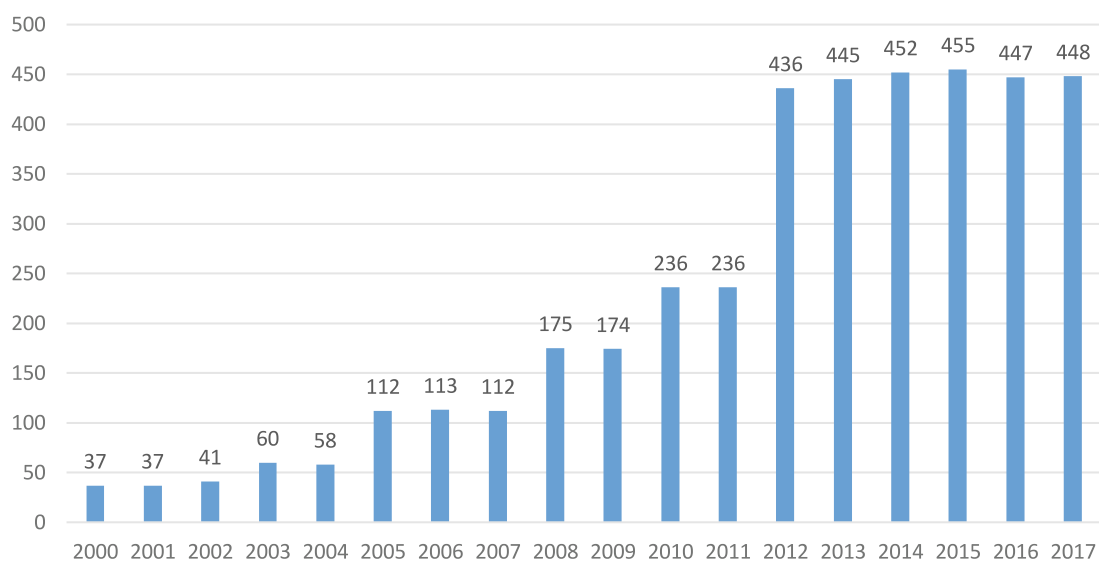




GRAPH 3 : WORK EXPERIENCE



GRAPH 4 : PGP GRADUATED



EXECUTIVE RESIDENCE 2

Glimpses of PGP Induction Programme



Post Graduate Programme in Management, Mumbai (PGP-Mumbai)

Launched in 2012, PGP–Mumbai is a 2- year full-time Post-Graduate Programme in Management, conducted in Mumbai. The Programme consists of three terms in each year. The first year has the course structure identical to PGP at the Indore Campus. PGP Mumbai equips the participant with a strong knowledge base and also enables them to tap the resources available in the financial capital of the country, through live projects with industries, and guest lectures. The Programme has grown in popularity with each passing year and has 73 participants in the batch 2017-19.

Inauguration of the 6th Batch of PGP-Mumbai

Two days programme for Registration and Inauguration of a new batch of PGP-Mumbai started on July 14, 2017, with a presentation by Professor Meenakshi Aggarwal Gupta, Chair, PGP-Mumbai. She explained the programme and course structure to the students. She also elaborated on the rules and regulations of the Institute. The introductory session was followed by sessions on case method of learning by Professor Bipul Kumar.

July 15, 2017, marked the inauguration of the sixth batch of IIM Indore PGP Mumbai Programme. The Chief Guest for the inauguration was Mr. Abhay Prasad Hota, M.D & CEO, National Payments Corporation of India. It was also attended by Dr. Archana Yemeshvary Upadhyay, Chief Manager (Organisation Development) from HPCL, Professor Rishikesh T. Krishnan, Director, IIM Indore, Professor Meenakshi Aggarwal Gupta, Chair, PGP Mumbai, Professor Swatantra, Co-Chair, PGP Mumbai and other dignitaries.

The event commenced with Professor Krishnan welcoming the students and acquainting them about various aspects of the programme. He also spoke about the advantages of being in the vibrant and industrial city of Mumbai and how the participants could leverage this location advantage.

Mr. Hota talked about the digital payments scenario in the country, highlighting the importance of the digital payments and also the drive to have a cashless society on account of the recent demonetization activity carried out by the government. He provided the participants insight into NPCI's contribution to the country's vision of a less cash society since a cashless state was not possible at this point of time.

The participants also got important inputs on gender sensitivity, plagiarism and anti-ragging regulation from Professor Swatantra, Co-Chair, PGP-Mumbai. They also received information on library facilities from Mr. Gopal Singh Jadon, Assistant Librarian.

Summary PGP Mumbai (Batch 2017-19)

Summarised Information Related to Admissions for PGP Mumbai 2017-19 Batch is as under							
Sl.No.	Particulars	General	NC-OBC	SC	ST	DA	Total
1	Number of CAT 2016 Takers Applied to IIM Indore Mumbai Campus	116859	21216	10497	2591	600	151763
2	Number of Candidates Called For Interview	1854	1148	630	340	173	4145
3	Number of Admissions Offers Made	753	305	121	9	19	1207
4	Number of Candidates Accepted the Offers	61	24	16	0	5	106
5	Number of Candidates Registered for the Programme	38	20	11	0	4	73

Group Profile of the Registered Candidates (PGP 2017-19)						
Gender Distribution		Discipline Distribution			Work Experience	
Male	44	Arts	0		Fresher	Work Exp.
Female	29	Comm./Mgt.	14		47	26
		Eng./ Tech.	51			
		Science	3			
		Others	5			
		Total	73			

Glimpses of PGP Mumbai Inauguration



Five Year Integrated Programme in Management (IPM)

Launched by IIM Indore in 2011, the five-year Integrated Programme in Management (IPM) is the first of its kind in India. It is a unique and creative programme meant for young students with managerial and leadership aspirations. Through the IPM, IIM Indore seeks to attract young students, and mould them as outstanding leaders through a world-class education.

IPM is aimed at students who have passed out of class XII/Higher Secondary or equivalent from schools across India.

The Programme consists of 15 terms spread over a period of 5 years, each year having 3 terms of 3 months each. IPM has two parts. The first three years build the foundation, and the last two years focus on management.

The foundation part has three major components:

- Pillars: Humanities and Social Sciences, Statistics, Mathematics, Economics build analytical rigour;
- Enablers: Bridge courses related to IT, Business, Government and Society, and Introduction to Business History;
- Enhancers: Courses in Humanities and Fine Arts provide breadth and perspective.

A combination of analytical rigour and wide exposure equips IPM students for leadership roles and positions of responsibility in different sectors.

After 3 years of intensive study of foundational disciplines, the IPM students train as managers along with the students of the Institute's 2-year Post Graduate Programme in Management (PGP), undertaking the same academic curricula in management studies in years 4 and 5.

On successful completion of the five-year rigorous academic experience, the participants are awarded Dual Degree of Bachelor of Arts (Foundations of Management) and Master of Business Administration.

Curriculum Review

After a comprehensive review based on consultation with academic experts and industry representatives, the IPM Curriculum has been revised from the academic year 2016-17.

Internship

IIM Indore has always been cognizant of institute's role in shaping the thought processes of students and has, therefore, made social sensitivity a mainstay of the residential programmes. IPM students are required to complete a social internship at the end of year 3.

The students of Batch 2015-20 secured 6-7 week social internship from a variety of NGOs and Social Sector organizations.

Key recruiters were as follows:

- NGOs: PRADAN, Tharuni, Waste Warriors
- CSRs: Hindustan Zinc Limited, Dr. Reddy's Foundation, Adani, Tech Mahindra
- Think Tanks & Academic Research Institutions: Quest Alliance, Piramal Foundation, Design for Change.
- Social Consultancy: Social Alpha, Nudge.
- Social Incubate: Rovnost Healthcare.
- Social Start-ups: SELCO, Samhita.

Some Projects Offered:

SELCO Foundation - The objective of the project is to develop business models, support entrepreneurs with the business planning process, and develop tools for addressing business concerns and financial management and processes.

Business - MSMEs and Small livelihoods.

Social Alpha (Portfolio Management)- To evaluate companies for incubation and funding and manage them. Provide support for business knowledge, go-to-market strategy, product development and roadmap etc.

Avantha Foundation (Urban Innovation Programme) - Comprehensive governance reforms for making cities more livable, environmentally sustainable, socially inclusive and economically empowered.

In addition to the Social Internship, IPM students do a Business Internship along with the PGP students between years 4 & 5.

Selection Processes

The students undergo a rigorous selection process:

- An application form aimed at understanding the students' proficiency in academics, as well as in co-curricular activities is filled up by the aspirant.
- An entrance examination follows, to test the applicant's aptitude, logical reasoning and proficiency in English and Mathematics.
- Shortlisted candidates appear for personal interviews. The interview panel comprises of well-qualified professors from IIM Indore and other prestigious institutions. The interview judges the students' level of confidence, communication skills, general awareness, persuasion skills and knowledge.

IIM Indore admits about 120 students to the IPM every year.

Registration and Induction

The seventh batch of Integrated Programme in Management (IPM) began at IIM Indore on August 01, 2017. A total of 121 students registered for the programme. The three-day induction programme aimed at familiarizing the students with the Institute, curriculum, faculty and facilities. The inaugural ceremony was graced by Shri Shivshankar Menon, Former Foreign Secretary. Professor Rishiksha T. Krishnan, Director, IIM Indore and Professor G. Venkat Raman, Chair, IPM were also present on the occasion. Professor G. Venkat Raman then gave an overview of the IPM Curriculum.

Shri Shivshankar Menon mentioned that the world today is divided into two categories – one which includes culture, liberal arts, humanities and all the classical subjects like history, geography, etc.; and the modern category which includes hard sciences like physics, chemistry, maths, etc. which focus on hypothesis and scientific methods. Having interest in some other field, other than your own, helps you become a successful manager in a better manner, he said. He encouraged the students to start focusing on something innovative while studying interdisciplinary courses.

The event also witnessed the distribution of Certificate of Academic Excellence to IPM 2014 Batch students by the Chief Guest and the Director. These students received the certificate – Shaurya Saxena, Harsh Chandra, Radhika Khandelwal, Anmol Madan and Nishkriti Singla.

The second day of Induction Programme began with a session on disability by Ms. Rama Chari. This was followed by a talk on "The Life Ahead" by Dr. Sameer Golwelkar and Dr. Soniya Golwelkar (Consulting Psychologists). The highlight of the day was a talk by Mr. Ashwani Dahiya, Global Chief Talent Officer, Cipla. He spoke on the topic "The Importance of Positive Psychology and Resilience in Today's Challenging Times".

The third day witnessed a Guest Talk by Mr. Saikat Mitra, Director, Trust and Safety, Google. He spoke on the topic 'Bon Voyage' which revolved around the theme of a compass to navigate in a dynamic and changing world. In order to familiarize the new batch with the faculty members, an interaction session was also conducted. The Induction programme concluded with a session on 'Knowing Yourself and moving Ahead with Self' conducted by Professor Gopal Mohapatra, Professor Urjani Chakravarty, Professor Shruti Tewari and Professor Srihari Sohani. The session had various activities which focussed on self-discipline, projection and exploration.

Scholarships & Gold Medals

During the academic year 2017-18, the Institute offered scholarships and gold medals to IPM participants. The table below lists the details of scholarship, gold medals, and names of recipients.

Title	Value of the Scholarship	Name of the Recipient
IIM Indore Scholarship for the top academic performer in the 4 th year	1,50,000/-	Dhruv Kansal

Gold Medals

Title	Details of Medals	Name of the Recipient
Scholastic Performance (Rank 1)	Gold Medal	Shilpika Ganeriwala
Scholastic Performance (Rank 2)	Gold Medal	Dhruv Kansal
Scholastic Performance (Rank 3)	Gold Medal	Abhilasha Jas
Best Women Participant for Scholastic Performance	Gold Medal	Shilpika Ganeriwala

IPM Admission

The 7th batch (2017-2022) of the five-year, residential Integrated Programme in Management (IPM) attracted 19715 eligible applications.

19715 candidates were called for Aptitude Test (16408 General, 829 Scheduled Caste, 207 Scheduled Tribe, 2222 Non-creamy Other Backward Classes and 49 Differently Abled applicants).

922 candidates were shortlisted (396 General, 176 Scheduled Caste, 90 Scheduled Tribe, 228 Non-creamy Other Backward Classes and 32 Differently Abled applicants).

233 candidates were offered admission (122 General, 30 Scheduled Caste, 18 Scheduled Tribe, 52 Non-creamy Other Backward Classes and 11 Differently Abled applicants).

136 candidates accepted admission (65 General, 22 Scheduled Caste, 10 Schedule Tribe, 35 Non-creamy Other Backward Class and 4 Differently Abled applicants).

121 candidates registered (57 General, 18 Scheduled Caste, 9 Schedule Tribe, 33 Non-creamy Other Backward Class and 4 Differently Abled applicants).

A summary table is as below:

IPM Admission 2017-2022 Batch

Summarised Information Related to Admissions for IPM 2017-22 Batch is as under							
Sl.No.	Particulars	General	NC-OBC	SC	ST	DA	Total
1	Applied and Eligible	16408	2222	829	207	49	19715
2	Number of Candidates Called For Interview	396	228	176	90	32	922
3	Number of Admissions Offers Made	122	52	30	18	11	233
4	Number of Candidates Accepted the Offers	65	35	22	10	4	136
5	Number of Candidates Registered for the Programme	57	33	18	9	4	121

Need-based Financial Assistance (NBFA) Scheme

The institute implemented Need-based Financial Assistance (NBFA) scheme for IPM students from the academic year 2014-15 to provide financial support to needy IPM participants. The objective of IIM Indore's NBFA scheme is to provide adequate financial aid opportunities so that no students are prevented from pursuing the programme due to financial constraints.

In the year 2017-18, five participants were benefitted under this scheme as per the following details:

NBFA details of the Academic Year 2017-18

Particulars	1 st year	2 nd year	3 rd year	4 th year	5 th year	Total
No of NBFA awarded	1	4	0	3	0	8
Amount Rs. In lakh)	1.87	10.31	0	14.06	0	26.24

Student Activities

Apart from academic programmes, the IPM participants are exposed to various extra-curricular activities in order to inculcate leadership qualities and managerial skills in them. The IPM participants have formed several Clubs/Committees through which they complement their academic activities.

In order to instil quality education in the participants, IIM Indore organized several talks and lectures by renowned personalities from various walks of life during the year. Partial list of the guest speakers is mentioned in a separate section on List of Visitors to the Institute. Details of awards and achievements by IPM participants are mentioned in a separate section on Awards, Scholarships and Achievements.





Glimpses of IPM Induction Programme



Fellow Programme in Management (FPM)

The Fellow Programme in Management at IIM Indore provides an opportunity to those who wish to contribute to the field of management sciences by doing research in the discipline of management. The goal of the programme is to prepare the participants in contributing to teaching, training, research and consulting.

The Fellow Programme at IIM Indore is a unique doctoral programme in management. It is designed to provide both breadth and depth of knowledge to doctoral participants in management. The programme has the two-fold objective of enabling participants to master the relevant methodological tools of management research on the one hand and the advancement of the current body of management knowledge on the other. The FPM track offers prospects of a career within academia or (research) positions outside the academic world. The rigorous curriculum of the programme provides ample training for an academic career and gives participants the opportunity to make an indelible mark on the research activity in their respective field. The programme offers specializations in various areas of management.

The programme was launched in 2006-07. Since then, IIM Indore has been making sincere efforts to meet the need of quality faculty in management schools in India.

Participants in the programme have been regularly contributing to the body of knowledge through research and publications.

Structure of the Programme

- Foundation Courses : 28 credits to be completed in Term –I (first six months of the coursework)
04 credits to be completed in Term-II (next three months of the coursework)
- PGP Courses : 12 credits (can be completed anytime during the coursework ideally in Term-1 & II). The courses will be identified by the Academic Area before the start of Term-I
- FPM Compulsory Courses : 14 credits (to be completed during the coursework)
- FPM Area / Related Area : Credit Requirement will be as under:
Term-II- 14-16 credit, Term-III- 14-16 credit, Term-IV- 14-16 credit, Total credit requirement during Term-II, III & IV is as under, Minimum 42 credits and Maximum 48 credits

The Fellow Programme in Management has coursework duration of 15 months and coursework break-up is as under:

SI. No.	Term	Duration	Contents
1	Term I	6 months	Foundation courses (28 credits), FPM Compulsory courses (6 credits), PGP courses (8-12 credits)
2	Term II	3 months	PGP courses (0-4 credits), Foundation Course (4 credits), FPM Compulsory (4 credits), Area and Related area courses (Min.14 and Max. 16 credits)
3	Term III	3 months	PGP courses (0-4 credits), FPM Compulsory (4 credits), Area and Related area courses (Min.14 and Max. 16 credits)
4	Term IV	3 months	PGP courses (0-4 credits), Area and Related area courses (Min. 14 and Max.16 credits)

Total

Minimum:100 Credits and Maximum:106 Credits

On completion of the coursework, participants take the area comprehensive examination (ACE). The area comprehensive examination tests whether the participant has obtained a satisfactory level of knowledge in his/her field of specialization and whether he/she has satisfactorily integrated the various courses taken in the area.

After passing the comprehensive examination, the participant enters the thesis stage. Each participant will be advised by a Thesis Advisory Committee (comprising 3 to 4 faculty members). The participant first develops a thesis proposal, for which he/she identifies a thesis topic. The Thesis Advisory Committee [TAC] of the participant arranges a public seminar on the thesis proposal for the IIMI academic community. After approval of the thesis proposal, the participant works closely with the TAC on his/her thesis. On completion of the thesis research, the participant gives a public seminar, submits the thesis and defends the same.

Fellow Programme in Management-Industry [FPM (Industry)]

With the rapid expansion of management education in India, it has become inevitable that top business schools cater to the need of the faculty in business schools by producing excellent researchers and academicians who have a strong practical experience. Management education will be purposeful and effective if the people with their real-life experiences are brought to the academic arena. FPM (Industry) at IIM Indore is an attempt in that direction. Introduced in the year 2011, the programme is intended to bring industry and academia close to each other. By providing scholarly inputs to those who already have domain knowledge of their discipline, the programme offers prospects of a full time/part time career within academia or in research positions outside the academia.

The objective of the Programme is achieved by:

- Providing an overview of the management discipline in general and functional areas in particular,
- Giving inputs on research tools and techniques,
- Giving inputs on developing and effectively using various pedagogical tools and techniques,
- Strengthening the scholarly base of participants' domain knowledge.

Structure of the programme

There are two components of the programme, on-campus coursework and off-campus thesis work.

The on-campus coursework has three modules:

- Module 1: Foundation in Management - The module is of one and half month duration and consist of an Integrated Course on Foundation of Management.
- Module 2: FPM Core Course - The module is of one-month duration which comprises of Quantitative Research Methodology, Qualitative Research Methodology, Basic Research Methodology, Academic Communication, History of Management Thought, Introduction to Management Research
- Module 3: Area Courses - The module is of one and half month duration, which comprises of two Area Seminar courses and two Related Area Seminar courses.

Two months after the completion of the coursework, a candidate has to take a comprehensive examination to assess the suitability of the candidate for the dissertation.

After a comprehensive examination, the student proceeds to his/her thesis stage under the guidance of Thesis Advisory Committee (TAC) consisting of at least three faculty members. Thesis stage involves Open Thesis Proposal Seminar, Open Dissertation Seminar and Thesis Defense.

Enrolment in FPM and FPM (Industry):

As of 2017-18, IIM Indore has enrolled nearly 203 students in the programme, see table (A) and (B) below.

(A) FPM: Area-wise and year-wise summary

Area	2017-18	2016-17	2015-16	2014-15	2013-14	2012-13	2011-12	2010-11	2009-10	2008-09	2007-08	2006-07
Communication	Nil	Nil	Nil	Nil	01	02	Nil	Nil	01	Nil	Nil	Nil
Economics	02	01	03	01	02	03	03	01	Nil	Nil	Nil	Nil
Finance & Accounting	03	01	01	01	01	03	02	02	07	03	Nil	01
Information Systems	02	02	01	Nil	03	01	Nil	03	01	Nil	Nil	Nil
Marketing Management	03	01	04	03	03	02	02	01	02	01	01	Nil
OB & HR	06	02	03	02	Nil	03	03	03	01	Nil	01	Nil
Operations Management	02	02	01	03	02	03	02	03	02	Nil	Nil	Nil
Strategic Management	01	01	01	03	01	03	02	01	01	Nil	Nil	Nil
Total	19	10	14	13	13	20	14	14	15	04	02	01

(B) FPM (Industry): Area-wise and year-wise summary

Area	2017-18	2016-17	2015-16	2014-15	2013-14	2012-13	2011-12
Communication	Nil	Nil	01	Nil	Nil	Nil	Nil
Economics	01	Nil	Nil	01	Nil	Nil	01
Finance and Accounting	Nil	01	Nil	02	Nil	02	01
Information Systems	01	01	02	01	02	03	01
Marketing Management	01	Nil	02	01	03	01	01
OB & HR	01	02	02	02	01	03	Nil
Operations Management	01	01	Nil	Nil	01	01	02
Strategic Management	05	02	Nil	02	02	04	02
Total	10	07	07	09	09	14	8

Title of Fellow of the Indian Institute of Management Indore was conferred on 11 (eleven) participants of the FPM during the nineteenth annual convocation held on March 28, 2018.

Title of Fellow (Industry) of the Indian Institute of Management Indore was conferred on 07(seven) participants of the FPM (Industry) during the nineteenth annual convocation held on March 28, 2018.

A detailed report about the Convocation programme is given in a separate section.

Till date, IIM Indore FPM participants have bagged many Best Paper Awards at various national and international conferences where they presented papers.

Executive Post Graduate Programme in Management (EPGP)

Accredited by Association of MBAs (AMBA—UK based accreditation agency) the Executive Post Graduate Programme in Management (EPGP) is an intensive one-year residential programme of IIM Indore. Started in the year 2002, the one-year Executive Post Graduate Programme of IIM Indore is designed for graduates of any discipline with a minimum of five years of managerial/entrepreneurial/professional experience. EPGP is specially designed to enhance knowledge, skills and capabilities essential for managing and leading organizations and the programme combines skill building with an exploration of good management practices.

The programme consists of 6 terms, including an international immersion term wherein the EPGP participants get to spend a 5 weeks term at a leading International Business School. During the year 2017-18, the Institute completed the 9th batch of EPGP with 48 participants.

The Programme aims to develop the participants to:

- Manage in diverse social, political and economic environment;
- Recognize and harness the potential of human resources and leverage them to create a competitive organization;
- Learn and appreciate the power of leadership, creativity and innovation in building globally competitive organizations;
- Balance conflicting demands between wealth creation, being socially relevant and corporate citizenship;
- Understand, develop and modify the well-known tools and techniques of management to address issues relevant to managing growth in new and emerging markets with a focus on accomplishing inclusive growth in the larger social context; and,
- Appreciate and understand the need to blend management principles with entrepreneurship and intuition to create and manage socially relevant organizations.

Curriculum

Academic input was provided from two types of courses, Core and Elective courses. There were 20 core courses and 49 electives. A total of 160 credits (excluding credits from International module) were available for the one year EPGP. Of those, 96 credits were required for successful completion of the programme. International immersion of the 9th batch took place in their term IV at the McCombs School of Business, University of Texas, Austin (USA). The intervening international module provided the much-needed academic and industry exposure to develop an understanding of the global business environment and the ability to operate in a multi-cultural environment.

Batch Profile

The 9th batch of EPGP had 48 students from diverse academic and industry experience background. While the average age of the class was 32 years, the average work experience was of 8.8 years.

Programme Structure

In addition to a comprehensive functional core module, elective courses aligned with the industry concentrations identified for the programme such as Analytics, BFSI, e-Commerce etc. were introduced.

The Programme has been redesigned keeping in mind the following value propositions:

- The courses should leverage the experience of the participants.
- The courses should be aligned with the industry concentration being identified for EPGP
- The core courses should provide a general management perspective at an elevated pitch compared to the PGP.

To make the participants aware of the current trends in the market and to acquaint them to the present industry demands, visiting faculty from the corporate sector as well as intellectuals from the academic field were invited to participate in the courses.

During the period under review, 6 new courses were offered to the participants.

EPGP Participants will demonstrate:

Goal 1: Data analytical skills along with an understanding of management science in decision making process.

Goal 2: Interpersonal awareness and ability to work in teams.

Goal 3: Awareness of legal financial environment of business

Goal 4. That they are effective communicators

Goal 5. The understanding of the ethical dimensions of management decision making

Goal 6. Integrated and strategic thinking

Goal 7. Awareness of global issues affecting business

Glimpses of EPGP Inauguration



Post Graduate Programme in Management for Working Executive-Mumbai (PGPMX-Mumbai)

IIM Indore's two-year alternate weekend programme, PGPMX–Mumbai, is designed for working executives and entrepreneurs who would like to avail the opportunity to become transformational leaders and innovative solution creators in their respective organizations, but find it difficult to pursue a full-time programme in management. PGPMX – Mumbai is designed to provide flexibility to working executives to be engaged in their respective professions and at the same time upgrade their knowledge base. The goals of the programme are:

- Analytical Decision Making Ability
- Interpersonal Awareness and Working in Teams
- Awareness of Legal & Financial Environment of Business
- Awareness of Global Issues Affecting Business
- Leadership & Change Management Skills

Inauguration of the 8th Batch

The inauguration ceremony of the eight batch of PGPMX (2017-19-batch II) took place on August 26, 2017. The inauguration took place in the presence of Professor Rishikesh T. Krishnan, Director, IIM Indore; Professor Rajendra Nargundkar, Dean (Faculty) and Chief Guest Mr. M.K. Surana, Chairman and Managing Director, Hindustan Petroleum Corporation Ltd.

Professor Krishnan in his welcome speech enlightened the participants about the tough decisions in life and how we need to learn to balance life. He also gave insights on how to prepare ourselves prior to classes. 'PGPMX goes at a fast pace and teaches about going back to study and manage time in work and studies both', he said.

Mr. Surana in his inaugural address spoke about the learning process. He mentioned that courses like PGPMX help the participants recalibrate themselves and do their own reassessment. Mr. Surana also insisted on the fact that passion, process and commitment are required for consistent performance. The PGPMX programme is designed to give tools in the hands of the students to convert stones into sculptures, he said.

The event concluded with a vote of thanks delivered by Professor Nargundkar.

Inauguration of the 9th Batch

The ninth batch of IIM Indore's Post Graduate Programme in Management for Executives (PGPMX) was inaugurated on February 24, 2018, at the Institute's Mumbai Campus. The inaugural ceremony took place in the presence of Professor Rishikesh T. Krishnan, Director, IIM Indore; Professor Kajari Mukherjee, Chair, PGPMX and Mr. P.S. Jayakumar, MD & CEO, Bank of Baroda as the Chief Guest. Professor Mukherjee welcomed the students and the Chief Guest and also briefed them about the programme and teaching pedagogies.

Mr. P.S. Jayakumar started with a conversation about the challenges and future prospects for the Indian banking system. He also shared his college experiences and spoke about the fond recollection of his favourite college professor, Father McGrath, who talked of the importance of growing together in a group as he said – 'Don't show off knowledge; elevate the conversation.'

Profile of PGPMX-Mumbai batches:

Particulars	2015-17	2016-18	2017-19 (Batch I)	2017-19 (Batch II)	2018-20 (Batch I)
Number of Participants	30	29	35	36	27
Average Work Experience (in years)	14.76	13	11	12	12
Average Age (in years)	38	36	35	36	34

Management Development Programmes (MDPs)

Management Development Programmes (MDPs), an important activity of IIM Indore, are specifically designed to reflect the evolving realities of business and managerial practices. These programmes add knowledge and skill sets to the participants, facilitating their enhanced contribution to the future success of their organisations. The MDPs offered by IIM Indore are structured into two segments: open and customised. While the open programmes address the general managerial developmental needs of the nation, the customised programmes of the Institute are aimed at fulfilling the specific requirements of organisations for augmenting their competitiveness. IIM Indore's MDPs offer a unique learning opportunity to the participants to learn new managerial concepts, explore good management practices, reflect on critical new perspectives and approaches in management, and master new skills. Moreover, these programmes provide the participants with an opportunity to exchange ideas and gain insights from a diverse range of peers.

Open MDPs

During the year 2017-18, IIM Indore conducted 20 Open MDPs. A total of 384 executives from 141 companies, both private and public sector, enrolled in these programmes. The programmes covered a wide range of functional areas viz. Finance & Accounting, Innovation Management, Organizational Behaviour, Marketing, Strategy, Communications, Information Technology, International Business and Operations Management & Quantitative Techniques.

Details of Open MDPs conducted during the last three years:

S. N.	Particulars	2015-16	2016-17	2017-18
1	Number of programmes	13	11	20
2	Average number of participants	18	14	19.2
3	Number of participants	231	149	384
4	Number of participants from Govt. / Public sector	175	24	71
5	Number of companies participated	51	68	141
6	Number of Govt. / Public sector organisations that nominated participants	22	15	17

Customised MDPs

Customised MDPs at IIM Indore are designed in partnership with organisations to create a powerful transformational experience for their managers who can play the role of change agents in these organisations. With over 19 years of experience in the design, development and delivery of customized executive programmes for major public and private sector companies, IIM Indore recognizes that each organisation requires unique learning interventions and accordingly offers customised programmes of high quality to address the specific training requirements of the organisations. During the year 2017-18, IIM Indore conducted 97 Customised MDPs. A total Numbers of 2531 executives from 40 companies, both private and public sector, availed benefit of these programmes.

Details of Customised MDPs conducted during last three years:

S. N.	Particulars	2015-16	2016-17	2017-18
1	Number of programmes	79	89	97
2	Average number of participants	26	28	26
3	Number of participants	2091	2453	2531
4	Number of participants from Govt. / Public sector	1505	1636	2018
5	Number of companies for whom programmes conducted	28	37	40
6	Number of Govt./Public sector organisations	20	24	27

Virtual Learning Programme for Executives (VLPE)

IIM Indore launched first VLPE (Earlier named as BBEEP) programme in the year 2007. Since then several programmes were offered on this platform. These programmes offer an online, interactive platform with centres located at various cities in India. Faculty members of IIM Indore deliver the course using broadband technology. The VLPEs are intended to equip the participants with basic skills and competencies that are required for progression to managerial and supervisory positions in organizations. The online delivery of the programme gives flexibility to the participants to study while pursuing their work.

IIM Indore and ICICI Direct Centre for Financial Learning (ICFL) have entered into an agreement dated September 23, 2015 to offer Virtual Learning Programme for Executives (VLPE).

Under the agreement, the Second batch of Post Graduate Certificate Programme in Finance (PGCPF) commenced from August 28, 2017 with 31 participants. The Post Graduate Certificate Programme in Finance (PGCPF) provides, a comprehensive & rigorous programme to prepare future banking and finance professionals. This programme not only provides participants with the knowledge of operational aspects of banking & finance but also helps in building managerial and technical skills. This Programme consists of around 200 hours of courses delivery using information technology platform. The Programme is spread over twelve month duration. In order to supplement, the learning through the technology platform, there is also an on-campus orientation module of five days duration. The on-campus orientation module for the second batch of PGCPF Programme was conducted during August 28 to September 01, 2017. The online classes for 6 out of 12 courses were also conducted.

The online classes for 8 out of 12 courses were conducted for the first batch of Post Graduate Certificate Programme in Finance (PGCPF).

The admission announcement for the third batch of Post Graduate Certificate Programme in Finance (PGCPF) was made on February 02, 2018.

The admission announcement for the first batch of Post Graduate Certificate Programme in Investment Banking (PGCPIB) was made on 21st December 2017. The Post Graduate Certificate Programme in Investment Banking (PGCPIB) is designed to offer the required knowledge for professionals to handle the various aspects of investment banking roles and responsibilities including asset management, security valuation, like stocks, bonds and other derivative instruments to meet specified investment goals for the benefit of the investors. The course also aims to cater to the other functional areas of investment banking like Mergers & Acquisitions, Investment and portfolio management and investment advisory services to high net worth individuals. The programme also covers the knowledge of tools and techniques required for optimizing risk-returns framework within different asset classes.

The programme provides real-time knowledge and skills pertaining to Investment Banking. In short, the programme will enable participants in making informed and effective decision in the areas of M & A, IPO's, Valuation, Bond trading portfolio advisory services etc. and hands-on knowledge and skills to become a successful Investment Banker. Twenty Nine participants enrolled in the first batch of the programme.

General Management Programme for Executive (GMPE)

IIM Indore had launched a One Year Weekend General Management Programme (GMPE) for working executives in the region from the year 2016. GMPE is a Certificate Programme with classes being held only on Sundays. The classes are spread over 40 Sundays for the duration of 11-12 months. Each Sunday would have Five sessions of 75 minutes each, with breaks for tea, coffee and lunch.

Programme Objectives

- To introduce participants to the recent developments in business models, management theory and Practices.
- To prepare participants for a general management role
- To help participants develop inter-functional orientation as well as global outlook.

Eligibility

- For Post Graduate/Engineering degree holder: At least 3 years of work experience
- For Professional Degree holder (ICWA, CA, CS): At least 2 years of work experience
- For other degree holders (B.Sc., B.Com, B.A.): At least 5 years of work experience
- For diploma holders: At least 10 years of work experience

Curriculum

GMPE has several interdependent modules that focus on key functional areas of management. The last module, a capstone exercise aims to integrate all the functional area learning. GMPE includes sessions on the following areas:

- | | | |
|---------------------------|----------------------------------|-----------------------------------|
| • Operations Management | • Organizational Behaviour | • Strategic Management |
| • Capstone Exercise | • Human Resource Management | • Managerial Economics |
| • Quantitative Techniques | • Financial Accounting & Control | • Management Accounting & Control |
| • Marketing Management | • Business Finance | |

Batch Details

The first batch of the programme had 28 participants (September 2016), the second batch had 38 participants (January 2017) and the third batch had 38 participants (September 2017)

Faculty Development Programme (FDP)

The Ninth edition of the Faculty Development Programme (FDP – 2017) was organized at IIM Indore from April 24 to May 30, 2017. This was a specialized programme for skill enhancement and career development of early to mid-career professors at graduate and post-graduate level. This 5-week fully residential programme focused intensive exposure primarily to research, case writing and enhancing of teaching skills.

Forty nine participants from 13 states of India participated in FDP 2017. About 100 sessions in 13 courses were offered, apart from special lecture sessions and guest lectures including talks by Professor Parag Bhargava (IIT Mumbai), Mr. Vaibhav Vashist (Co-Founder of ACADLY) and Dr. Vipul Dutta (currently at IIT Guwahati). Professor PD Jose, from IIM Bangalore was the Chief Guest for the inauguration.

Certificate Course in Business Management for Defence Officers (CCBMDO)

The Directorate General Resettlement (DGR) initiated this course to uphold its commitment by providing meaningful training to the retiring and retired service officers, to enable them in finding suitable and appropriate employment. IIM Indore so far has successfully conducted fourteen batches of this course and trained about 612 defence officers.

The inauguration of the fourteenth batch consisting of fifty nine defence officers was held on September 25, 2017. The certificate distribution for this batch took place on March 9, 2018. The participants also attended various seminars organized on campus and interacted with the speakers.

Glimpses of Faculty Development Programme



4. Industry Interface Office

Industry Interface Office of IIM Indore is the link between Industry and the Institute. Its prime responsibility is to enhance the existing industry academia partnership so that students, faculty and industry benefit from the exchange of ideas.

Events and Activities

Industry Interface Office provides a structured platform for knowledge-sharing and dissemination of industry relevant education through the following activities:

1. Industry Interface Programme: Industry Interface Programme for Students aims at providing industry exposure to students and to give them small real time projects. This year, 43 different companies ranging from manufacturing to service sector participated and offered 95 projects in the areas of Finance, Marketing, Productions and operations to 543 students of PGP and IPM batches at IIM Indore. The students formed groups of 5 to 6 each and made visits to the designated company. During this process, they interacted with the concerned departments to understand the challenges faced by them. The students then made an assessment and presented a report on their understanding of the situation. They also undertook project work in consultation with the industry, under the guidance of a faculty mentor and then submitted a detailed report to the company.

2. Expert Talk Series and Industry Outreach Programme: To educate and empower Industry partners on contemporary business related issues and topics of general interest, Industry Interface Office has come up with the idea of an Expert Talk Series and Industry Outreach programme, wherein talks are delivered by industry leaders, eminent speakers of the corporate world and faculties of IIM Indore. Under this initiative, relevant modern and classical topics related to the areas of marketing, finance, operations, human resource, strategy and others are discussed in detail by eminent experts with the target audience. Under the umbrella of Talk series, for the year 2017-18 Industry Interface Office has successfully organized 2 expert talks on different topics namely, Winning at New Product Development by Professor Abhishek Mishra and HR Initiatives for Managing Attrition by Professor Srinath Jagannathan.

Also, for the first time in 2017-18, Industry Interface Office organized different Industry Outreach programmes. Under this programme, faculty members from IIM Indore go to companies/industry and deliver a talk on any contemporary issue. For this year, the outreach programme included topics like strategizing in VUCA World by Professor Srinivas Gunta, Growth Prospects & Future Plan for Young Generation Joining Family Business by Professor Kajari Mukherjee, Accelerating Organizational Sales by Professor Manoj Motiani, Theory of Constraints by Professor Harshal Lowalekar and Negotiation Behaviour by Professor G. Venkat Raman. These outreach programmes were widely attended by mid to senior level executives of Indore and Pithampur region and witnessed participation of more than 350 industry delegates.

3. General Consultancy Services: General Consultancy Services aim at capacity building and problem solving in the corporate sector. Business, be it small or big, faces a lot of challenges due to the changing nature of the business environment and target market. To help them grow, sustain and remain profitable in this competitive environment, Industry Interface Office connects them with experienced professionals and expert faculty, who offer valuable advice and feasible solutions and help them sail through these challenges. This year help and support from IIM Indore has been provided to small companies as well as large corporations.

4. Knowledge Repository: Access to the world class library of IIM Indore not only helps Industry executives to grow as individuals, but also helps the corporate sector and companies to access electronic databases, business directories, weekly newsletters, CDs, annual reports of companies, E-resources, national and international journals, magazines and much more. Apart from this, Industry Interface Office undertakes special studies and analysis in specialist areas on demand for industry people. Many industrialists have benefitted from the rich knowledge repository of IIM Indore.

5. *Industry Meet 2017*: “Industry Meet 2017” was held at IIM Indore on June 24, 2017. The meet was organized to express a token of thanks to Industry Partners who provided support in conducting the Industry Interface Programme for about 500 PGP and IPM students. 75 delegates from 36 companies graced the occasion and gave their feedback on the programme and offered suggestions on making it better.

Other Major Events

i) Session on Fostering Innovation: Industry Interface Office in association with Confederation of Indian Industry (CII) organized a session on Fostering Innovation on November 29, 2017. Speakers for the session included various experts including Professor Rishikesh T. Krishnan, Director, IIM Indore; Mr. R.S. Sachdeva, COO, Volvo Eicher, Pithampur; Ms. Vijaya Deepti, CEO, Tata IQ, Bangalore and Dr. Vikas Manjrekar, Head Innovation Labs, Avtec. Pithampur.

ii) TiE MP Event: IIM Indore in collaboration with TiE Madhya Pradesh had invited Mr. Sanjeev Sinha for an interactive session on the topic ‘Low Cost Funding From Japan. The Opportunities and the Challenges’. The event had participants from TiE Madhya Pradesh members along with various delegates. The event witnessed participation of more than 350 people.

iii) Leadership Summit: The Industry Interface Office (IIO) conducted a Talk Series on the topic ‘Leadership in a Dynamic Environment’ on December 29, 2017. The event witnessed presence of five industry experts; namely, Professor Ranjeet Nambudiri, Faculty, IIM Indore; Capt. Vinod Nair, an ex-army commando and a leading corporate trainer on leadership; Mr. Aditya Bhat, Head, Jio Studios; Capt. Gajanan Karanjikar, Head, Coastal Shipping, Integrated Logistics Solutions; and Professor Dibyadyuti Roy, Faculty, IIM Indore. The series revolved around topics like—leading an organization under ever-shifting goalposts of regulatory frameworks, leading a marketing organization under changing consumer needs and creating a dynamic/responsive organization through effective leadership. The event witnessed participation of more than 75 industry delegates.

iv) Prabodhan - The Leadership Conclave: The event was jointly organized by Industry Interface Office (IIO) and Executive Post Graduate Programme in Management (EPGP) Batch 2017-18. The event this year focused on the theme ‘Adaptive Leadership’, wherein distinguished industrialists from different sectors shared their views. List of eminent speakers included Ms. Meenakshi Lekhi (Through VC), Honourable Member of Parliament, Supreme Court Lawyer and National Spokesperson, Ms. Malini Gaur, Honourable Mayor of Indore, Mr. Sameer Arora, Chief Marketing Officer, Syntel, Mr. Warun Nayar, Chief Operating Officer, Sciformix, Mr. Dheeraj Gangrade, Executive Director, PwC, and Mr. Bharat Sastry, CEO, Vistaprint.

The event witnessed participation of more than 300 participants from industry and academia.

Glimpses of Industry Meet





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IIM, INDORE



5. Disability Centre

The Disability Centre provides support to differently abled students of the Institute. The Centre also collaborates with established disability sector organisations to facilitate inclusion of people with disability.

As a measure of support after admission, the students are required to fill in a form with their special requirements (accommodation in hostel, as well as academic requirements such as soft copies (in required format) of reading material (for low vision candidates, etc.) based on which the Centre offers necessary assistance to enhance their learning experience at IIM Indore.

For meeting individual needs the Institute has purchased NVDA reading software, with the help of Estate department it developed new lift facility and accessible washroom facility in classroom block. Furthermore, the Institute also supported participants applying for national scholarships and attending national conventions within the country.

The Centre conducted following sensitisation workshops for Faculty and Students:

Target Audience	Date of Sensitization Workshop/ Talk	Facilitator
Faculty	June 27, 2017	Ms. Rama Chari, Director, DEOC.
PGP 2017 students	July 2, 2017	Ms. Meera Shenoy, Founder Youth4Jobs
IPM 2017 students	August 02, 2017	Ms. Rama Chari, Director, DEOC





6. Placement

Final Placement 2018

This placement season witnessed participation from more than 200 recruiters who rolled out offers to 624 students including 443 PGP participants from IIM Indore campus, 68 PGP participants from IIM Indore Mumbai Campus along with 113 participants from the IPM programme.

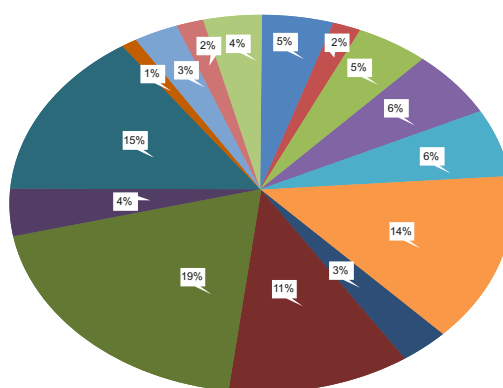
Highlights

- 100% placement of participants from both Indore campus and Mumbai Campus.
- IIM Indore continued to shine on all fronts of performance, with a 40% increase in Pre-Placement Offers. This time around, the placement season witnessed participation from more than 200 companies, making offers with an average compensation package of 18.17 LPA, a 12% rise from the previous year. The average compensation for the IPM batch stood at 15.16 LPA, a 21% rise.
- Several international offers were also made this year, with the highest international package being 63.45 LPA, while the highest domestic package stood at 33.04 LPA.
- IIM Indore maintained its position as one of the preferred recruitment destinations across all domains for top-notch industrial stalwarts, with just 7 of the top firms, Aditya Birla Group, Accenture, BCG, Credit Suisse, Deutsche Bank, Goldman Sachs, and JPMorgan Chase, together rolling out 48 offers.
- With 27% of the batch opting for Finance roles and participation of multiple Investment Banks, Private Equity and Venture Capital firms offering highly coveted front-end roles, IIM Indore has emerged as one of the top destinations for finance recruitment in the country. Leading global MNCs like American Express, Bank of America, Credit Suisse, Deutsche Bank, Goldman Sachs, HSBC, JPMorgan Chase, Nomura, and Royal Bank of Scotland recruited in large numbers as did top Indian banks like Axis Bank, Federal Bank, HDFC Bank, HSBC, ICICI Bank, IDFC Bank, and Yes Bank. Niche firms like IFMR Capital, Kotak Wealth Management, Tata Asset Management, and UAE Exchange also offered many sought-after roles.
- In the Consulting domain, Boston Consulting Group continued to recruit. PwC US SDC hired for the first time and Accenture Strategy came back after a brief hiatus. The other major recruiters included Cognizant Business Consulting, Deloitte USI, EY, Infosys Management Consulting, KPMG, PwC India among others.
- General Management & Leadership programme roles were offered by Aditya Birla Group, Airtel, CP Group, GMR Group, JSW Group, Mahindra & Mahindra, Max Life Insurance, Reliance Industries, Shell among others.
- FMCG sector saw healthy participation from leading firms including Asian Paints, Dabur, Emami, Coca-Cola Beverages, Hindustan Unilever, ITC, L'Oréal, Marico, Mother Dairy, PepsiCo, Pidilite, Tolaram Group, among others. Sales & Marketing domain offers were also made from leading brands like Bajaj Auto, Blue Star, Godrej & Boyce, Hero MotoCorp, Indian Oil, L&T, Lava International, Maruti Suzuki, Panasonic, Philips, Vodafone among others.
- In the Pharma sector, the major recruiters included Cipla, Dr. Lal Path Labs, Eli Lilly, GSK Pharma among others.
- The Technology sector saw participation from leading firms like Dell, Google as well as Technology Consulting firms like Accenture Tech, Capgemini, HCL Tech, IBM, Infosys, L&T Infotech, Mahindra Comviva. Several E-Commerce firms like IndiaMart, Lenskart, NestAway, PayTM also recruited.
- The third batch of the five-year Integrated Programme in Management were made offers from marque recruiters like Asian Paints, Credit Suisse, CRISIL, CP Group, DHL, Goldman Sachs, GSK Pharma, HCCB, HSBC, HUL, ICICI Bank, Kotak Mahindra Bank, JPMorgan Chase, JSW Group, L'Oréal, Nomura, Panasonic, SKP Group and UAE Exchange with close to 40% & 30% of the batch opting for Finance and Sales & Marketing domains respectively.

Placement Statistics

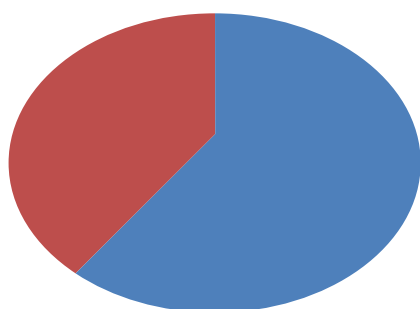
Particulars	Statistics
No. of students who participated	624
No. of Companies	200+
No. of Pre-Placement Offers	147
Average Compensation (Overall)	Rs.18.17 LPA
Total no. of students taking up Entrepreneurship	02
Average Compensation (IPM)	Rs.15.16 LPA
Top 200 Average Compensation	Rs.22.47 LPA
Highest Domestic Compensation	Rs.33.04 LPA
Highest International Compensation	Rs.63.45 LPA

Batch Profile



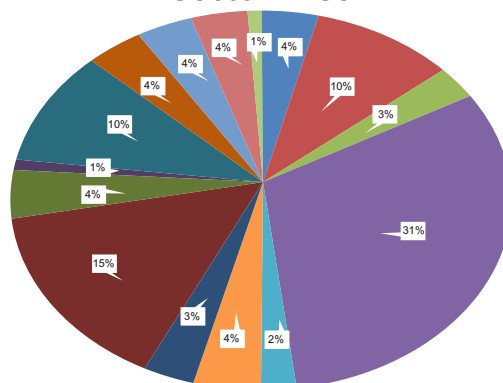
- Accounting/Finance
- Basic Sciences
- Chemical
- Civil
- Commerce
- Computer Science
- Economics
- Electrical
- Electronics
- Information Technology
- Mechanical/Automobile
- Medical
- Metallurgy/Mining
- Production/Manufacturing
- Others

Gender



- Male
- Female

Sector Wise



- Consumer Durables & Automotive
- Consulting
- Conglomerate
- BFSI
- Advertising & PR
- E-commerce
- Energy, Infra & Real Estate
- FMCG
- Heavy Industrials
- Hospitality
- IT & Analytics
- Media & Telecom
- Pharma
- Retail
- Other



Summer Placements- 2017-19

The Summer Placement this year witnessed participation from 543 participants (447 PGP + 96 IPM), the largest batch across all B-Schools, with an average work experience of 22 months. The diverse batch attracted 150 companies from various sectors offering projects in BFSI, E-commerce, Consulting, FMCG, Pharma, Energy, Infrastructure and Real Estate, IT & Analytics, Manufacturing, Media & Telecom amongst others. Finance, Sales & Marketing, IT & Analytics, Consulting and General Management remained the most preferred domains.

The average stipend offered for two months, increased to INR 1.24 Lakh, a 20% increase despite the larger batch size. The highest stipend offered stood at INR 3 lakh while the average stipend of the top 100 students was INR 2.18 Lakh. The unique 5-year Integrated Programme in Management was immensely appreciated by the recruiters resulting in the students being offered niche roles across major sectors with the highest stipend being 2.4 lacs. The increasing number of offers rolled out by the recruiters is a testimony to their ever-growing faith in the talent nurtured here.

Major recruiters across various domains

Finance: American Express, Axis Bank, CIMB, Credit Suisse, CRISIL, D. E. Shaw, Deutsche Bank, Edelweiss, EY, Fidelity Investments, General Electric, Goldman Sachs, HDFC, HSBC, ICICI, JPMorgan Chase, L&T, Nomura, RBI, SEBI and Yes Bank extended a substantial number of offers. Front-end Investment Banking role was exclusively offered by Macquarie at IIM Indore. This year, the Institute saw participation from firms like Apollo Munich, BAML, Langham Capital, Puma among others.

Sales & Marketing: ABFRL, AkzoNobel, Asian Paints, Britannia, ConAgra Foods, Dabur, DishTV, Droom, Eli Lilly, GroupM, GSK, HUL, ITC, IIMJobs.com, IndiaMART, Lava International, L'Oréal, Marico, Neuland Laboratories, Philips, Pidilite, Prataap Snacks, SBI Card, Tata Steel, Times OOH and Vodafone. IIM Indore also had first-time recruiters like Bajaj Auto, Bentley Motors, Bharat Forge, IDBI Federal Life Insurance, Royal Enfield, Shree Cements, TAFE and many others. Nestlé, P&G and UB Group returned after a brief hiatus

Consulting: Avalon Consulting, Boston Consulting Group, Cognizant Business Consulting and PwC. Boston Consulting Group recruited for a 5th consecutive year from IIM Indore. New relationships were forged with companies like Acquisory Consulting, Backspace Consulting, Synergy Consulting and IMS Consulting Group who offered various strategic roles in this domain.

General Management, Operations and HR: Aditya Birla Group, which recruits through multiple channels, came for its coveted leadership programme. IIM Indore continued to see industry stalwarts such as Airtel, Cipla, JSW Group, Mahindra & Mahindra, Raymond, Reliance Industries, Robert Bosch, TATA Power, UnitedHealth Group recruiting this year for their leadership programme and general management roles. HR and Operations space has seen a huge increase in the number of offers with the participation of firms like Amazon, Cummins, ICICI, Sun Pharmaceuticals and L&T. New relationships were established with companies like Mattel, Puma, Piramal group and many others.

IT & Analytics: HUL and General Electric recruited unabatedly for its most renowned IT leadership roles. This season also witnessed an increase in the number of offers provided by eminent recruiters like Capgemini, Fidelity Investments, Google, Larsen & Toubro, Media.net, Shell and Tata Consultancy Services. Different roles such as Business Analyst, Development Manager, Product Manager, Quality & Process Excellence Analyst and many others have been offered in this domain.

7. Convocation

The 19th Convocation Ceremony on March 28 was graced by Mr. Aditya Ghosh, President and whole-time Director, InterGlobe Aviation Limited (IndiGo Airlines). The ceremony began with an amazing and colourful convocation procession where the Chief Guest, Board and faculty members of IIM Indore walked through the aisle towards the convocation venue.

As per the Indian Institute of Management Act 2017, IIM Indore started awarding degrees to two of the programmes during this convocation—Master of Business Administration degree to those successfully completing the 2-year Post Graduate Programme in Management (PGP); and Bachelor of Arts (Foundations of Management) and Master of Business Administration (Under the Dual Degree Programme) to those successfully completing the 5-year Integrated Programme in Management (IPM).

Mr. Deepak M. Satwalekar, Chairman, IIM Indore declared the convocation open. Discussing about the IIM Bill, he said; 'After years of discussion regarding the IIM Bill, the legislation has been passed and the Institute has decided to confer degrees to two of our programmes- Two Year Post Graduate Programme in Management and Five Year's Integrated Programme in Management, becoming one of the first IIMs to confer degrees to its participants.

The details of the graduating participants are as follows:

Name of the Programme	Number of Degree Awarded	Number of Diploma Awarded
PGP	426	01
PGP Mumbai	68	00
PGPMX	00	31
IPM	98	00
EPGP	48	00

IIM Indore gold medal for scholastic performance were presented to the PGP participants as follows:

- The IIM Indore Gold Medal for Scholastic Performance Rank 1 to **Prateek Singh**.
- The IIM Indore Gold Medal for Scholastic Performance Rank 2 to **Tanay Shankar**.
- The IIM Indore Gold Medal for Scholastic Performance Rank 3 to **Dautpure Tejashree Pradeep**.
- The IIM Indore Gold Medal for the Best Woman Participant for Scholastic Performance to **Dautpure Tejashree Pradeep**.

IIM Indore Gold Medals for Scholastic Performance were presented to the IPM participants as follows:

- IIM Indore Gold Medal for Scholastic Performance Rank 1 to **Shilpika Ganeriwala**.
- IIM Indore Gold Medal for Scholastic Performance Rank 2 to **Dhruv Kansal**.
- IIM Indore Gold Medal for Scholastic Performance Rank 3 to **Abhilasha Jas**.
- IIM Indore Gold Medal for the Best Woman Participant for Scholastic Performance to **Shilpika Ganeriwala**.

IIM Indore Gold Medals for Scholastic Performance were presented to the PGP Mumbai, PGPMX-Mumbai and EPGP participants as per the following details:

- PGP-Mumbai – **Shubham Chhabra**



- PGPMX-Mumbai – **Kamayani Aniruddh Nagar**
- EPGP Batch (2017-2018)- **Raj Lochan Biswas**

Mr. Ghosh began his address saying that a graduation ceremony is a very special occasion which marks culmination of years of hard work and is an acknowledgement of success.

Encouraging the students to stay focused and listen to all, he said that there may be people who know nothing of the job you do but would keep criticizing you. Stay patient and listen to them as they may have something interesting to share.

'If you scored high, doesn't mean you'll always be a successful; and if you scored low, it doesn't mean you'll never achieve success. Look for fountains of knowledge around, and you'll always be successful', he concluded.

Congratulating all the students, Professor Rishiksha T. Krishnan, Director, IIM Indore said that this is a new beginning for not only the students but also the Institute, which expects them to live up to the expectations of the degrees granted to them.

The convocation ceremony came to a conclusion with National Anthem.

Pre-Convocation

The Pre-Convocation Ceremony took place on March 27, 2018, in the presence of Mr. Rahul Razdan, CEO, Reliance Jio Messaging Services Pvt. Ltd (also the alum of IIM Indore PGP Batch 1998-2000) and Mr. Shantiswarup Panda (also the alum of IIM Indore PGP Batch 2003-2005), Chief Marketing Officer, Raymond Ltd. as the Guests of Honour.

During the event, certificates were distributed to the coordinators of various students' councils by Professor Rishiksha T. Krishnan, Director, IIM Indore. Top scorers were also presented with the certificates of appreciation. Scholarships and awards were presented to the following participants by the Guests of Honour:

- State Bank of India Scholarship to **Prateek Singh**.
- Eicher Scholarship to **Ity Jain**.
- K. Alagh Gold Medal for Best All-Round Performance -Woman participant to **Aishwarya Saraswat**.
- ICSI Signature Award for Scholastic Performance to **Prateek Singh**.
- IIM Indore Scholarship for Outstanding Academic Performance in the 4th Year of 5 year Integrated Programme in Management to **Dhruv Kansal**.
- Shapoorji Pallonji Rising Star Award of Academic Merit for EPGP (2017-18) to **Raj Lochan Biswas**.

Professor Krishnan then gave a brief introduction of various programmes across Indore and Mumbai Campus. This was followed by an address by Mr. Rahul Razdan, who said that every time a student graduates, he or she becomes a contributor to the society, IIM graduates share a legacy, and an alumini play a very active role in building this Institution. He also advised the students to keep looking for new opportunities and try to overcome benchmarks.

Mr. Shantiswarup Panda spoke about his learning from his work experiences and what you shouldn't do and what one shouldn't look out for.

The event was followed by a mesmerizing cultural evening with a musical performance by Ragas Redefine.

Glimpses of 19th Annual Convocation





8. Foundation Day

IIM Indore celebrated the 21st Foundation Day on October 03, 2017. The function was graced by Mr. Amit Chandra, MD, Bain Capital Mumbai.

The event began with the lamp lighting ceremony by Mr. Chandra and Professor Rishiksha T. Krishnan, Director, IIM Indore. This was followed by the release of the official short movie of IIM Indore. The 15-minute movie depicted the campus life of the Institute from the point of view of its esteemed alumni and how it enhanced their career and personality. This was followed by a short presentation by the iHelp Club of IIM Indore, a social initiative run by IPM participants for the welfare of underprivileged children.

Professor Krishnan mentioned about the various initiatives taken by the Institute and the future plans this was followed by the foundation day by Mr. Chandra. He shared how his childhood, relocations and college education influenced his lifestyle and molded his personality in many ways.

The event also witnessed an award presentation ceremony, i.e. Certificate for Academic Excellence to top 5 percentile of the combined batch of the PGP (Batch 2016-18) and IPM (Batch 2013-18) participants based on their academic performance in the year 2016-17. These certificates were given to 28 participants.

On this occasion, IIM Indore's Best Teacher Award 2017 was also declared, which was received by Professor Manish Popli, Professor Siddhartha K Rastogi and Professor Sayantan Banerjee.

This was followed by an award presentation ceremony to felicitate five staff members of IIM Indore who performed exceptionally well in the year 2016-17, namely, Mr. Arun Kumar Singh, Mr. Manas Parihar, Mr. Pradeep Kumar Kerketta, Mr. Pradeep T K, Ms. Shilpa Moghe and Mr. Vivek Chinchkhede.

A felicitation ceremony also took place for the employees of IIM Indore who completed their ten years of service at the Institute. These were Professor Ganesh K. Nidugala, Professor Kamal K. Jain, Professor Keyur Thaker and Mr. Ajay Kumar Dash.

The event concluded with a melodious yet rocking performance by Dr. Mamta Joshi and her team with various Sufi, Punjabi and Folk songs and rhythmic beats.

The day concluded with a festive dinner for the entire IIM Indore community.

Glimpses of Foundation Day Celebration



9. Visitors to the Institute

April 17, 2017	Mr. Abhinav Goel, Country Head – Emerging Corporates at India Ratings & Research (formerly Fitch Rating India)
April 24, 2017	Professor P.D. Jose, Faculty, IIM Bangalore
May 5, 2017	Professor Pulak Ghosh, Faculty, IIM Bangalore Professor Richard M. Burton, Duke University, USA Professor N.K. Sharma, IIT Kanpur
May 7, 2017	Professor Rajendra Srivastav, Dean, ISB Hyderabad Professor Ramadhar Singh, Distinguished Professor, Ahmedabad University
May 25, 2017	Mr. Girish Balachandran, Managing Partner, On Purpose Consulting
June 8, 2017	Professor Nitin Pangarkar, National University of Singapore
June 10, 2017	Mr. Masayoshi Tamura, GM, Digital Solutions and Services Group, Hitachi—India
June 24, 2017	Mr. Ashwani Lohani, Chairman and Managing Director, Air India Ltd. Mr. Satish Nadiger, MD & CEO, John Deere Mr. N Mohan, CEO, Aerosoles Europe (subsidiary of TATA International) Mr. Anshul Mittal, Chairman, CII, MP Region Mr. Aditya Shrivastava, Sr. VP, Volvo Eicher, Indore
June 26, 2017	Mr. Satya Saurabh, Dubai
July 1, 2017	Mr. Rajeev Chopra, CEO, iBahn Illumination Private Limited Mr. Rahul Jagannathan, Senior Manager (Sales and Marketing), Urban Ladder
July 2, 2017	Mr. Neelkanth Mishra, Managing Director and India Economist & Strategist Credit Suisse
July 3, 2017	Mr. Chetan Tolia, Former CEO and Executive Director, WREPL
July 4, 2017	Dr. Divya Gupta, Chairperson, Jwala—Om Nagpal Sodh Sansthan and Happy daddymom initiative
July 8, 2017	Ms. Delna Avari, Consultant, Mentor and Former Head of Marketing at Tata Motors
July 11, 2017	CA Arvind Chawla, Indirect Tax Expert
July 13, 2017	Dr. Mrs. Sayalee Gankar, MIT World Peace University, Pune Mr. Virat Chirania, Senior Art of Living Faculty
July 15, 2017	Mr. Abhay Prasad Hota, MD & CEO, National Payments Corporation of India (Mumbai Campus) Dr. Archana Upadhyay, Manager—HR, HPCL (Mumbai Campus) Ms. Sonia Shrivastava, Head, Vodafone Foundation Mr. G. Sridhar, AGM, CSR, NTPC; Ms. Dimple Gujral, CFO, Teach for India Ms. Kruti Bharucha, Country Director, ARK India
July 17, 2017	Mr. David Akov, Consul General of Israel
July 20, 2017	Mrs. Patricia Poupon, Director of Alliance Francaise de, Bhopal Ms. Arati, CFA Institute Dr. Ajoy Kumar, Country Head, JSS Medical Research and Former IPS Officer
July 24, 2017	Shri Sanjay Dubey, Commissioner, Indore Dr. Ajay Jain, Sr. Gastroenterologist, Choithram Hospital Dr. Sanjay Dixit, Secretary, ISOD Dr. Sudesh Sharda, Liver Transplant Surgeon, Choithram Hospital



July 27, 2017	Mr. Anand Khedkar, Hindustan Times Mr. Ashutosh Mishra, Mint National Head & MPCG Head Mr. Yogi Patidar, United Works Corporation, Indore Mr. Stefan Haves, Cirque Director, Lee Kong Chian School of Business, Singapore Management University Professor Philip Charles Zerrillo, Professor of Marketing (Practice), Lee Kong Chian School of Business, Singapore Management University
July 28, 2017	Ms. Rama Bijapurkar, Indian Management and Marketing Research Consultant Professor Raji Srinivasan, McCombs School of Business, University of Texas, Austin Professor Manoj Agarwal, School of Management, Binghamton University Professor P. Venugopal, XLRI, Jamshedpur Professor Moutusy Maity, Faculty, IIM Lucknow Professor A.K. Jain, Faculty, IIM Ahmedabad Professor S. Ramesh Kumar, Faculty, IIM Bangalore Dr. Sanjeev Varshney, Faculty, XLRI Jamshedpur Professor Rajesh Aithal, Faculty, IIM Lucknow Professor Prafulla Agnihotri, Faculty, IIM Calcutta Professor Prashant Mishra, IIM Calcutta Professor Rajeev Kumra, IIM Lucknow Mr. Atul Bengeri, Regional Manager at Dell EMC Professor Ramendra Singh, Professor, IIM Calcutta Ms. Shweta Shrivastava, AVP Marketing, The Kraft Heinz Company Mr. Abhishek Verma, Director (Innovation Practice), Nielsen
August 1, 2017	Shri Shiva Shankar Menon, Former Foreign Secretary
August 2, 2017	Ms. Anjali Bhargava, Special Correspondent, Business Standard Ms. Rama Chari, Director, Disability and Equal Opportunity Centre Mr. Ashwani Dahiya, Global Chief Talent Officer and Head of HR (Corporate), Cipla
August 3, 2017	Mr. Saikat Mitra, Director, Trust and Safety, Google
August 6, 2017	Ms. Anna Chandy, Chairperson of The Live Love Laugh Foundation (Mumbai Campus) Mr. Ambi Parameswaran, Founder of brandbuilding.com and Ex CEO of FCB Ulka (Mumbai Campus) Mr. Ajeet Khurana, Steering Committee Member of NASSCOM Start-up Warehouse (Mumbai Campus) Mr. Leslie D'Monte, National Technology Editor, MINT (Mumbai Campus) Mr. Nandagopal Rajan, Editor New Media, The Indian Express (Mumbai Campus) Mr. Abhishek Joshi, Vice President and Head of Marketing, Analytics & Content Syndication – Digital Business, Sony Pictures Network India (Mumbai Campus)
August 9, 2017	Mr. Sujit Kumar, Times Group Ms. Megha Sethi, MPCG Education vertical
August 19, 2017	Mr. Venkatesh Shukla, ex-chairman of The Indus Entrepreneurs (TiE)
August 30, 2017	Mr. Aaron Friedland, Founder and Executive Director of The Walking School Bus
August 26, 2017	Mr. M.K. Surana, Chairman and Managing Director, Hindustan Petroleum Corporation Ltd. (Mumbai Campus)
August 31, 2017	Mr. Anil Gulati, UNICEF

September 8-10, 2017	Mr. Baldev Singh Rawat, An entrepreneur Mr. Abhijit Chakvarty, The Anonymous Writer
September 9, 2017	Mr. Yogi Sriram, Sr. Vice President, Group HR, L&T
September 14, 2017	Shri Ajay Kumar Chauhan, Chief Income Tax Commissioner & Chairman, Official Language Implementation Committee, Indore
October 2, 2017	Mr. Vishal Singhal
October 3, 2017	Mr. Amit Chandra, Managing Director, Bain Capital
October 28, 2017	Dr. Anuj Paul, John Deere India Mr. Prasanna Tiwari, Kirloskar Brothers Mr. S. Adikesavan, In charge of the Agri-Business Vertical of SBI Mr. Amit Kasliwal, Head the Indian leg of Corporate Sales for Ford Motor Company Mr. Subhendu Pattnaik, Amongst the 100 Most Influential Global Marketing Leaders and one of the top 50 Brand Leaders of Asia, 2017 Mr. Saroj Mohanta, Marketing Professional
November 10-12, 2017	Mr. Kishor Kharat, MD & CEO, Indian Bank Ms. Madhavi Prathi, Paralympic Swimmer Mr. Srijan Pal Singh, Social entrepreneur and Founder of Kalam center Ms. Milee Aishwarya, Editorial Director, Penguin Random House
November 16, 2017	Ms. Jaahnavi Sriperambuduru, Mountaineer with multiple Guinness World Records
November 17, 2017	Mr. Tarun Alan, Founder of Smart Consulting Mobile Application Mr. Kamal Deep Bhatia, College Door
November 29, 2017	Mr. R.S. Sachdeva, Head, Volvo Eicher, Indore Ms. Vijaya Deepti, CEO, Tata IQ, Bangalore Dr. Vikas Manjrekar, Head Innovation Labs, Avtec.
December 1, 2017	Professor R. Srinivasan, Faculty, IIM Bangalore
December 2, 2017	Mr. Ramki Subramanian, Head, Business Development at Reliance Industries Ltd.
December 7, 2017	Ms. Samriti Makkar Midha, Psychologist Ms. Sana Hakim, Advocate
December 9-10, 2017	Mr. Prashant Choubey, ASP Traffic, Indore Police Mr. Sunil Patidar, In-charge of traffic management, Indore Police Department Mr. Himanshu Pandey, Assistant Manager, Technosys Security Systems Ms. Twinkle, Incuspaze
December 13, 2017	Mr. Sanjeev Sinha, CEO, Sun and Sands
December 18-20, 2017	Professor Dharm P.S. Bhawuk, Shilder College of Business, Hawaii, USA Professor Nagaraj Sivasubramanian, Duquesne University, Pittsburgh Professor Preet Aulakh, Schulich School of Business, Canada Professor Pradip Khandwalla, Former Professor, IIMA Professor Vasanthi Srinivasan, Faculty, IIM Bangalore Professor Naresh Khatri, Vice President, INDAM, University of Missouri, USA Professor Pawan Budhwar, Aston University, UK Professor Arup Varma, Loyola University, Chicago, USA Professor Jyoti Bachani, St. Mary's College, California, USA Ms. Aaradhana Lal, VP, Sustainability, Lemontree Ms. Nirmala Menon, CEO, Interweave Consulting



	Professor Anoop Madhok, Schulich School of Business, Canada Dr. B.Ravindran, Emeritus Professor, Institute of Life Sciences, Bhuwaneshwar Professor B. Mahadevan, Vice Chancellor, Chinmaya Vishwa Vidyapeeth Swami Samarpananda, Ramakrishna Mission, Vivekananda University Professor E.S. Srinivas, Professor, XLRI Jamshedpur Dr. N. Ravichandran, Professor, IIM Ahmedabad
December 29, 2017	Capt. Vinod Nair, Ex-army commando and a leading corporate trainer on leadership Mr. Aditya Bhat, Head, Jio Studios Capt. Gajanan Karanjikar, Head, Coastal Shipping, Integrated Logistics Solutions
January 19-21, 2018	Ms. Veena Arora, International Taekwondo Champion Ms. Leena Duwadi, Editor-in-chief of WittyFeed
January 22, 2018	Mr. Jitendra Singh, SP, Cyber Security Cell
February 16, 2018	Ms. Meenakshi Lekhi, Honourable Member of Parliament, Supreme Court Lawyer and National Spokesperson (Through VC) Ms. Malini Gaur, Honourable Mayor of Indore Mr. Sameer Arora, Chief Marketing Officer, Syntel Mr. Warun Nayar, Chief Operating Officer, Sciformix Mr. Dheeraj Gangrade, Executive Director, PwC Mr. Bharat Sastry, CEO, Vistaprint Ms. Mini Nair, CEO, Essel Finance Home Loans Ltd Ms. Dimple Bawa, Founder, Cheers to Life Foundation
February 24, 2018	Mr. Sushil Borde, Head, Reliance Innovation Leadership Centre Mr. Tushar Pradhan, CIO, HSBC Global Asset Management Mr. Arun Chearie, Ass. Director, SAS Institute Mr. Tushar Pradhan, CIO, HSBC Global Asset Management Mr. P.S. Jayakumar, MD & CEO, Bank of Baroda
March 5, 2018	Mr. Sivakumar Palanipappan, Founder & CEO, Mastering Mind Academy
March 14, 2018	Ms. Arbinder Pal, Trade Commissioner, Consulate General of Canada, Mumbai
March 27, 2018	Mr. Rahul Razdan, CEO, Reliance Jio Messaging Services Pvt. Ltd., PGP Alumnus, IIM Indore 1998-2000 Batch Mr. Shantiswarup Panda, Chief Marketing Officer, Raymond Ltd., PGP Alumnus, IIM Indore 2003-2005 Batch
March 28, 2018	Mr. Aditya Ghosh, President and whole-time Director of InterGlobe Aviation Ltd (IndiGo Airlines)

Glimpses Visitors to the Institute



10. Publications

Articles Published in Top Journals

A* Category

Gaurav Singh Chauhan

Chauhan, G. S. and Huseynov, F. (2018). Corporate Financing and Target Behavior: New Tests and Evidence. *Journal of Corporate Finance*, 48, 840-856.

Shrihari Sohani

Sohani, S. and Singh, M. (2017). Multilevel Analysis of Ambidexterity and Tagging of Specialised Projects in Project-based Information Technology Firms. *International Journal of Operations and Production Management*, 37(9), 1185-1206.

A Category

Ajay Sharma

Sharma, A. and Das, M. (2018). Migrant Networks in the Urban Labour Market: Evidence from India. *The Journal of Development Studies*, 54(9), 1593-1611.

Kamal Sharma

Sharma, K. R., and Dixit, M. R. (2018). Longevity Challenges and Leadership Interventions: Strategy Journeys of two Indian banks. *Business History*, 60(2), 178-201.

Manish Popli, Radha Ladkani

Popli, M., Ladkani, R. and Gaur, A. (2018). Business Group Affiliation and Post-Acquisition Performance: An Extended Resource-based View. *Journal of Business Research*, 81, 21-30.

Mukul Gupta

Gupta, M., Kumar, P. and Bhasker, B. (2017). DPRel: A Meta-path Based Relevance Measure for Mining Heterogeneous Networks. *Information Systems Frontiers*, 1-17.

Rahul Nilakantan

Gangopadhyay, P. and **Nilakantan, R.** (2018). Estimating the Effects of Climate Shocks on Collective Violence: ARDL Evidence from India. *Journal of Development Studies*, 54(3), 441-456.

Rajhans Mishra

Sharma, R. and **Mishra, R.** (2017). Investigating the Role of Intermediaries in Adoption of Public Access Outlets for Delivery of e-Government Services in Developing Countries: An Empirical Study. *Government Information Quarterly*, 34(4), 658-679.

S Tripathi

Tripathi, S. (2017). Et tu, Brute? How Unfair!. *Journal of Retailing and Consumer Services*, 39, 79-92.

S.K. Ghosh

Ghosh, S. K. (2017). The Direct and Interactive Effects of Job Insecurity and Job Embeddedness on Unethical Pro-organizational Behavior. *Personnel Review*, 46(6), 1182-1198.

Shubhamoy Dey & **K.R. Jayasimha**

Vakeel K. A., Sivakumar, K. **Jayasimha K. R.** and **Dey S.** (2018). Service Failures after Online Flash Sales: Role of Deal Proneness, Attribution, and Emotion, *Journal of Service Management*, 29, (2), 253-276.

B Category

Bele, N., **Panigrahi, P. K.** and Srivastava, S. K. (2017). Knowledge Discovery from Vernacular Expressions: An Application of Social Media and Text Mining. *International Journal of Knowledge Management*, 14(1), 1-18.

Maitra, D., and **Dash, S. R.** (2017). Sentiment and Stock Market Volatility Revisited: A Time-frequency Domain Approach. *Journal of Behavioral and Experimental Finance*, 15, 74-91.

Choudhari, S., and **Gajjar, H.** (2018). Simulation Modeling for Manpower Planning in Electrical Maintenance Service Facility. *Business Process Management Journal*, 24(1), 89-104.

Chakrabarti, P., and **Kumar, K. K.** (2017). Does Behavioural Theory Explain Return-implied Volatility Relationship? Evidence from India. *Cogent Economics and Finance*, 5(1).

Joshi, A. (2018). Logo Dynamics for Investment Branding: A Visual-semiotic Analysis of the Reframing Devices in the Make in India Campaign. *Place Branding and Public Diplomacy*. 14(3), 163-174.

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Shrivastava, M. (2017). Stealing My Thunder... Systematically', Case Presented at the 6th Asian Management Research and Case Conference 2017 (AMRC) organised by the Faculty of Business Studies held during May 23, 2017 at University of Dhaka, Bangladesh.

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Swain, B. (2017). Ladder of Successful Collective Voluntary Action: Insight for Ethical and Successful Business. Presented at 16th International Conference on Corporate Social Responsibility and 7th Organizational Governance Conference held during August 30-September 1, 2017 at University of Derby, Buxton Campus, UK

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Swain, B. and **Nayak, A. K.** (2017). Bad Apple or Bad Barrel: Ethical Assessment of Organizational Wrongdoing. Presented at 24th Annual International Vincentian Business Conference held during October 26-28, 2017 at the Institute of Business and Professional Ethics, DePaul University, Chicago, Illinois, USA.

Swain, B. (2018). Is CSR an Ethical Addition from a Manufacturer of Socially Controversial and/or Environmentally Incompatible Product(s)?: A View from India Presented at International Conference on Sustainability and Business held during January 13 - 14, 2018 at Indian Institute of Management (IIM) Calcutta, Kolkata.

Thomas, N. (2017). Investigating New Management Initiatives (NMIs) in a Textile SME: Case of Emerging Tensions and Struggles in Implementation and Operation. Presented at 31st ANZAM Conference held during December 6-8, 2017, at RMIT University in Melbourne, Victoria.

Tewari, S. (2017). The Legacy of Social Identity Theory: Emerging Issues & Challenges held during December 22-24, 2017 Presented at National Academy of Psychology Indian Institute of Technology Kharagpur (IITKGP).

Tewari, S. (2017). Unfolding the Group Biases: Role of Attention. Held during December 22-24, 2017 Presented at National Academy of Psychology Indian Institute of Technology Kharagpur (IITKGP)

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Tewari, S. (2018). Psychology of Fake News: Blend of Identity & Familiarity. Presented at National Conference on Recent Advances in Cognition and Health at Banaras Hindu University (BHU) held during February 26-27, 2018.

Thakurata, I (2018). Daddy Not Cool Portfolio choice, human-capital investments & consumption. Presented on March 26, 2018.

Tripathi, V., **Popli, M.**, Desai, P. and Desai, G. (2017). Let's Talk & Act: Communicative Action in the Frontline Workers Enactment of Organizational Strategy. Presented at 33rd EGOS Colloquium 'The Good Organization' in Copenhagen held during July 6-8, 2017 at Denmark.

Tiwari, S. and **Gunta, S.** (2017). Strategic Allegiance in Business Groups: The Differential Role of interlocks. Presented on August 06, 2017 at 2017 Annual Meeting of the Academy of Management, held during August 4-8, 2017 at Atlanta, GA, USA.

Vatharkar, P. & **Aggarwal-Gupta, M.** (2017). Relationship between Role Overload and the Work-Family Interface Presented at INDAM held during December 17-20, 2017 at IIM Indore.

Invited Talks

Gunta, S. (2017). Delivered Invited Talk on Case Teaching and Writing at MDP on Academic Writing and Publishing at ABV-IIITM, Gwalior on December 21, 2017.

Kumar, B. (2017). Delivered Invited Talk on Business to Business Marketing at Tata Steel at Indore on July 20, 2017.

Mukhoti, S. (2017). Delivered Invited Talk on Time for Volatility: A Lead-Lag Correlation Perspective at International Indian Statistical Association Conference (IISA 2017) Conference on Statistics and Data Science for Better Life, Society and Science, Hyderabad on December 27-30, 2017.

Ranjan, P. (2017). Delivered Invited talk on Calibration of Two Delay Blowfly Model Using Gaussian Process based Emulator at the IISA 2017 International Conference on Statistics Hyderabad on December 2017.

Ranjan, P. (2017). Delivered Invited talk on Batch-Sequential Designs for Estimating Multiple Contours from a Complex Computer Simulator at the IASSL 2017 International Conference at Colombo, Sri Lanka on December, 2017.

Ranjan, P. (2017). Delivered Invited talk on a Comparative Study of Discrete-time Stochastic Volatility Models at



Statistical Methods in Finance (StatFin) 2017 at Chennai on December 2017.

Ranjan, P. (2017). Delivered Invited talk on Inverse Problem for Dynamic Computer Simulators at 5th IIMA International Conference on Advanced Data Analysis, Business Analytics and Intelligence (ICADABAI-2017) at Ahmedabad on April 2017.

Ranjan, P. (2017). Delivered Expert talk on Applications of Statistics in Engineering at Medicaps University at Indore on March 19, 2018.

Ranjan, P. (2017). Delivered Invited Talk on Computer Experiments - A Brief Overview at Indian Statistical Institute Delhi on May 3, 2017.

Ranjan, P. (2017). Delivered Invited talk on Statistical Modelling and Inference for Computer Experiments at Indian Institute of Technology, Indore on April 18, 2017.

Roy, D. (2017). Under the Postcolonial Gaze: Narrativizing Performances of Anxious Masculinity in Indian Video Games at the Humanities and Social Sciences Lecture Series, IIT Roorkee on August 2017.

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Garg.S. and Rastogi, N. (2018) Road Learnings: The first Road PPP of India. A Case on Public-Private Partnerships Evolution under Review with IIM Indore Case center.

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Garg.S and Venkatraman.G (2017) Diesel Gate: Catching Dirty Fish in Murky Waters. A Case on Business Ethics under Review with IIM Indore Case Center IIMI/Case Center/GM/02/17-18.

Nambudiri, R., Ramnarayan, S., and Xavier, C. (2017). Apigee: People Management Practices and the Challenge of Growth, Ivey ID: 9B17C022. ISB/Ivey Publishing

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Vadivelu, S. (2017). What It Takes To Manage Technical Workforce Supply Chain. Available at <http://www.cxotoday.com/story/what-it-takes-to-manage-technical-workforce-supply-chain.html>

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Nargundkar, R. (April 10, 2017). Gone Mad-the Brand [Blog Post]. Available at <http://rnargundkar.blogspot.in/2017/04/gone-mad-brand.html>.

Nargundkar, R. (April 11, 2017). The Hundred Year Old Man...Book Review [Blog Post]. Available at <http://rnargundkar.blogspot.in/2017/04/the-hundred-year-old-manbook-review.html>.

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IIM Indore Faculty Members



11. Awards, Scholarships and Achievements

Awards for Excellence in Teaching

IIM Indore has been taking several initiatives to enable faculty to realise their full academic potential. In this direction, IIM Indore initiated a process by which Best Teachers among the faculty are recognized. After considering quantitative measures such as, student feedback, and qualitative factors such as, innovation in course design and delivery, IIM Indore awarded the following faculty members in 2017-18.

Professor Manish Popli

Professor Siddhartha K Rastogi

Professor Sayantan Banerjee

Best Staff Award

IIM Indore has always acknowledged and appreciated the efforts put in by the Institute's staff to maintain high standards of work and commitment. While all the employees of the Institute are equally important, a few of them performed exceptionally well during 2017-18. The awardees were selected through a five step process that included nominations from individual staff members, supervising inputs, short-listing of the candidates, personal interaction with the candidates and final selection made by the Staff Development and Evaluation Committee of IIM Indore.

The following staff members were presented with Best Staff Award-2017 on the Institute's Foundation Day, 3 October, 2017:

Mr. Arun Kumar Singh

Mr. Manas Parihar

Mr. Pradeep Kumar Kerketta

Mr. Pradeep T K

Ms. Shilpa Moghe

Mr. Vivek Chinchkhede

Felicitation on Completion of Ten Years of Service

During the year, Felicitation has been presented to the following four teaching staff and two non-teaching staff of the Institute for completion of 10 years of service on the Foundation Day of the Institute, 3 October, 2017.

Teaching Staff:

Professor Ganesh K. Nidugala

Professor Kamal K. Jain

Professor Keyur Thaker

Non-Teaching Staff:

Mr. Ajay Kumar Dash

Staff Achievements

Kantharia, Jigar (2017). Participated in the National workshop on Behaviour Based Safety Management held during May 25-26, 2017 at Navi Mumbai, organized by National Safety Council, India.

Participants' Achievements

PGP 2 Participants 1st Runner-Up position Win Reserve Bank of India Policy Challenge 2017

PGP 2 participants Divyanshu, Nehal Makhija, Surabhi Sharma represented the Institute at Policy Challenge 2017—National Level Round at RBI Central office, Mumbai from the west zone in last week of March. The team under the guidance of Professor Ganesh Kumar Nidugala, Faculty, IIM Indore secured the 1st Runner-Up position and received a cash prize of Rs.50,000 along with citations.



FPM (I) Participant Subhendu Pattnaik Brings Laurels to the Institute

IIM Indore FPM (Industry) participant Subhendu Pattnaik won two prestigious awards last year. He won the 'India's Top 100 Digital Marketing Leaders Award 2017' from Paul Writer, headed by ex-CMO of Wipro, Jessie Paul & Pluralsight. This award ceremony took place at Hotel Leela Ambience at Gurgaon on August 18, 2017.

Subhendu also received the 'Asia's Top 50 Brand Leaders Award 2017' by World Federation of Marketing and CMO Asia at Le Meridien, Sentosa, Singapore on August 1, 2017. Subhendu was also a part of the panel discussion comprising of Marketing Leaders from diverse countries of Asia – Singapore, Vietnam, Philippines, Malaysia, Japan, India and more. The topic of discussion was 'Purposeful Purpose – Purpose driven Marketing'.

IIM Indore Team Wins Google Online Marketing Challenge 2017

IIM Indore PGP participants' team under the mentorship of Professor Rajendra Nargundkar, Faculty, IIM Indore won the Google Online Marketing Challenge 2017 on August 7, 2017. The team consisted of Kalaivani G, Swathika S, Chandran M, Akshaya S, Sadhana P and Mathan Kumar V.

The timeline of this competition was from October 5, 2016, to May 31, 2017, during which the team registered a professor, chose a business partner, and conducted an Adwords Campaign for 21 days and prepared pre and post campaign report. Google sponsored an amount of \$250 for every team to conduct the Adwords Campaign. The winners were selected by the independent Global Academic Panel which reviewed the AdWords Pre-Campaign and Post-Campaign Reports of the top five Finalist teams in each region. Hence competing with around 12,000 students from over 65 countries, the IIM Indore team was the winner for Asia Pacific Region under Adwords Certification category.

The winning team received a digital device, as well as other prizes along with certificates.

IIM Indore's Alum's Right2Vote Platform to Help in Fair Elections

One of the major challenges before the Election Commission (EC) is to conduct fair and hassle-free elections and maintain the reliability of the Electronic Voting Machines (EVMs). In order to help the EC conduct 100 percent fair and free voting, IIM Indore's alum Neeraj Gutgutia (PGP 2005) has created a mobile-based solution—which is several generations ahead of EVMs in terms of technology. Neeraj is the Co-Founder and CEO of his venture—Right2Vote Infotech Pvt. Ltd., which has come up with a mobile app to enable EC to make the voting process smooth and accessible to everyone. Apart from the political election, the platform would also be used for other elections like professional body election, shareholder election, club election, housing society election, college election etc.

IIM Indore's Alum's Venture Achieves USDA-Europe Certification for its Organic Products

IIM Indore's alum Mudit Consul (PGP 2005) launched (USDA – USA and NATRUE – Europe standards) range of baby and family care products under his brand—'Life & Pursuits' in June 2017. 'Life & Pursuits' belongs to his company Consul Nature Elements Global Pvt Ltd, which also owns a non-profit foundation launched in 2016. 'The organization has a social mission towards creating a natural, safer and toxin-free world for everyone. There is an explosive growth in the cases of cancer, asthma, hormonal disorders, allergies etc., even among babies and young children. Life & Pursuits is our humble effort to change this grim situation' he said.

IIM Indore's Alums Working on Improving India's Financial Literacy

With an objective to help people understand the risks associated with all financial instruments and opportunities in financial markets, IIM Indore's alumni Vivek Bajaj (PGP 2005) and Vineet Patawari (PGP 2008) along with a third partner Vinay Pagaria, started their venture—Kredent InfoEdge. Over the years Kredent Academy has trained over 10,000 students offline on various topics related to the market. Kredent Academy sought to scale up its training initiative across the country and launched Elearnmarkets.com (2014) as an online platform for imparting financial knowledge. Over the last 2 years, it has achieved significant success and now hosts over 100 courses – free as well as paid, and has already trained over 40,000 participants. Realizing the need for a handy tool, the Company has also launched StockEdge (2016)—a mobile-based application that provides comprehensive research on stock markets and empowers the users to do their own research. The app is now India's most-downloaded financial market Analytics App with almost 2.5 Lakh downloads.

IIM Indore Mumbai Campus: Achievements

A team consisting of Mahima Jain, Prakhar Patel, Shreya Nath and Ujjwala Gulati bagged the 1st position in Mahamandi 2017, a unique social-marketing initiative, held by NITIE. It involved selling of educational toys and products made by underprivileged children.

Prashant Singh Chauhan and Nidheesh Samant secured the Runner-up position in Chakravayuh, a general quiz organized by GIM, to test and inform people about the changing Indian scenario.

Prashant Singh Chauhan and Shivangi Agarwal of PGP 2 bagged the Runner-Up position in BLoC Case Contest held by Business Line.

Alum Ajinkya Mahajan (PGP 2015-17) Represented India at 19th World Festival of Youth and Students

The 19th World Festival of Youth and Students which took place in Moscow/Sochi, Russia from October 14-22, 2017—united 20,000 young leaders from more than 150 countries. IIM Indore's alum Ajinkya Mahajan (PGP 2015-17) was a member of the Team India Delegation this year. The selection was done by World Federation of Democratic Youth (WFDY) and BRICS International Forum. There was a multi-step application procedure consisting of profile screenings, statement of purpose and participation field. Competing with more than 1300 applicants, Ajinkya made it to the 103 membered Indian Team.

IIM Indore Team Wins First Runner-up Position at Steel-a-thon 2017

IIM Indore team consisting of Anunita Raghu, Poorva Tripathi, Prahallada P and Shruti Maheshwari (all from PGP 2016-18) won the First Runner-up position at the coveted Steel-a-thon 2017. The final round of the competition was conducted on November 27, 2017, held in Kolkatta.

Students were required to choose one case study across domains of Corporate Strategy, Marketing & Sales, Corporate Social Responsibility, HRM, Supply Chain & Logistics. IIM Indore team worked on the corporate strategy domain and won the Campus Round with Rs. 30,000/- as prize money. They then took part in the Grand Finale, which had 16 teams from various B-schools. Each of the teams were mentored by Tata Steel's leadership for this round. IIM Indore team received the First Runner-up position and won a cash prize of Rs. 1,50,000/-.

Aashna Malhotra (PGP-Mumbai) Receives ET Young Leaders 2017 Award

Aashna Malhotra, PGP Mumbai Batch 2016, was selected for the Economic Times Young Leaders B-School Edition 2017. The event witnessed a participation of more than 16,000 students, out of which only 23 have been awarded as the Young Leaders—Aashna being one of them. Impressed with Aashna's performance in the toughest assessment rounds, she was also offered a pre-placement interview offer by Aditya Birla Group for their leadership programme.

IIM Indore Conducts Campus Round for Hult Prize 2018

IIM Indore conducted the campus quarter finals round of one of the most coveted B-School competitions, Hult Prize 2018 on November 19, 2017. Also hailed as the 'Nobel Prize for the Students', the competition seeks to identify budding entrepreneurs and support the launch of their business solutions for solving social issues. The theme for this year was 'Harnessing the power of energy to transform the lives of 10 million people'. The winners of each year got a start-up capital of 1 million USD; along with mentorship from international community and membership of the prestigious Clinton Global Initiative. The quarter finals round of the campus was judged by a jury comprising Professor Srinivas Gunta, Faculty, Strategy Management, IIM Indore and Ms. Marlina Ramchandran, Senior Manager, Wadhvani Foundation. The 6 teams competing to reach the regional rounds had to identify social problems and recommend feasible solutions for the same. The teams presented unique ideas for solving the problems in various domains including agriculture, water access, traffic system, education system. Team 'Energizers' were declared the campus winners of IIM Indore.

Anvesha Dosajh (PGP 2017-19) Receives Aditya Birla Scholarship

PGP participant Anvesha Dosajh (PGP 2017-19) received the coveted Aditya Birla Scholarship making the Institute proud. Competing with over 400 students from IIMs, XLRI, IITs, BITS (Pilani) and various law campuses, Anvesha received this scholarship after qualifying all the rounds. The shortlisting of the participants was done on the basis of their academic performance and extra-curricular activities, followed by essay writing. The essays were reviewed by a panel who shortlisted the candidates for the final round. The last round consisted

of a personal interview that determined the best 16 candidates from engineering and management and 8 students from law, who were named Aditya Birla Scholars. Anvesha received a scholarship of Rs.1,75,000/-, declared on September 23, 2017.

IIM Indore Team Wins Pinnacle 2017

IIM Indore team '3 Marketeers' comprising of Rhea Nair (IPM 2013-18), Palarapu Pavan Kumar (PGP 2016-18) and Tigiripalli Hemanth Raj (PGP 2016-18) won Pinnacle 2017 on December 8, 2017. The competition kicked off on November 18 and the final results were declared in December. Pinnacle is a national level marketing case study competition wherein teams from selected premier B-schools in India compete to become the best marketing minds in the country. Top 10 teams from all over India were selected based on the strategies suggested in the preliminary round. In the national round, the teams had to prove themselves by convincing the panel of judges regarding the challenges involved in the implementation of the proposed solution. IIM Indore team was announced as the national winner after grilling the teams about their solutions. The winners were rewarded with a prize money of Rs.1,00,000/-.

IIM Indore's Team Wins HUL LIME Season 9

IIM Indore team comprising of Aishwarya Saraswat (PGP 2016-18), Divyansh Sahu (IPM 2013-18) and Nehal Bhatia (PGP 2016-18) emerged as winners for HUL LIME Season 9 in the final rounds conducted in Delhi on January 12, 2018.

The topic for the national round for this year was 'Making sustainable living commonplace'. The team was required to suggest innovative ways to drive behaviour change among the masses. The USP for the team was that their campaign 'Little Steps'- which spoke of taking only 3 little steps by devoting 10 minutes of one's day for the environment. The team suggested using middle school children to deliver this pitch to mothers who are more willing to make a difference for their children's future. They won Rs. 10 Lakh as prize money.

Summer Project Awards 2017

Entering its 8th year, IIM Indore recognizes and awards the outstanding work done by PGP and IPM participants during the Summer Internships. This year too, four best projects were selected and awarded cash prizes along with an opportunity to be a part of the grand celebration. The students had to submit a synopsis of their projects, which was then evaluated by the faculty, followed by a presentation by the student. This year, Rishi Baijal (PGP 2016-18) bagged the first prize for his summer internship at Philips Healthcare, and received a cash prize of Rs. 25,000. The second prize was won by Akhil Santhosh (PGP 2016-18) for his project to create a Go-To-Market Strategy for Rooftop Solar for commercial and industrial spaces. Akhil received a cash prize of Rs.15,000.

The third prize was received by Anam Nuhi (PGP 2016-18) and Sahil Puri (IPM 2013-18). Anam interned at Corporate Strategy and New Business Development Unit at Robert Bosch Engineering and Business Solutions Limited. Sahil interned with Nestle in the sales department. He was involved in calculating size of the prize for every brand and category that Nestle operates in for 53 towns.

Both Anam and Sahil received a cash prize of Rs. 10,000.

Other than the winners, projects by Rakesh Nerkar, Animesh Kumar, Diksha Singh, Abhyudaya Kashyap, Anushruti Sati, Swathika S, Bagadi Devi Prasad, BVS Pavan Kumar, Shruti Maheshwari, Sheryl Grover and Debadutta Pati were also appreciated.

Three Teams from IIM Indore in Top Five in BLoC Case Contest

Three teams from IIM Indore successfully bagged positions in the top five teams of Business on Line Case Competition (BLoC) held during January 5-21, 2018. The results were declared on BLoC Case Contest February 7, and a team consisting of Ritika Kohli and Samyak Ponangi (IPM 2014-19) won the First Runner-up Position while Ravjot Sachdeva and Nishant Verma (both PGP 2017-19) bagged the Second Runner-up Position. The third team with members Vazirani Sushmita Gopal and Vaibhav Kavtiyal (both PGP 2017-19) secured the Fourth Runner-up Position. The runner-ups received vouchers of Rs. 7500 from Hidesign.

Two Teams of IIM Indore win Tata Crucible—The Business Quiz

IIM Indore's two teams consisting of Divij Santhosh & Leo Francis and Vishnu S & Chetan Shenoy bagged the

First and the Second Position in Tata Crucible—The Business Quiz held on February 13, 2018. Competing with over 100 teams from across the nation, the teams qualified for the finale.

Divij and Leo, who secured the First Prize received a cash prize of Rs. 75,000 along with goodies. Vishnu and Chetan received Rs. 35,000 along with goodies for the Second Prize.

IPM Students Shine at SRCC Business Conclave 2018

A team of IPM students consisting of Aradhya Vats and Deepesh Dargar (both IPM 2015-20 batch) participated in the Anthropos Kapital—HR Consulting Event held during SRCC Business Conclave 2018 during February 3-7, 2018 and bagged the First Runner-Up position. Competing with over 370 teams from various colleges across the nation, the team went through multiple eliminations round and qualified for the final round held at Sri Ram College of Commerce.

IIM Indore Mumbai Campus Students Win Tata Crucible

The team of Prashant Singh Chauhan and Ashish Mani, both students of IIM Indore-Mumbai Campus, achieved the First Position in Tata Crucible—The Business Quiz held on February 16, 2018. Competing with over 100 teams from various colleges across the nation and qualifying three rounds of quizzing, the team got into zonals; where they then competed with winners of western region's different cities winners. Zonals were conducted on March 11, 2018, at Hotel Taj, Mumbai. Prashant and Ashish received a cash prize of Rs. 75,000 along with goodies.

Summary of Awards Won by IIM Indore IPM Students

Name	Batch	Competition/Event	Organizer of the competition/event.	Position/Accomplishment.
Divya Datta	IPM 2016-21	Throwball	SPRINT by SP Jain	Winner
Neeraj Nayak	IPM 2017-22	Athletics	SPJIMR, Mumbai	1 Gold, 2 Silver, 1 Bronze
Shoumik Bose	IPM 2015-20	Quiz Competition (Quizominac)	E Cell IIT Bombay and SSGMCE Shegaon	1st Runner Up
Hrishikesh Kayshap	IPM 2017-22	Fullhouse Quiz	TechXetra, Tezpur University	Winner
Anmol Kapur	IPM 2016-21	Sports Events	SPJIMR	1 Gold Medal, 1 Bronze Medal
Gopal Varma	IPM 2015-20	National Quiz Tournament - QUIZOMINAC '17	E-Cell IIT Bombay & SSGMCE	First Runner Up
Kuldeep Saini	IPM 2016-21	National Event - Case Files Marketing Competition	IIM Raipur	National Finalists - Top 5 teams
Monika Mandal	IPM 2016-21	Athletics-200 m and relay races in SP Jain	Sprint by SP Jain	Bronze medal in 200 m run and gold in the relay

12. Conferences, Workshops and Lectures

CERE 2017

IIM Indore hosted the 8th Conference on Excellence in Research and Education (CERE) from May 4-7, 2017. The theme of the Conference was 'Celebrating 50 years of Contingency Theory'. The four-day conference witnessed more than 90 paper presentations, three workshops and various keynote addresses. More than 150 participants including research scholars, faculty and management students had registered for the conference.

The conference began with an interactive session with Professor Richard Burton, Professor Emeritus from the Duke University, USA; who talked about management pedagogy, research practices and future in academics. Two pre-conference workshops were also conducted, the first by Professor Manoj Motiani, Faculty, IIM Indore on the topic—'Intervention in Research' and the second by Professor N.K. Sharma, IIT Kanpur, on the topic 'Experimental Design'.

The formal inauguration took place on May 05, 2017, in the presence of Professor Pulak Ghosh, Faculty, IIM Bangalore and Professor Rishiksha T. Krishnan, Director, IIM Indore.

Professor Pulak Ghosh gave an informative presentation on the topic—'How Big Data is Changing Management Research'. He discussed about various challenges faced during collecting data for research and how research questions help a scholar get into details instead of just consuming the data from the tip of the iceberg.

Another Keynote Address was by Professor Richard M. Burton, Duke University, USA. His presentation was on the topic—'Three Great Books of 1967' which discussed about the three very influential books of management namely, 'Organizations in Action: Social Science Bases of Administrative Theory' by James D. Thompson; 'Organization and Environment' by Paul R. Lawrence and J. W. Lorsch and 'A Theory of Leadership Effectiveness' by Fred Fiedler.

Next Keynote Address was by Professor Rajendra Srivastav, ISB Hyderabad. He spoke on the topic—'Challenges in Education and Research in Context of Emerging Markets'. His talk revolved around challenges like the relevance of management research in the current business context and lack of focus on emerging markets. The last workshop of the conference was on the topic—'Science and Scientific Writing' conducted by Professor Ramadhar Singh, Ahmedabad University. The workshop provided insights into the do's and don'ts of academic research writing.

The last day of the conference witnessed a Doctoral Colloquium followed by valedictory function. The guests of the function were Professor Kamal K. Jain, Dean (Academic), IIM Indore and Professor Patturaja Selvaraj, Chair, FPM, IIM Indore.

This was followed by the declaration of the Best Paper Awards where the winners received certificates and a cash prize of Rs. 30,000. The Best Papers were given under three categories as follows:

General Track—Paper by Saswat Patra and Malay Bhattacharya from IIM Bangalore on the topic—'First Passage Time Probabilities for Pearson Diffusion Process with Application to Options'.

Contingency Track—Paper by Harpreet Singh Bedi from Lovely Professional University on the topic—'A Contingency Approach to Entrepreneurial Orientation—Business Performance Relationship'.

Best Paper Award for Doctoral Colloquium—Paper by Sonal Thukral from Sriram College of Commerce on the topic—'Financing Pattern of Outward Foreign Direct Investment by Indian Multinational Enterprises'.

Conference Coordinator, Shweta Gupta then gave the vote of thanks.

IIM Indore-NASMEI Summer Marketing Conference 2017

The 2017 Summer Marketing Conference was held at IIM Indore on July 27-29, 2017. The conference was organized by the Institute in collaboration with North American Society for Marketing Education in India (NASMEI). The theme of the conference was to focus on identifying ways of enriching customer value through unique product offerings supported by strong branding. The conference witnessed more than 300 paper presentations, keynote addresses and workshops.

The inauguration took place with the lamp lighting ceremony by Mr. Stefan Haves, Cirque Director; Professor Philip Charles Zerrillo, Professor of Marketing (Practice), Lee Kong Chian School of Business, Singapore Management University and Professor Rishiksha T. Krishnan, Director, IIM Indore. This was followed by a talk on 'Importance of Customer Value in Contemporary Research' by Professor Zerrillo wherein he discussed about

what marketing is and what role it plays in the today's scenario. Mr. Stefan Haves, renowned for movies like Stalled (2000), Punch Drunk (1998) and A Thrilling Ride Through Kooza (2007) then enthralled the gathering by sharing his experiences. The second day of the conference witnessed talks from Ms. Rama Bijapurkar, Indian Management and Marketing Research Consultant; Professor Raji Srinivasan, McCombs School of Business, University of Texas, Austin; Professor Manoj Agarwal, School of Management, Binghamton University; Professor P. Venugopal, XLRI, Jamshedpur; Professor Moutusy Maity, Faculty, IIM Lucknow; Professor A.K. Jain, Faculty, IIM Ahmedabad; Professor S. Ramesh Kumar, Faculty, IIM Bangalore; Dr. Sanjeev Varshney, Faculty, XLRI Jamshedpur; Professor Rajesh Aithal, Faculty, IIM Lucknow and Professor Prafulla Agnihotri, Faculty, IIM Calcutta.

The third day witnessed technical sessions, along with various keynote addresses by Professor Prashant Mishra, IIM Calcutta; Professor Rajeev Kumra, IIM Lucknow; Mr. Atul Bengeri, Regional Manager at Dell EMC; and Professor Ramendra Singh, IIM Calcutta. The last talks were by Ms. Shweta Shrivastava, AVP Marketing, The Kraft Heinz Company and Mr. Abhishek Verma, Director (Innovation Practice), Nielsen. The conference witnessed three workshops as well.

Awards:

Best Paper Awards: Doctoral Category

Users Information Privacy Concerns and Privacy Protection Behaviours in Social Networks: Evidence from India—by Kishalay Adhikari and Rajeev Kumar Panda (Rs. 25,000/-)

Overall Winners

Does Counterfeiting Overrule the Marketplace? — Consumption Practices and Social Consequences: Exclusion and Inclusion—by Ajitha Soundararaj and Vj Sivakumar (Rs. 25,000/-) Retail Therapy Shoppers Segments: Exploring the Differences in Personality, Shopping Orientation and Impulse Buying Tendency—by Jasveen Kaur and Chandandeep Kaur (Rs. 15,000/-)

Technology Readiness Towards Banking Self Service Technologies in India—by Aditi Naidu and Romi Sainy (Rs. 10,000/-)

Teaching With Cases Awards:

Varsha Jain and Brijesh S received an award of Rs. 7,000/- each. The Best Proposal Award was won by Ranjitha G.P. from IIM Kozhikode, who received a prize of Rs. 15,000/-. Two awards under the category Research Perspective were also declared. These were won by C. Senthil Nathan from SRM University and Rohit Vishal Kumar from IMI Bhubaneswar. Both won the award of Rs. 5,000/-.

The valedictory session had Professor Sharad Sarin, XLRI Jamshedpur, Professor Ashutosh Dixit, Cleveland State University, USA as the guests. They noted how the conference would help the participants enhance their knowledge in the field of marketing. They appreciated the efforts put by the Institute in organizing such a huge event.

INDAM 2017

The 5th Biennial Indian Academy of Management Conference 2017 was held at IIM Indore on December 18-20, 2017. The conference witnessed presence of a large number of experts and keynote speakers from the nation and abroad and focused on Indian insights to understand and manage the complex interplay among the individuals, institutions and innovations. The conference had around 186 paper presentations by delegates from IIMs, IITs, NITIE, XLRI and other B-schools.

Followed by a pre-conference workshop on December 17, the inaugural ceremony took place on December 18; in the presence of Professor Pradip Khandwalla, Professor Vasanthi Srinivasan, Faculty, IIM Bangalore and Professor Rishikesh T. Krishnan, Director, IIM Indore.

While talking about global aspects of research, Professor Khandwalla said that we are global, but we are also Indians; and we need to focus on India and its problems while doing research.

The conference witnessed many workshops conducted by experts and faculty from the nation and abroad.

Various Round Table Discussions on the themes like Diversity and Inclusivity; Innovation and Organization; Leadership, Values and Ethics: Indian Insights; also took place. Apart from various technical sessions during the

conference, a book launch ceremony was also conducted, during which a book by Professor Pradip Khandwalla named 'Fast Forward Towards Civilizational Greatness: Agenda for India' was released.

Award Ceremonies also took place on the last day. The winners are as follows:

INDAM Award Ceremony:

A) INDAM Lifetime Achievement Award

Received by Mr. Farok Contractor (Distinguished Professor in the Management and Global Business Department at Rutgers Business School, USA) and Mr. D M Pestonjee (School of Petroleum Management, Pandit Deendayal Petroleum University, Gandhinagar, GSPL Chair Professor since July 2009).

B) INDAM Fellow Awards

Received by Professor S Ramnarayan, Clinical Professor of Business at the Indian School of Business (ISB), Hyderabad, India and Professor Sumit Kundu, James K. Batten Eminent Scholar Chair in International Business [2012-Present], at the Florida International University.

C) Emerald/INDAM Indian Management Research Fund Award

The winning project was titled 'Bridging institutional voids through institutional work: Case of institutional intermediaries in India' By Debabrata Chatterjee, Professor Indian Institute of Management Kozhikode and Sreevas Sahasranamam, Chancellor's Fellow, Strathclyde Business School

Highly Commended Projects

1. Motives and Impact of Volunteerism: a study of Vidhyadaan Programme in India By Devyani Mourya, Research Scholar (OB & HRM), IIM Indore and Professor Sushant Kumar Mishra, Professor (OB & HRM), IIM Indore.
2. Modelling the decision-making behaviour of farmers in the context of contract farming in India By Nilanjan Dutta, Ph.D. Scholar, Department of Management Studies, Indian Institute of Technology Madras and Arshinder Kaur, Associate Professor, Department of Management Studies, Indian Institute of Technology Madras

INDAM 2017 Awards Joint Winners

1. Organizational Innovation: An Analytical Study of Transformational Leadership, Creative Self-Efficacy and Physical Work Environment in Indian Automobile Industry – Authors: Akriti Chaubey and Chandan Kumar Sahoo
2. Socio-structural Embeddedness in Board Interlocks: Examining Firm Performance of Ordinary and Indian Business-Group firms – Authors: Jaideep Ghosh and Amitava Dutta

Joint Runners

1. Linking Interactional Injustice to EVLN Outcomes: Effects of Psychological Contract Violation and Conscientiousness (A moderated mediation model – Authors: Arpana Rai & Upasana A Agarwal
2. The Impact of Trust on Online Shopping Attitude Among Women Shoppers in India—Authors: Nupur Arora & Aanchal Aggarwal

Each of the two winners got a prize of Rs. 30,000/- and the two highly recommended awards received a prize of Rs. 20,000/-.

The valedictory function took place on December 20, 2017. All the guests and delegates congratulated the team for organizing the conference in a smooth and successful manner.

IRIS 2017

The annual cultural and management fest of IIM Indore—IRIS 2017 was inaugurated on November 10-12, 2017 in the presence of Mr. Kishor Kharat, MD & CEO, Indian Bank.

He spoke about demonetisation, cryptocurrency and the importance of understanding ground realities before formulating solutions. The inaugural ceremony concluded with the vote of thanks by Col. Gururaj Gopinath Pamidi (Retd) CAO, IIM Indore.

The fest witnessed various flagship events including Ashwamedha, Lasya, Gordian Knot, Finance League,

Drona, Advaita, Neetishastra, Beat the Market among various other events. The first day concluded with a Pro-Night featuring Nikhil Chinappa who enthralled the audience with his amazing performance.

The highlight of the second day was a speaker series which had Ms. Madhavi Prathi, National Paralympics Swimming Champion, President of the Wheelchair Basketball Federation of India, General Secretary of the Paralympics Swimming Association of Tamil Nadu and founder of Yes We Too Can movement. The second talk was by Mr. Srijan Pal Singh, who is a social entrepreneur and founder of Kalam center. He shared his views about his upcoming novel 'The History of Tomorrow' — stressing on how technology is changing the world around us. The third talk was by Ms. Milee Aishwarya, Editorial Director, Penguin Random House. The second day concluded with a rocking performance by the band—Nalayak, from Chandigarh. The third day of the fest concluded with the final rounds of all the events and declaration of the winners. The fest came to a closure with a soothing and melodious concert by KK, which saw a huge crowd turn up listening to his amazing songs.

Utsaha Leadership and Marketing Workshop

IIM Indore's marketing research event Utsaha held a Marketing and Leadership Workshop on October 28, 2017. The workshop consisted of enriching deep-dive sessions by various experts on the theme 'Leadership in Current Indian Scenario & Marketing in Terms of Understanding Consumers Better & Identifying New Business Opportunities'. The event began with the official lamp lighting ceremony by the guests, followed by an introduction about Utsaha by the coordinator, Sahil Puri.

Dr. Anuj Paul, John Deere India, discussed about the agriculture sector in India in which mechanisation is only starting to bloom. Mr. Prasanna Tiwari from Kirloskar Brothers introduced the participants to the rural demography. He also spoke about the concepts of marketing and rural marketing. Mr. S. Adikesavan is in charge of the Agri-Business Vertical of SBI at the all India level. He emphasized the importance of building different aspects of the student's personality.

The fourth speaker for the day was Mr. Amit Kasliwal, who heads the Indian leg of Corporate Sales for Ford Motor Company. He spoke on the topic—'Leadership in today's business scenario'. Mr. Subhendu Pattnaik, the fifth speaker for the day, is amongst the 100 Most Influential Global Marketing Leaders and one of the top 50 Brand Leaders of Asia, 2017. He shared his insights from his work in the fields of digital & social marketing, branding using content and account-based marketing amongst others.

The last speaker for the day was Mr. Saroj Mohanta, Marketing Professional. He talked about the triple-bottom-line and its impacts on sustainable business solutions in Emerging Markets.

The workshop concluded with a vote of thanks by Professor Rishikesha T. Krishnan, Director, IIM Indore.

iExpo 2018

IIM Indore witnessed the presence of a large number of young entrepreneurs presenting their mind-blowing ideas to the investors on January 28, 2018, during iExpo 2018—Central India's largest Start-up Expo. Organized by the Entrepreneurship Cell (E-Cell) of the Institute, the event witnessed an incredible response from investors and mentors, including Dr. Anu Gupta, Mr. Gagan Gupta, Mr. Vinod Keni, Mr. Ritesh Kumat, Mr. Anurag Maheshwari, Mr. Amit Kamnani and Mr. Jay Jain.

The inauguration of the event took place with the lamp lighting ceremony by Mr. Tarun Matta (Cofounder, IIMJobs) and Professor Rishikesha T. Krishnan, Director, IIM Indore. This was followed by presentations from 19 start-ups participating in the event. The next session was dedicated to Stall Presentations by the start-ups which helped them share their company ideas, objectives and future plans with the investors. The investors appreciated the innovative and novel ideas put forward by the young minds.

The event came to an end with the closing ceremony. Professor D.L. Sunder, Faculty, IIM Indore and Chair, E-Cell spoke about the support the Institute offers to entrepreneurial aspirants including mentorship while on campus; and virtual incubation even after they graduate. The winning start-up was 'Lootel', founded by Mr. Yashwant Suthar and the runner-up was 'Clean Water', founded by Mr. Priyanshu Kumath. The prize money was a total of Rs. 50,000/-.

Mr. Sanjeev Sinha Visits IIM Indore

IIM Indore in collaboration with TiE Madhya Pradesh had invited Mr. Sanjeev Sinha for an interactive session on the topic—'Low-Cost Funding From Japan—The Opportunities and the Challenges'. The event held on December 13, 2017; also had TiE Madhya Pradesh members along with various delegates.

The event began with a lamp lighting ceremony, followed by a welcome address by Professor Rishiksha T. Krishnan, Director, IIM Indore. This was then followed by an address by Dr. Sandeep Kadwe, President, TiE.

Mr. Sanjeev Sinha began his talk sharing his last 20 years in Japan and how the country has changed in so many years. Mr. Sinha while discussing about India-Japan partnership mentioned that India has growth and human resource available globally, and Japan has technology and capital which India is looking for. Also, Japanese policymakers are keen to provide funding in India as the scenario is changing; and Japanese companies are aggressively pushing more of their companies in India via funding.

The event concluded with a Q&A session where Mr. Sinha talked about various topics ranging from bullet trains, funding, businesses in Japan and entrepreneurship in India.

Talk Series on Leadership Held at IIM Indore

The Industry Interface Office (IIO) of IIM Indore conducted a Talk Series on the topic—'Leadership in a Dynamic Environment' on December 29, 2017. The talk witnessed the presence of five industry experts; namely, Professor Ranjeet Nambudiri, Faculty, IIM Indore; Capt. Vinod Nair, an ex-army commando and a leading corporate trainer on leadership; Mr. Aditya Bhat, Head, Jio Studios; Capt. Gajanan Karanjikar, Head, Coastal Shipping, Integrated Logistics Solutions; and Professor Dibyadyuti Roy, Faculty, IIM Indore. The series revolved around topics like—Leading an organization under ever-shifting goalposts of regulatory frameworks, Leading a marketing organization under changing consumer needs and Creating a dynamic/responsive organization through effective leadership.

Professor Ranjeet Nambudiri spoke about the current state of conceptualization of leadership and early theories of leadership, right from 1800s-till date. He also discussed how these theories were appreciated or criticized for various reasons with examples. The second talk was by Capt. Gajanan Karanjikar, who mentioned that he learnt all the leadership skills on the ground, without any second thoughts of thinking whether a particular action is right or not, as he was just following his leaders, i.e. learning from someone else's mistakes. The third talk of the series was by Capt. Vinod Nair. He shared an incident from 1990 at LOC and mentioned how being labelled for doing something or being offered to do something, again and again, can be a hurdle in our development. Mr. Aditya Bhat talked about opportunity and situational leadership. He also discussed about his work experience while in Jio—how he planned the Jio Dan Dana Dan Campaign and Swachh Bharat Campaign.

This was followed by a panel discussion. The panellists included all the guests, with Professor Dibyadyuti Roy as the moderator. The panellists while discussing various aspects of leadership, agreed that empathy is quite relevant for an effective leadership. The panel also discussed about how the funding patterns across the companies have changed with time.

Professor Rishiksha T. Krishnan, Director, IIM Indore mentioned about various roles innovation plays in leadership.

The talk series attended by various industrialists from Indore, Pithampur and Rau region along with students from the Institute was appreciated by the delegates.

IARC Guest Lecture

On February 03, 2018, Industry and Alumni Relations Committee organized a Guest lecture by Mr. Manoj K Prasad, the Global HR Lead- Organization change management, Talent transformation & Learning, - Responsible for managing end to end Talent Transformation, People Change, Learning solution- Business and Digital Transformation (Outsourcing, Shared services and M & A), Reliance Industries Limited. He conducted a guest lecture on the topic: 'Gig Economy: Transforming the workforce' as a part of the Listen Learn and Lead initiative where he shared the challenges and the changes the upcoming workforce would have to adapt to and the way forward for the recruitment professionals.

13. Learning Centre

The IIM Indore learning centre (IIMI LC) is a creative and strategic partner in teaching, learning and research activities which in turn contributes to the achievement of the institute's mission to be a contextually-relevant business school with world-class academic standards that develops socially-conscious managers, leaders and entrepreneurs. The learning centre has undergone a sea of transformation, not only with increasing number of reading materials but also providing online access to all premier journals as well as full-text and bibliographic databases and research tools available in the field of business management and allied subjects.

IIMI LC holds knowledge resources predominantly related to management and allied subjects. The entire LC collection is accessible through the Institute's network and remote access. The LC building has a sprawling space of about 27000 sq. ft., with central air-conditioning and designated areas for different sections of the IIMI LC providing the right ambience for reading and reflection.

The broad objectives of IIMI LC are:

- To build a state-of-the-art knowledge resources centre for management and allied subjects;
- To acquire need-based resources to meet the information requirements of the academic community of the Institute; and,
- To provide proactive and innovative reference services to the user community.

Due to the growing needs and preference of members, LC focuses more on the subscription to online resources than printed documents. E-resources of the IIMI LC increased considerably in terms of total number and subject coverage. With regard to the addition of resources, 790 books, 35 CD-ROM and total 26 electronic databases (Bankscope and 25 accesses through WRDS platform) were added to IIMI LC's collection in 2017-18. The learning centre is open 24x7 and over 12099 transactions (issue/return of documents) were reported in the FY 2017-18 consisting of books, CDRoms, etc. A total of 51734 students/faculty and other users visited the LC and 1242651 hits were recorded in remote access facility during 2017-18. For the benefit of the IIMI community and create awareness of resources, regularly information literacy sessions are conducted by IIMI LC.

LC conducted eight databases training sessions at Indore and Mumbai campus. Students from different programs and various faculty members attended these sessions and it helped them to improve their knowledge about using electronic databases.

One year library training is offered to 3 fresh library professionals under the Apprenticeship Act 1961.



14. Activity and Events

IIM Indore Signs MoU with Central University of Finance and Economics, Beijing, China

A very senior level delegation of one of the top universities in China, Central University of Finance and Economics, Beijing (CUFE) visited IIM Indore on April 25, 2017. The delegation was led by Professor Wang Guangqian, President of the University and other senior functionaries of the University. This visit was a result of IIM Indore's efforts to explore possibilities of having academic collaboration with business schools in China. Two years back a two-member delegation led by Professor Rishiksha T. Krishnan, Director, IIM Indore visited China to meet the officials of some leading Chinese business schools. IIM Indore also has for the last two years been promoting research on comparing India and China in the domains of economy and management. It regularly organizes talks by distinguished speakers comprising of former diplomats and eminent sinologists. This is the first time that IIM Indore has officially tied up with a Mainland-based University for academic collaboration. Both the sides have agreed to student exchange; faculty exchange; summer school; encouraging the faculties to cooperate in person in their interested research fields, and establish academic research cooperation between the two universities. Both the Institutes would also cooperate in conducting academic conferences.

Industry Meet 2017

The Annual Interactive Event for the industrialists from the region and adjacent areas—Industry Meet 2017 was held at IIM Indore on June 24, 2017. The event witnessed over 250 industry leaders and specialists from numerous sectors, sharing their experience and knowledge with a huge gathering comprising of budding entrepreneurs, scholars, young managers and the students and faculty of IIM Indore. Mr. Ashwani Lohani, Chairman and Managing Director, Air India Ltd. was the Chief Guest for the event.

The event began with the formal lamp lighting ceremony by the Chief Guest, along with Mr. Satish Nadiger, MD & CEO, John Deere; Professor Rishiksha T. Krishnan, Director, IIM Indore and Professor NMK Bhatta, Chairperson, Industry Interface Committee and Faculty, IIM Indore.

Professor Rishiksha T. Krishnan then shared his views on IIM Indore and its Industry Connect. This was followed by the talk by Mr. Ashwani Lohani on the topic—'Managerial Excellence in a Challenging Environment'. Sharing the importance of human values Mr. Lohani said, 'Before you jump to a conclusion and take a move ahead for your career, ask yourself, what is the purpose of your life? Do you just wish to be successful and famous and earn money; or you really want to develop as a human being?' He advised the students to understand that life is beyond great lifestyle and enjoyment—and we need to identify the true-self and take our aims forward slowly and steadily, getting over the setbacks and remaining strong.

His talk was followed by a Q&A session.

Professor Bhatta then presented a report on Industry Interface Programme 2016-17, which was followed by felicitation of the Industry Partners for the programme.

This was followed by a presentation on 'Make in India' by Professor Ganesh Nidugala, Faculty, IIM Indore. The presentation laid the foundation for the Panel Discussion on the topic—'Enabling Make in India: Next Steps'. Moderated by Professor Rishiksha T. Krishnan, the panel discussion had Mr. Satish Nadiger, MD & CEO, John Deere; Mr. N Mohan, CEO, Aerosoles Europe (subsidiary of TATA International); Mr. Anshul Mittal, Chairman, CII, MP Region; Mr. Aditya Shrivastava, Sr. VP, Volvo Eicher, Indore; and Professor Ganesh Nidugala, Faculty, IIM Indore as the panelists.

The discussion revolved around how Make in India is affecting the employment, economic growth and skill development in the country.

Mr. Somil Bajpai, Industry Interface Officer, IIM Indore delivered the vote of thanks.

Colloquium 2017

The Industry Interaction Cell (IIC) of IIM Indore organized Colloquium: the Annual Business Conclave at the Institute with an objective to provide a forum for participants to interact with experts from various industries. The theme of this year was 'The Strategy Spectrum'. The conclave witnessed the presence of eminent speakers from nuanced spheres of the corporate world, who gave industry insight to the students. The event was attended by more than 500 participants with a lot of enthusiasm and zeal to learn from the speakers.

The inaugural took place in the presence of Professor Rishiksha T. Krishnan, Director, IIM Indore, who in his address talked about the challenges being faced by the industry by quoting many recent examples. In the first half of Day 1 of the colloquium, the students got to interact with eminent personalities like Mr. Shirish Joshi, with over 28 years of experience in firms like Procter and Gamble, Godrej, and PepsiCo in a variety of positions; Mr. Hitesh Malhotra, Chief Marketing Officer at Nykaa; Mr. Kirti Sharma, who has more than 22 years of experience in strategizing and implementing Sustainable Business Models (SBM); and Mr. Amit Gupta, Senior Manager at Deloitte. The speakers delivered enlightening talks on various topics of their expertise and inspired the audience with their life experiences and success stories.

The second day began with a talk by Mr. Badri Raghavan, currently the SVP & Chief Data Scientist at Ola, who discussed how data insights could be used in various aspects business, particularly focusing on how Ola used data analytics. The other speakers for the day included Mr. Achint Setia, Head-Strategy, Business Development & Data Science at VIACOM 18; Mr. Nitin Seth, EX-COO, Flipkart; Mr. Rajib Sen, a Banking Professional; Mr. Manish Jain, Partner-Banking & Financial Services, IBM. The experts gave insights about various current topics related to the Indian and global industry. The two days of Colloquium 2017 were filled with lots of key takeaways for the students and witnessed enthusiastic participation.

Atharv'17

The largest cultural, management and literary fest of central India—Atharv 2017 was held at IIM Indore on September 8-10, 2017. The three-day fest, Atharv – An Animate Affair witnessed a footfall of more than 30,000 participants including dignitaries and students from various colleges across the nation. The fest, like every year, had different cultural, management and literary events, thereby providing a platform to the participants to rock the stage and explore their talents.

The inauguration of the event took place in the presence of a huge gathering, with Col. (Retd.) Gururaj Gopinath Pamidi, CAO, IIM Indore as the Chief Guest.

The inauguration was followed by many cultural events, the highlight of the day being the fashion walk in collaboration with i-Help, an IPM student community that aims to educate, encourage, inspire and lead the underprivileged children of Madhya Pradesh to pursue higher education. The students from government schools associated with i-Help, dressed as superheroes, walked the ramp along with the students of IIM Indore who made up the 'Home Team' to huge applause from the crowd.

The fest also had a Business Workshop by Mr. Baldev Singh Rawat, an entrepreneurship incubator and an entrepreneur about 'Putting your business on Autopilot.' Another workshop was The Anonymous Writer Workshop. Mr. Abhijit Chakvarty, the brain behind the brand, was joined by his team for this event. Next in line was the StartUp India Workshop which focused on the benefits of StartUp India scheme by the Government. Further, the Bitcoin Workshop was conducted which was regarding the crypto currencies and the future trends in the fin-tech market. Lastly, a wall painting workshop was held as well. Students were guided and taught about this skill and a wall in the campus was painted by the participants.

As a part of the Pro Shows that are conducted every year, this time Atharv played host to Mr. Rahul Subramanian. Mr. Rahul Subramanian has been a name that is constantly on the rise in Indian stand-up scenario.

Apart from the informal events, the fest was also a host to Vignette, the filmmaking event. Additionally, there was also a stunt show by TVS which focused on this year's theme of animation.

The EDM night saw opening acts by Paranox and Bass Pundits followed by the main acts of Zaeden and Teri Meko, both of which became highly popular among the attendees.

i-5 Summit 2017

i-5 Summit, Central India's largest entrepreneurship summit organised by IIM Indore and IIT Indore was held on August 19-20, 2017. The Summit began with a keynote address by Mr. Venkatesh Shukla, ex-chairman of The Indus Entrepreneurs (TiE), and currently General Partner at Monta Vista Capital and President of Foundation for Excellence. He talked about entrepreneurship as the way forward in India and discussed the opportunities available to entrepreneurs—such as government support and availability of capital, and stressed on finding the one thing that the company is best at, which people will pay for.

Social Entrepreneur, the flagship event witnessed social start-ups attempting to bring about a positive change in the society presenting their pitches to Mr. Anand Govindalluri, Founder of Govind Capital, and Professor Subin



Sudhir, Faculty, IIM Indore.

A workshop on Effectiveness in Creativity held by Mr. S Subramanyeswar, Chief Strategy Officer and Mr. Vikas Mehta, CMO, Mullenlowe Lintas Group helped the audience answer a question: How to build brands that engage many and reap long-term dividends of having a powerful central idea for the brand.

The speaker series featured Mr. Rajiv Srivatsa, Founder, Urban Ladder; Mr. Varun Raina, Marketing Head, Airbnb; Mr. Dheeraj Sinha, Chief Strategy Officer, Leo Burnett; Mr. Manish Advani, Head of Marketing & PR at Mahindra SSG; Mr. Arun Thukral, MD and CEO of Axis Securities Ltd. And Mr. Anubhav Modi, the Head of Strategy of Bira91—speaking on various topics.

The summit also witnessed panel discussions with Mr. Gautam Raj Anand, Founder and CEO, HubHopper, Mr. Tushar Chhabra, Founder, CRON Systems, Mr. Sandesh C, COO, Chai Point and Mr. Vaibhav Agarwal, Founder and CEO Inc42 who addressed the question 'What does the next decade hold for Indian startups?' The second-panel discussion had Mr. Sunil Goyal, MD, YourNest; Mr. Abhijeet Kumar, Co-founder, ah! Ventures; Mr. Anurag Sharma, Co-founder, Mumbai Incubator; Mr. Siddharth Lulla, Investor and Mr. Anirudh Damani, Partner, Artha Ventures—who spoke on Expectations and Challenges for Early Stage Investors.

The second day of the i5 Summit opened to a packed audience listening keenly to Mr. Sharad Sharma, co-founder and governing council member of iSPIRT.

The flagship event of the i5 Summit, Get Funded saw around 15 startups pitching for funds. Some great ideas were presented which was followed by an engaging Q&A session with the investors.

Startup Expo hosted over 30 startups from all across India, with highly innovative solutions to critical problems or value propositions to cater to changing aspirations.

The Closing Keynote was delivered by Mr. Aaron Friedland, Founder and Executive Director of The Walking School Bus, an organisation working towards empowering children with access to education, nutrition, and curriculum across the world using highly innovative concepts such as solar-powered classrooms and reading applications. The Summit concluded on a high note with all the participants having a new vision towards their startups.

Ignatia-Inter IIM Sports Fest

The second edition of the annual inter-IIM sports festival—Ignatia, was held this year at IIM Indore from July 21-23, 2017. The fest witnessed enthusiastic participation from around 400 participants from various IIMs including IIM Indore, IIM Calcutta, IIM Lucknow, IIM Ranchi, IIM Raipur and IIM Shillong. The participants took part in 15+ events including various indoor and outdoor sports like cricket, football, badminton, table tennis, squash, lawn tennis, volleyball, chess, basketball, etc. After 3 days of intense competition and great displays of sportsmanship, Ignatia 2017 was won by IIM Indore, with a total of 83 points, followed by IIM Calcutta at 77 and IIM Lucknow at 41 points. In terms of individual sports, IIM Calcutta won the largest number of gold medals, emerging as the champion in 5 events, followed closely by IIM Indore with 4 gold medals.

Ignatia concluded with a prize distribution and felicitation ceremony organised on July 27, 2017.

CSR Conclave with Industry Leaders Held at IIM Indore

The Executive Post Graduate Programme in Management (EPGP) Batch 2017-18 conducted the Corporate Social Responsibility (CSR) Conclave at IIM Indore on July 15, 2017. The objective of the conclave was to assimilate and analyze social responsibility initiatives carried out by the private and public sector and debate the effects on Indian society. The conclave witnessed five keynote addresses by various experts from diverse sectors and an interactive panel discussion.

The conclave began with the lamp lighting ceremony by all the guests present, along with Professor Ashish Sadh, Faculty, IIM Indore and Chair, EPGP. Professor Kamal K. Jain, Dean (Academic) then gave the welcome address and appreciated the efforts of the EPGP participants in organizing the event.

The keynote speakers included Ms. Sonia Shrivastava, Head, Vodafone Foundation; Ms. Prerana Langa, CEO, Yes Foundation; Mr. G. Sridhar, AGM, CSR, NTPC; Ms. Kruti Bharucha, Country Director, ARK India; and Professor Kajari Mukherjee, Faculty, IIM Indore. The speakers enlightened the audience with their knowledge in their respective fields.

The most interactive session of the conclave was a panel discussion with Professor Kajari Mukherjee as the moderator and Ms. Dimple Gujral, CFO, Teach for India; Ms. Sonia Shrivastava, Ms. Prerana Langa, Mr. G.

Sridhar and Ms. Kruti Bharucha as the panellists. The topic of the panel discussion was 'Mandatory Corporate Social Responsibility in India'.

The conclave concluded with the vote of thanks.

TEDx Held at IIM Indore Mumbai Campus

The first edition of TEDx IIM Indore Mumbai Campus kicked off on August 6, 2017, with an encompassing theme of 'The Avalanche Effect'—ideas that start out small and snowball into entities of huge significance that they cannot be ignored anymore. In line with the TED motto of ideas worth spreading, the one-day event saw six prominent members in their fields speak about a diverse range of topics like mental illness, brand/ product marketing, venture capitalism, artificial intelligence, citizen journalism and over the top content in media.

The speakers included Ms. Anna Chandy, Chairperson of The Live Love Laugh Foundation; Mr. Ambi Parameswaran, Founder of brandbuilding.com and Ex-CEO of FCB Ulka; Mr. Ajeet Khurana, Steering Committee Member of NASSCOM Start-up Warehouse; Mr. Leslie D'Monte, National Technology Editor, MINT; Mr. Nandagopal Rajan, Editor New Media, The Indian Express; and Mr. Abhishek Joshi, Vice President and Head of Marketing, Analytics & Content Syndication – Digital Business, Sony Pictures Network India.

Professor Rishiksha T. Krishnan, Director, IIM Indore, Professor Meenakshi Aggarwal Gupta, Chair, PGP Mumbai and Mr. Ganapathy Lakshman Sharma, IIM Indore were also present on the occasion.

The event was attended by all the students of PGP Mumbai along with other students from various colleges across the region.

CEOs of Top Industries Interact with IIM Indore Students

IIM Indore witnessed the graceful presence of a few CEOs of top industries on August 3, 2017. The CEOs namely, Mr. Ninad Karpe, Chairman, CII-Western Region and Director –Aptech Ltd.; Mr. Bhagwat Nagori, Director, Oswal Computers and Consultants Pvt Ltd and Mr. Parag Satpute, MD, Sandvik Asia Pvt. Ltd; interacted with the Student Activity Council (SAC) members and faculty members. They discussed on the topic—'CEO's Expectation From Fresh Management Graduates'.

Professor NMK Bhatta, Faculty, IIM Indore welcomed the guests. Professor Rajendra Nargundkar, Dean (Faculty) then familiarised the guests with the various programmes and the initiatives taken by the Institute to improve the curriculum and make it more contextually relevant.

Discussing about what qualities the industries seek from the freshers while recruiting, the experts noted that soft-skills in a person get the highest weightage. The experts also discussed about various requirements which need to be fulfilled while working in a company and mentioned that teamwork and collaboration are deeply rooted in the organization.

The session concluded with a Q&A.

IIM Indore Celebrates Birth Centenary of Pandit Deendayal Upadhyay

Paying tribute to the contributions made by Pandit Deendayal Upadhyay to the nation, IIM Indore celebrated his Birth Centenary by organizing various activities like movie screening, quiz competition, essay writing, guest talk, etc.. These aimed at creating awareness among the IIM Indore community about Pandit Deendayal Upadhyay's work and life. A Guest Talk on 'Life and Teachings of Pt. Deendayal Upadhyay' was held on July 12, 2017, delivered by Dr. Divya Gupta, Chairperson, Jwala—Om Nagpal Sodh Sansthan and Happydaddymom initiative. Another major event held during the celebrations was a Blood Donation Drive conducted on July 21, 2017, conducted by the participants of Pragat-I—The Social Sensitivity Cell of the Institute in collaboration with MY Hospital, Indore.

The quiz competition held on July 31, 2017 saw an enthusiastic participation and was won by Mr. Rituraj Amrawat (First) and Mr. Shyam Rao(second).

Another literary event included essay writing competition, won by Ms. Ananya Mishra (First), Media Coordinator, IIM Indore; Mr. Anurag Jain (Second), Academic Associate; and Mr. Abhishek Verma (Third), Academic Associate.

The Institute then organised a free medical check-up camp on September 25, 2017 in collaboration with Bombay Hospital, Indore. The all-day camp provided free of cost over all health check-up by the doctors and special consultation by cardiologist, dentist, ENT and eye specialists. Free ECG and blood sugar check-up were also provided at the Institute's Medical Centre. The camp was open for all the members of IIM Indore community



including students, faculty, staff, the staff of contractors, and family members of the staff.

Hindi Fortnight Held at IIM Indore

IIM Indore celebrated Hindi Fortnight at the Institute from September 1-14, 2017. The two-week event aimed at encouraging the IIM Indore community to use the Hindi language as much as possible and to feel at ease while using the mother tongue even in official work. The Official Language Committee for this purpose held various competitions during the two weeks which included Antakshari, Extempore and Noting & Drafting. The competitions witnessed huge participation from the students, staff and family members of the staff as well.

The inauguration of the Hindi Diwas took place in the presence of Shri Ajay Kumar Chauhan, Chief Income Tax Commissioner & Chairman, Official Language Implementation Committee, Indore. Professor Rishikesh T. Krishnan, Director, IIM Indore and Col. Gururaj Gopinath Pamidi (Retd.), CAO, IIM Indore were also present.

Shri Chauhan in his address appreciated the efforts put in by the Official Language Committee at the Institute and noted that the competitions organized help the students, staff and the entire community to enhance their skills in Hindi.

The event witnessed the prize distribution ceremony on Hindi Diwas. The releasing of the Hindi Magazine of IIM Indore—Gyaan Shikhar (Second Edition) also took place.

Mr. Rajesh Shrivastava of Hindi Department gave the vote of thanks.

Utsaha 2017

IIM Indore's rural marketing fest, Utsaha, conducted its first-ever urban edition on September 28-29, 2017. The event was held at the Pankhida Navratri celebrations, which is based near Basketball Complex, Indore. The venue witnessed a footfall of 15,000 per day, and Utsaha was able to tap into this rich source of data. Nestlé and Policybazaar choose to be the first research partners of Urban Utsaha, and this bold decision benefitted the companies, as they received key insights and grassroots level data. Despite the fact that team Utsaha was dealing with urban crowds for the first time, the performance was commendable. The rural marketing fest was held at Janapav Kutti on November 3-4, 2017. The students partnered with companies like Airtel, LIC, Policy Bazaar and John Deere this year. A footfall of 50,000 villagers was witnessed on both the days, with the entire village turning up to see what the young minds had in store for them. Utsaha was inaugurated by the village Sarpanch, Mrs. Kavita Patidar and her husband, Mr. Sushil Patidar. The student team succeeded in gaining useful insights about consumer behaviour. The event was an overwhelming success and concluded on a successful note.

UDAAN 2017

Runners from all walks of life came together on October 2, 2017, to participate in Udaan, a marathon organized by the students of Indian Institute of Management Indore. The marathon, which completed a decade this year, aimed to highlight an important social issue and increase awareness about it amongst the public. This year's theme was 'Run for Road Safety' and saw around 3000 people participating.

The marathon was flagged off by Mr. Vishal Singhal, the Udaan Race Director, and representatives from IOCL. Participants had the choice to run on 3 different routes: the 3 km Dream Run conducted in IIM Indore, the 11 km Endurance Run and the 21 km Half Marathon. The last two runs started at Dussehra Maidan Park and finished at IIM Indore. Runners were also divided into categories like Corporate, General, Military and Veteran. The prize distribution ceremony of the event was graced by Professor Kamal K Jain, Dean (Academic), IIM Indore.

IIM Indore goes Cashless!

IIM Indore achieved another milestone by becoming a 'Cashless-Campus' on November 6, 2017 with the inauguration of the renovated state-of-the-art Mess 2. The inauguration of the student-run venture Mess 2, took place in the presence of Professor Rishikesh T. Krishnan, Director, IIM Indore; Col. Gururaj Gopinath Pamidi (Retd.), CAO, IIM Indore and Professor Manoj Motiani, Faculty, IIM Indore. The renovated mess is managed by the Infrastructure Committee run by the Students Activity Council.

The kiosks inaugural took place with the usage of Onus Cards, marking the beginning of a new mode of cashless transactions at the campus. The student ID card, acting as e-wallet can be swiped at the outlet and payments can be made—going cashless!

The new cashless mode provides a safe and convenient payment solution to the students with no need to carry cash all the time. In addition, it also removes the problem of shortage of change.

Marketing Conclave

Marketricks Group of IIM Indore Mumbai Campus organized its first marketing conclave on October 29, 2017. The theme for the conclave was 'Marketing to the Indian Consumer in 2020'. It hosted some of the highly esteemed speakers across various domains of the industry which included Ms. Lata Subramanian (Brand Consultant, CMO, Sterling Holiday Resorts), Ms. Charulata Ravi Kumar (Columnist, CEO India, SapientRazorfish) and Mr. Devang Raiyani (Head of Strategy, Indigo Consulting).

Influx 2017

Influx, the annual management cum cultural festival of IIM Indore Mumbai Campus was conducted on November 4-5, 2017. Apart from the management events, the key highlights of the event were the HR conclave and a cultural night.

Influx saw participation from more than 1000 participants across the country. The events were sponsored by 9 event partners.

Quizar, QuizNGo, The Transfer Window, Valuemeter, Ad-Ucation, Ideathon, Kryptomize, True Maven, Vault Guide and Street Sangram are the management events/competitions that were conducted by all the clubs of the campus.

The HR Conclave at IIM Indore Mumbai Campus aimed to bring in a wide range of industry leaders and insights to have a stimulating discussion. Based on this year's theme 'The New Digital World of Work', the discussion covered 2 aspects of the most pressing needs in the industry today: up-skilling for digital relevance and how social media is revolutionizing hiring of talent.

For the cultural night, famous stand-up comedian Mr. Rahul Subramanian was invited to perform at the event. The event recorded an audience of over 300 people, which saw various performances for the competitions like step-by-step (dance), Heart-Beat(singing) and Photograp her (photography). In the end, people danced the night out on the beats of DJ.

69th Republic Day

IIM Indore community celebrated the 69th Republic Day with great patriotic fervour and enthusiasm on January 26, 2018. The function began with the National Anthem followed by the flag hoisting ceremony by Professor Rishiksha T. Krishnan, Director, IIM Indore. Col. Gururaj Gopinath Pamidi (Retd.), CAO, IIM Indore was also present on the occasion. The Central Lawn echoed with patriotic zeal when all the students, faculty, staff and their family members sang the National Anthem.

Professor Krishnan then delivered the Republic Day Address. Discussing about the IIM Bill, Professor Krishnan said, 'This year, Republic Day has a special meaning for us in the IIMs. The Indian Institutes of Management Act which was signed by the President of India on December 31, 2017, comes into effect on January 31, 2018. We are now explicitly recognised as Institutions of National Importance with a separate charter and legal status granted by India's parliament.'

He encouraged the gathering of students, staff and faculty members to justify the faith the people of India through Parliament have placed, by using this new status to strive for excellence in all that the Institution does.

The celebration concluded with High Tea.

IIM Indore Mumbai Campus also celebrated the 69th Republic Day with patriotism in the heart to mark the day when the Indian Constitution came to force. The patriotic day celebration began with flag hoisting by the Professor Meenakshi Aggarwal Gupta, Chair, PGP Mumbai; followed by the National Anthem. The event concluded with High Tea and Snacks.

Ranbhoomi 2018

IIM Indore's annual sports fest Ranbhoomi was held at the Institute from January 19-21, 2018. The inauguration took place in presence of Ms. Veena Arora, an international Taekwondo champion, and Ms. Leena Duwadi, the editor-in-chief of WittyFeed. The chief guests were felicitated by Professor G. Venkat Raman, Chair, IPM.

Addressing the huge gathering of more than 500 participants from colleges across the nation, Ms. Arora said, 'At the age of 37, when people think of retirement from sports, I started my sports journey defying all biases of gender and age.' She encouraged the students to keep learning, stay focused and motivated and keep dreaming to achieve their goals.

The inaugural ceremony also witnessed a mesmerizing dance performance by Ms. Chandrakshi Jain, a

renowned dancer and artist.

The three-day fest saw a huge participation in a wide range of sports events throughout the weekend, including football, basketball, cricket, badminton, chess, powerlifting, squash, arm wrestling, volleyball, kabaddi and many more. Along with the organized sports events, informal events such as LAN gaming, street cricket, etc. also took place.

Ranbhoomi 2018 not only promoted fitness, it also aimed to bring a positive change in the society. This year's social cause was Gender Equality. The fest had already conducted various events to promote gender equality.

The finals of most sports saw a neck-to-neck fight.

The three-day affair concluded with prize distribution at the closing ceremony. The closing ceremony started off with an invocation song by Ms. Samruddhi Bhise and a dance by Ms. Vinetha TV. Prizes worth over ₹2 lakhs were

given away to winners of various sports. The prizes were distributed by the co-ordinators of the event. The participants left after having a good time and with a promise of coming back stronger next year.

Prabodhan—The Leadership Conclave held at IIM Indore

IIM Indore witnessed enthusiastic participation of students, industrialists and scholars from in and around the city on Friday, February 16, 2018, during Prabodhan—The Leadership Conclave. The event was organized by Industry Interface Office (IIO) and Executive Post Graduate Programme in Management (EPGP) Batch 2017-18. The event this year focused on the theme 'Adaptive Leadership', wherein distinguished industrialists from diverse sectors shared their views.

The event began with a lamp lighting ceremony by Col. Gururaj Gopinath Pamidi (Retd.), CAO, IIM Indore; along with Guest Speakers. Col. Pamidi spoke about the Kargil war and how some essential traits such as courage and sense of ownership imbibed in the leaders led to the victory.

This was followed by a talk by Ms. Meenakshi Lekhi, Honorable Member of Parliament, Supreme Court Lawyer and National Spokesperson. She noted that leadership is all about solving problems, building trust and generating value in any field.

With Indore being #1 City in Swachh Bharat Campaign, the event also witnessed the graceful presence of Ms. Malini Gaur, Honorable Mayor of Indore. She shared her views on the Swachh Bharat Indore Campaign. Discussing about waste management, Ms. Gaur noted that the waste plastics will be used to make roads in the future. The next session had keynote speeches by Mr. Sameer Arora, Chief Marketing Officer, Syntel and Mr. Warun Nayar, Chief Operating Officer, Sciformix. Mr. Arora spoke on the topic 'Market Disruption and Innovation' and said that disruption and innovation are the two faces of the same coin. An irreversible change is happening in the market because of emerging technologies such as AI, Cloud, Big Data, IOT and Mobility. Alibaba, Airbnb, FB and Uber have dramatically changed the industry dynamics.

Mr. Nayar talked about leadership and said that there are no rules, and there is only a way of being.

The first half of the event concluded by a video titled 'Leaders of Indore' by Mansi Chandresea.

Keynote speech by Mr. Dheeraj Gangrade, Executive Director, PwC also enlightened the gathering with his views on emerging technologies.

Mr. Bharat Sastry, CEO, Vistaprint discussed about 5 things that keep on changing namely, our role, industry, boss, team and geography we are in. The single day event concluded with a vote of thanks.

10 Year Reunion for the Batch 2008

IIM Indore's Alumni Committee organized a 10 year Reunion for the Batch of 2008 on February 9, 2018. The event witnessed a jovial presence of almost half of the batch, a few with their family members too. The reunion brought together lots of nostalgic moments for the alumni, recollecting their memories and reliving their golden days at Planet-I. The Alumni Committee then gave a short presentation about the various events taking place at IIM Indore and updated them about various changes that took place in the campus in the recent years. An interactive session of the alumni and the current batches also took place, wherein the current batches got a chance to learn from their senior's experiences. The event concluded by giving mementos to alumni.

15 Year Reunion for the Batch 2003

IIM Indore's 15 year Reunion was held on January 26, 2018. The event was attended by almost half of the batch along with their family, which gave them an opportunity to relive their old days in the campus.

The inauguration ceremony was graced by Professor Rishiksha T. Krishnan Director, IIM Indore; Professor

Kamal Kishore Jain Dean (Academic) and faculty members along with alumni. The event began with their interaction session with the current batches of the Institute. The alumni were felicitated and an interaction session was scheduled with the current batch of the Institute. The day concluded with bonfire dinner for the alumni. The reunion concluded with nostalgic feelings for the alumni.

Footprints 2017

One of the most anticipated events of IIM Indore – Footprints – The Annual Alumni Meet was held at IIM Indore on November 18-19, 2017. The two-day event gathered more than 400 alumni and gave them an opportunity to come together once again.

The first day of the event was followed by many fun events including a cultural night and a rocking DJ night. Cultural Committee organized a play at the new auditorium for the alumni on the second day.

Footprints 2017 came to a closure with a lot of memories, enthusiasm among the current batch and appreciation from the alumni who got a chance to revisit the campus and mingle and guide their juniors.

Luminescence 2017 (Mumbai Chapter)

Luminescence 2017, the Alumni Meet was organized by IIM Indore at The Lalit Hotel, Mumbai during September 16, 2017. The meet was attended by alumni from all the programmes, who turned up to meet their peers to memories of their time at the prestigious Institute.

The programme started by the welcome address by Director, Professor Rishiksha T Krishnan. Professor Ganesh Kumar Nidugala, Professor Sushanta Kumar Mishra, Professor Omkar Desai Palsule and Professor Abhishek Mishra were the speakers for the programme. Closing address and vote of thanks was given by Chair, Alumni -Professor Shubhabrata Basu. External speakers included Mr. Dinesh Pillai, (CEO, Mahindra SSG), Mr. Subramanian kalpathi (Author – The Millenials, Principal Consultant People Business Consulting) and Mr. Sumanta Ganguly (National Director Digital Marketing & Transformation at PointNine Lintas & EVP LinTeractive). Alumni were also part of a panel discussion for the programme. Mr. Neeraj Gutgutia, Founder & CEO, Right2Vote, Mr. Pawan Prabhat, Co-Founder at Edupristine-Neev Knowledge Management, Ms. Smita Verma, E – Commerce Manager at Medtronic and Mr. Rohit Chawla, ED, Fixed Income Securities, DBS were also present.

PGPMX Conclave 2018

The First PGPMX Alumni Meet and Conclave 'Plexus' was organized at IIM Indore Mumbai Campus on February 24, 2018. The meet was designed to provide a platform for alumni to interact with current batch; along with industry experts, and simultaneously present newer opportunities to alumni to expand their knowledge. An innovative format was designed for the conclave by blending alumni meet with a judicious mix of academic, industry speakers and networking activities. The conclave was attended by PGPMX alumni and current batch, along with Professor Rishiksha T. Krishnan, Director, IIM Indore; Professor Kajari Mukherjee, Chair – PGPMX; Professor Shubhabrata Basu, Chair, Alumni Committee; Professor Ganesh Nidugala, Faculty, IIM Indore; Professional Trainers from SAS Institute, Young Researchers from IIM Indore : Professor Abhishek Mishra and Professor Omkar D Palsule Desai, Industry Guest Speakers : Mr. Sushil Borde, Head, Reliance Innovation Leadership Centre and Mr. Tushar Pradhan, CIO, HSBC Global Asset Management.

The event began with a session for alumni at Mumbai Campus, wherein they got an opportunity to interact with Professor Krishnan and Professor Basu. This was followed by academic sessions on 'Indian Economy – Present and Future' by Professor Ganesh Nidugala, and sessions on 'Business Intelligence & Business Analytics' by Mr. Arun Chearie, Ass. Director, SAS Institute, and his team. Current batches of PGPMX joined the alumni at Hotel Park, Belapur for conclave in the evening. The conclave included presentation of research paper on 'Consumer response to sport sponsor message on social media' by Professor Abhishek Mishra, 'Strengthening Mission-Driven Healthcare Service Providers: Operations Perspectives' by Professor Omkar D Palsule Desai, and Industry Insights by Guest speakers on the topic 'Unlearning Innovation: The Reliance Way' by Mr. Sushil Borde, Head, Reliance Innovation Leadership Centre, Reliance Industries Limited and 'India 2030' by Mr. Tushar Pradhan, CIO, HSBC Global Asset Management.

The alumni also shared their experiences while studying at IIM Indore and relived their memories. It was a pleasant occasion for all of them to reunite and feel the nostalgia.



Glimpses of Atharv 2017



Glimpses of i5-Summit



15. Campus Development Projects

The Project Department, IIM Indore undertakes construction management of various projects required for catering the needs of the Institute in respect of infrastructural development of the campus. The year 2017-18 witnessed the completion of number of projects including further strengthening green building initiatives in campus.

A brief of projects completed and under way are placed underneath:

Projects completed during the year:

- Annual/periodical maintenance & special repairs of hostel blocks, faculty quarters, staff residence type II, III, IV student residences, utility etc.:
Work awarded to: M/s Bhagwat Singh Raghuvanshi, Indore
Cost at completion: Rs. 328.50 Lakhs.
- Renovation & Refurbishing of Kitchen complex of Mess No 1 (Civil, electrical & plumbing) and providing, fabricating & installation of kitchen exhaust & fresh air washer system at Mess No 1, 4 & 5 :
Work awarded to: M/s Ank Engineers Pvt Ltd, Indore
Cost at completion: Rs. 195.24 Lakhs. (excl. GST)
- Construction of Interior fit out for MDP Class rooms, Faculty cabins, in the Academic Block of IIM Indore – Civil, Joinery, Electrical, Audio Visual & allied works :
Work awarded to: M/s MTD Enterprises, Bhopal
Cost at completion: Rs. 115.13 Lakhs.
- Design construction/manufacture supply installation testing commissioning and maintenance of passenger lifts for NLT building hostels FPM and SR-16 and executive residence-3:
Work awarded to: M/s Kone Elevators India Pvt Ltd.
Cost at completion: Rs. 102.11 Lakhs.
- Construction, Supply, Installation, testing & commissioning of ETC based Solar Water Heating System at Hostel & Quarters of IIM Indore for 100 LPD to 1000 LPD capacity systems:
Work awarded to: M/s Jain Irrigation Systems Ltd., Jalgaon
Cost at completion: Rs. 95.17 Lakhs.
- Providing & Establishing Distribution system for Treated water coming out of STP for horticulture activities through networking of pipelines & storage tanks and boring alteral shaft for ground water recharge :
Work awarded to: M/s Ank Engineers Pvt Ltd, Indore
Cost at completion: Rs. 70.75 Lakhs.
- Supply, installation, testing and commissioning VRV/VRF Air-conditioning system for Server Room, MDP Classrooms faculty cabins:
Work awarded to: M/s Thermal Engineers & Insulators Pvt. Ltd, Delhi
Cost at completion: Rs. 56.00 Lakhs
- Providing & setting up convocation venue – Pandal, stage and other associated facilities for the 19th Convocation at IIM Indore campus:
Work awarded to: M/s Lalaji Event Décor, Indore
Cost at completion: Rs.45.46 Lakhs.
- Design, manufacture, Supply, Installation, Testing & Commissioning of 3.15 MVA, 33/11kV power transformer at Utility-I of IIM Indore:

- Work awarded to: M/s Kasliwal Electrical, Indore
Cost at completion: Rs. 38.38 Lakhs.
- Designing, Providing & Constructing tensile fabric membrane canopies for car parking at Visiting Faculty Apartments in Gazebo/single slope/umbrella pattern:
Work awarded to: M/s Sana Constructive Services, Indore
Cost at completion: Rs. 32.28 Lakhs.
 - Supply, Installation, Testing & Commissioning of Energy Efficient LED Street Lamps with complete fixtures for replacing the existing Sodium Vapor / Mercury Vapor/ Metal halide Street Light with complete fixtures at IIM Indore. - Phase-II:
Work awarded to: M/s G.C Control Systems Pvt Ltd, Faridabad
Cost at completion: Rs. 24.96 Lakhs.
 - Supply, Installation, testing, Commissioning LT UG cable laying through trench to different hostels from utility-II:
Work awarded to: M/s Engineering Solution, Indore
Cost at completion: Rs. 22.55 Lakhs.
 - Providing & fixing profiled Galvalume sheet cladding on top of the boundary wall to close the opening of the existing M.S. grill at IIM Indore phase - II
Work awarded to: M/s MS Infrastructure, Indore.
Cost at completion: Rs. 17.95 Lakhs.
 - Balance work in respect of the work of 'Construction of Interior fit our for MDP classrooms, Faculty cabins, in the Academic block of IIM Indore – Civil & Joinery, Electrical, Audio Visual & allied works:
Work awarded to: M/s AD Technosol, Mhow
Cost at completion: Rs. 16.26 Lakhs.
 - Replacement of decayed wardrobes with steel W.R. in the residential quarters phase I:
Work awarded to: M/s Shagun Sales, Indore
Cost at completion: Rs. 15.53 Lakhs.
 - Providing and fixing workstation for Academic associates at SRC building (Ground floor) at IIM Indore:
Work awarded to: M/s Hi-Tech Engineers, Indore.
Cost at completion: Rs. 13.17 Lakhs.
 - Providing flood lighting at volleyball court by erecting poles, electrical fittings and setting up electrical panel:
Work awarded to: M/s G.C Control Systems Pvt Ltd, Faridabad
Cost at completion: Rs. 9.71 Lakhs.
 - Construction of structural steel elevator hoist shaft at SR-16 hostel at IIM Indore:
Work awarded to: M/s MNM Engineering, Indore
Cost at completion: Rs. 7.67 Lakhs.
 - Supply, Installation, Testing & Commissioning of Local Area Network System at SRC IIM Indore:
Work awarded to: M/s Matrix Technologies, Indore
Cost at completion: Rs. 6.02 Lakhs.
 - Repairing vacant lift shaft and providing Granite cladding in front of lift door opening at ER-3, SR-16, FPM & NLT at IIM:
Work awarded to: M/s Sarvika Construction, Indore

Cost at completion: Rs. 6.01 Lakhs.

- Providing & laying kerb stones, paver block, MS gratings over drainage etc. along roadside to retain the slope in front of car parking at visiting faculty apartment IIM Indore:

Work awarded to: M/s Sarvika Construction, Indore

Cost at completion: Rs. 4.07 Lakhs.

- Supply, Installation, Testing & Commissioning of LT Power Cable, Earthing and MCBs for the new elevators being installed at ER-3 at SR-16 at IIM Indore:

Work awarded to: M/s Engineering Solution, Indore

Cost at completion: Rs. 2.33 Lakhs.

- Supply, installation, Testing & Commissioning of Local Area Network System for Incubation Center:

Work awarded to: M/s D.V.S Informatics Pvt Ltd, Indore

Cost at completion: Rs. 1.96 Lakhs.

Projects under way:

- Construction of Interior Fit Out for Faculty Cabins in the Academic Block of IIM Indore : Phase-II:

Work awarded to: M/s Vastu Rachana Archdesign Pvt Ltd., Indore

Awarded value of the project: Rs. 203.30 Lakhs.

- Providing and fixing 'L' shape steel modular kitchen cabinets in Type -V quarters by replacing damaged ones at IIM Indore. (Re-Tender):

Work awarded to: M/s Shagun Sales, Indore

Awarded value of the project: Rs. 100.60 Lakhs.

- Construction of protective retaining wall between Administration block & Utility-2, Underground water tank and one Gabion wall behind bus parking area of IIM Indore campus:

Work awarded to: M/s MS Infrastructure, Indore

Awarded value of the project: Rs. 91.17 Lakhs.

- Providing & fixing fly proof door shutter at residential quarters and aluminium window grills on windows of hostel SR 16, SR 18 and VFA and chain link fencing around visiting faculty apartment at IIM Indore campus:

Work awarded to: M/s MS Infrastructure, Indore

Awarded value of the project: Rs. 86.86 Lakhs.

- Design, Construction, Supply & Installation of Steel Security Door facility at the exterior door openings of Housing at IIM Indore:

Work awarded to: M/s Mehar Overseas, Indore

Awarded value of the project: Rs. 85.19 Lakhs.

- Supply, Installation, Testing & Commissioning of VRV/VRF Air-Conditioning System for New Faculty Cabins in J Block (Ground & First Floor) & Split ACs for New Faculty Cabins in Faculty Block-A, B & C at IIM Indore : Interior fitout work:

Work awarded to: M/s Pranam Technologies, Ahmedabad

Awarded value of the project: Rs. 54.00 Lakhs.

- Dismantling Existing Kitchen slabs, cupboards, RCC platform and fixing of wall tiles, Granite on counter top & repairing work at Type V houses (18Nos) IIM Indore campus:

Work awarded to: M/s AD Technosol, Mhow

Awarded value of the project: Rs.22.30 Lakhs.

16. Support Services

Information Technology

During the academic year 2017-18, Information Technology (IT) Department of the Institute undertook several tasks at different fronts to keep the members of IIMI community updated with the technology. The following tasks were undertaken during the period :

To provide round the clock IT support services, the 24x7 IT Helpdesk services started from the month of July 2017.

Institute renewed the volume license subscription of Microsoft products that includes MS Office, Microsoft Visual Studio and Microsoft Windows Server etc.

In order to provide world class computing tools and software, Institute renewed the following software during the year :

SAS Educational Analytical suite

SAS Enterprise Miner

SmartPLS 3 Enterprise

Maple 2016

The following new software were purchased during the year :

Dragon Naturally Speaking Software

DEA Solver Pro Version 14 N

STATA MP 15

WinRAT Pro 9.20

Oracle Crystal ball Classroom Faculty Edition

Maple Global Optimization tool box

Event Study Metrics

Arena Simulation

Escan Antivirus Corporate

Institute has taken the Internet 450 MBPS backup Internet leased line from BSNL to ensure the seamless Internet connectivity in the campus.

Estate Management

The Estate Department of IIM Indore is responsible for the administration and management of Estates (Residential/Office Accommodation) so as to ensure that the engineering and building services are maintained and operated efficiently and effectively. The Department is also responsible for administration of shops/outlets, communication systems, ensuring health & sanitation facilities, maintenance of infrastructures which includes services like Sewage Treatment Plants, Pump rooms, Electrical Substations, HVAC Systems, Water purifiers & coolers etc.

- This year, the Department has introduced Online Engineering Maintenance Helpdesk System in order to ensure maintenance services effectively & efficiently.

The brief of the major infrastructure of the campus is as under:

SI.	Particulars	Details/ No.	SI.	Particulars	Details/ No.
1	Land Area	193 acres	23	Type - IV partments	12 flats
2	Academic Block	1	24	Type - III partments	12 flats
3	Faculty Office Cabins	93	25	Type - II partments	12 flats
4	Administration Block	1	26	Auditorium	2 Nos. (one of 300 capacity and other is for 800 capacity)
5	Computer Laboratory	1	27	Shops outlets	13
6	Class Rooms	34	28	Medical Center	1
7	Syndicate Rooms	25	29	Community Center	1
8	Conference Room	1	30	SRC Building	1
9	Executive Residence Blocks	4	31	Cricket Stadium	1
10	Student Residence Blocks	18	32	Children's Park with Pond	1
11	Married Residences	1	33	Watch Towers	08
12	FPM Residences	1	34	Gymnasium	02
13	Student Mess Blocks	5	35	Swimming Pool	01
14	Utility Blocks (Electrical Sub-stations)	4	36	Squash Court	01
15	Pump House	03	37	Lawn Tennis Court	01
16	STP	02	38	Sauna Bath	01
17	Learning Center	1	39	Steam Bath	01
18	Sports Complex	1	40	Basket Ball Court	04
19	Security Office	1	41	Volley Ball Court	03
20	Director Bungalow	1	42	Dog Pounds	08
21	Type-V Quarters	80 Nos.(50 Independent Duplex Houses and 30 flats)	43	Badminton Court	05
22	Visiting Faculty partments	18 flats	44	Football Ground	02

Security Services

The Security Department of the Institute consists of one Security Advisor, one Security In-charge, one General Duty Assistant, 15 Supervisors, 135 male caretakers and 18 female caretakers. Supervisors and caretakers work in three shifts of eight hours each. For ensuring effective security, the department has modern gadgets like boom barriers, CCTV Camera, HHMD, GPS, binoculars, heavy duty torch lights, etc.

In its day-to-day operations, Security Department handles the following:

1. Security arrangements at the Institute campus.
2. Traffic control and parking arrangements in the campus.
3. Regulation of entry & exit of persons and vehicles at entry gates and access control inside the campus.
4. Prevention of unauthorized activities in the campus.
5. Liaison with local police and local administration.
6. Collection of intelligence for security.

In the year 2017-18, the department took various steps to strengthen security of the Institute. Some of which are as under:-

1. Computerized Visitor Management System was operationalized w.e.f. November 29, 2017.
2. Training on use of computer has been imparted to all supervisors and some caretakers.

3. 15 walkie-talkie radio sets and 12 fixed line telephones have been procured to ensure better communication.
4. Ceremonial dress has also been formalized and was worn by selected caretakers during Convocation '18. It is proposed to use the ceremonial dress during all important Institutional events.

Department is planning to take many more steps in the year 2018-19 to further strengthen the security of the Institute campus.

Transport

Transport department of the Institute is the nodal point for all the transport related requirements of the community. The institute owns a transport fleet of 25 vehicles comprising of 02 Ashok leyland staff bus, 06 Tata shuttle bus, 03 Toyota Innova, 01 Maruti van, 01 Force traveller, 01 Force & 01 Maruti eeco ambulance, 01 Tata ace, 01 Toyota etios, 01 Maruti ciaz, 03 Maruti eeco, 01 Maini cart and 03 two wheeler. Institute vehicles altogether travelled 567364 Kms in this year.

Stores

Stores and Purchase (S&P) Department is entrusted with the responsibility for procurement of stores for Institute as per the statutory norms and in consonance with the fundamental principles of transparency, fairness, competition, economy, accountability and efficiency. In addition, it stocks-up regular inventory for meeting day to day requirement of user departments; disposal of unserviceable/obsolete assets and consumable scraps.

Items/services are procured strictly in accordance with GFR 2017, Manual for Procurement of Goods and Services 2017, CVC guidelines and Institute norms. Priority is given for procurement of items available on GeM. All tenders are invited online through Central Public Procurement Portal (CPPP) from prospective bidders. The complete procurement and inventory management functions through TCS iON ERP system. The obsolete/unserviceable assets and consumable scraps are disposed by e-auction through M/s MSTC Limited.

Grievances Redressal Camp cum Vendors Meet was organised on 01 November 2017 and vendors were briefed about the preventive measure to fight corruption and also enhance transparency and accountability in their functioning.

Two personnel from S&P Department attended Advanced Management Development Programme on Public Procurement at NIFM, Faridabad during the month of December 2017.

The brief details of purchase activities are as below:

Particulars	2017-18
Numbers of Tenders floated	26
Numbers of Orders issued for Procurement	605
Numbers of Orders issued for Advertisement	34
Number of items indented through Purchase Requisition (PR)	2209
Number of Items issued from Stores stock	5282
A. Order value Materialised	Rs.5,76,99,006/-
B. Value of Advertisement	Rs. 2,51,53,133/-
Total (A + B)	Rs.8,28,52,139/-
Purchase through GeM	Rs. 9,98,087/-
Total unserviceable assets disposed off	Rs. 36,44,068/-

Safety

Workshops Conducted

- The Safety Department of the Institute conducted a Safety Sensitization Training ahead of Convocation 2018. The aim of the session was to improve the safety performance; develop safety attitude; motivate employees to adopt safe practices at workplace especially during Convocation. This Safety Sensitization Workshop was

conducted at the Institute on March 13, 2018 by Mr. Jigar Kantharia, Officer (Safety), IIM Indore.

Training / Mock drills

- Many accidents may be minimized or eliminated by the safety-trained swimming coaches who are alert and aware of potential hazards in and around swimming pool. With this aim IIM Indore arranged training of their Swimming Instructors through National Institute of Watersports - Goa, Ministry of Tourism, Government of India.

Safety Department of the Institute arranged demonstration of Pool Life-guarding, Safety and Rescue Operations in the Swimming Pool of the Institute on December 6, 2017.

Mr. Swapnil Sarwate, Mr. Dindayal Panwar and Mr. Yogesh Rashinkar, Swimming Instructors of IIM Indore demonstrated important life-saving techniques during this safety drill.

Participation in Conferences/Workshops etc.

1. Kantharia, Jigar (2016). Participated in the National workshop on Behaviour Based Safety Management held during May 25-26, 2017 at Navi Mumbai, organized by National Safety Council, India.

Outsource Activities

Outsource Activities and Plantation Department provides following services:-

Major activities (Outsourced)

- Catering in Student Mess.
- Catering and Housekeeping of Executive Residences
- Housekeeping Services
- Photocopy services
- Pest control
- Crèche service
- Food Venture
- Waste Management
- Plantation Management (In house)

Waste Management

In the area of waste management, all kinds of organic waste generated from entire IIM Indore campus constituting majorly of vegetable cuttings & peels and fruit cutting leftovers and leftover or uncooked food which is normally generated during food preparation in the Mess and from the Residential Quarters are being converted into compost through Organic Waste Converter (OWC Machine). These compost are being used for our plants and in-house nursery.

Swachh Bharat Abhiyan

The Institute has taken initiative of 'Segregation at Source' as part of the Swachh Bharat Abhiyan Campaign and placed dustbins at strategic locations across the campus to ensure that wet waste and dry waste thrown by residents is segregated. The collection of waste from these dustbins is being done the right way to meet the purpose of the initiative. We also further developed the cricket stadium with the help of garden staff to a beautiful cricket ground.

New Catering Services

M/s. Shakthi Kitchen Pvt. Ltd. has begun the catering operation in Student Mess and Executive residences from 01 January 2018. The Agency is providing south Indian and north Indian foods as per the menu decided by the students committee in 24X7 basis.

Creche Management

The Creche facility running in the 'Multi-Purpose Hall' at Visiting Faculty Apartments (VFA) by M/s Eurokids International is attracting good number of kids and community is making best use of it. Apart from that the Agency is also organizing a summer camp for community children.

Haryali Mahotsav

The social sensitivity cell Pragati-i carried out with Outsource Department a tree plantation drive in campus on 02 July 2017. The objective of the drive was to conserve environment and maintain more greenery across the campus.

17. Official Language Committee

Periodical meetings of official language implementation committee of the institute were held for each quarter held at regular interval under the chairmanship of the Director in which progressive usage of Official Language is being reviewed and measures required to increase the use of OL for administrative works is being discussed.

- One day Hindi workshop for the officers/ staff is organized in every quarter in which subject specialist is invited.
- Hindi Diwas and Pakhwada was observed in the month of September during which various competitions were conducted. Winners of the competition were awarded with the prizes in the closing ceremony on September 14, 2017 by Chief Guest Shri Ajay Chauhan, Income Tax Chief Commissioner and Chairman TOLIC Indore, Professor Rishikesh T. Krishnan, Director, IIM Indore & Colonel Gururaj Gopinath Pamidi (retired), Chief Administrative Officer. September 2017 was full of various official language activities.
- The various activities related with the official language were covered in the leading newspapers so that the maximum publicity of the official Language could be ensured.
- Commendable efforts have been made to achieve the targets of the annual programme provided by the Department of Official Language, Ministry of Home Affairs, Government of India. The percentage of Official Language implementation in the institute was recorded 89 %. Quarterly reports for the Official Language is being sent online through the Official Language portal to the Regional Implementation Office, Department of Official Language, Ministry of Home affairs, Government of India.
- Active participation in TOLIC activities was witnessed by staff of the institute.
- The Director (OL) from MHRD New Delhi inspected the institute and praised the efforts of implementation.
- Official Language rules and acts are being complied meticulously in the institute. We are committed to maximize the usage of Official Language in the institute.

Glimpses of Official Language Committee



18. Human Resource

Birthday Celebration

Monthly birthday celebration of staff was organized by the Personnel Office during the year in which 552 employees' birthdays were celebrated.

Internal nomination of Officers for IIM Indore's General Management Programme for Executives (GMPE)

The following two officers, nominated after the due process to participate in the first batch of GMPE (2016-17) at the Institute, successfully completed the programme:

1. Ranti Dev Sharma
2. Santosh Kumar Sahoo

Moreover, the following two officers were nominated by the Institute for the second batch of GMPE (2017-18):

1. Ghanshyam Prasad Shriwas
2. Unni K R

ADDITIONS

Faculty (1 April 2017 to 31 March 2018)		
1.	Sohani, Shrihari S	Assistant Professor
2.	Tripathi, Sanjeev	Associate Professor
3.	Dutta, Vipul	Visiting Assistant Professor
4.	Nilakantan, Rahul	Associate Professor
5.	Maheshwari, Aditya	Assistant Professor
6.	Phadnis, Ajit	Assistant Professor
7.	Bandyopadhyay, Sutirtha	Visiting Assistant Professor
8.	Pramanik, Anup	Assistant Professor

Non-Teaching Staff (1 April 2017 to 31 March 2018)		
1.	Soni, Manish	Officer
2.	Mandloi, Brajpal Singh	General Duty Assistant
3.	Naikal, Appasaheb B	Librarian
4.	Jain, Shubhnay	Apprentice Trainee (Library)
5.	Mourya, Shimpy	Apprentice Trainee (Library)
6.	Jain, Divyanshu	Apprentice Trainee (Library)

RESIGNATIONS / SEPARATION:

Faculty		
1.	Dutta, Vipul	Visiting Assistant Professor
2.	Ramanathan, Jayasankar	Assistant Professor

Non-Teaching Staff		
1.	Sharma, Onkar Nath	Physical Training Instructor
2.	Bhawsar, Kailash Chandra	Physical Training Instructor
3.	Jha, Alok	Medical Officer
4.	Harishankar	Physical Training Instructor
5.	Dalvi, Pritam Sahuraj	General Duty Assistant
6.	Jain, Prashant Kumar	Apprentice Trainee (Library)
7.	Thakur, Kapil Singh	Apprentice Trainee (Library)
8.	Jain, Deepali	Apprentice Trainee (Library)
9.	Patle, Jayant Kumar	Apprentice Trainee (Project)

List of Faculty, Senior Officers and Officers

Faculty

Director
Professor Rishikesha T. Krishnan
FPM (IIM Ahmedabad)

2	Aggarwal, Aekta PhD (TIFR, Mumbai)	29	Garg, Swapnil PhD (University of Florida)
3	Banerjee, Pradip PhD (Utkal University)	30	Ghosh, Sumit Kumar PhD (Pune University)
4	Banerjee, Sayantan PhD (North Carolina State University) M. Stat (ISI Kolkata)	31	Goyal, Vikas B.Tech, FPM (IIM, Calcutta)
5	Basu, Shubhabrata FPM (IIM Ahmedabad)	32	Guhathakurta, Kousik PhD (Jadhavpur University)
6	Bhatta, NMK PhD (University of Pune)	33	Gunta, Srinivas FPM (IIM Bangalore)
7	Bhattacharya, Arnab FPM (IIM Calcutta)	34	Gupta, Meenakshi Aggarwal FPM (IIM, Ahmedabad)
8	Bhattacharya, Joysankar PhD (University of Siena, Italy)	35	Gupta, Mukul FPM (IIM Lucknow)
9	Bhattacharya, U.K. PhD (IITK)	36	Gupta, V.K. PhD (Agra University)
10	Bhavani, Shankar Saripalli FPM (IRM, Anand)	37	Hariprasad, B. PhD (IIT, Madras)
11	Billore, Aditya FPM (IIM Indore)	38	Jagannathan, Srinath FPM (IIM Ahmedabad)
12	Chakravarty, Urjani PhD (IIT Roorkee)	39	Jain, Kamal Kishore PhD (Agra University)
13	Chanda, Sasanka Sekhar PGDM (IIM Lucknow), FPM (IIM Calcutta)	40	Jayasimha, K. R. PhD (Kuvempu University)
14	Chandra, Saurabh FPM (IIM Lucknow)	41	Joshi, Amrita Raghunath PhD (IIT Bombay)
15	Chatterjee, Abha PhD (JNU)	42	Kapoor, Rohit FPM (IIM, Ahmedabad)
16	Chattopadhyay, Subhasankar B. Tech, FPM (Calcutta)	43	Kodwani, Amitabh Deo Post Doctorate (University of Warsaw, Poland)
17	Chaudhuri, Dipayan Datta PhD (Calcutta University)	44	Krishnamurthy, Nagarajan PhD (CMI, Chennai)
18	Chauhan, Gaurav Singh FPM (IIM Indore)	45	Kumar, Bipul FPM (IIM Ahmedabad)
19	Chawan, Vinay Singh FPM (IIM Ahmedabad)	46	Kumar, K. Kiran PhD (IISc Bangalore)
20	Choudhari, Sanjay PhD SJMSOM (IIT Bombay)	47	Kushal, Shweta PhD (IIT, Madras)
21	Dash, Saumya Ranjan PhD (IIT Kharagpur)	48	Ladkani, Radha Mukesh FPM (IIM Calcutta)
22	Dayal, Madhukar FPM (IIM Ahmedabad)	49	Lowalekar, Harshal FPM (IIM, Ahmedabad)
23	Dayal, Surbhi PhD (JNU)	50	Mahapatra, Gopal FPM (IIM Bangalore)
24	Desai, Omkar D. Palsule FPM (IIM, Ahmedabad)	51	Mahapatra, Sabita PhD (Utkal University)
25	Dey, Shubhamoy PhD (University of Leeds, UK)	52	Maheshwari, Aditya PhD (IIT Bombay)
26	Dutta, Koushik Fellowship (XLRI Jamshedpur)	53	Maheshwari, Yogesh PhD (Rajasthan Vidyapeeth Univ.)
27	G. Venkat Raman PhD (Peking University, Beijing)	54	Maitra, Debasish Fellowship (IRM Anand)
28	Gajjar, Hasmukh PhD (IIT, Bombay)	55	Mazumder, Debojyoti PhD (ISI Kolkata)



56	Mishra, Abhishek FPM (IIM Lucknow)	78	Roy, Dibyadyuti PhD (West Virginia University, USA)
57	Mishra, Rajhans FPM (IIM Lucknow)	79	Sadh, Ashish PhD (DAVV, Indore)
58	Mishra, Sushanta K. FPM (IIM Ahmedabad)	80	Salwan, Prashant PhD (Pune University)
59	Motiani, Manoj FPM (IIM Ahmedabad)	81	Selvaraj, Patturaja FPM (IIM Ahmedabad)
60	Mukherjee, Kajari PhD (Tata Institute of Social Science)	82	Sethia, Deepak FPM (IIM Ahmedabad)
61	Mukhoti, Sujay Kumar FPM (IIM Bangalore)	83	Shah, Bhavin J. PhD (Gujarat University)
62	Nambudiri, Ranjeet FPM (IIM Ahmedabad)	84	Sharma, Ajay PhD (IGIDR Mumbai)
63	Naraparaju, Karthikeya PhD (IGIDR, Mumbai)	85	Sharma, Kamal FPM (IIM Ahmedabad)
64	Nargundkar, Rajendra V. PhD (Clemson University, USA)	86	Shrivastava, Madhusri PhD (Pune University)
65	Nayak, Akhaya Kumar PhD (IIT Kanpur)	87	Singh, Pawan Kumar PhD (Vikram University)
66	Nidugala, Ganesh Kumar FPM (IIM Ahmedabad)	88	Sohani, Shrihari S. FPM (IIM Ahmedabad)
67	Nilakantan, Rahul PhD (University of Southern California)	89	Sridhar, I. PhD (Andhra University)
68	Panigrahi, P. K. PhD (IIT Kharagpur)	90	Sudhir, Subin FPM (IIM Kozhikode)
69	Pareek, Bhuvanesh FPM (IIM Bangalore)	91	Sunder, D. L. PhD (IIT Madras)
70	Phadnis, Ajit FPM (IIM Bangalore)	92	Swain, Biswanath M.Phil., PhD (IIT Kanpur)
71	Popli, Manish FPM (IIM Lucknow)	93	Swatantra PhD (GLA University)
72	Pramanik, Anup PhD (Indian Statistical Institute Delhi)	94	Tewari, Shruti PhD (University of Allahabad)
73	Raithatha, Mehul Ashok PhD (IIT Bombay)	95	Thaker, Keyur B. PhD (North Gujarat University)
74	Ramana, L.V. PhD (IFMR, Chennai)	96	Thakurata, Indrajit FPM (IIM Ahmedabad)
75	Ranjan, Pritam PhD (Simon Fraser University, Canada)	97	Thapliyal, Sneha FPM (IIM Bangalore)
76	Rastogi, Siddhartha K. FPM (IIM Ahmedabad)	98	Thomas, Nobin FPM (IIM Ahmedabad)
77	Ray, Sanjog FPM (IIM Calcutta)	99	Tripathi, Sanjeev FPM (IIM Ahmedabad)

Senior Officers	
Colonel Gururaj Gopinath Pamidi (Retired)	Chief Administrative Officer
Juyal, Anil Kumar	Advisor (F&A)
Naikal, Appasaheb B.	Librarian
Sharma, Ganapathy Lakshman	Business Development Manager
Thomas, V. P.	Chief Engineer

Officers	
Bhatia, Kamlesh	Accounts Officer
Amrawat, Rituraj	Medical Officer
Dadlani, Vijay	Officer Level-1
Dash, Ajaya Kumar	Officer
Dembani, Baldev	Medical Officer
Jadon, Gopal Singh	Assistant Librarian
Jain, Khushboo	Accounts Officer
Jha, Alok	Medical Officer
K. K., Premji Kumar	Officer Level-1
K. R., Unni	Officer
Kantharia, Jigar	Officer
Kapoor, Bhavya	Officer Level-1
Kumar, Sushil	Executive Engineer (Civil)
Pandey, Bhupendra	Officer Level-1
Parihar, Manas	Officer Level-1
Sahoo, Santosh Kumar	Officer
Sathyanathan, K. V.	Officer
Sharma, Ranti Dev	Officer Level-1
Shriwas, Ghanshyam Prasad	Officer
Soni, Manish	Officer
Vaidya, S. M.	Estate Officer
Yadav, Jainath	Hindi Officer

Five officers including faculty members and other employees of the Institute who received the highest remuneration (including allowances and other payments made to such employees) during the financial year and the contributions made by such employee during the financial year.

Faculty Members		
1	Prof. Rishikesh T. Krishnan	Director
2	Prof. Sumit Kumar Ghosh	Dean (Planning & Development)
3	Prof. Sushanta Kumar Mishra	Chair, FPM
4	Prof. Ganesh Kumar N.	Faculty
5	Prof. Amitabh Deo Kodwani	Faculty
Staff Members		
1	Colonel Gururaj Gopinath Pamidi (Retired)	Chief Administrative Officer
2	Mr. V. P. Thomas	Chief Engineer
3	Mr. Anil Kumar Juyal	Advisor (F&A)
4	Mr. Ganpathy Lakshman Sharma	Business Development Manager
5	Mr. K. R. Unni	Officer, H & SA Department

19. Board of Governors as on 31.03.2018

Chairperson

Satwalekar, Deepak M.

401, The Orchid
252, 12th Road
Khar (West), Mumbai 400 052

Bandopadhyaya, Sanjay IAS

Principal Secretary
Technical Education & Skill Development,
Government of Madhya Pradesh
Mantralaya, Bhopal – 462 004

Bhandari, Salil

Managing Partner
BGJC & Associates LLP
202, Raj Tower
1, Alaknanda Community Centre,
New Delhi – 110 019

Deshmukh, S.G.

Director
Indian Institute of Information Technology and
Management Morena Link Road
Gwalior – 474 010

Krishnan, Rishiksha T.

Director
Indian Institute of Management Indore
Prabandh Shikhar
Rau-Pithampur Road, Indore - 453 556

Ramana, L V

Professor
Indian Institute of Management Indore
Prabandh Shikhar
Rau-Pithampur Road, Indore – 453 556

Subrahmanyam, R IAS

Secretary (HE)
Government of India
Ministry of Human Resource Development
Department of Higher Education
128-C, Shastri Bhavan, New Delhi – 110 115

Barman, R.B.

Former Executive Director, RBI and
Chairman, National Statistical Commission
A1/1006, Riddhi Garden
Film City Road, Malad (East), Mumbai – 400 097

Dabral, Darshana Momaya

Joint Secretary & Financial Advisor (HRD)
Government of India
Ministry of Human Resource Development
Department of Higher Education
Shastri Bhavan, New Delhi - 110 115

Dutta, Debolina

VP-HR & CSR
Schneider-Luminous
Tower B1, Apartment 1004 Uniworld City, Sector-30
Gurgaon, Haryana - 122 001

Panneervel, P. IAS (Retd.)

81, Kalhar Exotica
Near Science City
Sola Road, Ahmedabad - 380060

Sethi, Siddharth

MD & CEO
InfoBeans Technologies Ltd.
IT Park, Khandwa Road, Indra Puri Colony
Indore – 452014, Madhya Pradesh



20. Audit Report

Separate Audit Report of the Comptroller and Auditor General of India on the Accounts of the Indian Institute of Management, Indore for the year ended 31 March 2018

1. We have audited the attached Balance Sheet of the Indian Institute of Management (IIM), Indore as at 31 March 2018, the Income and Expenditure Account and the Receipt and Payment Account for the year ended on that date under Section 20(1) of the Comptroller and Auditor General's (Duties, Powers and Conditions of Service) Act, 1971. The audit has been entrusted for the period upto 2020-21. The Government of India passed the Indian Institute of Management Act, 2017 which has come into force on 31 January 2018. Hence, audit of the Institute has been conducted under Section 19(2) of the Comptroller and Auditor General's (Duties, Powers and Conditions of Service) Act, 1971 w.e.f. 31 January 2018. These financial statements are the responsibility of the IIM's management. Our responsibility is to express an opinion on these financial statements based on our audit.
2. This Separate Audit Report contains the comments of the Comptroller and Auditor General of India (CAG) on the accounting treatment only with regard to classification, conformity with the best accounting practices, accounting standards and disclosure norms, etc., Audit observations on financial transactions with regard to compliance with the Law, Rules and Regulations (Propriety and Regularity) and efficiency-cum-performance aspects, etc., if any are reported through Inspection Reports/ CAG's Audit Reports separately.
3. We have conducted our audit in accordance with auditing standards generally accepted in India. 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 disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall presentation of financial statements. We believe that our audit provides a reasonable basis for our opinion.
4. Based on our audit, we report that :
 - (i) We have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit.
 - (ii) The Balance Sheet, Income and Expenditure Account and the Receipt and Payment Account dealt with by this Report have been drawn up in the format prescribed by the Ministry of Human Resource Development, Government of India vide order No. 29-4/2012-IFD dated 17 April 2015.
 - (iii) In our opinion, proper books of account and other relevant records have been maintained by the IIM, Indore in so far as is appears from our examination of such books.
 - (iv) We further report that: -

A. General

- A.1. Depreciation as per format prescribed by the Ministry of Human Resource Development, Government of India vide order No. 29-4/2012-IFD dated 17 April 2015 has to be provided on Straight Line Method at the rates prescribed against each class of Assets . However, as per its Significant Accounting Policy (Schedule 23), it is noticed that the Institute is providing Depreciation on Written down Value Method at the rates specified in Income Tax Act, 1961 relevant for the year which is in contravention of MHRD instructions.
- A.2. The investments indicated against Designated/ Earmarked/ Endowment Funds (Schedule-2) do not match with the corresponding investments indicated against Investments from Earmarked/ Endowment Funds (Schedule-5)
- A.3. There is no corresponding interest accrued for investments shown against General Fund, Research Fund and Infrastructure Fund as per Schedule-2 on the Assets side.
- A.4. Interest earned on investment of Corpus / Capital Fund was credited directly to the Corpus/ Capital Fund (Schedule-1) without routing through Income and Expenditure Account required by the format prescribed by MHRD.

B. Grands in aid

No Grants-in-aid was received during the year and there was no unspent balances of grant-in-aid of previous year as on 31.03.2018.

C. Management Letter

Deficiencies which have not been included in the Separate Audit Report have been brought to the notice of the Institute through a management letter issued separately for remedial / corrective action.

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

(vi) In our opinion and to the best of our information and according to the explanation given to us, the said financial statements read together with the Accounting Policies and Notes on Accounts and subject to the significant matters stated above and other matters mentioned in Annexure to this Audit Report give a true and fair view in conformity with accounting principles are 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, 2018; and
- b) In so far as it relates to Income and Expenditure Account of the surplus for the year ended on that date

For and on behalf of the Comptroller and Auditor General of India

Sd/-

Director General of Audit
(Central Receipts)

Place : - New Delhi

Date : 07.12.2018

Annexure

1. Adequacy of Internal Audit System

Internal audit of the institute was conducted during the year by a Chartered Accountant firm.

2. Adequacy of Internal Control System:

Internal Control System was found to be inadequate due to: -

- i) A sum of ₹ 1203.16 lakh has been added to the Capital Fund for Fixed Assets (Schedule-1) towards assets created out of earmarked funds by transferring this amount from Infrastructure Fund shown as utilized on Capital Expenditure (Schedule 2). However, this adjustment was made manually and after being pointed out by Audit, a JV was passed in Tally ERP system, authorizing manual adjustments such as these is a control failure needs to be avoided.
- ii) There was no internal Audit Manual of the institute.

3. System of physical Verification of Fixed Assets:

Physical verification of Fixed Assets has been conducted during the year.

4. System of physical Verification of Inventories:

Physical verification of inventories has been conducted during the year.

5. Regularity in the payment of statutory dues:

No irregularity was noticed in the payment of statutory dues.

Sd/-

Sr. Audit Officer / AMG-II

21. Management Response to Separate Audit Report on the accounts of Indian Institute of Management Indore for the year ended 31st March 2018

Audit Observation

Institute Reply

SAR on the Accounts of IIM Indore for Year 2017-18

A. General

A.1 Depreciation as per format prescribed by the Ministry of Human Resource Development, Government of India vide order No. 29-4/2012-IFD dated 17 April 2015 has to be provided on Straight Line Method at the rates prescribed against each class of Assets. However, as per its Significant Accounting Policy (Schedule 23), it is noticed that the Institute is providing Depreciation on Written down Value Method at the rates specified in Income Tax Act, 1961 relevant for the year which is in contravention of MHRD Instructions.

The Institute has been consistently following this Depreciation policy. However, the observation of Audit is noted for appropriate corrective action in the accounts for subsequent years.

A.2 The Investments indicated against Designated/Earmarked/Endowment Funds (Schedule-2) do not match with the corresponding investment indicated against Investments from Earmarked/Endowment Funds (Schedule-5).

Balance as per Schedule 5 does not match with Schedule 2 because Funds shown under Schedule-2 includes Infrastructure, General and Research Fund also. However, respective investments are reflected in two different schedules i.e., Schedule-5 and Schedule-7.

A.3 There is no corresponding interest accrued for investments shown against General, Research Fund and Infrastructure Fund as per schedule-2 on the Assets side.

Accrued interest on General, Infrastructure and Research Fund has been grouped under Current Assets Schedule-7. However, necessary disclosure shall be incorporated in the Accounts for the year 2018-19.

A.4 Interest earned on the Investment of Corpus/Capital Fund was credited directly to the Corpus/Capital Fund (Schedule-1) without routing through Income & Expenditure Account required by the Format Prescribed by MHRD.

Necessary correction has been incorporated in the accounts under intimation to Audit.

Annexure to the SAR on the accounts of IIM Indore for Year 2017-18 :

Point No. 2

Adequacy of Internal Control System:

Internal Control system was found to be inadequate due to:-

(I) A sum of Rs 1203.16 lakh has been added to the Capital Fund for Fixed Assets (Schedule-1) towards assets created out of earmarked funds by transferring this amount from Infrastructure Fund shown as utilized on Capital Expenditure (Schedule 2). However, this adjustment was made manually and after being pointed out by Audit, a JV was passed in Tally ERP system, authorizing manual adjustment such as these is a control failure needs to be avoided.

An amount of Rs. 1203.16 Lakh has not been appearing in the ledger account under Infrastructure fund in Tally accounting system as observed by Audit. However, the Financial Statement of 2017-18 depicts the correct picture with proper fund accounting of Infrastructure fund & Capital Fund for assets. Necessary entry for the same has subsequently been passed in the accounting software under intimation to C&AG. The Tally system for Accounting as used by the Institute does not have auto entry feature. Hence, all entries are necessarily passed with manual intervention.

The Institute is continuously taking steps to improve Internal Control System.

(ii) There was no Internal Audit Manual of the Institute.

Institute has already taken initiative towards preparation of Internal Audit Manual. Final draft of Internal Audit Manual is under review for approval and adoption.

22. Financial Statements

Indian Institute of Management Indore

Balance Sheet As at 31st March 2018

(Rs. in Lakhs)

SOURCES OF FUNDS	Schedule	As at 31st March, 2018	As at 31st March, 2017
Corpus/Capital Fund	1	52,942.95	50,621.73
Designated/Earmarked/Endowment Funds	2	9,445.07	8,711.33
Current Liabilities & Provisions	3	5,555.91	6,253.51
Total		67,943.93	65,586.57
APPLICATION OF FUNDS	Schedule	As at 31st March, 2018	As at 31st March, 2017
Fixed Assets	4		
- Tangible Assets		21,043.60	22,836.26
- Intangible Assets		285.23	301.19
- Capital Work-In-Progress		180.80	431.31
Investments from Earmarked/Endowment Funds	5		
- Long Term		79.75	79.75
- Short Term		-	-
Investments-Others	6	15,410.23	12,960.96
Current Assets	7	28,484.66	25,904.87
Loans, Advances & Deposits	8	2,459.66	3,072.23
Total		67,943.93	65,586.57

Significant Accounting Policies 23

Contingent Liabilities & Notes to Accounts 24

Sd/-
CA Kamlesh Bhatia
Accounts Officer

Sd/-
Col. G.G. Pamidi (Retd.)
Chief Administrative Officer

Sd/-
Prof. Rishiksha T. Krishnan
Director

PLACE : Indore
DATE : 08-October-2018



Indian Institute of Management Indore
Income And Expenditure Account
For The Year Ended 31st March 2018

(Rs. in Lakhs)

Particulars	Schedule	For the year 2017-18	For the year 2016-17
INCOME			
Academic Receipts	9	12,975.69	10,917.79
Grants/Subsidies	10	-	-
Income from investments	11	-	-
Interest Earned	12	2,927.02	1,685.43
Other Income	13	1,992.32	1,498.70
Prior Period Income	14	12.29	(0.53)
Total (A)		17,907.32	14,101.39
EXPENDITURE			
Staff Payments & Benefits (Establishment Expenses)	15	5,354.34	3,457.89
Academic Expenses	16	3,113.44	2,744.23
Administrative and General Expenses	17	2,180.90	1,772.51
Transportation Expenses	18	54.15	49.46
Repairs & Maintenance	19	343.06	444.44
Finance costs	20	-	-
Depreciation	4	3,119.16	3,168.28
Other Expenses	21	579.48	655.37
Prior Period Expenses	22	62.05	554.28
Total (B)		14,806.58	12,846.46
Balance being excess of Income over Expenditure (A-B)		3,100.74	1,254.93
Add: Transfer from General Fund		607.42	-
Less: Transfer to Designated Fund			
- Corpus / Capital Fund (Interest on Corpus Fund)		1,113.93	
- Corpus / Capital Fund		2,594.23	1,213.04
- Research Fund		-	41.89
- General Fund		-	-
Balance Being Surplus (Deficit) Carried to Capital Fund/Corpus Fund		-	-

Significant Accounting Policies 23

Contingent Liabilities & Notes to Accounts 24

Sd/-
CA Kamlesh Bhatia
Accounts Officer

Sd/-
Col. G.G. Pamidi (Retd.)
Chief Administrative Officer

Sd/-
Prof. Rishikesha T. Krishnan
Director

PLACE : Indore
DATE : 08-October-2018

Indian Institute of Management Indore
Schedules Forming Part of Balance Sheet
As At 31st March 2018

SCHEDULE -1 CORPUS/CAPITAL FUND

(Rs. in Lakhs)

Particulars	As at 31st March, 2018		As at 31st March, 2017	
	Balance at the beginning of the year (A+C)		50,621.73	
Opening balance of Capital Fund for Fixed Assets (A)	27,016.15		24,092.90	
Add : Grant in Aid (Plan-General)	-		-	
Add : Interest on Corpus Fund transferred from Income & Expenditure Account	1,113.93		1,280.52	
Add : Assets Created out of Earmarked Funds	1,207.29		1,642.73	
Closing balance of Capital Fund for Fixed Assets (B)	29,337.37		27,016.15	
Opening balance of Corpus Fund (C)	23,605.58		23,605.58	
Add : Excess of Income over expenditure transferred from Income & Expenditure Account	2,594.23		-	
Closing balance of Corpus Fund (D)	26,199.81		23,605.58	
Less :Transferred to Infrastructure Fund (E)	2,560.17			
Less :Transferred to Reserch Fund (F)	34.06			
Balance at the Year End (B+D-E-F)		52,942.95		50,621.73

Sd/-
CA Kamlesh Bhatia
Accounts Officer

Sd/-
Col. G.G. Pamidi (Retd.)
Chief Administrative Officer

Sd/-
Prof. Rishiksha T. Krishnan
Director

PLACE : Indore
DATE : 08-October-2018

Indian Institute of Management Indore
Schedules Forming Part of Balance Sheet
As At 31st March 2018



विद्यया ऽ मृतमश्नुते
भा. प्र. सं. इन्दौर
IIM, INDORE

SCHEDULE 2 - DESIGNATED/EARMARKED/ENDOWMENT FUNDS

(Rs. in Lakhs)

Particulars	Fundwise Breakup				Total	
	General Fund	Research Fund	Infrastructure Fund	Endowment Funds	As at 31st March, 2018	As at 31st March, 2017
A.						
a) Opening balance	1,000.00	54.77	7,567.01	89.55	8,711.33	9,156.89
b) Additions during the year	-	-	-	-	-	-
c) Transferred from General Fund	-	-	-	-	-	-
d) Income from investments done from the funds	-	-	-	0.77	0.77	0.85
e) Accrued interest on investments/Advances	-	-	-	8.17	8.17	6.78
f) Interest on Savings Bank A/c	-	-	-	-	-	-
g) Other additions (From Corpus/Capital Fund A/c)	-	34.06	2,560.17	-	2,594.23	1,254.93
Total (A)	1,000.00	88.83	10,127.18	98.49	11,314.50	10,419.45
B.						
Utilisation/Expenditure towards objectives of funds						
i. Capital Expenditure	-	-	1,207.29	-	1,207.29	1,642.73
ii. Revenue Expenditure	-	52.31	-	2.41	54.72	65.39
iii. Transferred to Infrastructure Fund	-	-	-	-	-	-
iv. Transferred to Income and Expenditure A/c	607.42	-	-	-	607.42	-
Total (B)	607.42	52.31	1,207.29	2.41	1,869.43	1,708.12
Closing Balance at the Year End (A-B)	392.58	36.52	8,919.89	96.08	9,445.07	8,711.33
Represented By						
Cash & Bank Balances	-	-	-	-	-	-
Investments	392.58	36.52	8,919.89	79.75	9,428.74	8,701.53
Interest accrued but not due	-	-	-	16.33	16.33	9.80
Total	392.58	36.52	8,919.89	96.08	9,445.07	8,711.33

Sd/-

CA Kamlesh Bhatia
Accounts Officer

Sd/-

Col. G.G. Pamidi (Retd.)
Chief Administrative Officer

Sd/-

Prof. Rishiksha T. Krishnan
Director

PLACE : Indore

DATE : 08-October-2018

Indian Institute of Management Indore
Schedules Forming Part of Balance Sheet
As At 31st March 2018

SCHEDULE 2A - ENDOWMENT FUNDS

(Rs. in Lakhs)

Sr. No. (1)	Name of the Endowment (2)	Opening Balance		Additions During the Year		Total		Expenditure on the Object during the year (9)	Closing Balance		Total 12= (10+11)
		Endowment (3)	Accumulated Interest (4)	Endowment (5)	Interest (6)	Endowment 7=(3+5)	Accumulated Interest 8=(4+6)		Endowment (10)	Accumulated Interest (11)	
1	SBI Chair-Endowment Fund A/c.	26.99	33.03	-	5.22	26.99	38.25	-	26.99	38.25	65.24
2	SBI Scholarship Fund	18.50	2.28	-	2.15	18.50	4.43	1.50	18.50	2.93	21.43
3	Eicher Scholarship Fund	5.00	-	-	0.90	5.00	0.90	0.50	5.00	0.40	5.40
4	Eicher Motors Gold Medal Fund	1.00	0.02	-	0.18	1.00	0.20	0.09	1.00	0.11	1.11
5	Scholarship - K.K.Alagh Gold Medal	2.73	-	-	0.49	2.73	0.49	0.32	2.73	0.17	2.90
	Total	54.22	35.33	-	8.94	54.22	44.27	2.41	54.22	41.86	96.08

Sd/-
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Director

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Indian Institute of Management Indore
Schedules Forming Part of Balance Sheet
As At 31st March 2018

SCHEDULE 3 - CURRENT LIABILITIES & PROVISIONS

(Rs. in Lakhs)

Particulars	As at 31st March, 2018		As at 31st March, 2017	
A. CURRENT LIABILITIES				
1. Deposits from staff		-		-
2. Deposits from students		493.13		535.81
3. Sundry Creditors				
a) For Goods & Services		1,300.04		1,263.86
b) Others		-		-
4. Deposits-Others				
a) Security Deposit	152.38		118.53	
b) Retention Money	90.49		89.97	
c) Earnest Money Deposit	10.72		16.86	
d) Performance Guarantee	2.42	256.01	8.34	233.70
5. Statutory Liabilities (GPF,TDS,WC TAX,CPF,GIS,NPS):				
a) Overdue		-		-
b) Others		354.93		148.32
6. Other Current Liabilities				
a) Salaries and allowances		207.22		186.23
b) Receipts against sponsored projects		-		-
c) Receipts against sponsored fellowships & scholarships		-		-
d) Unutilised Grants		-		-
e) Grants in advance		-		-
f) Other funds				
- Scholarship Fund Opening Balance		-		-
Add: Receipt during the year	151.38		127.69	
Less: Payment during the year	83.26	68.12	127.69	-
g) Grant for Research				
Opening Balance	17.82		-	
Add: Receipt during the year	7.29		18.12	
Less: Payment during the year	16.83	8.28	2.43	15.69
h) Other liabilities				
- Advance Fees Received	988.28		1,456.82	
- IIM Sambalpur	-		1,078.35	
- Other Liabilities	84.43	1,072.71	143.86	2,679.03
Total (A)		3,760.44		5,062.64

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PLACE : Indore
DATE : 08-October-2018

Indian Institute of Management Indore
Schedules Forming Part of Balance Sheet
As At 31st March 2018

SCHEDULE 3 - CURRENT LIABILITIES & PROVISIONS

(Rs. in Lakhs)

Particulars	As at 31st March, 2018		As at 31st March, 2017	
B. PROVISIONS				
1. For Taxation		-		-
2. Gratuity				
a) Provision for Gratuity	733.78		419.91	
b) Past Service Cost Not Yet Recognised	(31.51)		-	
c) IIM Indore Group Gratuity Scheme A/c	<u>(437.93)</u>	264.34	<u>(354.62)</u>	65.29
3. Superannuation Pension		-		-
4. Accumulated Leave Encashment		1,305.17		1,018.68
5. Trade Warranties/Claims		-		-
6. Others				
a) Provision For Revenue Expenses		67.54		106.90
b) Provision For Capital Expenses		158.42		-
Total (B)		1,795.47		1,190.87
Total (A+B)		5,555.91		6,253.51

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Director

PLACE : Indore
DATE : 08-October-2018

Indian Institute of Management Indore
Schedules Forming Part of Balance Sheet
As At 31st March 2018



सिद्धिसुखं प्रकथयन्तु
भा. प्र. सं. इन्दौर
IIM, INDORE

SCHEDULE 3 (a)- SPONSORED PROJECTS

(Rs. in Lakhs)

Sr. No. (1)	Name of the Project (2)	Opening Balance		Receipts/Recoveries during the year (5)	Total (6)	Expenditure during the year (7)	Closing Balance	
		Credit (3)	Debit (4)				Credit (8)	Debit (9)
	None	-	-	-	-	-	-	-
	Total	-	-	-	-	-	-	-

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PLACE : Indore
DATE : 08-October-2018

Indian Institute of Management Indore
Schedules Forming Part of Balance Sheet
As At 31st March 2018

SCHEDULE 3 (b)- SPONSORED FELLOWSHIPS AND SCHOLARSHIPS

(Rs. in Lakhs)

Sr. No. (1)	Name of Sponsor (2)	Opening Balance as on 01.04.2017		Transactions during the year		Closing Balance as on 31.03.2018	
		Credit (3)	Debit (4)	Credit (5)	Debit (6)	Credit (7)	Debit (8)
1	University Grants Commission	-	-	-	-	-	-
2	Ministry	-	-	-	-	-	-
3	Others	-	-	-	-	-	-
	Scholarship Grants from:						
	- Central Government	-	-	136.33	68.21	68.12	-
	- State Government	-	-	8.00	8.00	-	-
	- Institutional Bodies	-	-	7.05	7.05	-	-
	Total	-	-	151.38	83.26	68.12	-

Sd/-

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Chief Administrative Officer

Sd/-

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Director

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DATE : 08-October-2018



Indian Institute of Management Indore
Schedules Forming Part of Balance Sheet
As At 31st March 2018

SCHEDULE 3 (c)- UNUTILISED GRANTS FROM UGC, GOVERNMENT OF INDIA AND STATE GOVERNMENTS (Rs. in Lakhs)

Particulars	As at 31st March, 2018	As at 31st March, 2017
A. Plan Grants : Government of India		
Balance B/F	-	-
Add: Receipts during the year	-	-
Total (a)	-	-
Less: Refunds	-	-
Less: Utilized for Revenue Expenditure	-	-
Less: Utilized for Capital Expenditure	-	-
Total (b)	-	-
Unutilized carried forward(a-b)	-	-
B. UGC Grants : Plan		
Balance B/F	-	-
Add: Receipts during the year	-	-
Total (c)	-	-
Less: Refunds	-	-
Less: Utilized for Revenue Expenditure	-	-
Less: Utilized for Capital Expenditure	-	-
Total (d)	-	-
Unutilized carried forward (c-d)	-	-
C. UGC Grants : Non Plan		
Balance B/F	-	-
Add: Receipts during the year	-	-
Total (e)	-	-
Less: Refunds	-	-
Less: Utilized for Revenue Expenditure	-	-
Less: Utilized for Capital Expenditure	-	-
Total (f)	-	-
Unutilized carried forward (e-f)	-	-
D. Grants from State Govt.		
Balance B/F	-	-
Add: Receipts during the year	-	-
Total (g)	-	-
Less: Utilized for Revenue Expenditure	-	-
Less: Utilized for Capital Expenditure	-	-
Total (h)	-	-
Unutilized carried forward (g-h)	-	-
Grand Total (A+B+C+D)	-	-

Sd/-
CA Kamlesh Bhatia
Accounts Officer

Sd/-
Col. G.G. Pamidi (Retd.)
Chief Administrative Officer

Sd/-
Prof. Rishikesha T. Krishnan
Director

PLACE : Indore
DATE : 08-October-2018

Indian Institute of Management Indore
Schedules Forming Part of Balance Sheet As At 31st March 2018
SCHEDULE 4 - FIXED ASSETS (Rs. in Lakhs)

ASSETS HEADS	GROSS BLOCK			DEPRECIATION FOR THE YEAR 2017-18			NET BLOCK			
	Op. Balance 01.04.2017	Additions	Deductions/ Adjustments	Ci. Balance	Opening Balance	Depreciation for the Year	Deductions/ Adjustments	Total Depreciation	As at 31st March, 2018	As at 31st March, 2017
A. Tangible Assets										
1. Land:-Freehold	50.00	-	-	50.00	-	-	-	-	50.00	50.00
2. Buildings:										
- Buildings-Administrative	29098.90	174.39	-	29273.29	11166.39	1806.24	(1.46)	12974.09	16299.20	17932.51
- Buildings-Residential	2035.94	-	-	2035.94	609.69	71.32	-	681.01	1354.93	1426.26
- Building- (Mumbai) Leased	121.51	-	-	121.51	40.26	27.08	-	67.34	54.17	81.25
3. Plants, Machinery & Equipment	3848.54	363.17	16.14	4195.57	2072.27	307.05	11.23	2368.09	1827.48	1776.27
4. Vehicles	189.82	4.11	2.51	191.42	104.42	12.94	1.30	116.06	75.36	85.40
5. Furniture, Fixtures & Fittings	1827.84	75.37	8.05	1895.16	766.93	115.75	6.35	876.33	1018.83	1060.91
6. Computer & Peripherals	822.29	39.22	14.55	846.96	599.22	154.27	14.53	738.96	108.00	223.07
7. Electric Installations	200.71	62.67	-	263.38	53.85	22.75	-	76.60	186.78	146.85
8. Library books	1275.84	17.88	-	1293.72	1265.55	14.27	-	1279.82	13.90	10.29
9. Tube wells & water supply	83.16	-	-	83.16	43.92	3.92	-	47.84	35.32	39.24
10. Solar Energy System	60.45	93.86	-	154.31	56.24	78.44	-	134.68	19.63	4.21
Total (A)	39615.00	830.67	41.25	40404.42	16778.74	2614.03	31.95	19360.82	21043.60	22836.26
B. Capital Work in Progress*										
Revenue Expenditure	-	-	131.15	-	-	-	-	-	-	-
Capital expenditure	431.31	518.47	631.03	180.80	-	-	-	-	180.80	431.31
Adjustments/ Reversal	-	-	6.80	-	-	-	-	-	-	-
Total (B)	431.31	518.47	768.98	180.80	-	-	-	-	180.80	431.31
ASSETS HEADS	Op. Balance 01.04.2017	Additions	Deductions	Ci. Balance	Opening Balance	Amortization for the Year	Deductions/ Adjustments	Total Amortization /Adjustments	As at 31st March, 2018	As at 31st March, 2017
C. Intangible Assets										
11. Computer Software	103.94	23.00	-	126.94	85.49	21.05	-	106.54	20.40	18.45
12. Library E-Journals	282.72	466.18	-	748.90	-	484.08	-	484.08	264.82	282.72
13. Patent Rights	0.02	-	-	0.02	-	0.01	-	0.01	0.01	0.02
Total (C)	386.68	489.18	-	875.86	85.49	505.14	-	590.63	285.23	301.19
Total (A+B+C)	40432.99	1838.32	810.23	41461.08	16864.23	3119.17	31.95	19951.45	21509.63	23568.76

* An amount of Rs. 131.15 lakhs has been charged to Revenue expenses as per nature of work and Rs. 6.80 lakhs has been reversed against excess provision made during previous financial year.

Sd/-

CA Kamlesh Bhatia
Accounts Officer

PLACE : Indore

DATE : 08-October-2018

Sd/-

Col. G.G. Pamidi (Retd.)
Chief Administrative Officer

Sd/-

Prof. Rishikesh T. Krishnan
Director

Indian Institute of Management Indore

Schedules Forming Part of Balance Sheet As At 31st March 2018

SCHEDULE 4A - PLAN

(Rs. in Lakhs)

ASSETS HEADS	GROSS BLOCK			DEPRECIATION FOR THE YEAR 2017-18			NET BLOCK			
	Op. Balance 01.04.2017	Additions	Deductions/ Adjustments	Cl. Balance	Opening Balance	Depreciation for the Year	Deductions/ Adjustments	Total Depreciation	As at 31st March, 2018	As at 31st March, 2017
A. Tangible Assets										
1. Land:-Freehold	50.00	-	-	50.00	-	-	-	-	50.00	50.00
2. Buildings:										
- Buildings-Administrative	27,530.56	-	-	27,530.56	10,605.59	1,692.50	-	12,298.09	15,232.47	16,924.97
- Buildings-Residential	2,034.69	-	-	2,034.69	609.57	71.26	-	680.83	1,353.86	1,425.12
- Building- (Mumbai) Leased	4.70	-	-	4.70	1.17	1.17	-	2.34	2.36	3.53
3. Plants, Machinery & Equipment	3,077.54	-	16.14	3,061.40	1,892.74	176.98	11.23	2,058.49	1,002.91	1,184.80
4. Vehicles	163.61	-	2.51	161.10	99.55	9.43	1.30	107.68	53.42	64.06
5. Furniture, Fixtures & Fittings	1,244.58	-	8.05	1,236.53	641.22	60.17	6.36	695.03	541.50	603.36
6. Computer & Peripherals	464.73	-	14.55	450.18	456.41	4.99	14.53	446.87	3.31	8.32
7. Electric Installations	35.38	-	-	35.38	28.69	0.68	-	29.37	6.01	6.69
8. Library books	1,249.71	-	-	1,249.71	1,248.49	0.73	-	1,249.22	0.49	1.22
9. Tube wells & water supply	75.73	-	-	75.73	42.51	3.32	-	45.83	29.90	33.22
10. Solar Energy System	25.37	-	-	25.37	25.37	-	-	25.37	-	-
Total (A)	35,956.60	-	41.25	35,915.35	15,651.31	2,021.23	33.42	17,639.12	18,276.23	20,305.29
B. Capital Work in Progress										
Revenue Expenditure			0.24							
Capital expenditure	0.24	-	-	-	-	-	-	-	-	0.24
Adjustments/ Reversal										
Total (B)	0.24	-	0.24	-	-	-	-	-	-	0.24
ASSETS HEADS	Op. Balance 01.04.2017	Additions	Deductions/ Adjustments	Cl. Balance	Opening Balance	Amortization for the Year	Deductions/ Adjustments	Total Amortization/ Adjustments	As at 31st March, 2018	As at 31st March, 2017
C. Intangible Assets										
11. Computer Software	39.16	-	-	39.16	38.59	0.34	-	38.93	0.23	0.57
12. Library E-Journals	0.43	-	-	0.43	-	0.42	-	0.42	0.01	0.43
13. Patent Rights	-	-	-	-	-	-	-	-	-	-
Total (C)	39.59	-	-	39.59	38.59	0.76	-	39.35	0.24	1.00
Total (A+B+C)	35,996.43	-	41.49	35,954.94	15,689.90	2,021.99	33.42	17,678.47	18,276.47	20,306.53

Sd/-

CA Kamlesh Bhatia
Accounts Officer

PLACE : Indore

DATE : 08-October-2018

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Chief Administrative Officer

Sd/-

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Director

Indian Institute of Management Indore
Schedules Forming Part of Balance Sheet
As At 31st March 2018

SCHEDULE 4B - NON-PLAN

(Rs. in Lakhs)

ASSETS HEADS	GROSS BLOCK			DEPRECIATION FOR THE YEAR 2017-18				NET BLOCK	
	Op. Balance 01.04.2017	Deductions/ Adjustments	Cl. Balance	Opening Balance	Depreciation for the Year	Deductions/ Adjustments	Total Depreciation	As at 31st March, 2018	As at 31st March, 2017
A. Tangible Assets									
1. Land:-Freehold	-	-	-	-	-	-	-	-	-
2. Buildings:									
- Buildings-Administrative	-	-	-	-	-	-	-	-	-
- Buildings-Residential	-	-	-	-	-	-	-	-	-
- Building- (Mumbai) Leased	-	-	-	-	-	-	-	-	-
3. Plants, Machinery & Equipment	-	-	-	-	-	-	-	-	-
4. Vehicles	-	-	-	-	-	-	-	-	-
5. Furniture, Fixtures & Fittings	-	-	-	-	-	-	-	-	-
6. Computer & Peripherals	-	-	-	-	-	-	-	-	-
7. Electric Installations	-	-	-	-	-	-	-	-	-
8. Library books	-	-	-	-	-	-	-	-	-
9. Tube wells & water supply	-	-	-	-	-	-	-	-	-
10. Solar Energy System	-	-	-	-	-	-	-	-	-
Total (A)	-	-	-	-	-	-	-	-	-
11. Capital Work in Progress (B)	-	-	-	-	-	-	-	-	-
ASSETS HEADS	Op. Balance 01.04.2017	Additions	Deductions/ Adjustments	Opening Balance	Amortization for the Year	Deductions/ Adjustments	Total Amortization/ Adjustments	As at 31st March, 2018	As at 31st March, 2017
C. Intangible Assets									
12. Computer Software	-	-	-	-	-	-	-	-	-
13. Library E-Journals	-	-	-	-	-	-	-	-	-
14. Patent Rights	-	-	-	-	-	-	-	-	-
Total (C)	-	-	-	-	-	-	-	-	-
Total (A+B+C)	-	-	-	-	-	-	-	-	-

Sd/-

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Accounts Officer

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Director

Indian Institute of Management Indore
Schedules Forming Part of Balance Sheet
As At 31st March 2018



विद्यया ऽ मृतमश्नुते
भा. प्र. सं. इन्दौर
IIM, INDORE

SCHEDULE 4 C- INTANGIBLE ASSETS

(Rs. in Lakhs)

ASSETS HEADS	GROSS BLOCK		AMORTIZATION FOR THE YEAR 2017-18				NET BLOCK			
	Op. Balance 01.04.2017	Additions	Deductions/ Adjustments	C.I. Balance	Opening Balance	Amortization for the Year	Deductions/ Adjustments	Total Amortization/ Adjustments	As at 31st March, 2018	As at 31st March, 2017
C. Intangible Assets										
1. Patent & Copyrights	0.02	-	-	0.02	-	0.01	-	0.01	0.01	0.02
2. Computer Software	64.78	23.00	-	87.78	46.90	20.71	-	67.61	20.17	17.88
3. Library E-Journals	282.29	466.18	-	748.47	-	483.66	-	483.66	264.81	282.29
Total (C)	347.09	489.18	-	836.27	46.90	504.38	-	551.28	284.99	300.19

Sd/-
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Indian Institute of Management Indore
Schedules Forming Part of Balance Sheet
As At 31st March 2018

SCHEDULE 4 C (i)- INTANGIBLE ASSETS (Rs. in Lakhs)

Particulars	Op. Balance 01.04.2017	Additions	Amortization for the Year	As at 31st March, 2018	As at 31st March, 2017
A. Patents Granted					
- Balance as on 31.03.2018	-	-	-	-	-
Total (A)					
B. Patents Pending in respect of Patents applied for					
- Expenditure during 2017-18	-	-	-	-	-
Total (B)					
C. Grand Total (A+B)					

Sd/-
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Indian Institute of Management Indore
Schedules Forming Part of Balance Sheet As At 31st March 2018

SCHEDULE 4D- OTHERS

(Rs. in Lakhs)

ASSETS HEADS	GROSS BLOCK			DEPRECIATION FOR THE YEAR 2017-18			NET BLOCK			
	Op. Balance 01.04.2017	Additions	Deductions/ Adjustments	Cl. Balance	Opening Balance	Depreciation for the Year	Deductions/ Adjustments	Total Depreciation	As at 31st March, 2018	As at 31st March, 2017
A. Tangible Assets										
1. Land:-Freehold	-	-	-	-	-	-	-	-	-	-
2. Buildings:										
- Buildings-Administrative	1,568.34	174.39	-	1,742.73	560.80	113.74	(1.46)	676.00	1,066.73	1,007.54
- Buildings-Residential	1.25	-	-	1.25	0.12	0.06	-	0.18	1.07	1.13
- Building- (Mumbai) Leased	116.81	-	-	116.81	39.09	25.91	-	65.00	51.81	77.72
3. Plants, Machinery & Equipment	771.00	363.17	-	1,134.17	179.53	130.07	-	309.60	824.57	591.47
4. Vehicles	26.21	4.11	-	30.32	4.87	3.51	-	8.38	21.94	21.34
5. Furniture, Fixtures & Fittings	583.26	75.37	-	658.63	125.72	55.58	-	181.30	477.33	457.54
6. Computer & Peripherals	357.56	39.22	-	396.78	142.81	149.28	-	292.09	104.69	214.75
7. Electric Installations	165.33	62.67	-	228.00	25.16	22.07	-	47.23	180.77	140.17
8. Library books	26.13	17.88	-	44.01	17.05	13.55	-	30.60	13.41	9.08
9. Tube wells & water supply	7.43	-	-	7.43	1.41	0.60	-	2.01	5.42	6.02
10. Solar Energy System	35.08	93.86	-	128.94	30.87	78.44	-	109.31	19.63	4.21
Total (A)	3,658.40	830.67	-	4,489.07	1,127.43	592.81	(1.46)	1,721.70	2,767.37	2,530.97
B. Capital Work in Progress										
Revenue Expenditure	-	-	130.91	-	-	-	-	-	-	-
Capital expenditure	431.07	518.47	631.03	180.80	-	-	-	-	180.80	431.07
Adjustments/ Reversal	-	-	6.80	-	-	-	-	-	-	-
Total (B)	431.07	518.47	768.74	180.80	-	-	-	-	180.80	431.07
Total (A+B)	4,089.47	1,349.14	768.74	4,669.87	1,127.43	592.81	(1.46)	1,721.70	2,948.17	2,962.04

Sd/-

CA Kamlesh Bhatia
Accounts Officer

Sd/-

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Chief Administrative Officer

Sd/-

Prof. Rishiksha T. Krishnan
Director

PLACE : Indore

DATE : 08-October-2018

Indian Institute of Management Indore
Schedules Forming Part of Balance Sheet
As At 31st March 2018

SCHEDULE 5 - INVESTMENTS FROM EARMARKED / ENDOWMENT FUNDS**(Rs. in Lakhs)**

Particulars	As at 31st March, 2018	As at 31st March, 2017
1. In Central Government Securities	-	-
2. In State Government Securities	-	-
3. Other approved Securities	-	-
4. Shares	-	-
5. Debentures and Bonds	-	-
6. Term Deposits with Banks	79.75	79.75
7. Others	-	-
Total	79.75	79.75

Sd/-
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Indian Institute of Management Indore
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As At 31st March 2018

SCHEDULE 5 (A)- INVESTMENTS FROM EARMARKED/ENDOWMENT FUNDS

(Rs. in Lakhs)

Sr. No.	Funds	As at 31st March, 2018	As at 31st March, 2017
1	Fixed Deposits- SBI Chairs Endowment Fund	51.02	51.02
2	Eicher Motors Gold Medal Fund Investment	1.00	1.00
3	Eicher Scholarship Fund Investment	5.00	5.00
4	K.K. Alag Gold Medal Fund Investment	2.73	2.73
5	SBI Scholarship Fund Investment	20.00	20.00
	Total	79.75	79.75

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Indian Institute of Management Indore
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SCHEDULE 6 - INVESTMENTS - OTHERS

(Rs. in Lakhs)

Particulars	As at 31st March, 2018	As at 31st March, 2017
1. In Central Government Securities	-	-
2. In State Government Securities	-	-
3. Other approved Securities	-	-
4. Shares	-	-
5. Debentures and Bonds	-	-
6. Others		
- Corpus Fund FDR	15,410.23	12,960.96
Total	15,410.23	12,960.96

Sd/-
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Indian Institute of Management Indore
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As At 31st March 2018

SCHEDULE 7 - CURRENT ASSETS

(Rs. in Lakhs)

Particulars	As at 31st March, 2018		As at 31st March, 2017	
1. Stock:				
a) Stores & Spares	6.82		5.59	
b) Electrical Material	13.96		16.35	
c) Stationery	11.93	32.71	10.22	32.16
2. Sundry Debtors:				
a) Debts Outstanding for a period exceeding six months	-		16.18	
b) Others	379.65	379.65	408.15	424.33
3. Cash & Bank Balances:				
- Cash balances in hand		0.06		0.17
- Bank Balances				
a) With Scheduled Banks:				
-In Current Accounts	0.58		0.58	
-In term deposit Accounts				
-IIM Indore FDR	25,823.48		22,707.57	
-CAT FDR	-		-	
-IIM Sambalpur Investment	-	25,824.06	1,077.95	23,786.10
-In Savings Accounts (Incl. Auto Roll deposit)				
-IIM Indore Saving A/c	2,240.28		1,653.84	
-Accrued Interest on IIM Funds	7.56		7.88	
-CAT Saving Account	-		-	
-IIM Sambalpur Saving Account	0.34	2,248.18	0.39	1,662.11
b) With non-Scheduled Banks:				
-In Current Accounts	-		-	
-In term deposit Accounts	-		-	
-In Savings Accounts	-	-	-	-
4. Post Office- Savings Accounts				
Total		28,484.66		25,904.87

Note : Annexure A shows the details of Bank Accounts

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Indian Institute of Management Indore
Schedules Forming Part of Balance Sheet
As At 31st March 2018

ANNEXURE A to SCHEDULE 7
(Rs. in Lakhs)

Sr. No.	Particulars	Amount	Amount
I. SAVINGS BANK ACCOUNTS			
Main Accounts			
1	CANARA BANK- Savings Bank A/c	(6.93)	
	Auto Roll Fixed Deposit-CB Savings	57.40	50.47
2	Canara Bank- Grant A/c	0.55	
	Auto Roll Fixed Deposit-CB Grant A/c	189.39	189.94
3	ICICI Bank A/c	0.59	
	Auto Roll Fixed Deposit-ICICI Bank	1.50	2.09
4	State Bank of India (SBI)	432.26	432.26
5	State Bank of India-Fees Collection A/c	0.01	0.01
6	State Bank of India-MDP Fees Collection A/c	0.01	0.01
7	State Bank of India-Investment A/C	11.42	11.42
8	ICICI BANK (BBBEP)	0.75	0.75
9	IDBI Bank Ltd.	505.04	
	Auto Roll Fixed Deposit-IDBI	574.90	1,079.94
10	HDFC Bank Ltd.	8.69	
	Auto Roll Fixed Deposit-HFDC Main A/c	191.46	200.15
11	HDFC Fee Collection A/c	0.52	
	Auto Roll Fixed Deposit-HDFC Fee Collection A/c	264.46	264.98
12	Axis Bank Ltd.	1.86	1.86
13	HDFC Consultancy Income A/c	5.69	5.69
14	HDFC EEFC A/C	-	-
15	Accrued Interest on Auto Roll	7.56	7.56
CORPUS Fund Account			
16	IIM Indore- Corpus Fund A/c	0.52	0.52
17	ICICI Bank (Corpus Fund A/c)	0.20	0.20
SAVINGS ACCOUNT for IIM Sambalpur			
18	State Bank of India IIM Sambalpur New A/c	0.32	
	Auto Roll Fixed Deposit- SBI Sambalpur-New A/c	-	
	Accrued Interest Auto Roll FD- SBI Sambalpur	0.01	0.33
Total (A)			2,248.18
II. CURRENT ACCOUNT (B)			0.58
III. TERM DEPOSITS WITH SCHEDULE BANKS (C)			-
	GENERAL - FIXED DEPOSITS		25,823.48
	IIM Sambalpur Investment		-
Grand Total (A+B+C)			28,072.24

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Indian Institute of Management Indore
Schedules Forming Part of Balance Sheet
As At 31st March 2018

SCHEDULE 8 - LOANS, ADVANCES & DEPOSITS

(Rs. in Lakhs)

Particulars	As at 31st March, 2018		As at 31st March, 2017	
1. Advances to employees: (Non-interest bearing)				
a) Salary	-		-	
b) Festival	0.01		0.03	
c) Medical Advance	-		-	
d) Other				
- Advance for Admissions	1.71		9.66	
- Advance for Others	10.45	12.17	13.30	22.99
2. Long Term Advances to employees: (Interest bearing)				
a) Vehicle loan	-		-	
b) Home loan	-		-	
c) Others	-	-	-	-
3. Advances and other amounts recoverable in cash or in kind or for value to be received:				
a) On Capital Account				
- Secured Advances	93.77		-	
b) To suppliers	-		-	
c) Others				
- Advances for Subscription-Journals	6.09		4.64	
- Others	47.03	146.89	39.38	44.02
4. Prepaid Expenses				
a) Insurance	50.95		28.43	
b) Other expenses	33.07	84.02	35.68	64.11

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Indian Institute of Management Indore
Schedules Forming Part of Balance Sheet
As At 31st March 2018

SCHEDULE 8 - LOANS, ADVANCES & DEPOSITS
(Rs. in Lakhs)

Particulars	As at 31st March, 2018		As at 31st March, 2017	
5. Deposits				
a) Telephone	0.32		0.32	
b) Lease Rent	-		-	
c) Electricity	64.76		60.33	
d) AICTE	-		-	
e) Income Tax Deposit (2013-14)	453.47		-	
f) Others				
- Deposit with Insurance Co.	0.86		0.86	
- Deposit with LPG	0.02		0.02	
- Deposit with UFO Moviez India Limited	1.00	520.43	1.00	62.53
6. Income Accrued				
a) On Investments from Earmarked/ Endowment funds	16.33		9.80	
b) On Investments-Others	1,363.39		2,656.13	
c) On Loans & Advances	-		-	
d) Others				
- Accrued Income for PGP	-	1,379.72	109.53	2,775.46
7. Other Current Assets receivable from UGC/ Sponsored Projects				
a) Debit Balances in Sponsored Projects	-		-	
b) Debit Balances in Sponsored Fellowships & Scholarships	-		-	
c) Grants Receivable	-		-	
d) Other receivables from UGC	-	-	-	-
8. Claims Receivable				
9. Other Receivable				
a) TDS Receivable	175.83		74.92	
b) CAT Receivables	16.27		13.82	
c) GST Input Credit	54.39		-	
d) IIM Sambalpur	63.56		-	
e) Others	6.38	316.43	14.38	103.12
Total		2,459.66		3,072.23

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Indian Institute of Management Indore
Schedules Forming Part of Income And Expenditure Account
For Year Ended 31st March 2018

SCHEDULE 9 - ACADEMIC RECEIPTS

(Rs. in Lakhs)

Particulars	For the year 2017-18	For the year 2016-17
<u>FEES FROM STUDENTS</u>		
Academic		
1. Tuition fee		
a) PGP Fees	6,940.37	6,092.96
b) IPM Fees	1,111.90	868.23
c) PGP Mumbai- Fees	1,119.14	897.37
d) PGPMX Mumbai Fees	822.87	419.28
e) EPGP Fees	864.00	738.00
f) FPM Industry Programme	46.17	44.30
2. Admission fee	-	-
3. Enrolment Fee	-	-
4. Library Admission fee	-	-
5. Laboratory fee	-	-
6. Art & Craft fee	-	-
7. Registration fee	-	-
8. Syllabus fee	-	-
Total (A)	10,904.45	9,060.14

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Indian Institute of Management Indore
Schedules Forming Part of Income And Expenditure Account
For Year Ended 31st March 2018

SCHEDULE 9 - ACADEMIC RECEIPTS
(Rs. in Lakhs)

Particulars	For the year 2017-18	For the year 2016-17
Examinations		
1. Admission test fee	-	-
2. Annual Examination fee	-	-
3. Mark sheet, certificate fee	-	-
4. Entrance examination fee	724.48	852.49
Total (B)	724.48	852.49
Other fees		
1. Identity card fee	-	-
2. Fine/Miscellaneous fee	25.49	30.14
3. Medical fee	-	-
4. Transportation fee	-	-
5. Hostel fee	808.77	721.12
Total (C)	834.26	751.26
Sale of Publications		
1. Sale of Admission forms	-	-
2. Sale of syllabus and Question Paper, etc.	-	-
3. Sale of prospectus including admission forms	-	-
Total (D)	-	-
Other Academic Receipts		
1. Registration fee for workshops, programmes		
a) MDP FEES	321.80	128.06
b) FDP Fees	19.77	4.06
c) CCBMDO Fees Received	110.00	65.04
d) Post Graduate Certificate Programme in Finance	59.93	55.30
e) Industry Interface Cell	1.00	1.44
2. Registration fee	-	-
Total (E)	512.50	253.90
Grand Total (A+B+C+D+E)	12,975.69	10,917.79

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Indian Institute of Management Indore
Schedules Forming Part of Income And Expenditure Account
For Year Ended 31st March 2018



विद्यया ऽमृतमश्नुते
भा. प्र. सं. इन्दौर
IIM, INDORE

SCHEDULE 10 - GRANTS / SUBSIDIES (IRREVOCABLE GRANTS RECEIVED) (Rs. in Lakhs)

Particulars	Govt. of India	Plan			Total Plan	Non Plan UGC	Total for 2017-18	Total for 2016-17
		UGC		Specific Schemes				
		Plan						
Balance B/F	-	-	-	-	-	-	-	
Add: Receipts during the year	-	-	-	-	-	-	-	
Total	-	-	-	-	-	-	-	
Less: Refund to UGC	-	-	-	-	-	-	-	
Balance	-	-	-	-	-	-	-	
Less: Utilised for Capital expenditure (A)	-	-	-	-	-	-	-	
Balance	-	-	-	-	-	-	-	
Less: Utilised for Revenue expenditure (B)	-	-	-	-	-	-	-	
Balance C/F (C)	-	-	-	-	-	-	-	

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Indian Institute of Management Indore
Schedules Forming Part of Income And Expenditure Account
For Year Ended 31st March 2018

SCHEDULE 11- INCOME FROM INVESTMENTS

(Rs. in Lakhs)

Particulars	Earmarked/Endowment Funds		Other Investments	
	For the year 2017-18	For the year 2016-17	For the year 2017-18	For the year 2016-17
1) Interest				
a) On Government Securities	-	-	-	-
b) Other Bonds/Debentures	-	-	-	-
2) Interest on Term Deposits	8.94	7.63	-	-
3) Income accrued but not due on Term Deposits/ Interest bearing advances to employees	-	-	-	-
4) Interest on Savings Bank Accounts	-	-	-	-
5) Others	-	-	-	-
Total	8.94	7.63	-	-
Transferred To Earmarked/Endowment Funds	8.94	7.63	-	-
Balance	-	-	-	-

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Indian Institute of Management Indore
Schedules Forming Part of Income And Expenditure Account
For Year Ended 31st March 2018

SCHEDULE 12- INTEREST EARNED

(Rs. in Lakhs)

Particulars	For the year 2017-18		For the year 2016-17	
1. On Savings Accounts with Scheduled Banks		37.83		4.20
2. On Loans				
a) Employees/Staff	-		-	
b) Others	-	-	-	-
3. On Debtors and Other Receivables				
a) Interest on Security Deposit	<u>3.99</u>	3.99	<u>4.32</u>	4.32
4. Others				
a) Interest on Term Deposits		1,771.27		1,646.91
b) Interest on Term Deposits (Corpus Fund)		1,113.93		
Total		2,927.02		1,685.43

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Indian Institute of Management Indore
Schedules Forming Part of Income And Expenditure Account
For Year Ended 31st March 2018

SCHEDULE 13- OTHER INCOME

(Rs. in Lakhs)

Particulars	For the year 2017-18		For the year 2016-17	
A. Income from Land & Buildings				
1. Hostel Room Rent (MDC Charges)	17.35		4.43	
2. License fee	34.99		28.43	
3. Hire Charges of Auditorium/ Playground/ Convention Centre, etc	-		-	
4. Electricity charges Recovered	24.96		22.52	
5. Water charges Recovered	-	77.30	-	55.38
Total (A)		77.30		55.38
B. Sale of Institute's publications		0.53		0.25
Total (B)		0.53		0.25
C. Income from Holding Events				
1. Gross Receipts from annual function/ sports carnival	-		-	
Less: Direct expenditure incurred on the annual function/sports carnival	-	-	-	-
2. Gross Receipts from fetes	-		-	
Less: Direct expenditure incurred on the fetes	-	-	-	-
3. Gross Receipts for educational tours	-		-	
Less: Direct expenditure incurred on the tours	-	-	-	-
4. Others	-		-	-
Total (C)		-		-

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Indian Institute of Management Indore
Schedules Forming Part of Income And Expenditure Account
For Year Ended 31st March 2018

SCHEDULE 13- OTHER INCOME

(Rs. in Lakhs)

Particulars	For the year 2017-18		For the year 2016-17	
D. Others				
1. Income from consultancy		1,769.11		1,333.99
2. RTI fees		-		-
3. Income from Royalty		-		-
4. Sale of application form (recruitment)		-		-
5. Misc. receipts (Sale of tender form, waste paper, Transport charges, Utility charges etc.)		141.22		99.47
6. Profit on Sale/disposal of Assets				
a) Owned Assets	-		-	
b) Assets received free of cost	-		-	
7. Grants/Donations from Institutions, Welfare Bodies and International Organisations		-		-
8. Others				
a) Library Membership Fees	0.20		0.20	
b) Swimming Pool Membership Fee	3.96		5.35	
c) Old Balances Written Back	-	4.16	4.06	9.61
Total (D)		1,914.49		1,443.07
Grand Total (A+B+C+D)		1,992.32		1,498.70

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Indian Institute of Management Indore
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For Year Ended 31st March 2018

SCHEDULE 14 - PRIOR PERIOD INCOME

(Rs. in Lakhs)

Particular	For the year 2017-18	For the year 2016-17
1. Academic Receipts	4.48	3.81
2. Income from Investments	-	-
3. Interest earned	11.32	-
4. Other Income	(3.51)	(4.34)
Total	12.29	(0.53)

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Indian Institute of Management Indore
Schedules Forming Part of Balance Sheet
As At 31st March 2018

SCHEDULE 15 - STAFF PAYMENTS & BENEFITS (ESTABLISHMENT EXPENSES)

(Rs. in Lakhs)

Particulars	For the year 2017-18			For the year 2016-17		
	Plan	Non Plan	Total	Plan	Non Plan	Total
(A) Teaching Staff:						
(a) Salaries & Wages	-	1,139.39	1,139.39	-	649.32	649.32
(b) Allowances and Bonus	-	1,181.10	1,181.10	-	939.92	939.92
(c) Contribution to Provident Fund	-	123.41	123.41	-	90.45	90.45
(d) Contribution to Other Fund	-	-	-	-	-	-
(e) Staff Welfare Expenses	-	-	-	-	-	-
(f) Retirement and Terminal Benefits	-	483.11	483.11	-	284.73	284.73
(g) LTC facility	-	-	-	-	-	-
(h) Medical facility	-	18.40	18.40	-	13.74	13.74
(i) Children Education Allowance (Tuition Fee Reimbursement)	-	7.92	7.92	-	7.74	7.74
(j) Honorarium (Faculty Workload)	-	907.12	907.12	-	368.52	368.52
(k) Others	-	-	-	-	-	-
(b) Non Teaching Staff:						
(a) Salaries & Wages	-	597.26	597.26	-	404.10	404.10
(b) Allowances and Bonus	-	542.46	542.46	-	462.18	462.18
(c) Contribution to Provident Fund	-	66.11	66.11	-	53.17	53.17
(d) Contribution to Other Fund	-	-	-	-	-	-
(e) Staff Welfare Expenses	-	56.51	56.51	-	48.57	48.57
(f) Retirement and Terminal Benefits	-	194.31	194.31	-	103.46	103.46
(g) LTC facility	-	-	-	-	-	-
(h) Medical facility	-	20.24	20.24	-	17.14	17.14
(i) Children Education Allowance (Tuition Fee Reimbursement)	-	15.40	15.40	-	13.85	13.85
(j) Honorarium	-	1.60	1.60	-	1.00	1.00
(k) Others	-	-	-	-	-	-
Total	-	5,354.34	5,354.34	-	3,457.89	3,457.89

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Indian Institute of Management Indore
Schedules Forming Part of Income And Expenditure Account
For Year Ended 31st March 2018

SCHEDULE 15A- EMPLOYEES RETIREMENT AND TERMINAL BENEFITS

(Rs. in Lakhs)

Particulars	Pension	Gratuity	Leave Encashment	Total
Opening Balance as on 01.04.2017	-	65.30	1,018.68	1,083.98
Addition: Capitalized value of Contributions Received from other Organizations	-	-	-	-
Total (a)	-	65.30	1,018.68	1,083.98
Less : Actual Payment during the year (b)	-	-	5.75	5.75
Balance Available on 31.03.2017 c = (a-b)	-	65.30	1,012.93	1,078.23
Provision required on 31.03.2018 as per Actuarial Valuation (d)	8.33	265.82	1,310.53	1,584.68
Add: Investment to the Gratuity Fund (e)		65.30	-	65.30
Less: Recoveries/Adjustments (f)		-	-	-
A. Provision to be made in the Current year (d-c+e-f)	8.33	265.82	297.60	571.75
B. Contribution to New Pension Scheme	105.67	-	-	105.67
C. Medical Reimbursement to Retired Employees	-	-	-	-
D. Travel to Hometown on Retirement	-	-	-	-
E. Deposit Linked Insurance Payment	-	-	-	-
Total (A+B+C+D+E)	114.00	265.82	297.60	677.42

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Indian Institute of Management Indore
Schedules Forming Part of Income And Expenditure Account
For Year Ended 31st March 2018

SCHEDULE 16 - ACADEMIC EXPENSES

(Rs. in Lakhs)

Particulars	For the year 2017-18			For the year 2016-17		
	Plan	Non Plan	Total	Plan	Non Plan	Total
a) Laboratory Expenses	-	-	-	-	-	-
b) Field Work/ Participation in Conferences Expenses	-	181.78	181.78	-	151.27	151.27
c) Expenses on Seminars/Workshops						
- Seminar/Conference/Workshop Exp.	-	5.23	5.23	-	6.73	6.73
- PAN IIM Conference Exp.	-	3.92	3.92	-	0.03	0.03
- CERE 2017	-	11.36	11.36	-	14.28	14.28
- NASMEI 2017	-	14.88	14.88	-	-	-
- CERE 2018	-	0.67	0.67	-	-	-
- AIB India 2016 Conference Exp.	-	-	-	-	2.28	2.28
d) Payment to Visiting Faculty	-	11.1	11.1	-	3.32	3.32
e) Examination	-	-	-	-	-	-
f) Student Welfare Expenses	-	8.41	8.41	-	18.7	18.7
g) Admission Expenses	-	593.98	593.98	-	475.07	475.07
h) Convocation expenses	-	67.14	67.14	-	93.14	93.14
i) Publications	-	6.41	6.41	-	2.14	2.14
j) Stipend/Means cum- Merit Scholarship	-	301.74	301.74	-	280.26	280.26
k) Subscription Expenses	-	-	-	-	-	-
l) Others						
- Hostel Expenses	-	26.12	26.12	-	26.29	26.29
- PGP Expenses	-	405.51	405.51	-	347.38	347.38
- EPGP Expenses	-	233.21	233.21	-	225.88	225.88
- FPM Expenses	-	82.04	82.04	-	67.96	67.96
- FPM Industry Expenses	-	5.97	5.97	-	4.39	4.39
- IPM Expenses	-	163.95	163.95	-	163.97	163.97
- PGP Mumbai Expenses	-	511.27	511.27	-	480.36	480.36
- PGPMX Mumbai Expenses	-	161.95	161.95	-	139.89	139.89
- MDP Expenses	-	175.84	175.84	-	118.56	118.56
- FDP Expenses	-	7.59	7.59	-	4.91	4.91
- CCBMDO/PGCPF Expenses	-	54.07	54.07	-	38.22	38.22
-Placement Expenses	-	30.09	30.09	-	39.69	39.69
-Industry Interface Cell	-	8.38	8.38	-	3.1	3.1
- Accreditation Fees	-	40.83	40.83	-	36.41	36.41
Total	-	3113.44	3113.44	-	2744.23	2744.23

Sd/-
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Indian Institute of Management Indore
Schedules Forming Part of Income And Expenditure Account
For Year Ended 31st March 2018

SCHEDULE 17 - ADMINISTRATIVE AND GENERAL EXPENSES

(Rs. in Lakhs)

Particulars	For the year 2017-18			For the year 2016-17		
	Plan	Non Plan	Total	Plan	Non Plan	Total
A Infrastructure :						
a) Electricity and power	-	512.15	512.15	-	462.63	462.63
b) Water charges	-	45.35	45.35	-	49.19	49.19
c) Insurance	-	9.78	9.78	-	6.85	6.85
d) Rent, Rates & Taxes (including Property Tax)	-	-	-	-	-	-
B. Communication						
e) Postage & Stationery	-	1.21	1.21	-	1.34	1.34
f) Telephone, Fax and Internet Charges						
-Telephone Expenses & Others	-	7.03	7.03	-	9.31	9.31
-Internet Charges	-	29.97	29.97	-	15.81	15.81
-Software (Annual Subscription)	-	31.18	31.18	-	29.73	29.73
C. Others						
g) Printing and Stationary	-	20.84	20.84	-	19.23	19.23
h) Traveling and Conveyance Expenses	-	42.26	42.26	-	53.37	53.37
i) Hospitality	-	2.14	2.14	-	1.56	1.56
j) Auditors Remuneration	-	0.95	0.95	-	2.34	2.34
k) Professional & Legal Charges	-	31.70	31.70	-	24.42	24.42
l) Advertisement and Publicity	-	0.40	0.40	-	4.04	4.04
m) Magazines & Journals	-	7.76	7.76	-	8.58	8.58
n) Others						
- Sports Complex Expenses	-	14.12	14.12	-	13.03	13.03
- Events Expenses	-	29.88	29.88	-	18.07	18.07
- Medical Centre General Expenses	-	4.23	4.23	-	1.73	1.73
- Board & Committee Meeting Expenses	-	2.74	2.74	-	3.27	3.27
- Newspaper & Periodicals	-	1.03	1.03	-	1.07	1.07
- Campus Maintainance	-	5.05	5.05	-	0.55	0.55
- Catering Exp.	-	11.25	11.25	-	13.36	13.36
- Recruitment	-	11.30	11.30	-	6.61	6.61
- Housekeeping Services.	-	339.34	339.34	-	223.87	223.87
- Services & Contracts	-	995.67	995.67	-	790.99	790.99
- Institutional Membership	-	4.12	4.12	-	8.45	8.45
- Office Expenses	-	2.47	2.47	-	1.60	1.60
- Bank Charges	-	2.16	2.16	-	1.13	1.13
- Photography and videoshooting Exp.	-	12.94	12.94	-	0.38	0.38
- Rajbhasha Office	-	1.88	1.88	-	-	-
Total	-	2,180.90	2,180.90	-	1,772.51	1,772.51

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Indian Institute of Management Indore
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SCHEDULE 18 - TRANSPORTATION EXPENSES

(Rs. in Lakhs)

Particular	For the year 2017-18			For the year 2016-17		
	Plan	Non Plan	Total	Plan	Non Plan	Total
1. Vehicles (owned by institution)						
a) Running expenses	-	31.93	31.93	-	35.25	35.25
b) Repairs & maintenance	-	16.37	16.37	-	8.69	8.69
c) Insurance expenses	-	4.72	4.72	-	3.81	3.81
2. Vehicle taken on rent/ lease						
a) Rent/Lease Expenses	-	-	-	-	-	-
3. Vehicle (Taxi) Hiring Expenses	-	1.13	1.13	-	1.71	1.71
Total	-	54.15	54.15	-	49.46	49.46

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SCHEDULE 19 - REPAIRS & MAINTENANCE

(Rs. in Lakhs)

Particulars	For the year 2017-18			For the year 2016-17		
	Plan	Non Plan	Total	Plan	Non Plan	Total
a) Buildings	-	160.74	160.74	-	345.81	345.81
b) Furniture & Fixtures	-	2.47	2.47	-	0.16	0.16
c) Plant & Machinery	-	57.37	57.37	-	37.22	37.22
d) Office Equipment	-	-	-	-	-	-
e) Computers	-	19.81	19.81	-	21.50	21.50
f) Laboratory & Scientific Equipment	-	-	-	-	-	-
g) Audio Visual Equipment	-	-	-	-	-	-
h) Cleaning Material & Services	-	-	-	-	-	-
i) Book Binding Charges	-	0.63	0.63	-	0.98	0.98
j) Gardening	-	4.16	4.16	-	5.11	5.11
k) Estate Maintenance						
- Sewage Treatment Plant	-	24.94	24.94	-	20.88	20.88
- R&M(Central Air-condition Plant)	-	9.85	9.85	-	7.79	7.79
- Electricals	-	63.09	63.09	-	4.99	4.99
l) Others	-	-	-	-	-	-
Total	-	343.06	343.06	-	444.44	444.44

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Indian Institute of Management Indore
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SCHEDULE 20 - FINANCE COSTS

(Rs. in Lakhs)

Particular	For the year 2017-18			For the year 2016-17		
	Plan	Non Plan	Total	Plan	Non Plan	Total
a) Bank charges	-	-	-	-	-	-
b) Others	-	-	-	-	-	-
Total	-	-	-	-	-	-

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For Year Ended 31st March 2018

SCHEDULE 21 - OTHER EXPENSES

(Rs. in Lakhs)

Particular	For the year 2017-18			For the year 2016-17		
	Plan	Non Plan	Total	Plan	Non Plan	Total
a) Provision for Bad and Doubtful Debts/Advances	-	-	-	-	-	-
b) Irrecoverable Balances Written-off	-	-	-	-	0.16	0.16
c) Grants/Subsidies to other institutions/ organisations	-	-	-	-	-	-
d) Others						
- Safety Expenses	-	0.12	0.12	-	0.47	0.47
- Equalization Levy	-	0.24	0.24	-	0.09	0.09
- Interest on Service Tax	-	0.07	0.07	-	0.24	0.24
- Interest on TDS/TCS	-	1.69	1.69	-	0.31	0.31
- Miscellaneous Expenses	-	0.16	0.16	-	0.21	0.21
- Loss on Currency Fluctuations	-	2.36	2.36	-	0.85	0.85
- Loss on Sale of Assets	-	4.12	4.12	-	4.50	4.50
- Consultancy & Incompany Training	-	567.01	567.01	-	647.05	647.05
- School Adoption Programme Expenses	-	2.95	2.95	-	1.49	1.49
- Disability Center Expenses	-	0.76	0.76	-	-	-
Total	-	579.48	579.48	-	655.37	655.37

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Indian Institute of Management Indore
Schedules Forming Part of Income And Expenditure Account
For Year Ended 31st March 2018

SCHEDULE 22 - PRIOR PERIOD EXPENSES

(Rs. in Lakhs)

Particulars	For the year 2017-18			For the year 2016-17		
	Plan	Non Plan	Total	Plan	Non Plan	Total
1. Establishment Expenses	-	(0.49)	(0.49)	-	(1.83)	(1.83)
2. Academic Expenses	-	10.52	10.52	-	7.50	7.50
3. Administrative Expenses	-	3.08	3.08	-	10.34	10.34
4. Transportation Expenses	-	-	-	-	-	-
5. Repairs & Maintenance	-	27.31	27.31	-	31.07	31.07
6. Other Expenses						
-Depreciation	-	1.29	1.29	-	505.30	505.30
-Service tax Deposit	-	1.38	1.38	-	-	-
-Other Expenses	-	18.96	18.96	-	1.90	1.90
Total	-	62.05	62.05	-	554.28	554.28

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INDIAN INSTITUTE OF MANAGEMENT, INDORE
Prabandh Shikhar, Rau-Pithampur Road, Indore-453556 (M.P.), India

23. NOTES

SCHEDULE 23

Significant Accounting Policies:

1. ACCOUNTING CONVENTION

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

2. REVENUE RECOGNITION

All the incomes except where stated are recognized on the basis of accrual method of accounting.

3. 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. In respect of projects involving construction, the related pre-operational expenses form part of the value of the assets capitalized. Fixed Assets are valued at cost less accumulated depreciation.

4. CAPITAL WORK IN PROGRESS

This represents expenditure incurred on incomplete construction 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.

5. DEPRECIATION

- Depreciation on all fixed assets is provided on Written down Value method at the rates specified in Income Tax Act, 1961 relevant for the year.
- Individual assets except Library books costing less than Rs. 5000/- are depreciated @95% in the year of purchase.
- Capital expenditure incurred on Leased Building is charged to Income & Expenditure account over the lease period.

6. INVENTORY VALUATION

The inventories of Stationery, Stores & spares, Consumables are valued at cost following the FIFO method.

7. INVESTMENTS

Long Term investments are valued at cost. Current Investments are valued at lower of cost or market value in accordance with AS-13. All investments are made only in fixed deposits with scheduled banks & hence are valued at cost. There is no market value for the same.

8. GOVERNMENT GRANT

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

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9. HORTICULTURE

This represents the plantation work in the campus. It has been treated as revenue expenditure and written off to the Income & Expenditure account.

10. INTEREST ON INVESTMENT

Interest on investment out of General Fund has been recognized in Income and Expenditure account.

Interest on investment out of Corpus Fund as provided to Income & Expenditure account and thereafter added back to Capital fund for Fixed Assets.

Interest on Investment out of Endowment Funds are allocated to respective fund Account.

11. FOREIGN EXCHANGE TRANSACTIONS

Transactions denominated in foreign currency are accounted at the exchange rate prevailing at the date of entry in the books & difference of exchange rate from booking of entry & date of transaction is accounted as foreign exchange gain or loss as per AS-11 (Revised).

12. RETIREMENT BENEFITS

Institute is covered under “The payment of Gratuity Act 1972” and Liability towards gratuity and leave encashment payable on retirement of employees is based on actuarial valuation as per Revised Accounting Standard 15 issued by the Institute of Chartered Accountants of India.

13. SOFTWARE EXPENDITURE

Perpetual Software expenditure is treated as intangible asset.

14. CORPUS FUND

The fund consists of the internal cash income generated by the Institute, matching grant, donations received by Institute from the Government of India and contribution by the members of the Society.

15. COMMON ADMISSION TEST (CAT) INCOME

Income Share of CAT is accounted for in the year of receipt.

16. SCHOLARSHIPS/GRANT

Funds received and paid towards Scholarships are shown under the head Scholarship Funds in Current Liabilities & Provisions.

17. GRANT FOR RESEARCH

Funds received and paid towards Grant for Research activities are shown under the head Grant for Research in Current Liabilities & Provisions.

18. LIBRARY DATABASE & E-JOURNALS

Library E-Journals and Databases have been treated as Intangible assets as per new format of Accounts for Central Educational Institutions (CEIs) prescribed by Ministry of Human Resource Development, Department of higher Education vide Letter no. 29-4/2012-IFD dated 17th April, 2015. The same has been amortized over the period of subscription. Library E-Journals and Databases have been shown at net block figures only in the respective schedule.

Sd/-

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INDIAN INSTITUTE OF MANAGEMENT, INDORE
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SCHEDULE 24**Contingent Liabilities & Notes Forming Part of the Accounts:****1. CONTINGENT LIABILITIES**

Disputed demand in respect of provident fund: Damages u/s 14-B - Rs. 51.08 Lakhs. (Paid during Current Year-Nil, Previous year Rs. Nil)

Service Tax demand by Department of Central Excise & Customs for Convention Services relating to the period 2004-05 to 2008-09 of Rs. 2.38 Lakhs were in appeal at the Customs, Excise and Service Tax Appellate Tribunal. (CESTAT)

As per order of CESTAT, the application for refund of pre-deposit of Rs. 1,00,260/- has been filed and the balance amount of Rs. 1,37,553/- shown earlier under Current Assets has been accounted as prior period expenses during the year.

As per assessment order under Income Tax Act, 1961, a demand of Rs. 2267.30 lakhs has been raised by the department. The Institute has filed an application with Commissioner (Appeals) and deposited an amount of Rs 453.47 lakhs which is shown under the head Current Assets.

2. CAPITAL COMMITMENTS

Estimated value of contracts remaining to be executed on capital account and not provided for (net of advances) Rs. 322.24 Lakhs (Previous year Rs. 394.73 Lakhs).

3. GOVERNMENT GRANT

3.1 Grants-in-Aid (General) received during the year were as under:

Sr. No.	Particulars	Financial Year	
		2017-18	2016-17
1.	For IIM Indore	Nil	Nil
2.	For IIM Sambalpur		
a.	Plan Grant	Nil	Rs. 500.00 Lakhs

4. RETIREMENT BENEFIT

a. Leave Encashment: - During the current year, a provision of Rs. 297.61 Lakhs (Previous year Rs. 260.10 Lakhs) has been made as per actuarial valuation according to Accounting Standard 15 issued by the Institute of Chartered Accountants of India. An amount of Rs.5.75 Lakhs (Previous year Rs.17.83 Lakhs) has been paid to the employees on cessation of service & encashment of earned leave.

b. Gratuity: - The Institute has taken an Insurance Policy under LIC Group Gratuity Scheme. During the current year a sum of Rs.2.57 Lakhs (Previous year Rs.2.25 Lakhs) was paid towards the Insurance premium and a provision of Rs.265.82 Lakhs (Previous year Rs.65.30 Lakhs) has been made in the accounts as per actuarial valuation according to Accounting Standard 15 (Revised) issued by the Institute of Chartered Accountants of India.

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c. The disclosures with respect to Actuarial assumptions for Gratuity as per AS-15 are given below:

Sr.No.	Actuarial Assumptions	2017-18	2016-17
1	Discount Rate	7.70 %	7.25 %
2	Expected rate of Salary Increase	10.00%	10.00%
3	Expected rate of return on Assets	8.00%	8.00%
4	Mortality	IALM (2006-08)Ultimate	IALM (2006-08)Ultimate
5	Employee Turnover		
	- Up to Age 30 Years	10.00%	10.00%
	- Age 30-40 Years	5.00%	5.00%
	- Age 40-50 Years	3.00%	3.00%
	- Above 50 Years	2.00%	2.00%
6	Normal Retirement Age	Faculty - 65 Years Staff - 60 Years	Faculty - 65 Years Staff - 60 Years

5. An amount of Rs.2560.17 Lakhs (Previous year Rs.1213.04 Lakhs) has been set aside from surplus of the year for Infrastructure fund for ongoing campus development activities as well as construction planned for future. Further an amount of Rs.34.06 Lakhs (Previous year Rs.41.89 Lakhs) has been set aside for Research & Development activities of the institute.

6. As per order issued by Ministry of Human Resource Development, Government of India regarding revision of scale of pay as per 7th Pay Commission for Autonomous Bodies, the arrears were paid during the current year and an amount of Rs.607.42 Lakhs (Previous year Rs. Nil) have been appropriated from General Fund.

7. Fixed assets including Work in Progress (WIP) created out of Infrastructure fund are depicted in Schedule 4C & 4D.

8. 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.

9. The Income Tax department has not allowed exemption under section 10(23C)(iiiab) of the Income Tax Act 1961 for the assessment year 2014-15. The Income Tax Returns for the assessment year 2015-16 has been filed claiming exemption under section 11 & 12 as per registration of the Institute u/s 12AA of the Income Tax Act 1961. The Institute has filed an application for granting registration u/s 10(23C)(vi) of the Income Tax Act 1961 for claiming exemption of Income.

10. FOREIGN CURRENCY TRANSACTIONS

S.No.	Particulars	Current Year	Previous year
11.1	Earnings- Fees	Rs. 8.09 Lakhs	Rs. 3.57 Lakhs
11.2	Expenditure in foreign currency	Rs. 706.17 Lakhs	Rs. 616.08 Lakhs

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11. During the current year, a provision of Rs.0.95 Lakhs (Previous year Rs.1.90 Lakhs) has been made towards C&AG audit fees for F.Y. 2017-18 on the basis of actual fees paid for F.Y. 2016-17.
12. During the year, Scholarship of Rs.151.38 Lakhs (Previous year Rs.127.69 Lakhs) was received. Out of this, Scholarship of Rs.83.26 Lakhs (Previous year Rs.127.69 Lakhs) was paid to respective students and balance amount of Rs.68.12 Lakhs (Previous year Rs. Nil) was payable at the year end.
13. Income from fee has been recognised on the basis of term of the course from the current year. During previous years the same was recognised on the basis of duration of the course. On account of this pre received income of Rs.588.86 Lakhs for the Financial Year 2016-17 has been recognized as income in Financial Year 2017-18.
14. The fixed deposits generated & liquidated out of auto roll facility in saving bank accounts have been shown on net basis in Receipts & Payments Account.
15. The saving banks accounts having negative balance have underlying balance under auto roll fixed deposits.
16. Investments earmarked against Infrastructure Fund (Rs.8,919.89 Lakhs), Research Fund (Rs.36.52 Lakhs) and General Fund (Rs.392.58 Lakhs) are included in the "IIM Indore FDR" balance of Rs. 25823.48 Lakhs shown under Current Assets.
17. Financial Statement has been prepared according to new format of Accounts for Central Educational Institutions (CEIs) prescribed by Ministry of Human Resource Development, Department of higher Education vide Letter no. 29-4/2012-IFD dated 17th April, 2015.
18. IIM Indore was established in 1996 by the Government of India as a registered Society under the Madhya Pradesh Societies Registration Act, 1973. The Indian Institutes of Management Act 2017 as passed by the both Houses of Parliament received the assent of President on 31st December 2017. The same has been notified effective from 31 January 2018. As per the Act, all assets and liabilities of the Society stand transferred to body corporate in the name Indian Institute of Management Indore.
19. Project General Expenses like Postage, Printing & Stationery, Professional charges, Catering etc. have been charged to Income & Expenditure account as the same are not directly attributable to any particular asset.
20. Figures have been rounded off in thousands and shown accordingly under respective heads.
21. The Annual Accounts 2017-18 has been revised on the basis of observation made by C&AG audit.
22. Corresponding figures for the previous year have not been rearranged in line with changes in mentioned in serial number 21 above.
23. Schedules 1 to 24 are annexed to and form an integral part of the Balance Sheet as at 31-3-2018, the Income & Expenditure Account and the Receipts & Payment Account for the year ended 31-03-2018.

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**Indian Institute of Management Indore
Receipts & Payments Account for the Financial Year 2017-18**

(Rs. In Lakhs)

RECEIPTS		2017-18		2016-17		PAYMENTS		2017-18		2016-17	
IX.	Investments encashed Interest on Corpus Fund Fixed Deposit-Corpus Fund A/c.	255.57	10344.35	1,269.89	IX.	Refund of Grants	-	-	-	-	-
		<u>10,088.78</u>		<u>1,241.65</u>			Deposits and Advances	254.06	133.41	0.01	13.53
X.	Term Deposit with Scheduled Banks encashed Interest Accrued but not received		11.53	-	X	Deposit- Assets	-	11.25	13.53	41.02	78.35
			823.48	807.57			Advance to Staff		33.88	208.93	0.50
XI.	Other Income CAT Income		98.7	60.47	XI.	Other Payments	485.81	34.96	10.05	24.91	
			357.09	321.94			Other Receivable	16.29	16.05	453.47	
XII.	Deposits and Advances Advance to Staff Advance to Others Deposit- Assets	23.55	38.05	56.43	XII.	Income Tax-F.Y. 2013-14					
		14.5		30.89			Closing Balances				
				20.45		a) Cash in Hand	0.06	24,362.16	0.17		
				<u>5.09</u>		b) Bank Balances	28071.9	24361.99	0.58		
XIII.	Miscellaneous Receipts including Statutory Receipts Other Receivable Fixed Assets Sundry Debtors GST Input Credit	7.17	2648.2	1,528.81	XIII.	i) In Current accounts	25823.48	22,707.57	1,653.84		
				4.49			ii) In Deposits accounts	2,247.84			
				0.86		iii) Savings accounts (Including Auto roll deposit)					
				<u>1,523.46</u>							
XIV.	Any Other Receipts CAT Account IIM Sambalpur Deposit From Participants Advance Fees Received EMD / SD / Retention Money Other Liabilities Sundry Creditors		2367.19	4,494.84	XIV.	TOTAL	53930.09	40666.74	53930.09	40666.74	
		13.61		1,519.30							
		1403.23		2,117.70							
		518.68		498.07							
		53.4		57.22							
		129.34		79.07							
		211.79		139.26							
		<u>37.14</u>		<u>84.22</u>							
	TOTAL		53,930.09	40,666.74							

Sd/-

CA Kamlesh Bhatia
Accounts Officer

PLACE : Indore

DATE : 08-October-2018

Sd/-

Col. G.G. Pamidi (Retd.)
Chief Administrative Officer

Sd/-

Prof. Rishikesh T. Krishnan
Director



विद्यया संपन्नो भवति
भा. प्र. सं. इन्दौर
IIM, INDORE





← Learning Centre



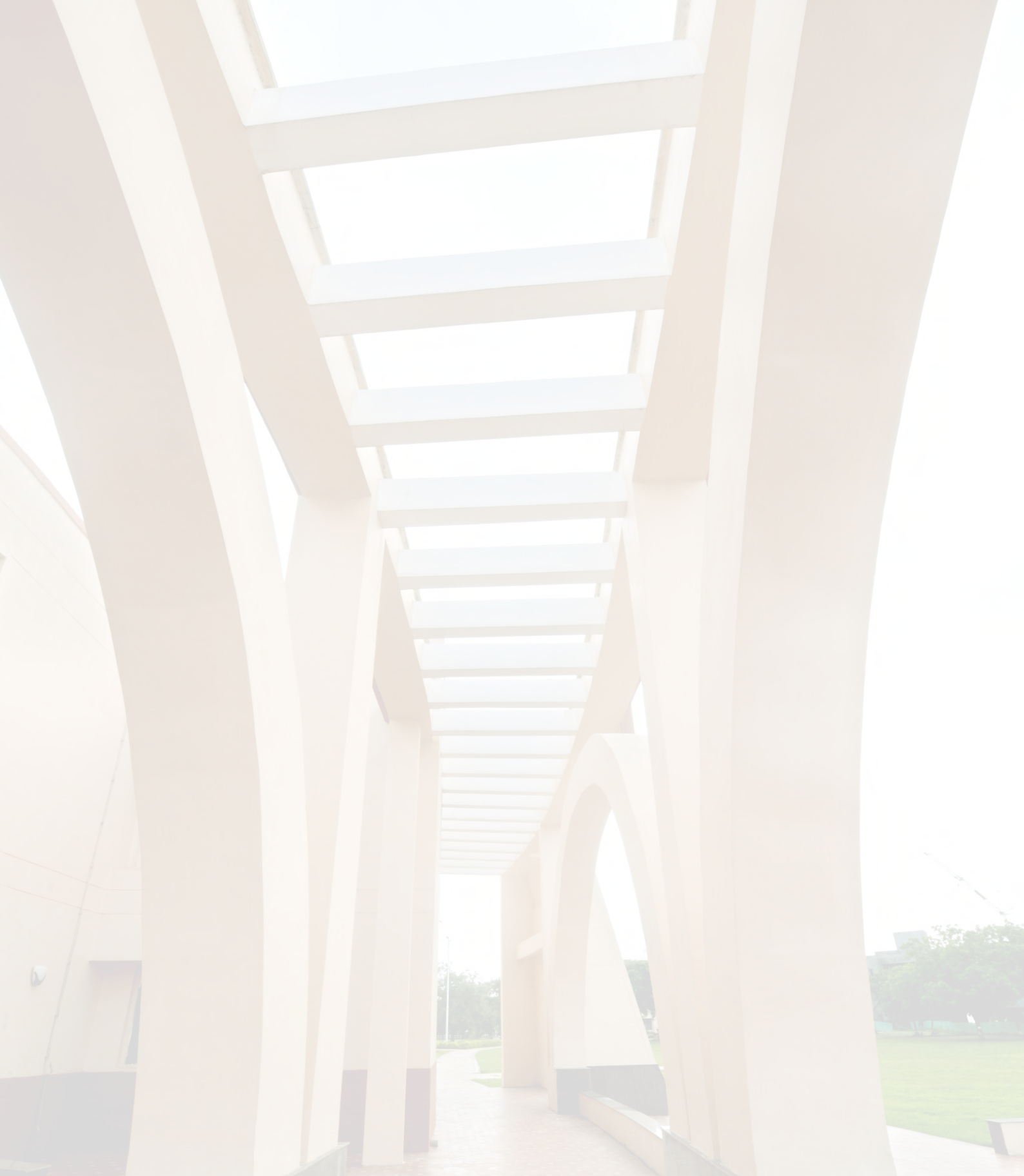
Swimming Pool ▶



← MDP



Sports Complex ▶



सिद्धिमूलं प्रबन्धनम्
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