

Annual Report

2016-17



सिद्धिमूलं प्रबन्धनम्
भा. प्र. सं. इन्दौर
IIM INDORE

Indian Institute of Management Indore

www.iimdr.ac.in



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

The year 2016-17 marked an important milestone for IIM Indore as we completed 20 years since formation of the IIM Indore Society on 3rd October, 1996.

Some of the important highlights of the year were:

1. IIM Indore was ranked No.10 among management institutions in the first official rankings announced by the Government of India under the National Institutional Ranking Framework (NIRF).
2. IIM Indore secured its first International Accreditation from the Association of MBAs (AMBA), UK. The Accreditation covers the Institute's one year full-time Executive Post Graduate Programme (EPGP) under the MBA category, and PGP Indore, PGP Mumbai and IPM (4th and 5th year) under MBM category.
3. In keeping with the Institute's objective of meeting the needs of different segments of management education, the Institute launched a new Programme, General Management Programme for Executives (GMPE), focussing on the needs of local industries in Indore. The Institute also increased intake in the part-time Programme for Management Executives (PGPMX) by admitting two cohorts in Mumbai during the year.
4. An Innovation & Incubation Centre was formally launched on the Campus on 23 February 2017.
5. The Institute continued to organize high quality academic conferences during the year and hosted 'Academy of International Business India Conference' and the Eighth edition of 'Conference on Excellence in Research & Education (CERE)'.
6. IIM Indore students continued to bring laurels to the Institute with their outstanding performance in external contests and events.
7. IIM Indore had the unique honour of hosting the 52nd Summit of Oil and Gas PSUs in April 2016, the first time the meet was held with an academic partner.
8. Important additions to campus infrastructure included e-corner established by SBI, a Crèche set up under the management of EuroKids and two new Food courts in Mess No.5 and in the basement of Student Residence No.10.

9. The Institute had the honour of conducting Leadership programmes for Madhya Pradesh Police and a Strategic Planning Workshop for Vice Chancellors of Central Universities.
10. Thanks to the efforts of the Student Activity Council (SAC), it is now possible to make cashless transactions across the campus.

IIM Indore had been a mentor to IIM Sambalpur since its inception in 2015. During this phase, the Institute has helped IIM Sambalpur in all its academic and administrative activities.

Apart from the above, the Institute continued its focus on excellence in teaching and research. To keep abreast the latest developments in both theory and practice, the Institute hosted a large number of Guest Speakers and organized Seminars during the year.

Shri Deepak Satwalekar became the Chairman of BoG & Society, IIM Indore with effect from 27 January 2017. The Institute welcomes Shri Satwalekar and thanks the Board Members, Society Members, Corporate Partners, Alumni, Government of India, Government of Madhya Pradesh and all well-wishers of the Institute for their continued support during the year.

Rishiksha T. Krishnan
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. IIM Indore is registered as a Society under Societies Registration Act, 1973. It is promoted and nurtured by the Ministry of Human Resource Development, Government of India.

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 infrastructure ranging from 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 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 Post Graduate Programme in Management (EPGP);
- Post Graduate Programme in Management-Weekend (Alternate)-Mumbai (PGPMX-Mumbai);
- Management Development Programmes (MDPs);
- Broadband Based Executive Education Programmes (BBEEP);
- General Management Programme for Executives (GMPE);
- Faculty Development Programme (FDP);
- Certificate Course in Business Management for Defense 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. It is also recognized by the Association of Indian Universities as equivalent to an 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,
- capacity to work effectively and efficiently, both individually and in groups.

The PGP is spread over two years, each year consisting of three terms. Between the first and second years, the participant spends eight weeks on a summer project in a business organization. The academic year begins in June/July and ends in March/April of the following year.

Based on feedback from the corporate sector, benchmarking against globally top-ranked MBA programmes and insights from recent studies on the effectiveness of MBA programmes, IIM Indore launched a new PGP (MBA) programme design from the 2015-17 Batch.

Pedagogy

IIM Indore uses a combination of different teaching methods such as, cases, projects, computer aided instructions, group discussions, lectures, seminars, presentations by participants, and lectures by guest speakers, from the industry and the government. Case method is the predominant pedagogical tool. This sharpens analytical skills of participants and helps them to analyze problems from multi-functional 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 19th Batch of Post Graduate Programme in Management (PGP) commenced on July 1, 2016. The two day event aimed at motivating and inspiring the PGP participants to excel in their career choices and become familiar with the Institute. The Inaugural Ceremony was marked by the presence of the renowned economist and politician, Mr. Jairam Ramesh, along with Professor Ganesh K. Nidugala, Dean (Academic) & Officiating Director and all the students registered for the programme.

The programme started with a welcome address by Professor Ganesh K. Nidugala. Making a mention about the first batch of PGP which started with just 37 students, he said that the Institute has grown significantly in the years that followed. Next came the Commencement Speech by Mr. Jairam Ramesh who enthralled the audience with his interactive talk about the Indian economy and changes that have taken place in the last 25 years, which he detailed in a recently published book, 'To the Brink and Back: India's 1991 Story'.

He began his talk discussing about Indore and how the city is well known for the origin of Hindustani Music, famous cricketers and authors. 'And now, Indore is emerging as an education hub, with both IIT and IIM in the same city, drawing investors as well', he said. He talked about the kind of life people lived during the 70's and 80's, and how much innovation has taken place. He concluded his talk pointing out that undergraduate study is the only time you spend learning, while post-graduation is just spent yearning to

start earning. He congratulated the students for making it to IIM Indore and wished them luck for the future.

This was followed by a briefing by Professor Shubhamoy Dey, Chair, PGP. He briefed the students about the course curriculum and the subjects.

The first day of orientation concluded with a session on Gender Sensitivity by Ms. Roshani Das, Student Representative of Internal Complaints Committee at IIM Indore.

The second day of the programme was graced by the presence of Ms. Aparna Jain, Founder & CEO, Zebraa Works, Leadership Coaching and Integral Consultancy. Ms. Jain is also the author of the renowned book 'OWN IT' which takes a thorough look at women's problems at any workplace.

Ms. Aparna Jain began her interactive session querying the students on their ideas about feminism, diversity at the workplace and inclusion, and how these affect any organization. She then discussed various common words used in daily-language such as, businessman, chairman, actor, poet, comedian etc. and highlighted how these are male-representative words, which by-default are considered made-for-the -male gender only. Alluding to how a child is brought up, depending upon whether it's a boy or a girl, she said that objectification of women and certain behavioral habits need to change.

Professor Rishiksha T. Krishnan, Director, IIM Indore also interacted with the new PGP Batch. He congratulated the students for making it to IIM Indore, and advised them to keep learning and work hard, as this is just the beginning. Giving examples of famous personalities like Chetan Bhagat, Rashmi Bansal, Ramachandra Guha, etc., he said that one should always be disciplined and remain focused. This was followed by a Q&A session.

The second day also witnessed a session by Professor Abha Chatterjee, in which she sensitized the students regarding creating a comfortable environment for differently-abled persons. The last day of the orientation had briefings about Plagiarism, Library Facilities, IT Infrastructure of the Institute, Hostel and Security and Safety measures.

Rural Immersion 2016

Rural Immersion Programme (RIP) is a compulsory 2 credit programme for all first year PGP participants. This is a unique initiative that was instituted with the objective to sensitize participants of IIM Indore, who in future would become entrepreneurs, or occupy managerial positions in the corporate world. Many participants come from an urban background and may not have seen or experienced rural areas or rural life.

As a part of the Swachh Bharat Mission, RIP 2016-17 saw IIM Indore students work with the Department of Panchayati Raj and Rural Development, Government of Madhya Pradesh to visit villages and validate open defecation free status, as declared by the villages themselves. Further, the State department gave an assignment to these students with a focus on solid-liquid waste management mechanism, validation of ODF sustenance and exploring various tax mechanisms for the sustenance of ODF status. A total of 560 students participated in this week-long exercise wherein they visited 157 ODF-declared villages in 13 districts. This programme was conducted in two phases – last week of November'16 and the first week of January'17. After a brief interaction with district authorities, students resided with the community in villages for understanding various issues related to ODF sustenance, SLWM requirements, status of institutional sanitation (school, anganwadis). Students recorded their observations based on coding mechanism and inferences were drawn.

Himalayan Outbound Programme

Final Year students of the Post Graduate Programme (PGP) and the Integrated Programme in Management (IPM) of IIM Indore visited a number of locations along the Himalayan range under the Himalayan Outbound Programme (HOP). HOP is an opportunity available exclusively at IIM Indore, with the objective to promote learning by reflection from life experiences.

A total of 483 participants of the IIM Indore and Mumbai campuses trekked to mystique locations including Bedani, Dayara and Kedarkantha; Deorital (through India-Hike), Kufion (through TSAF) and Camp Hornbill, Ramnagar (through Rural Travelers). With the help of activities aimed at providing managerial exposure, students were exposed to the odds of working in teams while learning their lessons of decision making and taking action at the right moment. Adventure sports were an added attraction for the trip, with participants trying their hand at rafting, rappelling, cliff-jumping, river crossing, paragliding, rock climbing and bouldering.

The programme sensitizes the participants to be more aware of their natural surroundings, discovering their own selves in the process. Overall, the programme shapes and develops future managers to face challenges, work in a team, stay rooted to the problem at hand, while living in the moment.

PGP Admission

The nineteenth batch (2016-2018) of the two-year residential Post-Graduate Programme in Management (PGP) – the flagship programme of IIM Indore - attracted 153131 applicants (which included 153127 CAT & 4 GMAT applicants), compared to previous year's 149707.

During the year under review, IIM Indore received applications from 4 candidates living abroad. (Their GMAT scores are considered in lieu of CAT scores, as is done by other IIMs).

4978 candidates were short-listed for Written Ability Test (WAT) and Personal Interview (PI) (2344 General, 4 GMAT, 749 scheduled caste, 367 scheduled tribe, 1342 non-creamy Other Backward Classes and 172 Differently Abled applicants).

1400 were offered admission (607 General, 236 Scheduled Caste, 114 Scheduled Tribe, 402 Non-creamy Other Backward Classes and 41 Differently Abled applicants).

532 accepted the offer of admission (244 General, 85 Scheduled Caste, 44 Scheduled Tribe, 143 Non-creamy Other Backward Classes and 16 Differently Abled applicants).

452 registered (212 General, 68 Scheduled Caste, 34 Schedule Tribe, 124 Non-creamy Other Backward Classes and 14 Differently Abled applicants).

A summary table is appended as Annexure I.

Group Profile of the Registered Participants is appended as Annexure II.

Besides the above, during 1 April 2016 to 31 March 2017, admission process for the Twentieth batch (2017-19) was undertaken. Details are appended as Annexure III.

Summary: PGP Batch 2015-17

SN	Particulars	General	SC	ST	DA/PWD	NC-OBC	GMAT*	Total
1	No. of CAT / GMAT takers applied to IIMI	118923	10618	2765	614	20207	4	153131
2	No. of candidates called for interview	2344	749	367	172	1342	4	4978
3	No. of admission offers made	607	236	114	41	402	0	1400
4	No. of candidates who accepted the offer	244	85	44	16	143	0	532
5	No. of candidates who registered for the programme.	212	68	34	14	124	0	452

* All are General candidates

Group Profile of the Registered Participants (PGP 2016-18 Batch)

Gender Distribution		Discipline-wise Distribution		Work Experience	
Male	279	Arts	1	With work Experience	226
Female	173	Commerce/Management	59	Without work Experience	226
		Engg./Tech.	336		
		Science	16		
		Others	40		
Total	452	Total	452	Total	452

PGP Admissions: 2017-2019 Batch (as on 31 March 2017)

SN	Particulars	General	SC	ST	DA/PWD	NC-OBC	GMAT*	Total
1	No. of candidates applied for PGP	128874	11423	2977	656	22892	0	166822
2	No. of candidates called for interview	2280	728	413	195	1305	0	4921

* All are General candidates

Scholarships

During the academic year 2016-17, the Institute offered several scholarships to PGP participants. Table below lists details of the donor organizations, amount of scholarships and names of recipients.

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	Akshat Kumar Bansal
Eicher Scholarship	Rs.50,000/-	Eicher Motors Ltd.	Nishant Sangal

Gold Medals:

Title	Value of the Scholarship	Donor Organization	Name of the Recipient
Eicher Gold Medal	Gold Medal	Eicher Motors Ltd.	Romil Dwivedi
K.K. Alagh Gold Medal	Gold Medal	SKA Advisors	Sakshi Gupta
ICSI Signature Award	Gold Medal	Institute of Company Secretaries of India (ICSI)	Nishant Sangal

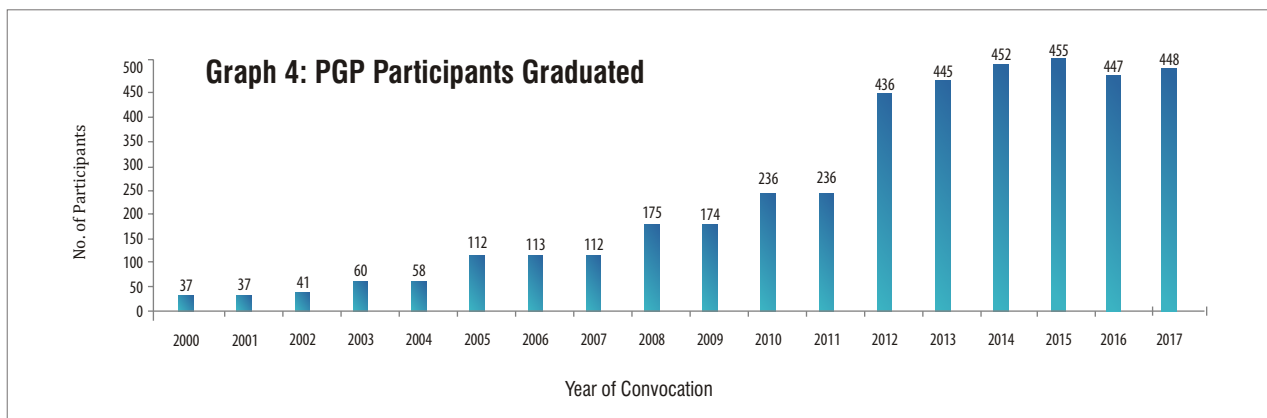
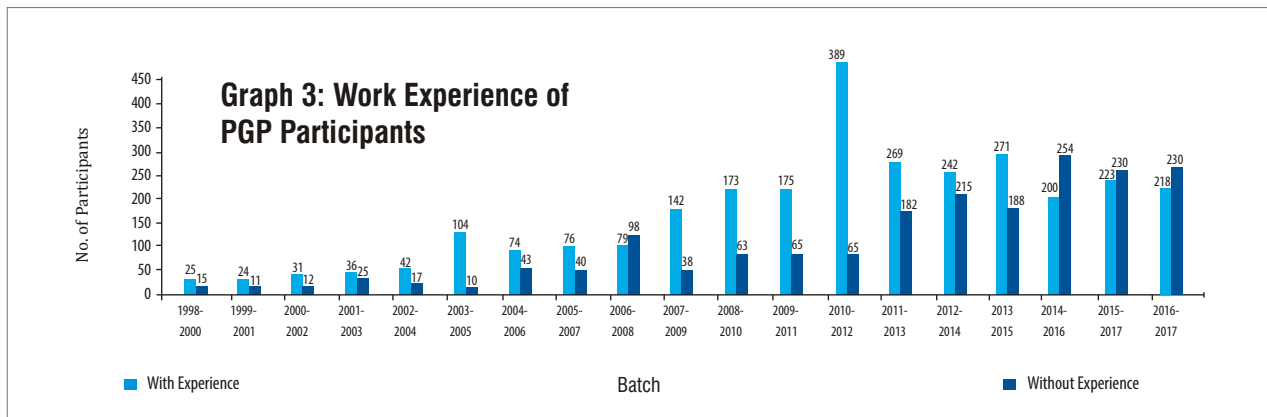
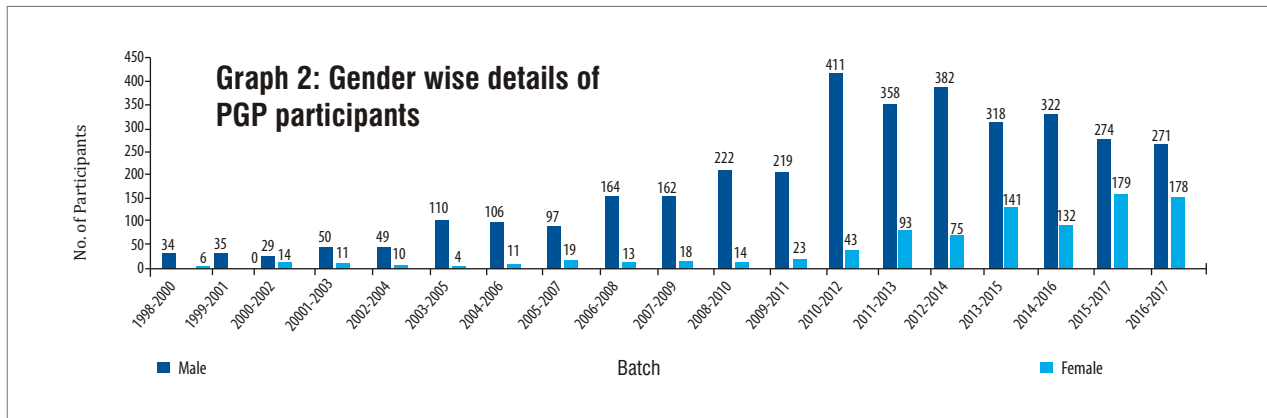
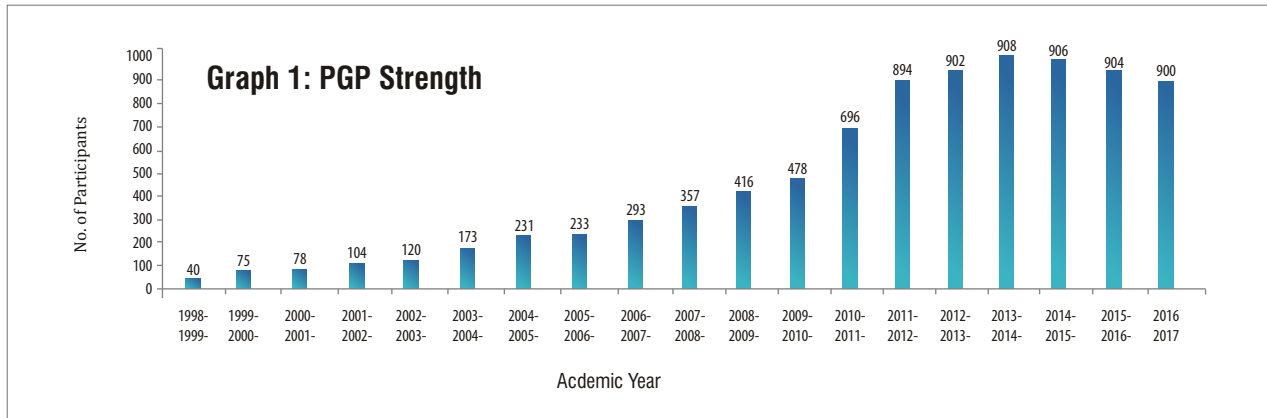
Need-based Financial Assistance (NBFA) Scheme:

The Institute implemented “Need-based Financial Assistance” (NBFA) scheme from the academic year 2004-2005 to provide financial support to needy PGP participants from economically backward families. 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 2016-2017, 13 PGP participants and 14 IPM participants benefitted under this scheme as per the following details:

NBFA details for the AY 2016-17

Particulars	PGP-I	PGP-II	IPM-IV	IPM-V	Total
No. of scholarships awarded	6	7	1	13	27
Amount (Rs.)	20.48 Lakh	30.71 Lakh	3.75 Lakh	25.00 Lakh	79.94 Lakh



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. Industry oriented workshops expose participants to experiential learning through small - scale live projects in the industry, before proceeding for summer internships. The Programme has grown in popularity with each passing year, and has 69 participant in the batch 2016-18.

Inauguration of the 5th Batch of PGP-Mumbai

The 5th batch of PGP-Mumbai formally commenced on July 15, 2016 with an induction and orientation programme at the Mumbai Campus.

On the occasion, Mr. S. Padmanabhan, then Executive Chairman, Tata Business Excellence Group delivered an inspiring address to the newly admitted students. In his address, Professor Rishiksha T. Krishnan, Director, IIM Indore, congratulated the students on joining the Institute and addressed several queries raised by them.

PGP Mumbai Admission

The fifth batch (2016-2018) of the two-year Post-Graduate Programme in Management at Mumbai Campus (PGP Mumbai) of IIM Indore - attracted 138921 applicants (which included 138917 CAT & 4 GMAT applicants), compared to previous year's 131167.

During the year under review, IIM Indore received applications from 4 candidates living abroad. (Their GMAT scores are considered in lieu of CAT scores, as is done by other IIMs).

4211 candidates were short-listed for Written Ability Test (WAT) and Personal Interview (PI) (1779 General, 4 GMAT, 638 scheduled caste, 320 scheduled tribe, 1313 non-creamy Other Backward Classes and 157 Differently Abled applicants).

1217 were offered admission (740 General, 133 Scheduled Caste, 33 Scheduled Tribe, 267 Non-creamy Other Backward Classes and 44 Differently Abled applicants).

85 accepted the offer of admission (44 General, 14 Scheduled Caste, 04 Scheduled Tribe, 21 Non-creamy Other Backward Classes and 02 Differently Abled applicants).

71 registered (36 General, 11 Scheduled Caste, 02 Schedule Tribe, 20 Non-creamy Other Backward Classes and 02 Differently Abled applicants).

A summary table is appended as Annexure I.

Group Profile of the Registered Participants is appended as Annexure II.

Besides the above, during 1 April 2016 to 31 March 2017, admission process for the Sixth batch (2017-19) was undertaken. Details are appended as Annexure III.

Summary: PGP Mumbai Batch 2016-18

SN	Particulars	General	SC	ST	DA/PWD	NC-OBC	GMAT*	Total
1	No. of CAT / GMAT takers applied to IIMI	107695	9610	2405	549	18658	4	138921
2	No. of candidates called for interview	1779	638	320	157	1313	4	4211
3	No. of admission offers made	740	133	33	44	267	0	1217
4	No. of candidates who accepted the offer	44	14	04	02	21	0	85
5	No. of candidates who registered for the programme.	36	11	02	02	20	0	71

* All are General candidates

Group Profile of the Registered Participants (PGP Mumbai 2016-18 Batch)

Gender Distribution		Discipline-wise Distribution			Work Experience	
Male	45	Arts		2	With work Experience	26
Female	26	Commerce/Management		9	Without work Experience	45
		Engg./Tech.		57		
		Science		0		
		Others		3		
Total	71	Total		71	Total	71

PGP Mumbai Admissions: 2017-2019 Batch (as on 31 March 2017)

SN	Particulars	General	SC	ST	DA/PWD	NC-OBC	GMAT*	Total
1.	No. of candidates applied for PGP Mumbai	116859	10497	2591	600	21216	0	151763
2.	No. of candidates called for interview	1854	630	340	173	1148	0	4145

* All are General candidates

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 mold them as outstanding leaders through 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 elements:

- Courses in Mathematics, Statistics and Economics to build analytical rigour;
- Courses in Psychology, Sociology and Political Science, along with courses in Economics, to provide an understanding of the core disciplines on which the study of management is based;
- Courses in Science, Engineering, Humanities, Literature and Fine Arts to 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 the foundation disciplines, IPM students train as managers along with the students of the Institute's 2-year Post Graduate Programme in Management (PGP), undertaking the same course package in management studies in years 4 and 5.

IPM students are required to complete a social internship at the end of year 3, and a business internship between years 4 and 5. This experiential learning inculcates leadership qualities in them and further hones their managerial skills.

On successful completion of the five year rigorous academic experience, the participants are awarded Integrated Diploma in Management by IIM Indore. A Study Centre and an Examination Centre of Indira Gandhi National Open University have been opened at IIM Indore to facilitate the students to get a bachelor's degree simultaneously.

Curriculum Review

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

The new curriculum has four main pillars namely, Economics, Mathematics, Statistics and Humanities and Social Sciences. Apart from these pillars, the new curriculum provides for a set of courses termed as 'Enablers' (comprising of courses based on communication, information system, and a few bridge courses, for instance courses like Business History, Business Government and Society). Further, the new curriculum also provides for courses related to foreign languages, arts/music/drama and sports/yoga. These have been labeled as 'Enhancers'.

Internship

IIM Indore has always been cognizant of an 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 2014-19 secured 6-7 week social internship from a variety of NGOs and Social Sector organizations.

Key recruiters were as follows:

NGOs: Swades Foundation, Nudge Foundation, PRADAN, Vitamin Angels, Tharuni, Genebandhu, 4th Wheel.

CSRs: Aditya Birla-Grasim, Jindal Steels, BIOCON, SELCO, SUZLON, Bharti Airtel, IndiaHikes, Piramal Gandhi Fellowship, Adani etc.

Think Tanks & Academic/Research Institutions: RTERC-IIM Ahmedabad, Centre for Equity Studies Social Consultancy, Samhita Consultancy.

Social Incubation: TISS, Villgro, Unltd India.

Social Start-ups: Rovnost Healthcare, Second Step Development.

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

Selection Process

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 that tests the applicant's aptitude, logical reasoning, and proficiency in English and Mathematics.
- Shortlisted candidates appear for personal interviews. The interview panel comprises 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 Induction Programme of the 6th batch (2016-21) of the IPM began with the registration of newly joined students at the IIM Indore campus on 2 August, 2016 followed by a session on Disability sensitization by Mohammed Asif Iqbal, Principal Consultant (Manager), PwC.

In the afternoon, Professor Rishiksha T. Krishnan, Director, IIM Indore delivered the welcome address and mentioned various initiatives taken by the Institute in streamlining the quality of academic education at IIM Indore. Professor Krishnan encouraged the students to utilize every learning opportunity that would come their way during the course and strengthen the foundation for specialization in management. Professor Ranjeet Nambudiri, Chair, IPM gave an overview of the programme.

On the first day a counselling session was organized for parents and students, followed in the evening by a cultural programme by teachers of the Music and Dance course.

Second day of the induction programme was marked by the presence of Dr. Jaimini Bhagwati, Ambassador, MoEA as Chief Guest of the event. In his commencement speech, Dr. Jaimini shared his professional experience with the students and discussed the topic 'Role of Foreign Policy in Extending International Footprint of Indian Business'.

Students were also given a brief introduction about the Institute's campus and various facilities such as, Library, Safety, Security, IT and other available facilities and how they can utilize them to make the most of their stay at the Institute.

On this occasion, the following IPM2013 batch students were given Certificate of 'Academic Excellence' for their outstanding academic performance in the first three years of IPM.

- Chandra Goyal
- Shilpika Ganeriwala
- Vanshika Chaudhary
- R. Harish
- Abhilasha Jas
- Pradyumna Choudhary
- Sanchita Goel

Scholarships & Gold Medals:

During the academic year 2016-17, the Institute offered scholarships and gold medals to IPM participants. The Table below lists details of the 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 year	1,50,000/-	Govinda Bhadada

Gold Medals

Title	Details of Medals	Name of the Recipient
Award of Best all-round performance - Women	Gold Medal	Aishwarya Mangla
Award of Best all-round performance - Men	Gold Medal	Archit Kothari

Admissions

The sixth batch (2016-2021) of the five-year, residential Integrated Programme in Management (IPM) attracted 17853 eligible applications.

17853 candidates were called for Aptitude Test (15278 General, 662 Scheduled Caste, 173 Scheduled Tribe, 1702 Non-creamy Other Backward Classes and 38 Differently Abled applicants).

1261 candidates were shortlisted (599 General, 189 Scheduled Caste, 95 Scheduled Tribe, 347 Non-creamy Other Backward Classes and 31 Differently Abled applicants).

263 candidates were offered admission (133 General, 43 Scheduled Caste, 23 Scheduled Tribe, 56 Non-creamy Other Backward Classes and 8 Differently Abled applicants).

139 candidates accepted admission (66 General, 19 Scheduled Caste, 13 Schedule Tribe, 37 Non-creamy Other Backward Class and 4 Differently Abled applicants).

121 candidates registered (54 General, 18 Scheduled Caste, 9 Schedule Tribe, 36 Non-creamy Other Backward Class and 4 Differently Abled applicants).

104 candidates in 2016 and 100 candidates in 2017 have graduated from IPM.

A summary table is as below:

IPM Admissions 2016-2021 Batch

SN	Particulars	General	NC-OBC	SC	ST	PH	Total
1	Applied and Eligible	15278	1702	662	173	38	17853
2	Called for interview	599	347	189	95	31	1261
3	Admission offers made	133	56	43	23	8	263
4	Accepted the offers	66	37	19	13	4	139
5	Registered	54	36	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 from economically backward families. The objective of IIM Indore's NBFA scheme is to provide adequate financial aid opportunities, so that no student is prevented from pursuing the programme due to financial constraints.

In the year 2016-17, 14 participants benefitted under this scheme as per the following details:

NBFA details of the Academic Year 2016-17

Particulars	1 st year	2 nd year	3 rd year	4 th year	5 th year	Total
No of NBFA awarded	6	0	7	0	1	14
Amount Rs. In lakh)	12.00	0	14.25	0	3.75	30.00

NBFA details for the Academic Year 20015-16 to 2016-17

Academic Year	No. of NBFA awarded	Amount (Rs. In lakh)
2015-16	6	26.25
2016-17	14	30.00

Student Activities

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

In order to instill quality in the education of participants, IIM Indore organized during the year several talks and lectures by renowned personalities from various walks of life. Partial list of the guest speakers is given 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)

Fellow Programme in Management at IIM Indore provides an opportunity to those who wish to contribute to the field of management sciences by undertaking research in the discipline of management. The goal of the programme is to prepare participants to contribute to 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 research activity in their respective fields. The programme offers specializations in various areas of management.

The programme was launched with a single student in 2006-07. Since then, IIM Indore has been making sincere efforts to meet the requirement 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

The Fellow Programme in Management was re-structured for students joining the programme from AY 2014-15 onwards, having coursework duration of 15 months; coursework break-up is as under:

- Foundation Courses : 32 Credits (to be completed in the first six months of Course-work);
- PGP Courses : 12 Credits (can be completed anytime during Course-work. The courses will be identified by the Area);
- FPM Compulsory Courses : 18 Credits (to be completed during the Course-work period as scheduled by FPM office);
- FPM Courses : up to 44 credits from Area and Related area courses –no change in the existing structure.

S.No.	Term	Duration	Contents
1	Term I	6 months	Foundation courses (32 credits), FPM Compulsory courses (6 credits), PGP-I courses (8-12 credits)
2	Term II	3 months	PGP courses (0-4 credits), FPM Compulsory, Area and Related area courses
3	Term III	3 months	PGP courses (0-4 credits), FPM Compulsory, Area and Related area courses
4	Term IV	3 months	PGP courses (0-4 credits), FPM Compulsory, Area and Related area courses

Total: 104-106 Credits

On completion of Course work, 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 is 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 IIM 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 persons with 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 persons 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 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 course work and off-campus thesis work.

The on-campus course work has three modules:

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

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

After 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 2016-17, IIM Indore has cumulatively enrolled nearly 174 students in the programme. See Tables (A) and (B) below.

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

Area	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	01	02	Nil	Nil	01	Nil	Nil	Nil
Economics	01	03	01	02	03	03	01	Nil	Nil	Nil	Nil
Finance & Accounting	01	01	01	01	03	02	02	07	03	Nil	01
Information Systems	02	01	Nil	03	01	Nil	03	01	Nil	Nil	Nil
Marketing Management	01	04	03	03	02	02	01	02	01	01	Nil
OB & HR	02	03	02	Nil	03	03	03	01	Nil	01	Nil
Operations Management	02	01	03	02	03	02	03	02	Nil	Nil	Nil
Strategic Management	01	01	03	01	03	02	01	01	Nil	Nil	Nil
Total	10	14	13	13	20	14	14	15	04	02	01

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

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

Title of Fellow of the Indian Institute of Management Indore was conferred on 16 (sixteen) participants of the FPM during the eighteenth annual convocation held on March 30, 2017.

Title of Fellow (Industry) of the Indian Institute of Management Indore was conferred on 03(three) participants of the FPM (Industry) during the eighteenth annual convocation held on March 30, 2017.

Detailed report about the Convocation programme is given in a separate Section.

Till date, IIM Indore FPM participants have bagged several Best Paper Awards at national and international conferences.

Since the launch of the programmes, FPM and FPM (Industry) participants have made commendable contributions in their specialized area of knowledge. Details of research publications by the participants are given in the separate Section on Research Publications.

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, EPGP 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. The programme combines skill building with exploration of good management practices.

The programme consists of six terms, including an international immersion term wherein the EPGP participants get to spend a five-week term at a leading international business school. During the year 2016-17, the Institute completed the 8th batch of EPGP with 41 participants.

The Programme aims to develop the participants to:

- Manage in diverse social, political and economic environments;
- 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 is provided from two types of courses, Core and Elective. There are 20 core courses and 44 electives. A total of 160 credits (excluding credits from International module) are available for the one-year EPGP. Of these, 96 credits are required for successful completion of the programme. International immersion of the 8th batch took place in 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.

Programme Structure

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

The Programme has been re-designed, 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 current trends in the market and to set them according to the present industry demands, visiting faculty from 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.

Batch Profile

The 8th batch of EPGP had 41 students from diverse academic and industry experience background. While the average age of the class was 31 years, the average work experience was of 8.5 years. 53% of the participants had international exposure with average international work experience of 23 months. 24% students were from IITs/NITs.

Inauguration of the batch took place in the presence of Mr. Arvind Mahajan, Partner and National Head-Energy, Infrastructure and Government Senior Director, KPMG India Board. Mr. Sujai Sen, Head of Strategy, CSI ADM Ericsson was the Guest of Honor for the event. The event commenced with lamp lighting followed by a welcome address by Mr. Pranav Dubey, Corporate Relation Officer at IIM Indore. Professor Ganesh K. Nidugala, Dean (Academic), advised the participants to put in all efforts to gain from this course.

Mr. Arvind Mahajan interacted with the participants, discussing how this course would help them re-invent themselves not only professionally, but also as individuals. He mentioned that this is the time when one can learn from not only the faculty, but also classmates from different fields who can help one to learn a lot. "Think about the future, dream about which company you would like to work in five years from now. This would give you time to plan your career in a new way."

This was followed by a brief interactive session with Mr. Sujai Sen, who mentioned the ABCD of his learning at IIM Ahmedabad as a student: Always have a big picture in your mind (About your future); Be open to challenges (And have the strength to face them); Collaborate, Collaborate and Collaborate (With your peers); and Develop & nurture your relationships (with everyone around you).

The session was followed by a briefing about Library, Plagiarism and Institute's Infrastructure facilities, and concluded with a Q&A session.

Convocation

The Convocation was held on March 30, 2017. The following awards were given to the students of EPGP 2016-17 batch :

IIM Indore Gold Medals for Scholastic Performance: Mr. Rupak Laskar

Certificate of Academic Excellence: Mr. Rupak Laskar

(5 percentile of the batch in the academic year) Mr. Santanu Dasmahapatra

Shapoorji Palonji Rising Star Award of Academic Merit: Mr. Rupak Laskar

A detailed report of the programme is given in the separate Section on Convocation.

Glimpses of EPGP Inauguration



Post Graduate Programme in Management for Executives-Mumbai (PGPMX-Mumbai)

Post Graduate Programme in Management for Executives - 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.

Inauguration of the 6th Batch

Inauguration of the sixth batch of PGPMX was held on August 27, 2016. The inaugural ceremony took place in the presence of the Chief Guest, Mr. Shashank Sandu, Director, Sandu Pharmaceuticals, Professor Rishiksha T. Krishnan, Director, IIM Indore and Professor Kajari Mukherjee, Chair, PGPMX, along with 29 participants registered for the programme. Professor Kajari Mukherjee welcomed all dignitaries and participants, and introduced them to the various facets of the course. Mr. Sandu shared his insights on the upcoming business trends in India. Professor Rishiksha T. Krishnan, Director, IIM Indore, addressed the participants and provided his valuable guidance on the course and its salient aspects. He explained how it would catalyse the existing experience of working professionals and help them to become future leaders in their careers.

Inauguration of the 7th Batch

Inauguration of the seventh batch of PGPMX was on 25 February 2017. The programme commenced with a welcome address by Professor Kajari Mukherjee, Chair, PGPMX. She also briefed about the programme which includes teaching pedagogy, campus module, international immersion etc. The Chief Guest, Mr. R. Amalorpavanathan, Deputy Managing Director, NABARD gave a motivating inaugural address. 35 registered students attended the inaugural function.

Profile of PGPMX-Mumbai batches

Particulars	4 th Batch	5 th Batch	6 th Batch	7 th Batch
Number of Participants	22	30	29	35
Average Work Experience (in years)	12	14.76	13	11
Average Age (in years)	34	38	36	35

The Convocation of the fourth batch of PGPMX-Mumbai (2014-16) was held on March 30, 2017. A detailed report of the programme is given in the Section on Convocation.

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 provide knowledge and skill sets to the participants, facilitating 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 general managerial developmental needs of the nation, customised programmes of the Institute are aimed at fulfilling the specific requirements of organisations for augmenting 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 2016-17, IIM Indore conducted 11 Open MDPs. A total of 149 executives from 68 companies, both from the 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:

SN	Particulars	2014-15	2015-16	2016-17
1.	Number of programmes	14	13	11
2.	Average number of participants	15	18	14
3.	Number of participants	215	231	149
4.	Number of participants from Govt. / Public sector	151	175	24
5.	Number of companies participated	54	51	68
6.	Number of Govt. / Public sector organisations that nominated participants	22	18	15

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 the organisations. With over 18 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 organisations. During the year 2016-17, IIM Indore conducted 89 Customised MDPs. A total of 2453 executives from 37 companies, both private and public sector, availed benefit of these programmes.

Details of Customised MDPs conducted during the last three years:

SN	Particulars	2014-15	2015-16	2016-17
1.	Number of programmes	55	79	89
2.	Average number of participants	30	26	28
3.	Number of participants	1640	2091	2453
4.	Number of participants from Govt. / Public sector	1301	1505	1636
5.	Number of companies for whom programmes conducted	26	28	37
6.	Number of Govt./Public sector organisations	17	20	24

Glimpses of a Few MDPs



Broadband Based Executive Education Programmes (BBEEP)

The BBEEP, launched in the year 2007, offers an online, interactive platform with classrooms located at various cities in India. Faculty members of IIM Indore deliver the courses from the classroom studio at IIM Indore using broadband technology. The BBEEPs are intended to equip participants with basic skills and competencies that are required for progression to managerial and supervisory positions in organizations. Delivery of the programme across different cities gives flexibility to participants to study while pursuing their careers.

In addition, Indian Institute of Management Indore (IIM Indore) and ICICI Direct Centre for Financial Learning (ICFL) have entered into an agreement dated September 23, 2015 to offer Broadband Based Executive Education Programmes (BBEEPs).

Under the agreement, the first batch of Post Graduate Certificate Programme in Finance (PGCPF) was commenced from January 9, 2017 with 20 participants. The Post Graduate Certificate Programme in Finance (PGCPF) provides customized, comprehensive & rigorous programme to prepare future banking and finance professionals. This programme not only provides participants 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 an information technology platform. The Programme is spread over twelve months. In order to supplement learning through the technology platform, there is also an on-campus orientation module of five days duration. The on-campus orientation module for the first batch of PGCPF Programme was conducted during January 9 – 13, 2017.

Admission announcement for the second batch of Post Graduate Certificate Programme in Finance (PGCPF) was made on March 6, 2017.

General Management Programme for Executives (GMPE)

IIM Indore had launched a One Year Weekend General Management Programme (GMPE) for working executives in the region from year 2016. GMPE is a Certificate Programme with classes being held only on Sundays. The classes are spread over 40 Sundays for 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 & 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/Professional Degree holder: At least 3 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
- Marketing Management
- Financial Accounting & Control
- Managerial Economics
- Capstone Exercise
- Organizational Behaviour
- Business Finance
- Management Accounting & Control
- Quantitative Techniques
- Human Resource Management
- Strategic Management

Batch Details

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

Faculty Development Programme

Faculty Development Programme aims at professional development of management teachers, researchers and practitioners. The major focus of FDP is on upgrading the teaching, training, content development and research skills of participants, The Programme enables the participants to develop competence in general management, understand recent advances in management research and learn to improve pedagogies, effective presentation techniques and behavioral skills, to be an effective management faculty. FDP is conducted by the faculty from IIM Indore aiming at an extensive exposure to research, writing, teaching, training and interactive sessions in various disciplines.

Eighth Edition of FDP was held from April 25-May 27, 2016. The inaugural ceremony took place in the presence of Professor Vasanthi Srinivasan, OB & HR, Chairperson, Alumni Relations, IIM Bangalore along with Professor Rishikesh T. Krishnan, Director, IIM Indore and 44 participants registered for the programme. Professor Subhasankar Chattopadhyay, Faculty, Economics at IIM Indore welcomed the guests. Professor Krishnan then delivered a welcome address wherein he noted that in today's scenario, a major challenge faced by the educational institutions is shortage of faculty who possess the right background and have the required skills to provide knowledge to current students.

This was followed by the Chief Guest's Address. Professor Vasanthi Srinivasan's talk revolved around her experience as a teacher and a researcher in the last 15 years and the changing context in organizations, both internally and externally.

Glimpses of Faculty Development Programme



Certificate Course in Business Management for Defense Officers (CCBMDO)

The Directorate General Resettlement (DGR) initiated this course to uphold its commitment to provide meaningful training to retiring and retired service officers, to enable them to find suitable and appropriate employment. IIM Indore so far has successfully conducted thirteen batches of this course and trained about 550 defense officers.

Inauguration of thirteenth batch consisting of thirty-four defense officers was held on September 5, 2016. The certification function for this batch was held on February 17, 2017. The participants also attended various seminars organized on the campus and interacted with the speakers.



- Sitting L to R : Sumit Kumar Ghosh, Srinivas Gunta, Rishikiesha T. Krishnan, Keyur Thaker, Sanjay C Choudhari, Amit Prakash Sharma.
- Standing First Row L to R : V Padmaja Kamakshi, Marrapu Sunita, Shiva Garg, Shilpa Phapale, Preeti Sharma, Supriya Chitra, Manvi Bali, Madusudan.
- Standing Second Row L to R : Amit Suresh Karulkar, Himanshu Bahuguna, Arun Kumar Ahuja, Manish Narang, Sanjay Joshi, Mattapalli John Jacob, Nitin Kumar Jaltare, Onkar Kaple.
- Standing Third Row L to R : Kartik Bhake, Kartik Gopal, R Sathya Narayanan, Vineet Bewtra, Sanjeev Sahni, Randhir Singh Katoch, Syaed Imtiaz Hussain, Pankaj Thakur, S Hem Kumar Naidu.
- Standing Forth Row L to R : Manpreet Singh, Prabhdeep Singh Sandhu, Sandeep Kulkarni, Alok Kumar Das, Vineet Benal, Prabhu, Suneet Kumar Dubey, Shakti Singh Chauhan, S E Rakesh.

4. Industry Interface Office

Industry Interface Office of IIM Indore is the link between Industry and IIM Indore. 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 achieving the objective of providing industry exposure to students and to give them small real time projects. This year, nearly 36 different companies ranging from manufacturing to service sector participated and offered 95 projects in areas of Finance, Marketing, Productions and operations to 595 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:** To educate and empower Industry partners on contemporary business related issues and topics of general interest, Industry Interface Office of IIM Indore has come up with the idea of an Expert Talk Series, 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 area of marketing, finance, operations, human resource, strategy and others are discussed in detail by eminent experts with the target audience. Under the umbrella of Expert Talk, till date, Industry Interface Office has successfully organized 6 talks on different topics such as, Finance for non-finance executives, GST and its ramifications, Big data analytics, Contract Labour Management etc. The talks were widely attended by mid to senior level executives of Indore and Pithampur region.
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 help Industry people to grow as individuals, but would also help the corporate sector and companies to freely 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 2016: “Industry Meet 2016” was held at IIM Indore on 26th April 2016. The meet was organized to express a token of thanks to Industry Partners who provided support in conducting the Industry Interface Programme for about 600 PGP and IPM students. Around 75 delegates from over 45 companies graced the occasion and gave their feedback on the program and offered suggestions on making it better. A picture of the meet is given below.

Glimpses of Industry Meet



5. Disability Centre

The Disability Centre provides support to differently abled students of the Institute to ensure that they have a productive stay at the Institute.

After admission, these 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.) according to which the Centre offers necessary assistance to facilitate their learning experience at IIM Indore.

In 2016-17, ramps were built at SBI ATM, behind Adda, behind Student Residence 6, the football ground near Student's Residences 5, 6, 7, removal of pathway of Married Residence 1. Connecting pathways were also made at the same time.

The Centre conducted sensitization training workshops for students.

For	Date of Induction	Conducted by
PGP Students-Induction	July 2, 2016	Professor Abha Chatterjee
IPM Students-Induction	August 02, 2016	Session on Disability sensitization by Mohammed Asif Iqbal, Principal Consultant (Manager), PwC

For	Date of Workshop	Conducted by
PGPI Students	June 30, 2016	Professor Abha Chatterjee, Ms. Rama Chari, Mr. Anil Mudgal and Dr. Rohit Trivedi
IPM 2016 Students	August 11, 2016	Professor Abha Chatterjee

An advisory panel of external experts was constituted in July 2016. In its first meeting held on August 17, 2016, a few software and devices were discussed such as, Screen Reading Software, WBCAG (web content guidelines) etc. Others, such as, Loan your vision, Daisy and Epup, were brought up as suggestions for resources and books online relating to the visually impaired. The National Accessibility Forum of India, proposed to be launched in the following week of July by the Government of India, was to be a platform which could provide resources, and needed membership.

Two annual student events were organized around accessibility:

I. Udaan Marathon, held on October 2, 2016 was a run for inclusiveness around the theme "Run to Empower People with Special Needs".

II. Ranbhoomi 2017, the annual sports event held in March 2017, invited Paralympians to promote their campaign # refusetolose. They wished to create awareness and to sensitize youth on the abilities of physically disabled sportspersons

6. Placement

Final Placement 2017

The final placement season of IIM Indore witnessed participation from more than 200 recruiters, including 74 first time recruiters, which extended offers to 611 participants, the largest batch across IIMs. The batch includes 449 PGP Indore, 62 PGP Indore-Mumbai Campus participants along with 100 participants of the 5 year Integrated Programme in Management (IPM).

Highlights

- 100% placement of participants from both PGP Indore PGP-Indore Mumbai Campus.
- With 105 PPOs, an increase of 27% as compared to last year, IIM Indore PGP graduates this year garnered an overall average CTC of INR 16.23 LPA.
- Highest Domestic package offered this season was Rs.37 LPA while the highest international package stood at INR 39 LPA, an increase of 23% over last year.
- Average compensation for the top 50 was Rs.25.43 LPA.
- The domain wise split based on number of offers rolled out this season was finance (27%), sales and marketing (23%), consulting & strategy (28%), general management (7%), IT & Analytics (8%) and operations & HR (7%).
- Strategy & Consulting emerged as the leading domain with over 160 participants securing offers. Actuate Business Consulting, Boston Consulting Group, Cognizant Business Consulting, Deloitte Strategy & Operations, Ernst & Young, Feedback Infra, Infosys Management Consulting, KPMG and PwC were some of the marquee recruiters in this domain.
- IIM Indore maintained its position as one of the preferred recruitment destinations for the Finance domain with bulge-bracket investment banks such as, Credit Suisse, Deutsche Bank, Goldman Sachs and JPMorgan Chase & Co., rolling out over 30 offers. Arcesium, Axis Bank, Bank of America Continuum, CRISIL, Edelweiss, EXL, FIS Global, HDFC, HSBC, ICICI Bank, Indus Valley Partners, Kotak Mahindra Bank, Royal Bank of Scotland, SBI Bank and Yes Bank were some of the other major recruiters.
- Continuing previous year's trends, Sales and Marketing remained one of the most favoured domains among the participants with big brands like Aditya Birla F&L, AkzoNobel, Asian Paints, Bharat Forge, Blue Star, Britannia, Dabur, DishTV, Dr. Lal PathLabs, Eli Lilly, Godrej & Boyce, Hindware, Hindustan Unilever, IndianOil, ITC, Johnson & Johnson, L'Oreal, Maruti Suzuki, Mother Dairy, Nestle, Panasonic, PepsiCo, Philips, Pidilite, Raymond, Sun Pharmaceutical Industries, Tata Sky, VF Corporation and Vodafone choosing to recruit from the campus in large numbers.
- Technology domain aspirants bagged offers from top firms such as, American Express, ATOS, Capgemini, Cognizant, Directi, Dell EMC, Google, HCL, Hexaware Technologies, Infosys, Tech Mahindra (GLC) and Wipro.

- Aditya Birla Group, Airtel, Avery Dennison, Indus Towers, LAVA International, Mahindra, PayTM, Reliance Industries, Robert Bosch, Tata Power and United Breweries offered coveted General Management roles & Leadership Programs.
- Operations and HR roles were offered by firms such as, Amazon, Apollo Pharmacy, DHL Express, Ford, Genpact, GMR Group, L&T, Neuland Laboratories, Royal Orchid Hotels, Sunteck Realty, Tata Steel, Vedanta etc.
- Major first time recruiters included Apollo Munich, Apollo Pharmacy, Atos, Avery Dennison, Directi, Dell EMC, Feedback Infra, FIS Global, Ford, GMR Group, ICICI Securities, Panasonic, Shriram Wealth Advisors, Sundaram BNP Paribas, Tech Mahindra (GLC), Vedanta and VF Corporation. Firms such as, Amazon, Asian Paints, Genpact, Hindware, IndianOil, Indus Valley Partners, Infosys Management Consulting, Johnson & Johnson, Sun Pharmaceutical Industries and United Breweries, returned to the campus seeking to recruit after a hiatus.

Placement Statistics 2016-17

Particulars	Statistics
No. of students who participated	611
No. of Companies	200+
No. of Pre-Placement Offers	105
Average Compensation (Overall)	Rs. 16.23 LPA
Average Compensation (IPM)	Rs. 12.52 LPA
Top 200 Average Compensation	Rs. 21.09 LPA
Highest Domestic Compensation	Rs. 37.00 LPA
Highest International Compensation	Rs. 39.00 LPA

Summer Placements- 2016-18

This year, Summer Placement witnessed participation from 561 participants (450 PGP + 111 IPM), the largest batch across all B-Schools, with an average work experience of 22 months. The diverse batch attracted 170 companies from various sectors offering projects in BFSI, E-commerce, Education, Consulting, FMCG, Healthcare and Pharma, Infrastructure and Real Estate, IT/ITes, Manufacturing and Media amongst others. Finance, Sales & Marketing & Consulting remained the most preferred domains.

The average stipend offered for two months, increased to INR 104000, a 15% increase despite the larger batch size. The highest stipend offered stood at INR 300000 while the average stipend of the top 100 students was INR 188000. IPM participants were offered the highest stipend of INR 240000. The increasing number of offers rolled out by recruiters is a testimony to their ever growing faith in the talent nurtured at IIMI.

Major recruiters across various domains

Finance: American Express, Axis Bank, CRISIL, Deutsche Bank, Edelweiss, Fidelity Investments, Goldman Sachs, HSBC, ICICI, JP Morgan Chase. Standard Chartered Bank & Yes Bank returned on the campus after a brief interval.

Sales & Marketing: Akzonobel, Asian Paints, Britannia, ConAgra, Dabur, GSK Pharma, Hindustan Unilever Limited, IITIMShaadi.com, ITC, L'Oreal, Marico, PepsiCo, Philips, Pidilite, Prataap Snacks, Raymond, Robert Bosch, Tata Steel and Vodafone.

Consulting: The Boston Consulting Group, Actuate Business Consulting, Cognizant Business Consulting, Redseer Consulting, SKP Consulting and Tata Consultancy Services. New connections were forged with Avalon Consulting & CEB and niche roles were offered.

General Management, Operations and HR: Aditya Birla Group, Airtel, JSPL, Mahindra & Mahindra, Reliance Industries Ltd., RPG Group, JSW Group & Shell.

IT/ITes & Analytics: Hindustan Unilever Limited, Aricent, Dell, IIMJobs & MAQ Software

A host of companies in the category of emerging companies/start-ups also participated in the process and offered a broad spectrum of roles which can help students take bold steps towards challenging careers.



7. Convocation

IIM Indore hosted the 18th Annual Convocation on Thursday, 30 March, 2017. The two-day event witnessed a Pre-Convocation ceremony on March 29, 2017. The ceremonies were marked by the presence of esteemed guests and parents of the graduating students. During the Convocation, 16 FPM and 3 FPM-Industry participants received the title of Fellow of IIM Indore. 449 participants of PGP and 62 participants of PGP-Mumbai received the Post Graduate Diploma in Management. 100 IPM participants received the diplomas of the Five Year Integrated Programme in Management. 41 participants of EPGP and 21 participants of PGPMX-Mumbai received the Executive Post Graduate Diploma in Management.

Professor Srikant Datar, Arthur Lowes Dickinson Professor of Business Administration, HBS One Harvard Faculty Fellow, and Senior Associate Dean for University Affairs, Harvard Business School, was the Chief Guest for the Convocation.

The Annual Convocation began with a colourful convocation procession where the Chief Guest, Board and faculty members of IIM Indore walked up the aisle towards the venue of the Convocation.

Complementing the Scholarships and Awards given to students during the ceremony on 29 March, 2017, (given in the next Section) medals for Academic Excellence were presented to the following PGP Indore participants by the Chief Guest:

- The IIM Indore Gold Medal for Scholastic Performance Rank 1 to **Nishant Sangal**.
- The IIM Indore Gold Medal for Scholastic Performance Rank 2 to **Akshat Kumar Bansal**.
- The IIM Indore Gold Medal for Scholastic Performance Rank 3 to **Tamarish Sinha**.
- The IIM Indore Gold Medal for the Best Woman Participant for Scholastic Performance to **Sakshi Gupta**.

IIM Indore Gold Medals for Scholastic Performance were presented to IPM participants as per details below:

- IIM Indore Gold Medal for Scholastic Performance Rank 1 to **Aishwarya Mangla**.
- IIM Indore Gold Medal for Scholastic Performance Rank 2 to **Shruti Garodia**.
- IIM Indore Gold Medal for Scholastic Performance Rank 3 to **Pulkit Agarwal**.
- IIM Indore Gold Medal for the Best Woman Participant for Scholastic Performance to **Aishwarya Mangla**.

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

- PGP-Mumbai – **Modi Dhruv Vikram**
- PGPMX-Mumbai – **Manish Ahuja**
- EPGP Batch (2016-2017) – **Rupak Laskar**

This was followed by the Convocation Address by Professor Srikant Datar. His address revolved around

economic growth, trading wealth and social justice, and qualities of humility, courage and trust. He began his address congratulating the parents and families of the graduating students first, and said, 'I honour all the parents present here, as they sacrificed a lot to help you live a better life than theirs. They deserve equal right to celebrate for making all the students what they are today.'

Discussing technology and digitalization, Professor Datar mentioned self-running cars and how they may affect employment of drives across the globe. 'However, we need to see the positive effects machines have brought in. Self-driving cars would help in reducing traffic and accidents. They would also help in significantly reducing the number of cars owned by people across the world, as renting cars—on a particular location, similar to OLA and Uber - would be simpler. Hence, loss of jobs causes concern, but the benefits of technology are equally strong,' he explained. He then discussed a few ideas such as, providing larger safety for people who lose their jobs, giving broader training to employees, reducing employee payroll taxes etc. to encourage the use of technology and innovation in business. Professor Rishiksha T. Krishnan, Director, IIM Indore spoke about various major updates at IIM Indore. The ceremony concluded with the National Anthem.

Pre-Convocation Function

The Pre-Convocation Ceremony was held on March 29, 2017. The Pre-Convocation Ceremony was graced by Guests of Honor, Mr. Rohit Chawla, ED and Head Fixed Income, DBS Bank, India and Mr. Siddharth Sethi, Co-Founder and CEO, InfoBeans Technologies Ltd., both the alumni of IIM Indore.

During the event, certificates were distributed to the coordinators of different students' councils by the Director. Top scorers of PGP were also presented with certificates of appreciation.

Scholarships and awards were presented to the following participants by the Guests of Honour:

1. State Bank of India Scholarship to **Akshat Kumar Bansal**.
2. Eicher Scholarship to **Nishant Sangal**.
3. Eicher Gold Medal for Best All-Round Performance to **Romil Dwivedi**.
4. K. Alagh Gold Medal for Best All-Round Performance -Woman participant to **Sakshi Gupta**.
5. ICSI Signature Award for Scholastic Performance to **Nishant Sangal**.
6. IIM Indore Scholarship for Outstanding Academic Performance in the 4th Year of Integrated Programme in Management to **Govinda Bhadada**.
7. IPM Gold Medal for Best All-Round Performance- Men to **Archit Kothari**.
8. IPM Gold Medal for Best All-Round Performance- Women to **Aishwarya Mangla**.
9. Shapoorji Pallonji Rising Star Award of Academic Merit for EPGP (2016-17) to **Rupak Laskar**.

This was followed by a cultural dance performance by Ms. Ragini Makkhar and Naadyog Group.

Glimpses of 18th Annual Convocation



8. Foundation Day

IIM Indore celebrated the 20th Foundation Day on 3 October, 2016. The chief guest for the event was Shri R. Gopalakrishnan, Author, Corporate Advisor & Thought Leader. The event began with a welcome address by Professor Rishiksha T. Krishnan, Director, IIM Indore. Recollecting the times when establishment of IIM Indore was announced, Professor Krishnan mentioned the excitement and anticipation created in the entire education sector of the country. Discussing IIM Indore's journey, he noted that today the Institute has matured and achieved many laurels in the past years, right from launching the Five Year Integrated Programme in Management to having the largest number of students on campus as compared to other IIMs.

Shri Gopalakrishnan delivered the Foundation Day Lecture on the topic—'Maximising, Not Balancing, Work Life Through Six Lenses'. Discussing his graduating days, he said that management education those days was a bit flaky, and parents preferred that their children rather study at IITs and get 'proper education'. He noted that both the 'eyes' have six lenses which need to work together namely, Purpose—as to what needs to be done with life; Maturity—speaking what is in your mind; Courage—to be able to open your mouth, and doing what you want; Trust—developing trust among each other; Defining success—and getting a clarity about what success is to you and Luck—which plays an important role. 'As and when a person faces any situation, these six lenses adjust themselves accordingly and hence, no two persons can see similar situations in a similar manner', he concluded.

This was followed by an award presentation ceremony. Certificate for Academic Excellence was presented to the top 5 percentile of the combined batch of the PGP (Batch 2015-17) and IPM (Batch 2012-17) participants, based on their academic performance in 2015-16. Certificates were given to 25 students.

The event also witnessed an award presentation ceremony to felicitate faculty and staff members of the Institute. Details of these awards are given in a separate Section of Awards, Scholarships and Achievements.

The event concluded with a melodious musical performance by Filter Coffee, Fusion Band from Mumbai, who enthralled the audience with their rocking and dazzling performances.

Glimpses of Foundation Day Celebrations



9. Visitors to the Institute

Date	Details
April 14, 15 & 16, 2016	<p>Distinguished Guests during International Library Conference 2016</p> <p>Dr. S.S. Dhaka, Director, MEA and President ASIALA</p> <p>Dr. Sanjeev Kumar, Director (Library), NIFT</p> <p>Dr. Dhavalben D. Bhatt, Chief Librarian, Parul University, Vadodara.</p> <p>Ms. Chris Flegg, Bodeleian Business Librarian, Said Business School, University of Oxford, Oxford.</p> <p>Ms. Jyoti Bhatt, I/C University Librarian, M.S. University, Baroda</p> <p>Dr. Saiful Amin, Director, Semantic Consulting & Visiting faculty, DRTC, Bangalore</p> <p>Dr. Jay Bhatt, Librarian, and Dr. Samir Shah, Associate Clinical Professor in Management Information System Drexel University, Philadelphia (through video conferencing)</p> <p>Dr. Swati Bhattacharya, Librarian, IIM Calcutta</p> <p>Dr. Medha Joshi, Head Dept. of Lib. Sciences., Tata Memorial Hospital, Mumbai</p> <p>Dr. GHS Naidu, Librarian, DAVV, Indore</p> <p>Dr. Elavazaghan K, Librarian and Chief Knowledge Officer, IIM Tiruchirapalli</p>
April 18, 2016	<p>Distinguished guests for 8th Batch of EPGP Inauguration</p> <p>Mr. Arvind Mahajan, Partner and National Head – Energy, Infrastructure and Government: Senior Director on KPMG India Board</p> <p>Mr. Sujai Sen, Head of Strategy, CSI ADM Ericsson</p>
April 20, 22 & 23, 2016	<p>Distinguished Guests during AIB 2016 Conference</p> <p>Prof. Raghunath, Corporate and Strategy Policy Area, IIM Bangalore</p> <p>Mr. Siddhartha Sengupta, Managing Director, SBI India International Business</p> <p>Prof. Elizabeth Rose, University of Otago.</p> <p>Dr. Amit Kapoor, President & CEO of the India Council on Competitiveness,</p> <p>Mr. Kirankumar S. Momaya, Professor, SJMSOM, IIT Bombay,</p> <p>Mr. Sanjeev Chanchondia, Operating Partner, New Silk Route, Mumbai,</p> <p>Mr. Sanjeev Nandwani, Zonal Development Commissioner, SEZ's & Additional DGFT (East and NE Region)</p> <p>Prof. Anirvant Pant, IIM Calcutta,</p> <p>Dr. Vikas Kumar, Department of International Business, University of Sydney,</p> <p>Prof. Amit Karna of IIM Ahmedabad,</p> <p>Dr. Shameen Prashantham, China Europe International Business School,</p> <p>Dr. Nilanjan Banik, Mahindra École Centrale, Hyderabad, Prof. Rajesh S. Upadhyayula, IIM Kozhikode</p> <p>Dr. Rejie George Pallathitta, IIM Bangalore.</p>
April 25, 2016	<p>Prof. Vasanthi Srinivasan, OB & HR, Chairperson, Alumni Relations, IIM Bangalore</p>
April 26, 2016	<p>Distinguished Visitors during “Thank you” Meet</p> <p>Ms. Paramjeet Juneja, Director, CAPCO</p> <p>Mr. Rajendra Jain, MD, ITL Industries</p> <p>Mr. Mahesh Sharma, CEO, Flexituff International</p>

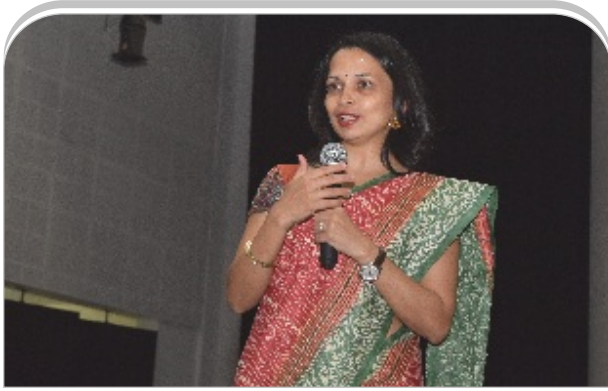
	<p>Mr. Prafulla Nilosey, CEO, Bhandari Foils & Tubes Ltd Dr. Vikas Manjrekar, Executive Vice President, Avtec Limited Mr. Saurabh Khare, DGM, Cummins Turbo Mr. Shiv Kumar, President, Mittal Corp Ltd. Dr. S. B. Singh from Ernst & Young</p>
April 28 & 29, 2016	<p>Distinguished visitors during 52nd HR Summit on Oil and Gas PSUs Mr. Mukesh Kumar Surana, Chairman and Managing Director of HPCL Mr. PK Joshi, Director–HR, HPCL Shri SP Gathoo, Director–HR, BPCL Ms. Veena Swaroop, Director–HR, EIL Shri Ravindran, Director–HR, GAIL Mr. DD Mishra, Director–HR, ONGC Shri Varghese Cherian, Director–HR, IOCL Mr. Biswajit Roy, Director-HR & BD, OIL Ms. Manjusha Bhatnagar, Director-HR &CA, Balmer Lawrie</p>
May 5, 6 & 7, 2016	<p>Distinguished Visitors during Conference on Excellence in Research and Education (CERE 2016) Prof. Sougata Ray, Faculty, IIM Calcutta Prof. Jerome Joseph, Former Professor, IIM Ahmedabad Prof. Rahul Varman, IIT Kanpur Prof. Navdeep Mathur, IIM Ahmedabad Prof. Shishir Kumar Jha, IIT Bombay Prof. Hari Sreekumar, IIM Trichy Prof. Phanish Puranam, Faculty, Strategy & Organization Design, INSEAD, Singapore. Prof. Charles Dhanaraj, Faculty, Strategy and Global Leadership, IMD Switzerland</p>
June 3, 2016	Mr. Vijay Sethi, CIO and Head CSR, Hero MotoCorp Ltd
June 17, 2016	Mr. Anuj Tejpal, CBDO, OYO Rooms
June 21, 2016	Professor Raj Sisodia, Professor, Babson College, Massachusetts
June 24, 2016	Mr. Lalmani Shukla, Narmada Hydroelectric Power Corporation, Bhopal
June 26, 2016	<p>Mr. Navin Guliya, Guinness Book record holder and Ex-army officer Mr. Vijay Padaki, renowned management trainer and playwright Mr. Satyanshu Singh, a screenwriter and director from the film industry Mr. Abhishant Pant, a transaction banking professional Ms. Swapna Sunder, the MD and CEO of IP Dome Padma Shree Dr. V. Adimurthy, Former Chairman of the Mars Mission study team</p>
July 1, 2016	Mr. Jairam Ramesh, Renowned Economist and Politician
July 2, 2016	Ms. Aparna Jain, Founder & CEO, Zebraa Works, Leadership Coaching and Integral Consultancy
July 7, 2016	Dr. Kavim Bhatnagar, Social Protection Economist, Strengthening Public Financial Management for Social Protection, Ministry of Finance, Government of Republic of Bangladesh, Dhaka

July 14, 2016	Dr. Jairam Varadaraj, MD, ELGi Equipments Ltd.
July 15, 2016	Mr. S. Padmanabhan, Executive Chairman, Tata Business Excellence Group (Mumbai campus)
July 16, 2016	Dr. D. Shivakumar, CEO, PepsiCo (Through Webinar)
July 20, 2016	Mr. T.S. Sikarwar, Fire Officer, Fire Brigade Department, Indore
July 22, 2016	Mr. Nikhil Ojha, Partner, Bain & Company
July 23, 2016	Mr. Vetri Subramanian, CIO, Invesco Mutual Funds
July 26, 2016	Ms. Anu Vaidyanathan, First Asian participant to finish the Ultraman Canada Triathlon
September 15, 2016	Mr. Rajnish Sharma, Vice President (High Speed Internet), Reliance Jio Infocomm Limited
September 26, 2016	Ms. Rujuta Diwekar, Author & Nutritionist
September 28, 2016	Shri Kailash Chandra Pant, a renowned scholar and Mantri Sanchalak, Madhya Pradesh Rashtriya Bhasha Prachar Samiti
October 03, 2016	Shri R. Gopalakrishnan, Author, Corporate Advisor & Thought Leader
October 10, 2016	General Bikram Singh, Former Chief, Army Staff of Indian Army
October 14, 2016	Prof. Jayant Bandhopadhyay, Retired Professor, IIM Calcutta Prof. Sanjay Chaturvedi, Professor, Dept. of Political Science, Univeristy of Punjab
October 15, 2016	Mr. Saroj Mohanta, Ex-Partner, MART-A Mr. Mohan Krishnan, Director, Peninsula Centre for Knowledge & Insights Dr. Sharad Sarin, Professor, Marketing & Strategic Management Area, XLRI Jamshedpur.
October 16, 2016	Mr. K. Ramakrishnan, Vice President, Corporate HR, Larsen and Toubro Limited (Mumbai Campus) Ms. Namita Vyas, Head of Talent Acquisition APAC & Diversity Hiring, InMobi (Mumbai Campus) Mr. Sourav Mohapatra, Director, Hitachi Consulting (Mumbai Campus) Mr. Harsha Peter, HR Specialist, ZS Associates (Mumbai Campus) Mr. Suresh Mehra, VP and Head HR, Axis Bank (Mumbai Campus) Mr. Biswaroop Mukherjee, Head-HR, Commercial, Tata Motors (Mumbai Campus) Mr. Harjeet Khanduja, VP-HR, Reliance Jio (Mumbai Campus) Mr. Harminder Mohan Bareja, Head HR, Reliance Infrastructure EPC. (Mumbai Campus)
October 19, 2016	Prof. Alka Acharya, Institute of Chinese Studies, New Delhi
October 21, 2016	Mr. Hemant Sahal, Founder & MD, CollPoll Mr. Ratnesh Jha, Managing Director, Cambridge University Press
October 24, 2016	Mr. Pranav M. Doshi, SKP Crossborders
October 25, 2016	Shri Varun Kapoor, Addl. DG of Police (Nacrotics), Indore
November 6, 2016	Mr. Rajesh Agrawal, Deputy Mayor of London

	<p>Smt. Gauri Diwakar, Renowned Artist, SPIC MACAY Ms. Brijesh Kumari, SPIC MACAY Shri Samiullah Khan, SPIC MACAY Shri Yogesh Gangani, SPIC MACAY</p>
November 9, 2016	<p>Mr. Ashish Bhushan, Founder & CEO, Chapter 3 Services Dr. Earnest Cadotte, Professor of Learning at University of Tennessee Ms. Reena Ginwala, Process Work Trainer</p>
November 11, 2016	<p>Mr. Shyam Saran, Ambassador, Former Foreign Secretary Ms. Ishani Duttagupta, The Economic Times New Delhi</p>
November 18, 2016	<p>Mr. Satyajit Bhatkal, Creator & Director, Satyamev Jayate Mr. Satvinder S. Madhok, ED, JPMC Mr. Rahul Razdan, CEO, Reliance Jio Messaging Services Pvt. Ltd. Mr. K. Radhakrishnan, Former Chairman, ISRO Mr. Rajeev Gowda, MP, Rajya Sabha Mr. Jo HInchliffe, Associate Registrar, Simon Fraser University</p>
November 19, 2016	<p>Mr. Pankaj Dixit, Head, Coaching Programme at GAP Mrs. Janak Palta McGilligan, Social Worker & Padma Shree Awardee</p>
November 20, 2016	<p>Mr. Warren Patrick, Chief Learning Officer, Yes Bank Mr. Ajay Kumar, Executive Director, Yes Bank</p>
November 26, 2016	<p>Mr. George, Steinbeis Mr. Kamal Kant Kothari, Researcher Ms. Chitra Shekhar, Consultant</p>
November 29, 16	<p>Ms. Eileen Trunkman, GiZ, New Delhi</p>
November 30, 2016	<p>Mr. Arhan Bezbora, Director-National Alumni Impact Dr. Bertrand de Hartingh, Counsellor for Cooperation and Cultural Affairs, French Embassy in India Shrikant Sinha, Chief Executive Officer, NASSCOM Foundation</p>
December 26, 2016	<p>Prof. Prashant Mishra, IIM Calcutta</p>
December 29, 2016	<p>Mr. Rakesh Sharma, Assistant Director at ESIC Prof. Abhishek Nirjar, IFIM Business School, Bangalore</p>
December 30, 2016	<p>Mr. Abhishek Upadhyaya, Additional Chief Judicial Magistrate of Raebareli</p>
January 1, 2017	<p>Prof. Arnab Mukherji, IIM Bangalore</p>
January 8, 2017	<p>Mr. Aditya Shrivastava, Senior Vice President and Head Manufacturing Operations, VE Commercial Vehicles, Indore</p>

January 10, 2017	Mr. Sameer Gupta, Chairman and Managing Director, Jakson Group Brigadier Manjeet K. Mehta (Rétd.)
January 13, 2017	Prof. Sumanta Basu, IIM Calcutta
January 19, 2017	Mr. Varun Kapoor, IPS, ADGP Professor Aradhna Aggarwal, Copenhagen Business School
January 22, 2017	Mr. Rahul Panicker, Co-Founder and President, Embrace Innovations
February 3, 2017	Mr. Devesh Tyagi, Member Secretary, TOLIC Mr. O. P. Meena, Income Tax Appellate Authority Mr. M.S. Pawar, Chief Income Tax Commissioner Shri Hareram Vajpai, Senior Writer
February 8, 2017	Prof. Peeyush Mehta, IIM Calcutta
February 10, 2017	Professor Vivekananda Mukherjee, Department of Economics, Jadavpur University
February 15, 2017	Prof. Shailesh Gandhi, IIM Ahmedabad
February 19, 2017	Ms. Krushnaa Patil, second youngest Indian woman to have scaled Mt. Everest Dr. Shelly Batra, Co-Founder of operation ASHA Mr. Adithya Kothandhapani, Mission Systems Engineer, Team Indus Google Lunar Xprize Mission (GLXP) Mr. Popatrao Baguji Pawar, Ex-director of Maharashtra State Government's model village programme Dr. Abhijeet Barse and Ms. Astha Kapoor, Public policy strategy consultant
February 23, 2017	Shri Deepak M. Satwalekar, Chairman, BoG, IIM Indore and Venture Advisor, Nexus Venture Partners
February 25, 2017	Ms. Deepti Jam, Founder, Agile Virgin, SAFE Programme Consultant, CSP, CSM, CSPO, CSD
February 26, 2017	Shri R Amalorpavanathan, Deputy Managing Director, NABARD Bank (at Mumbai Campus)
February 28, 2017	Prof. Jijo Lukose PJ, IIM Kozhikode
March 1, 2017	Prof. Sanjeev Prashar, IIM Raipur
March 3, 2017	Mr. Sahil Khan, Fitness Icon and Bollywood Star Dr. Kapil Gupta, Genebandhu, a Delhi based NGO Prof. Sobhesh Kumar Agarwalla, IIM Ahmedabad
March 4, 2017	Prof. Chetan Ghate, Indian Statistical Institute Prof. Manjari Singh, IIM Ahmedabad
March 5, 2017	Mr. Sharad Kumar, Gold Medalist, Asian Para Games 2014
March 29, 2017	Mr. Rohit Chawla, ED and Head Fixed Income, DBS Bank, India Mr. Siddharth Sethi, Co-Founder and CEO, InfoBeans Technologies Ltd.
March 30, 2017	Professor Srikant Datar, Arthur Lowes Dickinson Professor of Business Administration, HBS One Harvard Faculty Fellow, and Senior Associate Dean for University Affairs, Harvard Business School

Glimpses: Visitors to the Institute



10. Publications

Book

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Book Chapter

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Kumar, B. and Dholakia, N. (2016). Toward Pro-Sustainability Actions: A Macro-Behavioral Perspective. In Naresh K. Malhotra (Ed.). *Marketing in and for a Sustainable Society [Review of Marketing Research, Volume 13, 169-192]* Emerald Group Publishing Limited, ISBN: 978-1-78635-281-1.

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Ramanathan, J. and Swain, B. (2017). Course on Marketing Ethics at IIM Indore: A Reflection. In *Responsible Management Education: Some Voices from Asia*. Business Expert Press, USA (ISBN-13: 978-1-63157-682-9 (paperback) and ISBN-13: 978-1-63157-683-6 (e-book)

Thomas, N. and Vohra, N. (2017). Organizational Learning in Indian Family Firms: A Social Network Based Approach for Entrepreneurship. In Colin C. Williams and Anjula Gurtoo (Eds.). *Routledge Handbook of Entrepreneurship in Developing Economies* [Chapter 36,487-507]. London: Routledge, ISBN: 978-1-138-84914-3

Book Review

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Articles/ Research Papers Published in Journals

Basu, S. (2016). SBI Pension Fund Private Limited: Caught in a Wicked Problem. *Journal of International Business Education*, Vol 11.

Basu, S. and Moovendhan, V. (2017). Asset Quality Review: Are the Public Sector Banks Victimized? A Strategic

Orientation Perspective. *Economic and Political Weekly, Special Issue - Money, Banking and Finance*. 52(12), 97-105

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- Goel, Sanjay & Mukherjee, Kajari, 2016, *Succession in Family Business as Collective Sensemaking – Constructing Strategic Change via Performativity*, 36th Strategy Management Society (SMS) Annual Conference, Berlin
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- Gunta, Srinivas & Chittawar, Milind (2016). Age & Size of A SBU as Boundary Conditions for Inter-Unit Replication. (AOM) OMT & IOM Paper Development Workshop Conference, Abu Dhabi, November 20, 2016. Swansea, September 13-15, 2016.
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- Mukherjee, K. & Aggarwal-Gupta, M. (September 2016). *Professionalization in a Family Business Firm – Sensemaking by Change Participants*, Annual conference of British Academy of Management, Newcastle, UK, September 8, 2016.
- Nargundkar, R. (2016). Digital Marketing for a Premier Business School: A Case Study. Presented at *the ABEM Conference* held during August 2-4, 2016 at Phnom Penh, Cambodia.
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- Ritika Kohli and Jain K. K. (2016). Gamification in HR: When all work is play, National HR-IR conference 2016, XLRI, 3-4 December 2016.
- Roy, D. (2017). 'Nuclear Criticism and the Postcolonial State' at the *Modern and Contemporary Studies Initiative (MCSI)* at Pennsylvania State University, June 11-17, 2017
- Roy, D. (2017). 'Tactical Fabulations: Disrupting Nuclearization through Postcolonial Ecologies' at the *South Asian Literary Association Conference (SALA)*, Philadelphia PA, January 2-4, 2017.
- Roy, D. (2017). 'From Indic to Ergodic: the Need for Comparative Media Studies' at the *Internet Researchers' Conference 2017*, at the Centre for Information Technology and Public Policy (CITAPP) at IIT Bangalore, March 3-5 2017.
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Sharma, K., and Dixit, M. (2016). Taking Charge and Shaping Strategy. Presented at *2016 Annual Conference of European Academy of Management*, July 1-6 2016, Paris, France.

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Sreevas S and G Venkat Raman (2016). Property Rights and Entrepreneurship in China: A Natural Experiment. Presented in the School of Business, Queen and Mary University, London, April 11-12, 2016.

Swain, B. (2017). Kantian Moral Responsibility: A Viable Solution to CSR Paradox. In SIBR-UniKL 2017 Kuala Lumpur Conference on Interdisciplinary Business & Economics Research (The Interdisciplinary Edge in Turbulent Markets). Kuala Lumpur, Malaysia, February 3-4, 2017.

Swain, B. (2016). Is Archie Carroll's Pyramid of CSR more elevated than required for proper Moral Management? In 3rd International Conference CSR, Sustainability, Ethics & Governance. Cologne, organized by Cologne Business School, Cologne, Germany, August 1-3, 2016.

Swain, B. and Ramanathan, J. (2016). Ethical Crafting with Ethical Maintaining: A Maxim of Ethical Positioning. Presented at *Conference on Brand Management* jointly organized by Department of Management Studies, Indian Institute of Technology Delhi and Asia Business Centre, Curtin University held during April 16-17, 2016 at Indian Institute of Technology Delhi.

Thapliyal, S. and Bhatta, NMK. (2016). Stakeholder Model for Sustainability Reporting for Banks. Presented at *XIth Annual London Business Research Conference* held during July 25-26, 2016 at Imperial College, London.

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Thomas, N. (2016). Does experiential learning lead to improvement in interaction patterns? A social network study. Presented at Fourth Pan-IIM World Management Conference held during December 13-15, 2016 at IIM Ahmedabad.

Urjani, C. (2017). A Classical Exploration of Ono-Words in Multimodal Texts' presented at *International Conference on Language, Literature and Culture 2017, (ICLLC)* held during February 3-5, 2017 at Institute of Advanced Studies in English, Pune.

Vatharkar, P. & Aggarwal-Gupta, M. (December 2016). *Impact of Role Overload & Professional Empowerment on Perceived Work Life Balance of Single v/s Dual Income Couples*. Fourth Pan-IIM Conference, Ahmedabad, December 15, 2016.

Vazirani, N. & Aggarwal-Gupta, M. (December 2016). *Role of HR in Managing Structural Issues Post Mergers and Acquisitions*. Poster Presentation, Fourth Pan-IIM Conference, Ahmedabad, December 14, 2016.

Invited Talks

Banerjee, S. Invited Talk at Applied Statistics Unit Seminar, Indian Statistical Institute Kolkata, December 2016.

Chaudhuri, D.D. (2016). Delivered Invited Talk on 'Goods and Services Tax' at *Altius Institute of Universal Studies* at Indore on August 13, 2016.

Dash, S. K. (2016). Resource Person for UGC sponsored National level workshop (December 15-16, 2016), Innovation in management Education, The Bhopal School of Social Sciences, Bhopal, India.

Jain, K.K. (2016). Delivered Invited Talk at The Power of Negotiation in Social Context in the Master Class Series of Shopclues at Gurgaon.

Jain, K.K. (2017). Delivered key note address at national seminar 2017 organized by MPS group of Institutions, Agra on February 17, 2017.

Krishnamurthy, N. (2016). Delivered Invited Talk at Dynamic Social Storage as a Stochastic Game at the *International Conference & Workshop on Game Theory & Optimization* at IIT Madras, Chennai.

Krishnamurthy, N. (2016). Delivered Invited Talk on Linear Programming and Complementarity in Game Theory at the 6th National Conference on Management Science and Practice (MSP 2016) at *Indian Institute of Technology Madras*, on September 9-10, 2016.

Krishnamurthy, N. (2016). Delivered Invited Talk on Finding Nash Equilibria in Bimatrix Games Using Linear Complementarity at the Workshop/Mini-symposium on Linear Complementarity Problem and Semi-Definite Programming at *Indian Statistical Institute Chennai* on September 24-25 2016 .

Mishra, S. K. (2016). Conducted sessions on *Quality Research in Management* in the Faculty Development Program organized by Department of Management, Sanjivani College of Engineering, Ahmednagar, Maharashtra (on December 16-17, 2016).

Nargundkar, R. (2017). Delivered key note address at A National Marketing Conference on Major Paradigm Shift in Marketing organized by Jaipuria Institute of Management Lucknow on February 3-4, 2017.

Ranjan, P. (2017). Delivered Invited Talk on 'Statistical Modelling for Dynamic Computer Simulators' at *Indian Institute of Management Ahmedabad* on March 16, 2017.

Roy, D. (2016). 'Under the Postcolonial Gaze: Narrativizing Performances of Anxious Masculinity in Indian Video Games' at the *Humanities and Social Sciences Lecture Series*, IIT Indore, India, April 2016

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Krishnan, R.T. (May 10, 2016). The state of cancer research and the future of innovation. Available at <http://www.livemint.com/Politics/yid9aiOMTRApLlplDX1AxJ/The-state-of-cancer-research-and-the-future-of-innovation.html>.

Krishnan, R.T. (May 25, 2016). The Chinese innovation machine: China has evolved into a leading geography for innovation. How has it done that? George Yip and Bruce McKern explore that question in their book 'China's Next Strategic Advantage'. Available at <http://www.foundingfuel.com/article/the-chinese-innovation-machine/>.

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Jain, K. K. (2016). GST, and the Fine Art of Negotiation. *Business Line*, September 28, 2016.

Koushal, A. (2016). Campus Security Challenges: Policy and Implementation: *Communications Today*, 23(9), 53.

Management Cases

Aggarwal-Gupta, M. & Mukherjee, K. (2016). Hubtown (B): Implementing a Bottom up Approach to Performance Management, Ivey ID: 9B16C054. ISB Ivey Publishing.

Aggarwal-Gupta, M. & Sengupta, A. (2016). Creating an Organization – Infinity Life Insurance (A). Ivey ID: 9B16C036. ISB Ivey Publishing

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IIM Indore Faculty Members



- Row 1: Sitting (L-R) : Sneha Thapliyal, Abha Chatterjee, Madhusri Shrivastava, Radha Mukesh Ladkani, Sabita Mahapatra, Kajari Mukherjee, Rishiksha T. Krishnan, Meenakshi Aggarwal Gupta, Urjani Chakravarty, Amrita Raghunath Joshi, Shruti Tewari, V.K. Gupta, Biswanath Swain
- Row 2: Standing (L-R) : Arnab Bhattacharya, PritamRanjan, Saurabh Chandra, Sanjay Choudhari, Rohit Kapoor, Kamal Kishore Jain, Patturaja Selvaraj, Dipayan Datta Chaudhuri, NMK Bhatta, D.L. Sunder, Prabin Kumar Panigrahi, Shubhamoy Dey, Dibyadyuti Roy, Akhya Kumar Nayak
- Row 3: Standing (L-R) : K.R. Jayasimha, Mehul Ashok Raithatha, Joysankar Bhattacharya, Subhasankar Chattopadhyay, K. Kiran Kumar, Manoj Motiani, Koushik Dutta, Jayasankar Ramanathan, Manish Popli, Ranjeet Nambudiri, Madhukar Dayal, Siddhartha K. Rastogi, Shubhabrata Basu, Prashant Salwan, Kamal Sharma
- Row 4: Standing (L-R) : Ajay Sharma, Abhishek Mishra, Aditya Billore, Nagaraj Krishnamurthy, Bipul Kumar, Gopal Prasad Mahapatra, Rajendra V Nargundkar, Mukul Gupta, Nobin Thomas, Omkar D. Palsule-Desai, Hasamkh Gajjar, Bhuvanesh Pareek, Indrajit Thakurata, B. Hariprasad
- Row 5: Standing (L-R) : Sushanta K. Mishra, Debashish Maitra, Yogesh Maheshwari, Sumit Kumar Ghosh, Vinay Singh Chawan, G. Venkat Raman, Subin Sudhir, Kousik Guhathakurta, L.V. Ramana, Amitabh Deo Kodwani, Ashish Sath, Sayantan Banerjee, Harshal Lowalekar
- Row 6: Standing (L-R) : Sujay Kumar Mukhoti, Sasanka Sekhar Chanda, Pradip Banerjee, Ganesh Kumar N., Gaurav Singh Chauhan, Srinath Jagannathan, Pawan Kumar Singh, Bhavin Shah, Karthikeya Naraparaju, Keyur Thaker, Saripalli Bhavani Shankar, Srinivas Gunta, Vikas Goyal
- Faculty Members who were not present : Aekta Aggarwal, U.K. Bhattacharya, Saumya Ranjan Dash, Surbhi Dayal, Swapnil Garg, I Sridhar, Shweta Kushal, Debojyoti Mazumder, Rajhans Mishra, Sanjoy Ray, Deepak Sethia, Swatantra

11. Awards, Scholarships and Achievements

IIM Indore Receives AMBA Accreditation

IIM Indore received its first international accreditation from the Association of MBAs (AMBA, a UK-based accreditation agency), for four of its 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 receiving this prestigious accreditation.

Young Faculty Research Chair

Considering quantitative measures such as, outstanding research potential in terms of publications, quality of current research portfolio and plan for the next 2 years, and impact of research reflecting the potential to become a thought leader, Professor Abhishek Mishra, Faculty, Marketing Area, was appointed as a Young Faculty Research Chair at IIM Indore for a period of three years.



Abhishek Mishra

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 2016-17.



Harshal Lowalekar



Manoj Motiani



Rohit Kapoor



Sushanta K. Mishra



V.K. Gupta

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 2016-17. 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-2016 on the Institute's Foundation Day, 3 October, 2016:

- Anup R. Malleri
- Bhupendra Pandey
- Pankaj Khode
- Pooja Sharma

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, 2016.

Teaching Staff:

- D.L. Sunder
- Dipayan Dutta Chaudhuri
- Prabin Kumar Panigrahi
- Sabita Mahapatra

Non-Teaching Staff:

- Jigar Kantharia
- Vilas Nimbhorkar

Faculty Achievements

Professor NMK Bhatta felicitated as Distinguished Alumni by JNTU, Kakinada.

Professor NMK Bhatta, Faculty, IIM Indore was felicitated as 'Distinguished Alumni' by Jawaharlal Nehru Technological University, Kakinada (JNTUK) during an event on 10 March, 2016 by Professor VSS Kumar, Vice Chancellor, JNTUK. Mr. B. Prabhakara Rao, Rector; Professor V. Ramachandra Raju, Principal, College of Engineering, Kakinada; Mr. GVR Prasada Raju, Registrar and Dr. JVR Murthy, Director, were also present on the occasion.

Best Case Award at 5th Asian Management Research and Case Conference

Professor Ganesh Kumar Nidugala, Faculty, IIM Indore along with FPM Participant Rashmi Shukla (Batch 2012) won the Best Case Award at the 5th Asian Management Research and Case Conference held at Dubai on January 16-18, 2016. IIM Indore's case titled 'Madhya Pradesh Housing & Infrastructure Development Board: Affordable Housing via PPP Mode' won the Best Case Award.

Staff Achievements

Article by Mr. Anil Koushal (IT Department) published in Communications Today

An article by Mr. Anil Koushal (IT Department) titled "Campus Security challenges: Policy and Implementation" was published in Communications Today magazine's August 2016 edition. Article can be accessed online at <http://www.communicationstoday.co.in/ezine/> (page no. 53).

Participants' Achievements

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

PGP 2 participants Divyanshu, Nehal Makhija, Surabhi Sharma and Smriti Jyoti (PGP 2015-17) represented the Institute in the zonal round of RBI (Reserve Bank of India) Policy Challenge 2017 held on 31 January, 2017 at RBI, Pune and won the competition. The students then represented the Institute from west zone at National Level at RBI Central office, Mumbai in last week of March. The competition dealt with

representing Bi-monthly Monetary Policy Recommendations based on demonetization effects and current inflation targeting framework in front of the jury consisting of deputy governors of RBI, chief economist Shri Arvind Subramanian, other dignitaries and journalists. The team secured the 1st Runner-Up position and received a cash prize of Rs.50000 along with citations.

PGP Participants Win YES Bank Scholarship

PGP Participants Lal Chand Poonia and Shruti Aran won the YES Bank Scholarship under YES ASPIRE to Innovate. This thought leadership initiative rewards 30 exceptional scholars every year for their entrepreneurial vision, leadership qualities, holistic academic performance and above all the passion to excel. Shruti and Lal Chand received a scholarship worth Rs. 2 Lakhs and mentorship by YES BANK Leaders. Additionally, the winners also received Pre-Placement Interviews (PPIs) from YES BANK, access to key YES BANK Knowledge Reports and the opportunity to attend select Knowledge Events by YES BANK.

Priyatham Swamy (PGP 2015-17) Wins First Runner-Up position in BLoC Case

PGP (2015-17) participant Priyatham Swamy won the First Runner-Up position in the Business Line on Campus Case in February 2017. The case dealt with identifying the challenges faced by NetFlix—a US-based online video streaming company, which recently entered India as a part of its global expansion strategy. Priyatham received gift vouchers worth Rs.7500/- from Hidesign.

IIM Indore Teams Win Regional Round of TATA Crucible—The Campus Quiz 2017

Competing with teams consisting of over 600 students, IIM Indore's students team consisting of Avijeet Boparai and Leo Francis (PGP) bagged the Championship for the TATA Crucible—The Campus Quiz 2017. The winning team received Rs. 75,000 as cash prize. The Runner-up position was also bagged by IIM Indore's students namely, Arjun Bansal and Chandra Goyal, who received a cash prize of Rs. 35,000.

IPM Students Win EY Business Conclave

IIM Indore's IPM participants namely, Anshuman Singh, Sanya Singh Thakur and Shubham Kushwaha, (IPM 2013-18) won the Second Runner-up Position in the EY Business Conclave event—'Marketmania' held on 7-9 February, 2017. The event took place at Shri Ram College of Commerce, Delhi.

PGP Students Win 2nd Runner-up Position in HUL Lime

IIM Indore's student team comprising of Soumya Loomba, Ankita Jena and Zeba Kamal bagged the 2nd Runner-up position in the Hindustan Unilever Limited Lessons in Marketing Excellence (HUL LIME) Season 8. The competition was held on 13 January, 2017. IIM Indore's team received a cash prize of Rs. 1 Lakh for their achievement.

IIM Indore Students Win Reliance—TheUltimate Pitch

IIM Indore's students' team ICCSP (Integrated Closed Campus Solution Platform) comprising of Abhijeet Mishra, Apoorv Mittal, Vivek Kumar (IPM 2017 Batch) and Yellamati Rahul Sundeep (PGP 2015-17)

bagged the First Runner-up Position in the Reliance—The Ultimate Pitch, a competition for pitching business ideas, organized by Reliance. The team received a cash prize of Rs. 1.5 Lakh.

PGP-Mumbai Students Bring Laurels to the Institute

IIM Indore's Mumbai Campus PGP students' team—DePaSh consisting of Debanand Majhi, Seepana Pavan Kumar and Shashank Prajapati bagged the First Runner-up Position in 'Battle of Brands' conducted at IIM Ahmedabad during the Annual Marketing Fest. The competition was held on 2 October, 2016. Competing with around 1200 teams from across the nation, IIM Indore's team received the First Runner-Up Prize.

Subhendu Pattnaik (FPM (I)) Receives the Top 100 Most Influential Marketers Award 2016

Fellow Programme in Management—Industry (FPM-I) participant Subhendu Pattnaik has won the Top 100 Most Influential Marketers Award 2016 by the World Marketing Congress and CMO Asia. Subhendu was also invited as moderator and speaker for a Panel Discussion on the topic 'The Intersection of Content Marketing and Social Media: A Corporate Perspective'.

EPGP Participants Secure National Runner-up Position at 'Beyond the Case' by IIMA

EPGP 2016-17 participants Ayush Khaitan and Himanshu Makkar secured the National Runner-up position in 'Beyond the Case' competition organized by Indian Institute of Management Ahmedabad (IIM A). The competition witnessed more than 500 participants from top business schools across the nation. They received citations and a cash prize of Rs. 20,000.

IIM Indore Team Secures the National Runner-up Position in Nestle 4Ps Challenge Contest

Making the Institute proud, IIM Indore's student team comprising of Kanish Aggarwal, Mugdha Kabra and Pulkit More bagged the National Runner-up Position in the Nestle 4Ps Challenge Contest conducted by Nestle on 25 November, 2016. The event was held at Nestle's head office in Gurgaon. The team received Rs. 60,000 for the National Runner-up position along with PPIs.

R Jaikarthik Wins National Level Summer Competition by FMS-IRM

PGP student R Jaikarthik won the Best Summer Project—Spardha 2016 conducted by FMS-IRM during the 14th Annual National Level Summer Project Presentation Competition. The competition was held on 25-26 November, 2016 at FMS-IRM Campus, Jaipur. Competing with a total of 35 National finalists from premier B schools, Jaikarthik's Project Presentation on the topic—'The Development of Dr. Fixit Shoppe Concept (in Tamil Nadu)' bagged the First Prize in the discipline of Marketing and Digital Marketing. He also received a cash prize of Rs. 21,000.

PGP Students Win 'Steelathon' By Tata

PGP students' team Super Estimators comprising of Ankita Jena, Bhaskar Das, Soumya Loomba and Zeba Kamal won the First Position in the Steelathon conducted by Tata Steel. The event is a business case challenge conducted annually. After qualifying the campus round, IIM Indore's team reached the finals and

competed with teams from 15 B-schools and bagged the first position. The team received a trophy and a prize money of Rs. 2.5 Lakhs.

PGP Students Receive 2nd Runner-Up Position in The Hero Challenge

Dangerous Divas—a team of PGP participants—Ritika Maheshwari, Sonakshi Samar and Sonam have won ‘The Hero Challenge Season 2’ contest conducted by Hero MotoCorp during September-November, 2016. The National Final Round was conducted on 8 November, 2016 at Delhi. Competing with 533 teams registered in the Scenario Planning Exercise and after stringent rounds, IIM Indore’s team reached the Grand Finale and bagged the Second Runner-up Prize along with a trophy and cash prize of Rs. 75,000.

FPM (Industry) Participant Sudhir Vijayakumar Madhugiri Wins the General Management & HR Track in NITIE’s Avartan

Sudhir Vijayakumar Madhugiri (FPM—Industry Batch 2015) won the First prize in the General Management and HR Track at Avartan 2016—a fest conducted by the National Institute of Industrial Engineering, Mumbai (NITIE). During the event, the participants presented their projects which were judged by an elite jury panel consisting of stalwarts from industry and academia. Sudhir’s project pertained to how change management was affected in a large software services delivery programme in the context of a multi-year contract renewal.

Subhendu Pattnaik Wins Outstanding Corporate Citizen Award

FPM-I participant Subhendu Pattnaik won the prestigious Outstanding Corporate Citizen Award for Marketing & Strategy 2016 by Management Teachers Consortium Global (MTCG) on 17 September, 2016, held at ISME, Bangalore. The award honors exceptional leaders from across the world for their stellar contribution in helping build entrepreneurship ecosystem in their own fields. Subhendu was selected for the category – Marketing & Strategy for his modest contribution in building a huge group of 2000+ marketers on LinkedIn online community, creating physical meet-up groups of entrepreneurs and startups in Hyderabad, Pune and Bangalore with a consolidated total of over 1800+ marketing enthusiasts and conducting meetings on regular basis to identify the marketing challenges these entrepreneurs are facing and helping to solve them.

Ajinkya Mahajan, PGP Student Selected for BRICS Shanghai Summer School

Ajinkya Mahajan, a PGP Batch 2015-17 participant, has been selected for the BRICS Shanghai Summer School at Fudan University. He is among 5 people carefully chosen from India and about 50 people from across BRICS nations. The Shanghai Summer School (BRICS Programme) 2016 by Fudan University aims to provide students and young researchers from BRICS countries an opportunity to understand BRICS better.

Summary of Awards Won by IIM Indore IPM Students

Name	Batch	Competition	Organiser	Position
Jaihit Soni	IPM2014-19	Shot Put (Athletics)	IIM Ranchi	First
Jaihit Soni	IPM2014-19	Basketball	IIM Ranchi	Second
Devansh Gupta	IPM2014-19	LIC Diamond Jubilee Quiz 2016 - Bhopal Round	LIC	Third
Tanmay Patel	IPM2015-20	Dreamerger '16 - M&A Case Competition	St. Stephens College Finance & Investment Cell	Finalist
Tanmay Patel	IPM2015-20	CXO Vs. Board - Risk Simulation Case Competition	Lady Shri Ram College of Commerce	Finalist
Shrey Patel	IPM2015-20	National British Parliamentary Debate	Government Law College, Mumbai.	Semi-Finalist
Aman Kumar Kashyap	IPM2015-20	Eloquence Article Writing Competition (IIT BOMBAY)	E-Club'18 SJMSOM, IIT Bombay	Runner Up
Aradhya Vats	IPM2015-20	JAM, Socratic circle, Mr. & Miss Indigo	IIT Bombay	Finalist
Aradhya Vats	IPM2015-20	Case Study- Ink Inc.	Christ University	Finalist
Siddhant Singh	IPM2015-20	GRMI CXO vs Board Risk Simulation, Comquest'16	Lady Sri Ram College, DU	Finalist
Astha Srivastava	IPM2016-21	IIM-A Shaurya	IIM -Ahmedabad	First



12. Conferences, Workshops and Lectures

International Library Conference—ASIALA

The International Library Conference 2016 was held at IIM Indore in collaboration with Asian Library Association (ASIALA) on 14-16 April, 2016. The three-day conference explored libraries as a broad foundation for interaction with information and information management in a digital world in furtherance of the Digital India vision. The conference witnessed 60+ paper presentations submitted by 100+ participants from across the globe. Speakers from eminent institutes including Oxford University, Drexel University, ISB Hyderabad, IIT Roorkee, NIFT Delhi, IIM Calcutta, etc. were speakers at the conference.

The first day of the conference began with a Workshop on Paper Development and Publishing in Electronic World, conducted by Professor Srinath Jagannathan, Faculty, IIM Indore and Dr. Akhtar Parvez, Librarian, IIM Indore. Professor Jagannathan conducted an interactive session wherein he discussed various aspects of paper development and the factors that affect its quality.

The inaugural ceremony had Dr. S.S. Dhaka, President ASIALA, Professor Rishiksha T. Krishnan, Director, IIM Indore, Col. K.T. Udupa (Retd.), Chairman, Organizing Committee and Professor Ranjeet Nambudiri, Chief Conference Advisor as the guests.

This was followed by the Inaugural Address by Professor Krishnan, who mentioned that libraries have changed tremendously and efforts of the libraries have also changed. He noted how library was trying to change itself a few years ago, and now it has transformed itself so much that today it is considered a hub of knowledge and activity. This was followed by the release of Conference Proceedings by Professor Krishnan and guests. Col. Udupa delivered the vote of thanks.

The first day of the conference had two sessions which witnessed a keynote address and 13 paper presentations. The Keynote Address was by Ms. Chris Flegg, Bodeleian Business Librarian, Said Business School, University of Oxford, Oxford. She discussed on the topic 'Decision Making in an Age of Change', which was followed by a Q&A session.

Another Keynote Address was by Professor Madhusri Shrivastava, Faculty, IIM Indore, who spoke on the topic 'Key Issues in Effective Communication'. She mentioned how the image of librarian needs to change over time. The next keynote address was by Dr. Saiful Amin, Director, Semantic Consulting & Visiting faculty, DRTC, Bangalore on 'Library Standards and Protocol'. He emphasized the importance of standards and protocols in order to sustain in the long run for Digital libraries and also gave details of the various standards to be used for physical collections and online resources.

Another keynote address was via video conferencing on 'Researching Information for smart cities and Global outsourcing management projects' by Dr. Jay Bhatt, Librarian, and Dr. Samir Shah, Associate Clinical Professor in Management Information System, Drexel University, Philadelphia.

The next one was by Dr. Swati Bhattacharya, Librarian, IIM Calcutta on the topic 'Information Literacy and trans-literacy in the Digital Context'. She said that technology alone would not solve the problem and here she emphasized on how Public libraries, with the support of academic libraries, can get trained in information literacy skills.

The last keynote address was delivered on the last day of the conference by Dr. Medha Joshi, Head Dept. of Lib. Sciences, Tata Memorial Hospital, Mumbai on the topic 'Information Ethics in Digital Environment'. Dr.

Joshi started by explaining the Ethics Committee process and procedures followed, and how important it is to have Research Protocols for using information.

Panel Discussion

Panel Discussion of the conference was on the topic 'Can Libraries Beat Google?', wherein the panelists debated about how internet and books vary from each other in various segments.

Valedictory Function

The valedictory function took place on the last day, which witnessed the announcement of the Best Paper Award, which was received by Pratiksinh Vaghela & Kinnery Thaker on the topic 'An Application of Technology Acceptance Model in Understanding Student's Behavioral Intention to use EBSCO- An online Management Database'.

The event also had felicitation of Dr. GHS Naidu, Librarian, DAVV, Indore.

Conference Report was submitted by Dr. Elavazaghan K., Librarian and Chief Knowledge Officer, IIM Tiruchirapalli, which included the details about the three-day conference.

The conference was successful in bringing together a large number of professionals from various fields, as well as professors and publishers.

AIB India 2016 Conference

Academy of International Business, in collaboration with IIM Indore, held AIB India Chapter 2016 Conference at IIM Indore on 21-23 April, 2016. The theme of the three-day conference was South-to-South FDI, which aimed to bring together scholars from multiple disciplines and countries to examine international business in the context of emerging economies.

There was a Pre-Conference Workshop on 20 April, 2016, conducted by Professor S. Raghunath, Professor, Corporate Strategy & Policy, Dean (Admin), IIM Bangalore, and Professor Elizabeth Rose, University of Otago, New Zealand.

The inaugural ceremony of the Conference took place on Thursday, 21 April, 2016 with a formal welcome by Professor Manish Popli, Conference Co-Chair. Professor Rishiksha T. Krishnan, Director, IIM Indore, Professor S. Raghunath and Professor Elizabeth Rose were also present.

The Conference had several note worthy invited talks by distinguished professionals from across the globe. The talks revolved around contemporary research on international business, with an objective to give new insights to industry as well as academics. The valedictory function took place on the last day marked by the presence of all the guests, dignitaries, participants and the organizing members. Professor Manish Popli, Conference Co-Chair; thanked the delegates and participants for making the conference a success.

CERE-2016

The 7th Annual 'Conference on Excellence in Research and Education (CERE)' was held at IIM Indore on 5-8 May, 2016. The four-day conference aimed to invigorate geniuses of myriad backgrounds with curiosity and to facilitate active participation in the perpetual voyage of knowledge creation. It witnessed 200+

Paper/Poster Presentation, Doctoral Colloquium and Workshop by eminent faculty members, to encourage young researchers in the field of management.

The inaugural ceremony was held in the presence of Professor Sougata Ray, Faculty, IIM Calcutta as the Keynote Speaker, Professor Rishiksha T. Krishnan, Director, IIM Indore and Professor Patturaja Selvaraj, Chair, Fellow Programme in Management, IIM Indore. The Conference witnessed panel discussion and various eye-opening guest talks. A workshop on Academic Writing was also conducted.

The valedictory ceremony featured prize distribution for Best Paper Awards.

First Prize (Certificate and cash prize of Rs.25,000/-)

Impact of consumer knowledge and involvement on perception towards private label brands versus national brands: An experimental approach/by Ramakrishnan Venkatesakumar, Sundar Srinivasan and AnuradhaVenkatraman from Pondicherry University.

Second Prize (Certificate and cash prize of Rs.15,000/-)

Talent Management Policies, Practices and Processes in Indian Organisations: An Exploratory Study/by Seetha Pachchhapur from TISS Mumbai.

Third Prize (Certificate and cash prize of Rs.10,000/-)

Acculturation to the global consumer culture, consumer ethnocentrism and food consumption habits: An investigation of rural Indian consumers with focus to Tripura/by Manish Das from Tripura University.

Doctoral Colloquium – Best Paper

First Prize- Understanding the Existence of Privacy Paradox in Mobile Application Users: An Experiment Study of Cognitive Biases and Heuristics/by Sakhhi Chhabra, Management Development Institute, Gurgaon. (Certificate and a cash prize of Rs.10,000/-).

Second Prize – A Study of Labour Management Relations (LMR) Climate: Case Study of Selected Companies in Manufacturing Sector- by Binit Lakra, TISS, Mumbai. (Certificate and a cash prize of Rs.5000/-).

PRABODHAN- HR & Leadership Conclave

With an objective to engage well known business and HR Leaders, and capitalize on their expertise in the emerging trends and challenges in the arena of Human Capital Management, and share their success stories, IIM Indore held an HR & Leadership Conclave—PRABODHAN on 12-13 August, 2016. The two-day conclave was launched by Executive Post Graduate Programme in Management (EPGP) Batch 2016-17, under the Academia—Industry Connect Initiative.

The conclave aimed at knowledge sharing through stimulating interactions, thought-provoking panel discussions and debating on contemporary issues and challenges relevant to business.

The inaugural ceremony of the conclave took place in the presence of Mr. Kamal Bali, Managing Director, Volvo India, Professor Rishiksha T. Krishnan, Director, IIM Indore and Professor Prashant Salwan, Chair, EPGP.

Professor Rishiksha T. Krishnan said that, considering the huge demographics, offering higher education to all the children and youth is the biggest challenge India faces today. Faculty are undoubtedly experts in their area, but industry connect helps students in gaining more experience.

In his opening remarks, Professor Prashant Salwan introduced the Conclave theme and sub-themes to the audience.

This was followed by the inaugural address by Mr. Kamal Bali, Managing Director, Volvo India. He gave an insightful presentation on the topic 'Transforming India'.

Adding an absolutely different zest to the conclave, a discussion on 'How to Leverage Data and Insights in HR' was conducted. The panelists included Mr. Asim Rizvi, Head HR, CallidusCloud India, Ms. Ruhie Pandey, Vice-President, HR, Kaya Ltd. and Mr. Mandar Pawde, Senior Consultant, Analytics, KPMG. The discussion was moderated by Professor Kamal K. Jain, Faculty, IIM Indore. The discussion revolved around how data and analytics are the two key components that give edge to any organization or company.

The second half of the first day was full of interactive and attention-grabbing talks by various business leaders who enthralled the audience with their thought-provoking ideas. The speakers included Mr. Sunil Kashikar, Vice-President, Resource Management Group, Zensar; Mr. Arvind Usretay, Executive Director, Ernst & Young; Mr. Arokiya Sagayaraj, Vice President, Renault Nissan; and Dr. Ritu Anand, Deputy Head, Global HR, TCS.

The second day of the conclave witnessed talks on various topics such as, Managing Disruptions, Organizational Culture, Merger & Acquisition, Leadership in Adversity and Future Business Challenges. A panel discussion on the topic He 4 She was also conducted with distinguished experts from CSC, TATA Motors, Lanxess India, etc. The speakers included Mr. Sanjay Singh, EVP & Global Head-HR, Crompton Greaves; Ms. Surbhi Mittal, VP-Head HR, Lanxess India, Dr. Winsy Abraham, Location HR Head, CSC; Mr. Chitvan Bohra, HR Business Partner, TATA Motors; Dr. Sunil Kumar Singh, VP-Head of L&G, Reliance Industries; Mr. Deepak Bharara, Chief HR Officer, Lanco Infratech; Mr. Sanjay Chaturvedi, Head HR Corporate & R&D, Sun Pharma; and Major General Raj Shukla.

The valedictory talk was given by Mr. Yasho V. Verma, Former COO, LG on the topic 'Future Business Challenges'. He said that business challenges faced by the current generation would be absolutely different. He noted that business is about catching two rabbits namely, revenue and profit, running in two different directions. And the challenge is to catch them both.

The closing remarks of the conclave were given by Professor Prashant Salwan, Chair, EPGP. The two-day conclave proved to be an enriching experience for the participants including students from the Institute and gave them an opportunity to learn from the experience of all the distinguished guests.

Two-day Workshop for Vice Chancellors of Central Universities

A two-day workshop for Vice Chancellors of Central Universities on the theme Leadership for Academic Excellence in Higher Education was organised by IIM Indore, Ministry of Human Resources and Development (MHRD) and University Grants Commission (UGC) in Mumbai University on 18-19 April, 2016. The workshop was attended by 25 Vice-Chancellors and senior officials from central universities and the State government.

Mr. V.S. Oberoi, Secretary MHRD and Vice-Chairman UGC; Professor Rishiksha T. Krishnan, Director, IIM Indore; Professor Sanjay V. Deshmukh, Vice-Chancellor, Mumbai University; Professor G.D. Yadav, Vice-Chancellor, Institute of Chemical Technology; Professor Yogesh Maheshwari and Professor Patturaja Selvaraj, Faculty, IIM Indore were instructors for the workshop. Professor Prashant Salwan, Faculty, IIM Indore was the programme coordinator.

Workshop on Win-Win Conversation

Professor Kamal K. Jain conducted a workshop on the topic 'Win-Win Conversation' organized by Indore Management Association (IMA) on 12 May, 2016. The workshop was organized as a part of IMA's Develop Your USP Series at Hotel Sayaji, Indore.

The workshop was attended by participants from various companies such as, Cummins India, Tata International, Cipla, Mahindra and Mahindra, Super Rubber Industries, Daly College Business School, National Seeds and Agro, Hotel Sayaji, Advanced Academy etc.

Kiken Yochi Training Workshop

A workshop on Kiken Yochi Training (KYT) was conducted at IIM Indore on 6 May, 2016 by Mr. Jigar Kantharia, Officer (Safety), IIM Indore. KYT is a Japanese technique of hazard prediction for zero accident. The objective of the workshop was to create awareness about KYT among staff members and develop critical problem solving attitude towards potential hazards.

Hindi Workshop

With an objective of promoting the progressive use of Hindi as official language, and create awareness about the Official Language Act and amendments along with rules and regulations, a workshop was held at IIM Indore on 30 March, 2016. Mr. Hare Ram Vajpai, renowned writer and Mr. Lalmani Shukla were the Guest Speakers for the workshop. The workshop revolved around better usage of Hindi as official language and basic learning tips on grammar, noting and drafting.

Mr. Vajpai discussed various kinds of languages, including the difference between mother tongue, state language, official language and national language. He noted that it is the duty of every citizen to work in the official language. Col. K.T. Udupa, Chief Administrative Officer, IIM Indore mentioned in his talk the importance of using Hindi as official language and noted how using simple words in Hindi can be useful in official communication as well.

Guest speakers discussed about salient features of language policy, circulars, office memoranda, official order, terminology and practical grammar problems, along with solutions.

The workshop was attended by the administrative staff of IIM Indore.

Safety Sensitization Workshop

With an objective to create awareness related to safety hazards and to encourage the IIM Indore community to stay attentive with respect to all types of dangers, a Safety Sensitization Workshop was conducted at the Institute on 15 March, 2017. The workshop was conducted by Mr. Jigar Kantharia, Officer (Safety), IIM Indore.

Mr. Kantharia began with a presentation explaining the types of hazards which may be encountered and noted previous incidences which were taken care of effectively. He also shared a major dummy safety hazard planned by the Safety Committee, wherein a few loose electric wires were left unattended. The objective of the dummy safety hazard was to test the attentiveness of the IIM Indore community members, and note whether or not someone observes the wires, identifies them as hazards and informs the committee.

The workshop was attended by over fifty participants from all the departments of the Institute.

Agile Ninja International Training Workshop

Agile Ninja, an International Training Workshop by Henry Harvin, was conducted at IIM Indore on 25 February, 2017. The training was delivered by Ms. Deepti Jain, (Founder, Agile Virgin, SAFe Programme Consultant, CSP, CSM, CSPO, CSD).

The training primarily focused on Agile and its Scaling with Continuous Integration and Improvement with Lean, Scrum, Kanban and Scaled Agile Framework.

The programme witnessed active participation from participants of PGP, EPGP and IPM.

Workshop on Marketing Research

A workshop on Marketing Research was held at IIM Indore by Utsaha—The Annual Rural Marketing Fest, on 15 October, 2016. The workshop featured eminent experts from various fields who interacted and advised students on different marketing ideas.

Mr. Saroj Mohanta, Ex-Partner, MART-A and a freelancer for Business Model Innovation in Rural Markets, talked on 'Understanding Human Behavior in the Rural Market'. He highlighted the importance of understanding the nuances of rural India such as, its governance structure, culture and infrastructural realities.

Mr. Mohan Krishnan, Director, Peninsula Centre for Knowledge & Insights and consultant with IMRB, discussed about data analysis, report writing and the insights one can draw from a well-designed questionnaire.

Dr. Sharad Sarin, Professor, Marketing & Strategic Management Area, XLRI Jamshedpur, is credited with introducing gamification of research to India. Mr. Sarin attempted to invigorate students with enthusiasm for rural market research by sharing his story, and difficulties faced in conducting a marketing fair.

The event was a run up to Utsaha, a rural marketing event held in the village of Janpaw Kutti on the occasion of Karthik Purnima.

Leadership Programme for Madhya Pradesh Police

IIM Indore conducted a Leadership Programme at the Institute for officers of the Madhya Pradesh Police on 12-13 July, 2016. The objective of the programme was to enhance leadership qualities of the officers and boost their communication and management skills. The two-day programme witnessed participation of around 40 officers from many districts across the state. The programme had sessions on motivating others, building effective team, effective communication, leadership, group decision making, negotiation, interpersonal effectiveness and managing subordinates. The sessions were conducted by IIM Indore faculty members.

The valedictory function of the programme was held on 13 July, 2016. The function was graced by the presence of Mr. R.K. Shukla, Director General of Police, Madhya Pradesh.

Professor Rishiksha T. Krishnan, Director, IIM Indore stated that the main objective of IIM Indore is to be a contextually relevant business school, and being in touch with government officials gives the Institute a privilege to conduct such programmes which are in synchronization with the mission. He thanked the police training teams for their enthusiastic support.

Mr. R.K. Shukla said that leadership is the most significant concern for the police, and such programmes give the officers a chance to become aware of what is happening, what the current issues are and how they can be dealt in a superior manner. He thanked IIM Indore for conducting the programme and said that the programme would immensely help the officers in conducting their services in a better way.

This was followed by certificate distribution to all the participants by Mr. R.K. Shukla, DGP, Madhya Pradesh.

Hindi Workshop

A workshop was conducted at IIM Indore on 24 June, 2016 to craft awareness about advanced usage of the official language- Hindi and Acts related to the language. Mr. Lalmani Shukla, Narmada Hydroelectric Power Corporation, Bhopal was the Chief Guest. The event was also marked by the presence of Col. K.T. Udupa, CAO, IIM Indore and senior officers of the Institute.

Mr. Lalmani Shukla mentioned in his talk the impact and importance of using Hindi as an official language. Language policy such as, various forms of correspondence, office comments, circulars, office memoranda, official order, terminology and practical grammatical problems as well as their solutions were also discussed. A competition on Hindi Language was conducted. Mr. Rajesh Shrivastava delivered the vote of thanks.

Workshop on Electrical Safety

With an objective to generate awareness about key electrical terms, be aware of precautions while using electrical equipment, and identify and eliminate the electrical safety hazards, a workshop on electrical safety was conducted at IIM Indore on 22 June, 2016. Mr. Jigar Kantharia, Officer (Safety) and Mr. Ram Kumar Ayam from Electrical Department of the Institute introduced the electrical staff to basic guidelines of electrical safety and safer working practices, so as to lessen the risks triggered by electricity vulnerabilities. The workshop covered the significance of appropriate safety necessities for employees, types of electrical injuries and the precautions, first aid after electric shocks etc. Videos on electrical safety were also shown.

Lectures and Guest Talks

Mr. Vijay Sethi, CIO and Head CSR, Hero MotoCorp Ltd.

EPGP at IIM Indore inaugurated the EPGP iKon: A CXO Guest Talk Series on 3 June, 2016. The series is an initiative by EPGP Participants to create a platform where corporates from different industries can interact with the students and share their views. The first lecture in this series was marked by the presence of Mr. Vijay Sethi, Chief Information Officer and Head CSR, Hero MotoCorp Ltd. Mr. Sethi spoke on the topic 'Commencing Your Journey to Become a Better Professional'. Mr. Vijay Sethi began his talk in an interactive manner, questioning the participants about their purpose of joining a particular course in a B-School. The real essence of pursuing MBA from any B-School is that it helps you change your perspective and look at things in a broader manner. Mr. Sethi's talk focused on the seven points noted by Stephen Covey's book-'7 Habits of Highly Effective People', wherein he discussed how a person can be successful. He noted that to achieve real excellence in this world, we need to start observing ourselves, look at our own shortcomings and then analyze the world around us. The event concluded with a Plantation Drive at the Institute.

Mr. Anuj Tejpal, CBDO, OYO Rooms

Under the EPGP iKON (Industry Konnect) CXO Lecture Series, Mr. Anuj Tejpal, Chief Business Development Officer, OYO Rooms visited IIM Indore on Friday, 17 June, 2016. He delivered an excellent talk on the topic 'Challenges for Young Entrepreneurs- Contributions to Make in India Initiative'. The lecture was organized by the Executive Post Graduate Programme in Management's Corporate Interaction Cell to connect the participants to various corporates and help them understand the current scenario in industries, with relevance to Make in India. Mr. Tejpal's talk revolved around what is significant to start a startup, to shape it and to make it successful. Mr. Tejpal discussed the 'OYO Story' and how the notion of OYO came into existence. 'Our country is well-known for 'Atithi Devo Bhava' and yet our service and hospitality concept is not as extraordinary as the hotels abroad. Hence we visited many hotels and researched about the hitches faced by customers and owners as well. We found that the low real estate market, lower facilities and many minor issues like technology availability, laundry etc. are the core problems', he said. That is how the concept of 'On Your Own' i.e., OYO emerged.

Suggesting tips for a successful startup he said that one should develop a plan in a scientific fashion. One should also take bigger challenges, so that he or she comes to know how much potential s/he actually has. It is always important to be patient and positive, and keep trying. Giving up easily won't lead you anywhere, he said.

The talk concluded with a Q&A Session.

Professor Raj Sisodia, Professor, Babson College, Massachusetts

Under the Expert Talk Series launched by Industry Interface Cell of IIM Indore, Professor Raj Sisodia, Distinguished Professor of Global Business and Whole Foods Market Research Scholar in Conscious Capitalism Inc. delivered a Guest Lecture on 21 June, 2016. Professor Sisodia spoke on the topic 'Conscious Capitalism'.

The talk revolved around the fact that capitalism has been extraordinarily successful over the past two centuries at raising human living standards, life expectancy and life satisfaction. But many see it as extracting too steep a price for the prosperity it has enabled.

Discussing technological development, Professor Sisodia said that today we are smarter, educated, intelligent and connected. What the bigger organizations need today is a mixture of feminine and masculine values in the correct proportion. 'There has been a rise in compassion, gentleness, nurturing, care etc. in the companies as compared to domination, aggression, competition. "And this is what makes a great leader', he said.

He concluded his talk upholding that we need to take care of stakeholders, be it society, customers, employees, investors and environment as well, rather than just focusing on how a company can earn profit. 'Build the company with love and care, not fear and stress', he concluded.

Guest Talk on Pension System

Under the Economic Lecture Series initiated by IIM Indore in January 2014, a Guest Talk on the Pension System was organized on 7 July, 2016. The Guest Speaker for the talk was Dr. Kavim Bhatnagar, Social Protection Economist, Strengthening Public Financial Management for Social Protection, Ministry of Finance, Government of the Republic of Bangladesh, Dhaka. He spoke on the topic 'Pension System—Global Demographic Challenges and Need for Public Policy Intervention'.

Dr. Bhatnagar's talk revolved around what pension is, why it is gaining prominence across the world, what are the reforms which took place in India, specifically after the year 2004, and what are the major challenges faced in implementing these reforms. Discussing two types of pension systems, Defined Benefits and Defined Contribution, Dr. Bhatnagar said that the reforms are always made keeping in mind the situation of the common man. Dr. Bhatnagar also discussed various backdrops related to public pensions, the reason behind deficit of public pension systems, current and future financial problems, and socio-economic challenges and opportunities like urbanization and globalization, which may affect pension reforms. The talk also included various principals which are followed while reforming the pension system such as, focusing on adequacy, creating a plan which is self-financing and is sustainable, keeping in mind safety and security regulations, and creating a plan which is transparent and predictable.

The session gave an insight into the entire scenario India has seen since 2004 when pension reforms were initiated.

Dr. Jairam Varadaraj, MD, ELGi Equipments Ltd.

Under the EPGP iKON CxO Guest Lecture Series, a talk was conducted at IIM Indore on 14 July, 2016. Dr. Jairam Varadaraj, Managing Director, ELGi Equipments Ltd. was the guest speaker, who spoke on the topic 'Industry Expectations from Middle Level Managers'. His talk revolved around how a company can become a global brand and the challenges faced in attaining the same.

Dr. Varadaraj began his talk discussing why a company should build itself into a global business. He said that the global market is exponentially huge as compared to the Indian market, which is just 4% of international business. Discussing the major challenges Indian companies face in brand building, Dr. Varadaraj said that quality of a product is a major issue in India. When we buy, we would seek for perfection, but when we sell, we would try and convince the customer to buy the product even if it has a defect. We are best in the 'hardware side' but we lack in the 'software side' of any product.

He concluded his talk saying that the lack of aspiration to build a global brand is a major challenge faced by many companies. 'Building a global brand isn't an easy journey, but it comes along with effective leadership and independence', Dr. Varadaraj concluded.

Dr. D. Shivakumar, CEO, Pepsi Co

Dr. D. Shivakumar, Chief Executive Officer, PepsiCo interacted with IIM Indore students on 16 July, 2016. He interacted with the young management minds via his candid webinar, in an attempt to gear up first year students for their formal entry into the management world.

IIM Indore's alumni Tushar Rathi, who is a current employee of PepsiCo Ltd. was also present on this occasion. He gave a brief introduction about PepsiCo and answered a few queries the students had about management roles & responsibilities and B-school life.

After this brief session, the students were joined by the CEO on a webinar. He took them through the history of management education, and its scope and penetration in the Indian scenario. He also discussed about what one should expect from a management programme. He encouraged the students to learn as much as possible from the professors, yet have a life outside books as well, keeping a focused vision on their passion and career.

Dr. Shivakumar gave a few tips and tricks on how to succeed in being among the top one fourth of the division, focusing on student-teacher relationships, tapping the plethora of opportunities at B-schools and also on creating a lasting impression through one's resume.

The webinar was followed by a group activity pertaining to the FMCG industry, to give students an insight into the marketing world. The alumni concluded the session by listing pointers on how to crack the hard nut of marketing.

Mr. Nikhil Ojha, Partner, Bain & Company

In continuation of the Corporate Leadership Series initiative, the Industry Interaction Cell of IIM Indore organized a talk by Mr. Nikhil Ojha, Partner, Bain & Company on 22 July, 2016. Mr. Ojha gave an insightful talk on the topic 'Social Media: Wasting Time Purposefully'.

In the session, Mr. Ojha talked about the importance of learning from outside the business texts, and doing so continuously throughout the career. He emphasised that the nature of labor, including that expected in white-collar jobs, is undergoing significant changes and learning widely would be of even greater importance as we move ahead in our careers.

He advised the participants to use the right filters and make the best use of social platforms. He explained through various examples right ways of approaching problems, staying engaged in one's job and making

fruitful decisions in life. He also engaged in an interactive Q&A session with the students and told anecdotes of his laudable industry experience.

Mr. Vetri Subramanian, CIO, Invesco Mutual Funds

The fourth lecture in the EPGP iKON CxO Guest Lecture Series was conducted by Mr. Vetri Subramanian, Chief Investment Officer, Invesco Mutual Fund on 23 July, 2016. Mr. Subramanian shared his views on the theme – ‘Science of Investing’.

Mr. Vetri Subramanian discussed the global panorama in relation to investing and how the world lacks growth. He mentioned the position India holds, in this world ‘short of growth’, bearing in mind the investment policies.

He concluded his talk answering questions raised by the participants and sharing his personal experiences when he was a student.

Mrs. Usha Thorat, Former Deputy Governor, RBI

In memory of the Late Mr. Nani A. Palkhivala, the famous legal luminary, author, business leader, orator and diplomat, IIM Indore organized a guest lecture on 11 August, 2016. Mrs. Usha Thorat, Former Deputy Governor, Reserve Bank of India was the Guest Speaker for the event. She delivered a lecture on the topic ‘Demystifying RBI’. Mr. S. Divakara, Director-General, Nani A. Palkhivala Memorial Trust was also present on this occasion.

Referring to Mr. Palkhivala, Mrs. Thorat noted how his contribution to the constitution means a lot to the country. ‘Mr. Palkhivala had a radiantly multi-faced personality. Being talented in a unique way, he captivated thousands of listeners with his discourses, which enthralled everyone present there’, she said. Speaking on the topic ‘Demystifying RBI’, Mrs. Thorat discussed the role of RBI and its relation with the government. She also discussed the monetary policy and how it affects growth, financial stability and inflation. This was followed by a Q&A session with the participants.

Mr. S. Divakara, Director-General, Nani A. Palkhivala Memorial Trust also thanked Mrs. Thorat for her speech and appreciated IIM Indore for organizing the guest talk. He said that such talks, when conducted at institutions like IIMs, would help young minds evolve as leaders who would play a significant role in the Indian economy.

Guest Talk on ‘New Monetary Policy Framework in India’

Under the Economic Lecture Series introduced by IIM Indore in January 2014, a Guest Talk on ‘New Monetary Policy Framework in India: Challenges and Opportunities’ was held at IIM Indore on 8 September, 2016. Dr. B.K. Bhoi, Principal Advisor, Monetary Policy Department of Reserve Bank of India (RBI) was the speaker.

He began his talk conversing about how the framework of monetary policy in India has evolved since independence, and what a monetary policy can and cannot do. He noted how various monetary policies had been established and how the agreement on the New Monetary Policy Framework took place. Discussing the Growth-Inflation Dynamics in India, Dr. Bhoi noted that potential growth of the country has declined and the persistence of inflation despite growth slowdown is a major concern.

He concluded his talk pointing out that coordination between monetary policy and fiscal policy is necessary to have low and stable inflation. The talk was followed by a Q&A session.

Mr. Rajnish Sharma, VP, Reliance Jio Infocomm Limited

With the objective of enhancing the knowledge of the young business minds about the future of telecom industry, a guest lecture was conducted at IIM Indore Mumbai Campus on 15 September, 2016. Mr. Rajnish Sharma, Vice President (High Speed Internet), Reliance Jio Infocomm Limited was the speaker for the event. Mr. Sharma briefed the students about ways to increase data usage among users.

Taking the participants through the journey and evolution of data in India, Mr. Sharma spoke extensively about the changing face of technology, and how our lives are increasingly integrated with it. He also talked about the transformation of data usage in India—the decrease in voice traffic with the advent of high speed internet, the contribution of the Internet in the GDP, and the potential contribution of rural population.

The talk concluded with an interactive Q&A session, where the guest addressed various queries raised by the participants pertaining to security, services and future strategies.

Ms. Rujuta Diwekar, Author & Nutritionist

IIM Indore, in association with Juggernaut Books, organized a Guest Talk by Ms. Rujuta Diwekar, a top nutritionist of India and the author of several bestselling books on healthy living and eating, on 26 September, 2016. She spoke on the topic 'Nutrition and Indian Super Foods'.

Ms. Rujuta Diwekar began her talk discussing what kind of foods are our favorite—yummy, which have therapeutic value and which help lose weight. She discussed the top three foods of Indore which she considers 'Super Foods' namely, Sabudana Khichdi, Jalebi and Bafla, and noted how these delicious foods, which are considered fatty and full of cholesterol, are actually very beneficial for health. She concluded her talk with the advice that we should rely more on local foods and fruits, and clear the misconceptions about nutrition and diet.

The talk was followed by a Q&A session, wherein the audience got an opportunity to interact with Ms. Diwekar personally and learn more about the types of healthy food. The talk was healthy, fruitful and nurturing; which helped the audiences know about super foods and cleared myths.

General Bikram Singh, Former Chief, Army Staff of Indian Army

General Bikram Singh, Former Chief of Staff of the Indian Army, visited IIM Indore on 10 October, 2016 to deliver a talk on 'Leadership Lessons from the Army'. During his eventful and distinguished military career of over 42 years, he has held a number of key positions including Chairman of the Indian Chiefs of Staff, Chief of the Eastern Command, and has served in two UN missions in Central America. Besides his expertise in the aforementioned fields, he is globally admired for his astute strategic leadership.

Through the course of a highly interactive session, General Bikram Singh enlightened all the attendees, students and faculty, about the two pillars of a leader – character and competence. Speaking of the physical, mental and emotional attributes a leader must possess, General Singh spoke about endurance, stamina, will power, calmness, composure and confidence among various other attributes of a successful leader. General Singh also spoke about the technical, tactical, conceptual and interpersonal competencies required in all leaders. General Bikram Singh said that it is absolutely necessary to balance one's passion

and love (family) to become a well-rounded personality. He also spoke about the importance of humility, taking the bricks and passing on the bouquets, and leading change through envisioning it.

The session ended with a Q&A round with the students of the institute where General Singh answered curious students' questions ranging from Indian Army to questions about management and leadership, thus making it a unique opportunity for all attendees to get up, close and personal with the distinguished guest.

Mr. Rajesh Agrawal, Deputy Mayor of London

Mr. Rajesh Agrawal, Deputy Mayor of London addressed the students at IIM Indore on 6 November, 2016. He talked about the education system, entrepreneurship and shared success tips with the participants.

Discussing about the education system and IIMs, Mr. Agrawal urged the students that if they wanted to have suggestions, feedback on their start up ideas, IIMs with their diversity are the best source to do so. He suggested that institutes should develop a network with venture capitalists and should be able to connect their students with them. A space can be provided to budding entrepreneurs to develop prototypes etc.

The talk was followed by Q&A session.

Mr. Shyam Saran, Ambassador, Former Foreign Secretary

The Special Interest Group on Comparing Business in China and India held a guest lecture at IIM Indore on 11 November, 2016. Mr. Shyam Saran, Ambassador, Former Foreign Secretary, Government of India was the speaker for the event. He gave an attention-grabbing talk on the theme, 'Can India and China be Friends?'

Sharing his experience in China, Mr. Saran noted that two major things one needs to learn about China is the language—which is full of various characters and not alphabets, and culture—which is quite stylized, visual and artistic. Discussing about the relations of India with various countries, Mr. Saran noted that from time to time, India's relations with various countries such as, Soviet Union, USA, Australia, Japan, etc. have changed since 1962. Similarly, China has also developed relations with some other countries and acted as a rival to India. But with the emergence of China as a major power with economic stability and security capability, managing relations with China will be far more complex, he said.

The lecture witnessed a lot of enthusiasm from the audience, including students, staff and faculty, who asked many questions about India-China relations and the steps that can be taken by India to develop into a super power.

Mr. Arhan Bezbora, Director-National Alumni Impact, Teach For India

IIM Indore's EPGP Corporate Interaction Committee organized a guest talk by Mr. Arhan Bezbora, Director-National Alumni Impact, Teach For India on 30 November, 2016. Mr. Bezbora gave an interesting talk on the topic 'Leadership for Social Change', wherein he discussed about his professional journey with Teach For India and his understanding of education.

He discussed about Teach For India Initiatives along with various other important factors such as, the ability to overcome barriers which arise during a child's education, the important role played by moral values and the kind of exposure a child gets during education.

Today, India needs to work towards a vision where a group of leaders work together to provide education to every child in the country and are able to eliminate educational inequality. The youngsters need to come together, reimagine the problems and find solutions—try working in a proper ecosystem which is sustainable, and be able to look at multiple perspectives at a single time and manage them efficiently, said Mr. Bezborra.

He concluded his talk quoting—‘Transforming systems is ultimately about transforming relationships among people who shape these systems.’

The talk was followed by a Q&A. Professor S.K. Ghosh gave the closing remarks.

Lecture on ‘Economic Analysis of Criminal Behavior’

Under the Economic Lecture Series, a guest talk on ‘Economic Analysis of Criminal Behavior’, with special reference to the Indian scenario, was held at IIM Indore on 30 December, 2016. Mr. Abhishek Upadhyaya, Additional Chief Judicial Magistrate of Raebareli was the speaker.

Mr. Upadhyaya talked about the definition of crime and how it is a function of the probability of getting convicted and the probability of getting punished, among various other economic factors. With various economics-based derivations, he demonstrated the importance of a criminal to prefer risk for him to commit a crime, and therefore, get deterred by an increase in the probability of getting convicted. Mr. Upadhyaya then moved on to his analysis of the crime data gathered by the NCRB between the year 1953-2015 and provided important insights about the change in rates of crime, indicating that charge-sheeting rate has shown an almost inversely proportional relation with conviction rate for most crimes. The talk concluded with a Q&A session.

Talk on Future of Renewable & Solar Energy

Under the Executive Post Graduate Programme in Management (EPGP) iKON CxO Guest Lecture Series, a talk on Future of Renewable & Solar Energy was conducted at IIM Indore on 10 January, 2017. Mr. Sameer Gupta, Chairman and Managing Director, Jakson Group was the speaker. His talk revolved around various aspects of renewable energy and its applications across the globe.

Mr. Gupta revealed how various events such as, the recession, fluctuations in global prices, etc., helped him learn the tactics of work. He also conversed about the shift in the utilization of non-renewable and renewable resources of energy. He noted that climate change and global warming are challenges which need to be taken care of immediately as they may lead to health and survival issues.

He concluded his talk discoursing about various solar novelties such as, solar rooftops, solar cells, solar ink, solar film, solar CSP (concentrated solar powers), solar roads and solar airplanes, which are going to be the future of energy production.

The talk was followed by a Q&A session.

Talk on Transition from Defense Services to Corporate World By BRIG Manjit K Mehta

A guest talk on ‘Transition from Defense Services to Corporate World’ was held at IIM Indore on 10 January, 2017. Brigadier Manjeet K. Mehta (Retd.) was the speaker who addressed the Certificate Course in Business Management for Defense Officers (CCBMDO Batch 13) participants and shared his

experience of transition from Indian Army to the Telecom Industry. He provided an overview on the corporate governance and role of employees towards sustainable development of the company. He offered practical insights on the opportunities and challenges faced by the veterans through personal examples and anecdotes. He concluded his enlightening talk with emphasis on the 'OODA' (Orient/Observe/Decide/Act) principle and its effectiveness in professional growth. The eminent speaker left the audience more confident and comfortable with the task ahead for them as they prepare to tread the corporate path

Lecture on Drug Abuse

With an objective to create sentience about drug abuse and its harmful effects, a lecture on 'Drug Abuse' was conducted at IIM Indore on 19 January, 2017. Mr. Varun Kapoor, IPS, ADGP was the speaker. He discussed how the pressure of modern society and individualistic life creates a challenge for youth across the globe to stay alert and be cautious of falling in the drug addiction traps. He also discussed various types of intoxicants that cause addiction such as, cigarettes (nicotine), liquor (alcohol), tea and coffee (caffeine) and drugs. Discussing about various categories of illicit drugs such as, depressants (opium family), stimulants (cocaine family), hallucinogens (cannabis family) and various synthetic drugs which cause damage to mind and body, Mr. Kapoor shared several case studies of drug addicts and how the addiction ruined their lives.

He concluded his talk highlighting various precautions—to find other ways to relax, not believing in false encouragements by fake friends, choosing friends wisely, remaining attentive and aware of drugs and always trusting family.

The lecture was followed by a Q&A session. The talk was attended by the students and staff of IIM Indore.

Lecture on 'The Impact of Foreign Ownership on R&D Intensity and Technology Acquisitions in Indian Industries'

As part of the Economic Lecture Series at IIM Indore, Professor Aradhna Aggarwal, Copenhagen Business School delivered a talk on 19 January, 2017.

She spoke on the topic 'The Impact of Foreign Ownership on R&D Intensity and Technology Acquisitions in Indian Industries: Analysis of Pre and Post Global Crisis'. The insightful talk revolved around the speaker's research paper that analysed whether foreign firms performed better than their domestic counterparts in India, with an emphasis on technology.

Professor Aggarwal raised the issue of the role of active R&D FDI in the Indian scenario and its impact on domestic firms. She explained that various theories such as, OLI, resource based theory, network and institutional approaches can be used to develop hypotheses.

Professor Aggarwal stated that in today's context, as a nation, it is of paramount importance to strengthen one's own R&D capabilities, and stressed the need to bolster intellectual property rights.

The talk concluded with a Q&A session.

Lecture on Economics of Corruption

As a part of the Economic Lecture Series, a lecture on Economics of Corruption was held at IIM Indore on 10 February, 2017 by Professor Vivekananda Mukherjee, Department of Economics, Jadavpur University.

Professor Mukherjee began his talk by explaining the definition of corruption, conducting an interactive session with the participants and the faculty. He elaborated how corruption is an act that violates laws/norms of a society, and causes inequity and inefficiency. He also discussed about the three types of incentives to curb corruption – economic, social and moral.

Professor Mukherjee then listed the economic costs of corruption, including costs of inequity and inefficiency, cost of enforcement, and effort/money expended for securing the benefit of corruption.

The talk concluded with Professor Mukherjee enlightening the participants about the measures of corruption, various subjective and objective indices of corruption across the globe, and characteristics common to the most corrupt countries.

Guest Talk on Leveraging Contract Labour

The Industry Interface Cell of IIM Indore organized a talk on 25 February, 2017 on 'Leveraging Contract Labour: An Industrial Perspective'. The talk was conducted by Professor Srinath Jagannathan, Faculty, IIM Indore and an expert in the area of Industrial relations and labour laws. The talk witnessed participation from students, faculty members and eminent industrialists from Pithampur and Indore region.

During the talk, changes pertaining to labour law reforms were discussed in detail. Professor Jagannathan iterated on how job descriptions should be created exhaustively even in case of contractual labour. He also reinforced learnings through a few prominent case studies.

The talk was also graced by Mr. Shobit Jain, Labour Commissioner of the State of Madhya Pradesh. Mr. Jain talked about recent measures taken with regard to Labour. Their efforts in digitizing the process of contracting Labour using mobile apps like m-Shram Seva and online portals were appreciated by the audience. Along with this, many Labour laws have been amended in 2014-15.

Overall, the lecture was very fruitful for the interactive audience. The session concluded with Q&A.

Guest Talk on 'China & India After the Financial Crisis of 2008'

A Guest Talk on the topic 'China and India After the Financial Crisis of 2008' was held at IIM Indore on 6 March, 2017. Professor R. Nagraj, an expert on Indian economy from the Indira Gandhi Institute of Development Research, Mumbai was the speaker. His talk revolved around the parallels that can be drawn between the Indian and Chinese economies. He believed that even though politically and institutionally both the economies are on different planes, drawing such comparisons is still meaningful. He discussed whether these giant oriental economies –accounting for 18% of Global GDP in 2015 and one third of the world's population – could emerge as a significant node for global economic recovery.

Professor Nagraj also discussed about China's deteriorating growth rate and India's economic turnaround with excessive debt on the banking sector. According to Professor Nagraj, India does not seem to be in as fragile a position as China; the prospect of a crisis seems remote. Even though India's external debt position is not sound, the risk does not seem to be very large.

He concluded his talk observing that India has greater political stability and certainty because its market institutions are more rule based and hence supportive of market economy. The talk was followed by a Q&A session.

13. Learning Centre

The IIMI Learning Centre (IIMI LC), with its wide range of collection of knowledge resources and innovative information services, fills an essential requisite in the intellectual pursuits of students, faculty members and the surrounding community. IIMI LC, a hybrid Centre with state-of-the-art technological applications, holds knowledge resources predominantly related to management and allied subjects. The entire LC collection of books, print journals/magazines, along with its wide range of e-collection including, e-journals, e-books, online databases, CD-ROM collection etc., are 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 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 subscription to online resources than printed documents. E-resources of the IIMI LC during the period increased considerably in terms of total number and subject coverage. 804 books, 89 working papers and 5 electronic databases were added to IIMI LC's collection in 2016-17. Over 11,753 transactions (issue/return of documents) were reported in the FY 2016-17 consisting of books, CDRoms, working papers etc. There were 56,909 visits by students/faculty and other users, and 10,71,583 hits was recorded in the remote access facility during 2016-17.

One-year library training was provided to three library professionals under the Apprenticeship Act 1961. Regular training programmes in the use of databases being subscribed by the IIMI LC were conducted for the benefit of the IIMI community.

LC organised International Conference on "Digital Governance Innovation, Information and Libraries" during 14-16 April, 2016. LC published four issues of IIM Indore Quarterly Newsletter and the Annual Report of the Institute during the FY 2016-17.

14. Activities and Events

Ranbhoomi'17: 600 Participants, 20+ Events, 1000+ Footfalls

The biggest annual sports fest of central India—Ranbhoomi - was held at IIM Indore on 3-5 March, 2017. The Fest witnessed different sports such as, cricket, CrossFit—branded fitness regimen, Football, Basketball, Volleyball, LAN Gaming, Badminton, Kabbadi, Lawn Tennis etc. Indoor Sports such as, Arm Wrestling, Chess, Snooker and Table Tennis also witnessed huge enthusiasm from the participants with the spirit of sportsmanship.

The Opening Ceremony of the fest was graced by the presence of Fitness Icon and Bollywood Star Sahil Khan. Mr. Khan was also the judge for several fitness events like Body Building, Power Lifting, etc. Dr. Kapil Gupta from Genebandhu, a Delhi based NGO working for creating a platform for Stem Cell Donors to come together and help in saving lives of the patients suffering from diseases like leukemia or aplastic anemia, was also present on the occasion. Genebandhu conducted its first ever stem cell donation camp in Indore during Ranbhoomi.

The inaugural began with the lamp lighting ceremony. Professor Prashant Salwan, Faculty, IIM Indore then welcomed the guests and appreciated the efforts of Ranbhoomi Team. Sharing his experience of Bombay Marathon, he noted the importance of fitness and health. He gave examples of various top organizations and noted how being physically fit helped them in taking their organizations to great heights.

This was followed by felicitation of Mr. Sahil Khan by the Youth Icon India Award. Mr. Khan spoke about Powerlifting and fitness which is coming up in India and luring our youth away from intoxicants and bad habits such as, alcohol and drugs. He pointed out that fitness is giving youth a way out.

This year again, flagship events such as, triathlon, power lifting, arm wrestling and swimming, were a huge draw. A great deal of emphasis was also given on different events such as, arm wrestling, street football, gully cricket, foosball and much more, which gave participants an opportunity to bring out best sportsmanship while enjoying the new sports.

The first day of the fest concluded with a lot of thrill among the various sports teams, anticipating the excitement for the next rounds to be held the next day. The highlight of the second day of the fest was DJ Night by Trap Domination with DJ Vylom.

The second day of the fest witnessed next rounds of the events, followed by finals on the last day. The closing ceremony of the fest took place on 5 March, 2017. The closing ceremony was marked by the presence of Mr. Sharad Kumar, Gold Medalist, Asian Para Games 2014, and Professor Rishiksha T. Krishnan, Director, IIM Indore. Professor Krishnan congratulated the Ranbhoomi Team for organizing such a grand event. He noted that the efforts put in by the team this year were noteworthy, which included a Sports Fest for underprivileged children.

This was followed by a short video message by Mr. Mariyappan Thangavelu, Gold Medallist, Rio Paralympics 2016.

Mr. Sharad Kumar then addressed the gathering. He shared experiences of his journey with Paralympic Association and how it motivated him and his fellow-mates to achieve something for the country. 'Doing something for the country, appreciating everybody, in whatever field anyone is good in, is what the

Paralympic Association aims. Instead of making fun of the specially-abled, we can motivate them to achieve heights in whatever field they excel in', he said. Ranbhoomi'17 witnessed more than 20 sports events, both indoor and outdoor. Every event saw great participation by teams from various colleges across the country. The winning teams were given the prizes and certificates during the closing ceremony. The overall championship trophy was bagged by IIM Indore.

iHelp Organizes Sports Fest for Underprivileged Children from Government Schools.

In order to promote healthy lifestyle and physical fitness, iHelp, the social initiative of IIM Indore, in collaboration with Ranbhoomi '17, the sports fest, organised a Sports Fest for underprivileged children on 23 February, 2017. The event was attended by over 100 students of three government schools adopted by IIM Indore. The event consisted of a variety of games including, a cricket match, 100m race, lemon race, sack race and traditional games like 'akkad bakkad'. The fest was successful in instilling in the children the importance of having a healthy lifestyle. The prize giving ceremony took place on 5 March, 2017 during the closing ceremony of Ranbhoomi.

'Where There's A Will'—A Play Performance

The students and members of faculty of Indian Institute of Management Indore constituted the audience for a brilliant rendition of the celebrated Indian playwright Mahesh Duttani's 'Where There is A Will' on 16 February, 2017. The theatrical production was brought together by Professor Shweta Kushal, Faculty, Communications Area, IIM Indore, with a carefully chosen cast put through three months of rehearsal.

The play is about a harsh and authoritarian man's attempt to vicariously live through his son, and the latter's struggle to preserve his already battered and oppressed personality. It comes to light after his death, that the father had had a will made which allowed his family a meagre allowance from a trust to which he had dedicated all of his wealth and which was to retain it till his son reached 45 years of age. However, he puts in a clause that permits the executrix, none other than his own mistress, to transfer the holdings to charity should his family fail to follow his instructions as laid out in the will. Overall the play explores the theme of despair resulting from identity crisis.

Members of cast, all of whom gave spell binding performances, were Aditya Nair Satheesan (the father), Sanjana Rao Yarram (the mistress), Sagnik Mukherjee (the son), Jasmine Kaur (the son's scheming wife) and Shreya Surana (the protagonist's widow). In the two hours of enactment, they recreated a vivid story of angst and despair for a captivated audience of over 500 people, which amply rewarded them for their toil with a warm and whole-hearted ovation at the culmination.

TEDx Held on the theme—'Catch the Snowflake'

The Industry Interaction Cell of IIM Indore organised TEDx on 19 February, 2017 on the theme—'Catch the Snowflake', wishing to capture & spread unique ideas which are shaping the world we live in.

Professor Prashant Salwan welcomed the speakers and urged the participants to take inspiration from these eminent individuals, as TED is all about inspiration and action. He motivated the participants to be action oriented and make sure that they always had the country's development in mind.

The event featured distinguished speakers from different walks of life. Ms. Krushnaa Patil, the second youngest Indian woman to have scaled Mt. Everest, said that everyone can be as unique as a snowflake—but what matters is how big a snowball we make out of it.

Dr. Shelly Batra, Co-Founder of operation ASHA, has made crushing tuberculosis her personal mission and has delivered the elusive last mile treatment to the disadvantaged. She urged the gathering to find the best low cost models to improve health access across the nation, which still remains the biggest challenge.

Mr. Adithya Kothandhapani is the Mission Systems Engineer, Team Indus Google Lunar Xprize Mission (GLXP). Alternatively referred to as Moon 2.0, GLXP is a global challenge that requires engineers and entrepreneurs to place a robot on the Moon that would explore at least 500 m and send feedback to the Earth. He believed that India has the potential of going down in history through this mission, also called #HarIndiakaMoonshot.

Mr. Popatrao Baguji Pawar, ex-director of Maharashtra State Government's model village programme, has led Hiware Bazar's transformation from a drought prone village to a green and prosperous model village. He believes development of the country must start at the grass roots level ('Chalo gaon ki ore') and urged the audience to take pride in working to achieve the same.

Dr. Abhijeet Barse has revitalised Slum Soccer's football-based curriculum through effective engagement, with a focus on women's empowerment, hygiene, nutrition and social inclusion, and also established a pan India presence of the organisation. He said that playing games promotes learning in its most natural form.

The event concluded with a talk by Ms. Astha Kapoor, a public policy strategy consultant working on financial inclusion and digital payments. She spoke at length on the concept of 'Universal Basic Income' and emphasised the importance of doing pilots before implementing a policy at the national level.

The event was appreciated by all and provided the participants a platform to interact with the leading icons from different fields.

Two Day Industry Visit Trip for IPM Students

Every year, the Industry Interaction Cell (IIC) of IIM Indore organizes an Industrial Visit for participants, to provide them a platform for direct interaction with the higher echelons of different companies. This year, a group of 51 IPM students went on a two-day Industry Visit in Mumbai on 13-15 February, 2017. The students got an opportunity to visit four organizations namely, Industrial Development Bank of India (IDBI), Securities and Exchange Board of India (SEBI), Hindustan Unilever Limited (HUL) and the Reserve Bank of India (RBI). Workshops and lecture sessions were organized for the participants.

IDBI organized a workshop on Treasury Management and the Importance of Trading, while SEBI organized a lecture on securities market and the importance of the regulatory body. A discussion about the future expectations and challenges also took place at SEBI, which was followed by an informative Q&A session. The students also got a chance to attend a workshop undertaken by HUL's Global Brand Manager on Brand Management, followed by a campus tour which enabled them to know HUL's work environment and practice. RBI organized a workshop on Financial Inclusion, Issue of Notes and Financial Development in its Mumbai Regional Campus; followed by a tour of the reputed RBI Monetary Museum.

The workshops were immensely insightful and provided a practical exposure to the students about their learning in the classroom. It also allowed them to understand various challenges faced by professionals in their course of work and how to go about resolving the same.

10 Year Reunion for the Batch 2007

IIM Indore's Alumni Committee organized a 10 Year Reunion for the Batch of 2007 on February 4, 2017. 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 event began with the lamp lighting ceremony by Professor Ashish Sadh, Chair, Alumni Committee and the alums present. 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. Professor Ashish Sadh stressed upon the need to re-establish the relationship with alumni and informed them about the various initiatives taken by the Institute for reconnecting with its illustrious alums. An interactive session of the alums and the current batches also took place, wherein the current batches got a chance to learn from their seniors experiences. The event concluded by felicitating the alums, who loved sharing their takeaways from their experience in the Institute.

15 Year Reunion for the Batch 2002

IIM Indore witnessed a major alumni event on January 28, 2017 when the students of 2002 Batch were back to the Institute for their 15 Year Reunion. The event was attended by almost half of the batch which gave them an opportunity to relive their old days in the campus.

The inauguration ceremony was graced by the presence of Professor Kamal Jain, Dean (Academic) and Professor Rajendra V. Nargundkar, Faculty, IIM Indore, all the alumni present and the Alumni Committee members who put in esteem efforts to get the batch reunited. The event began with felicitating the alumni followed by their interaction session with the current batches of the Institute. The alumni relived their old days and shared their takeaways from their experience in the Institute. The day concluded with a movie screening and a bonfire dinner night for the alumni. The third day witnessed a breakfast meet of all the alumni with Professor Rishiksha T. Krishnan, Director, IIM Indore and various other faculties of the Institute. The reunion concluded with nostalgic feelings for the alumni, helping them create some more memories with the Institute.

IIM Indore Students Set up Library at Government School, Janapav Kutti

Under the Umeed initiative of Utsaha-the Rural Marketing Fest of IIM Indore, a library was set up for the students of classes First-Eighth grade at the Government School, Janapav Kutti. The inauguration of the library took place on the occasion of Republic Day, January 26, 2017. Financial support and guidance for this initiative was provided by Professor Manoj Motiani, Faculty, IIM Indore. Mrs. Pattidar, Sarpanch, Janpav Kutti was also present on the occasion along with various dignitaries of the region. This was followed by an informal interaction session between IIM Indore students and school students wherein importance of education was communicated to school students.

Kapil Yadav and Monika Pindiga, Coordinators, Umeed team of Utsaha said, 'Our team will continue to help Janapav Kutti to improve in some critical aspects like education and employment.'

iExpo 2017

The First Ever Start-up Expo of Central India—iExpo 2017 was conducted at IIM Indore on January 22, 2017. Organized by the Entrepreneurship Cell (E-Cell) of the Institute, the event witnessed an incredible

response from investors and mentors —appreciating the enthusiastic start-ups from different fields like drone mapping, food, lifestyle, education, careers guidance, agriculture, healthcare, research, logistics, astrology, chemical, data analytics, environment and entertainment. The investment partners namely, ah!Ventures; Reddy Futures, Venture Catalysts, White Unicorn Ventures, Swan Angel Network, Z Nation Lab, Calcutta Angels and Ankur Capital participated in the event.

The inauguration of the event took place with the lamp lighting ceremony by Professor Kamal K. Jain, Dean (Academic); Professor D.L. Sunder, Faculty, IIM Indore and iExpo Coordinator; in the presence of investors, start-up presenters and other participants.

Professor Kamal K. Jain in his welcome address gave examples of various achievers and highlighted the need to focus and pursue our dreams to make a difference to the world. Professor D.L. Sunder spoke of the support the Institute offers to entrepreneurial aspirants including mentorship while on campus and virtual incubation even after they graduate. E-Cell Secretary and PGP participant Shubham Gupta said that iExpo aims to create an ecosystem for the start-up with the mentors and investors to foster the spirit of entrepreneurship. Sidhant Sidana, iExpo Coordinator and Sreeram Maganti, Co-coordinator, explained how iExpo would benefit the startups and students.

The inaugural ceremony was followed by a short Investor Introduction Session wherein the investors briefed the gathering about their own organizations and they type of start-ups they were planning to invest in.

This was followed by presentations from the 35 startups participating the event. The afternoon session was dedicated to Stall Presentations by the startups 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 entrepreneurs.

The event came to an end with the closing ceremony—with a keynote address by Mr. Rahul Panicker, Co-Founder and President, Embrace Innovations. He talked about his innovative device- Embrace Warmer which acts as an incubator for the premature babies and shared his learnings to achieve success. Mr. Panicker appreciated the efforts put in by the E-Cell and hoped that more events like this would be conducted in future. The event concluded with a Q&A session.

‘Cashless Campus’

The Student Activity Council of IIM Indore took up the initiative of implementing a system across the campus which makes all the transaction with different entities running on campus using card (eateries, department stores, fruit & vegetable store, mess etc.), thereby making a ‘Cashless Campus’. On December 9, 2016, the first transaction using the personalized IIM Indore card was done by Professor Rishiksha T. Krishnan, Director, IIM Indore. The transactions are made using a card which is issued to the participants and staff. Instead of paying liquid cash, the e-wallet which is pre-loaded with money can be swiped across different outlets across the campus.

The project scales up to 1547 participants, 200+ staffs and 23 Outlets which is part of the IIM Indore community. OnUs payment solutions is the vendor which set up the infrastructure and helped in implementing the system in the campus. The system deployed in IIM Indore is different from the usual debit/credit card based payment solutions or mobile wallets which requires internet connection.

The solution consists of three basic elements-

- The personalized card with the student/staff
- The Point of Sale (POS) machines with the merchants
- The Back-end from OnUs

Traditional systems have many drawbacks such as delays in transaction, need for an internet connection while making the transaction. The nature of the small value transactions is fast paced. The system is similar to those fast paced and low value transactions which rely on tap and pay cards, the kind we are providing in IIM Indore. These are placed like the metro cards in India, Octopus in Hong Kong or the Oyster in the London metro.

7000+ Participants, 24 Events—IRIS 2016

The synergy of management and education, the flagship management-cultural fest of IIM Indore—IRIS was held at the Institute from November 18-20, 2016. The three day fest brought together around 7000 participants for more than 24 competitions, creating an amalgamation of talent and action and developing a platform for the youth to explore their talents.

The inaugural ceremony took place in the presence of Mr. Sanjay Behl, CEO, Raymond India and Professor Rishiksha T. Krishnan, Director, IIM Indore. Professor Krishnan said that IRIS is one of the biggest fests conducted by IIM Indore and plays an important role in enhancing the soft skills of all the students.

This was followed by the talk by Mr. Sanjay Behl, CEO, Raymond India; which revolved around the advancement in technology and how these changes have rapidly changed our lifestyle. He encouraged the students to learn outside the classrooms as well, as he believed that classroom lessons are a small part of skill development, but fests like IRIS help a student evolve in a better manner.

The fest witnessed a Speaker Series with the most brilliant minds from various segments of the industry, namely:

1. Satyajit Bhatkal, Creator & Director, Satyamev Jayate
2. Satvinder S. Madhok, ED, JPMC
3. (Mrs.) Janak Palta McGilligan, Social Worker & Padma Shree Awardee
4. Mahesh Murthy, Marketer, Pinstorm, Ogilvy
5. Rahul Razdan, CEO, Reliance Jio Messaging Services Pvt. Ltd.
6. K. Radhakrishnan—Former Chairman, ISRO
7. Chaitali Moitra, MD, Harper Collins (India)
8. Yogendra Singh, Paramvir Chakra Awardee
9. Rajeev Gowda, MP, Rajya Sabha
10. Atul Kulkarni, Actor

The fest also witnessed a workshop by Global Action on Poverty (GAP) in the event-Kalpvrksha, which

had Mr. Madan Padaki, Co-founder, CEO & Managing Director, Head Held High Services and Co-founder & Director, Sylvant Advisors; Mr. Pankaj Dixit, Head, Coachinf Programme at GAP and Dr. (Mrs.) Janak Palta McGilligan, Social Worker & Padma Shree Awardee as the guests. The workshop focused on addressing specific issues related to social enterprises—marketing, professionalism and human resources, etc

Guinness World Record

IRIS has become synonymous with Guinness World Records, where every year the IRIS team tries to create a world record which gives a social message as well is in line with the sponsor's activities. This year the team attempted for the largest condom mosaic record, to create awareness about the issues which go unaddressed and people are afraid of talking about.

Events:

The three day event witnessed many cultural, management and literary events like Advaita, Fin League, Gordian Knot, Drona, My Campaign, Zero One Infinity, Chanakya, Laavanya, Kalpvriksha, Ashwamedha, AdApt, and Lasya. The events created a platform for all the participants to explore their talents and enhance their skills under the guidance of esteemed judges.

The fest had a musical and heart-throbbing performance by Coke Studio on November 19, 2016. The performances by Mr. Nikhil D'Souza mesmerized the audience with his melodious songs and the beats vibrating across the campus.

Closing Ceremony:

The closing ceremony had Mr. Warren Patrick (Chief Learning Officer) and Mr. Ajay Kumar (Executive Director) of Yes Bank and Professor Rishiksha T. Krishnan, Director, IIM Indore as the guests. Professor Krishnan welcomed the guests and appreciated the IRIS team for all its efforts to make the event a huge success.

Mr. Patrick appreciated the efforts put in by IIM Indore, to produce such efficient and young managers capable of successfully organizing a big event. 'It reminds me of my graduation days when I see IRIS—full of entrepreneurship skills, innovation and creativity', he said.

This was followed by the closing address by the fest coordinators.

The fest concluded with the most rocking evening of the fest with the Pro Night—a performance by SUNBURN, entralling the audience from the entire campus and the visitors from the city as well. The entire fest came to a closure late night, with a lot of enthusiasm, team spirit and sportsmanship and lot of memories to cherish.

iHelp Team Celebrates Children's Day With School Students from Adopted Schools

Under the social initiative—iHelp, around 200 students from the government schools visited IIM Indore on November 17, 2016. These students belong to the four government schools adopted by IIM Indore and visit the campus annually. The objective of this visit is to inspire the children through recreational means. The visit was also a part of Children's Day celebration by iHelp. During the event, a movie was screened for all the 200 school kids, which they thoroughly enjoyed. This was followed by lunch, a drama on gender sensitivity and some games and activities. An interactive session was also organized with Professor

Rishiksha T. Krishnan, Director, IIM Indore and various faculty of the Institute. The kids left with a lot of memories, joy and smiles on their faces. They also thanked the iHelp team for all the efforts and promised to focus on their studies.

IIM Indore Mumbai Campus conducted the first season of 'The Nestlé A+ Pro Grow I-Run'—a 6km marathon

IIM Indore Mumbai Campus conducted the first ever 6km marathon—The Nestle A+ Pro Grow I-Run on November 13, 2016. The event attracted hundreds of runners together with their supporters and families. The marathon was organized in association with Heart Foundation, with the theme 'Run for your Heart'. The aim of the run was to spread the importance of a healthy heart for a healthy life. The track was curated carefully which had its start and finish line at IIM Indore Mumbai Campus. The opening ceremony was officiated by Chief Guest of the marathon—Mr. Hemant Nagrale, Commissioner of Police, Navi Mumbai. He encouraged the participants to lead a healthy lifestyle and flagged off the race. Dr. Jayakar Ellis, Founder and President of Heart Foundation, was delighted to see the community coming forth in large numbers to participate and promote this cause. The guests also included Mr. Sandesh Sawant, Corporate Affairs Manager, Nestlé; Mr. Bala Subramaniam, Marketing Manager, Maggi- Nestlé; Mr. Jatendeeep Saini, Club Mahindra; Mr. Ankit Majithia, CEO Neone; Mr. Nagesh Patel, Sakal TV and Saam TV; Mr. A.K. Singh, Director, Cybedge; Dr. Pranali, Sparc; Team Sucheta Pal; Mr. Anshumaan, Karamyo; Ms. Neetha Hira, Goldbricks Legal and Mr. Kaushik, Triumph Services. Mrs. Meenakshi Agarwal Gupta, Chairperson, IIM Indore Mumbai Campus and Mr. Ganpathy Laxman Sharma were also present on the occasion. The participants, which included a number of professional runners as well, finished the run in less than the expected time. In the male category Brijlalshiv Shankar, Sheshnath Chauhan, Sujit Gamare secured the top three positions. In the female category, Chinta Yadav, Supriya Mali, Heena Mali secured the top three positions respectively. The winners were awarded with cash prize, certificates, trophies, and medals, Club Mahindra Gift Vouchers, Nestle Gift Hampers and Neon Soles. The fourth and fifth position finishers were also awarded with the certificates, medals and gift vouchers. The first hundred winners were awarded with certificates and medals, and participation certificates were given to all the others. The marathon received positive feedback from the participants. The event ended on a high note promoting a healthy lifestyle in the society.

Footprints 2016

One of the most anticipated events of IIM Indore- Footprints—The Annual Alumni Meet was held at IIM Indore on November 12-13, 2016. The two day event gathered more than 250 alums, giving them an opportunity to come together once again and relive their days at the Institute.

The inaugural ceremony took place in the presence of Professor Rishiksha T. Krishnan, Director, IIM Indore, Professor Ganesh N. Nidugala, Faculty, IIM Indore and Professor Ashish Sadh, Chair, Alumni Committee along with all the alumni gathered for the event.

This was followed by a book launch ceremony wherein the book—'Speak Up: Change India Initiative' by IIM Indore's alum Prashant Sinha was launched. The book is a collection of some of the dynamic personalities of contemporary India. It is an endeavor to throw light on how an ideal citizen should be. The book tries to inspire people, who want to contribute to the nation, with real life examples of these change-

makers. This was followed by an interaction session of the alumni and the current batches, which gave the young students an opportunity to know each other better, learn from the seniors' experiences and get inspired from their success stories.

The first day of the event was followed by many fun events including a cultural night and a rocking DJ night.

The second day of the meet had the most hyped Annual Alumni Entrepreneurship Meet, in which the E-Cell of the Institute launched a website with a purpose to activate the alumni network. The website aims at bringing together all the alums and supporting the young entrepreneurs of the Institute. Professor D.L. Sunder, Faculty, IIM Indore mentioned the new steps taken by the Institute to promote entrepreneurship. The Entrepreneurship Meet witnessed several speakers, who were IIM Indore's alumni and experts in their particular fields. Mr. Tarun Lalan emphasized on learning from others' mistakes. Mr. Gaurav Aggarwal said that one needs a consulting mindset to go for entrepreneurship, and this implies that one should be sure of what he/she wants to do. Mr. Bhavin Param noted that entrepreneurship means a lot of diverse activities taking place at once. And hence one should not hesitate to do any kind of work required in a business, to make it a success. The meet concluded with a Q&A sessions wherein the participants asked questions about whether to work in a corporate or directly start entrepreneurship; how can the government help the students in starting their own business, etc.

Footprints 2016 came to a closure with a lot of memories, enthusiasm among the current batch and appreciation from the alums who got a chance to revisit the campus and mingle and guide their juniors.

Social Sensitivity Cell Pragat-I Conducts 'Living Library'

A 'Living Library' event was held at IIM Indore November 6, 2016 by the Social Sensitivity Cell of the Institute; in collaboration with The Human Library, Indore Chapter. The event garnered huge participation from the students who actively interacted with the human books and took away a leaf from their wide and varied experience.

The Living Library is an equality tool that seeks to challenge prejudice and discrimination. It works just like a normal library wherein visitors can browse the catalogue for the available titles, choose the book they want to read, and borrow it for a limited period of time. After reading, they return the book to the library and, if they want, they can borrow another. The only difference is that in the Living Library, books are people, and reading consists of a conversation. These living books are human beings like us but they are special because they face numerous struggles always and they learned to deal with them successfully.

A lot of enthusiasm was seen among students to interact with the books which shared their experience. The books included Visually Challenged, Physically Challenged, Cancer Survivors, Depression Survivors, Alzheimer's Care Givers, Struggling Entrepreneurs, Young Entrepreneurs, Child Abuse Survivors, Homosexuals and Transgender. Every book had a unique tale to share and offered a new perspective to the students who were keen to learn from their stories. Books gave readers the permission to enter into a dialogue with them, in a hope that their perspectives and experiences will challenge commonly held perceptions and stereotypes and therefore affect the attitudes and behaviours of the wider society.

The Pragat-I team was appreciated by The Human Library, Indore Chapter for taking this unique initiative to sensitize the students on issues of such a great importance.

Ms. Vinie Alex, Head, IBC, Times of India Interacts with IPM Students Via Skype

As a part of the Industry Interaction for the Public Relations Course for IPM 2014-19 Batch at IIM Indore, a Skype session was conducted on August 20, 2016, in which Ms. Vinie Alex, Head, Integrated Brand Communication and Experiences, Times of India; interacted with the students. She gave an interesting insight into the storytelling technique that brands have started narrating to capture the attention of their audience. It was an enriching experience for students to get a first person account from Ms. Alex, who has been involved in creating some of the well-known brands during her advertising career as well as in her role in the media space.

The session's objective was to highlight the role of technology in classrooms and bring in innovation in teaching methods. Bringing experts from different locations virtually to the classrooms not only helps the students to interact with them, but also makes them aware about the new trends in the industry. The session was facilitated by Professor Deepti Ganapathy.

Annual IIT vs. IIM Face-Off

The region's famous rivalry made a return as IIM Indore went head-to-head with IIT Indore in the annual IIT vs. IIM Face-off. Organized by the IPM Activity Club – Anustha, the competition was held on August 16-17, 2016 at IIM Indore. Teams from both institutes competed in various disciplines like the literary events – 'Ransense', to decide which institute has the master of pen, and a 'Gen Quiz'; dramatics events like 'Duo-loge', a two-member event, and 'Chitrakari', where actors were supposed to bring life to various pictures. Photography competition was also conducted. The event drew to a close amid fierce competition from both institutions. Ransense, the creative writing event, was won by Adithyan K (IIT Indore). The runners up were Shruti Jayaraman and Utsav Thapliyal (both from IIM Indore). Gen Quiz, the quizzing event, was won by Vandit Sawansukha and Ankit Gupta (both from IIM Indore). The runners up were Samyak Ponangi and Utsav Vadgama (both from IIM Indore). The events saw enthusiastic participation with an avid audience from both institutions. The event was brought to an end with music and dance performances in both solo and group competitions.

IIM Indore Students Set-up Smart Classes in Rural Government Schools

A team of IPM students namely Anurag Sinha, Hemant Kumar, Ronish Satija, Yavnika Verma, Prince Verma and Deepika Oram worked with Mr. Sanjay Dubey, Divisional Commissioner, Indore to set up smart classes in rural government schools of Indore. It is a common misbelief that a government school teacher is disinterested in teaching his/her students, which causes the break-down of the entire education system. However, the ground reality states that 85 percent of teachers and all the students want the teaching learning process to succeed. But there still exists a gap between the teacher's message and student's reception which creates the fault lines in the teaching-learning atmosphere. The objective of the team was to bridge this gap and help the students learn as much as possible via smart classes. So far, the team has successfully installed a number of smart classes in 25 schools.

The course material being provided is a combination of open educational resources as well as content developed and voiced by the IIM Indore students' team. The content strictly adheres to the Madhya Pradesh Board of Education's curriculum and has been arranged exactly as per the MP Board curriculum for ease of use by the teachers. The content as of now covers Maths, Science and English for classes 1st to 8th, with most of the material being in Hindi for easy comprehension by the students.

The student team also takes care of the hardware installations and teacher training in order to get the best output from the initiative (SBI has come forward and donated 10 computers for the initiative).

Colloquium 2016

Industry Interaction Cell of IIM Indore conducted 'Colloquium' – the annual business conclave on August 14-15, 2016. The theme for this year was 'Marketing – Is it strategy, science or sorcery?' The event hosted several industrial thinkers who provided relevant insights to the students.

The inaugural ceremony took place in the presence of Professor Rishikesh T. Krishnan, Director, IIM Indore. He emphasised how this theme resonated with the atmosphere of IIM Indore, known for its marketing acumen and the importance of the students' link to the industry.

This time IIM Indore hosted the AVP of one of India's top ad agencies Lowe Lintas, Mr. Abhijeet Panicker who delivered a guest lecture on the topic-'Essence of Ads in Marketing'. He discussed the logistics behind his innovative campaign for HUL named 'Kankhajura Tesan' which was a game changer for HUL in the rural parts of Bihar & Jharkhand. Other important speakers included Mr. Gurpinder Singh, Multi-Channel Marketing Advisor for GlaxoSmithKline; Mr. Parag Jain, Chief Marketing Officer of Jugnoo auto; Mr. Prashant Jha, Digital Marketing Manager, IDFC Bank. The second day witnessed talk by Mr. Rajeev Arora, Business Development Manager of ITC's Agri-Business Division; Mr. Avinash Janjire, Vice President – Marketing, Thomas Cook; and Ms. Lalitha Vaidyanath, the Senior Creative Head of J. Walter Thompson Hyderabad.

The concluding lecture of Colloquium 2016 was by Mr. Tushar Gagawe, the General Manager of SOTC Travel Services, who delivered an enlightening guest lecture on the topic-'Marketing in Different Sectors'. He discussed about various business models and also the importance of identifying customer needs and taking a targeted approach.

As Colloquium 2016 drew to a close, it enriched people with various fundas of Marketing and left them asking for more.

Tedx IIM Indore: Inscriptions on Sand Erased by the Waves of Change

IIM Indore's Industry Interaction Cell organised TEDx IIM Indore on June 26, 2016. The theme of the event was 'Inscriptions on Sand' to ignite the spark of curiosity, innovation and bringing about 'waves of change'. Distinguished speakers from diverse backgrounds like theatre, corporate, Fin-tech and Space Research gave insightful talks and inspired the audience.

The event was inaugurated by Professor Ganesh Kumar Nidugala, Dean (Academic) who gave insights on economic impacts of technology revolution. Ms. Anu Vaidyanathan, the first Asian participant to finish the Ultraman Canada Triathlon talked about her new book, 'Anywhere but Home' a memoir of her life in sports. She emphasised the importance of giving second chances to life and keeping the positivity intact even through rough times.

Guinness Book record holder Mr. Navin Guliyia, an ex-army officer who got injured at the age of 22 but did not stop and kept pursuing his passion; gave a very inspiring talk about learning from failures and using them as a stepping stone of success. He discussed the importance of earning one's own respect and throwing oneself in situations where not performing is not an option.

Mr. Vijay Padaki, renowned management trainer and playwright gave eye opening insights about sustainability and our species' responsibility towards the entire ecosystem. He explained the consumption syndrome that our generation is suffering from and how the threshold level of satiation for human beings keeps on rising with many examples from his theatre-in learning education programme.

Mr. Satyanshu Singh, a screenwriter and director from the film industry shared anecdotes from his life talked about finding that 'Essential Ingredient of your Life Changing Moment'. He recited his poems which were featured in the movie 'Udaan' and talked about the struggle of chasing brilliance and leaving mediocrity behind.

Mr. Abhishant Pant, a transaction banking professional talked about his 100 day cashless journey to understand the reach of financial inclusion in India. He spoke about the revolution that Fintech companies are bringing in to empower the lower income sections of the society. He emphasised the importance of digital money to help the bottom of the economic pyramid.

Ms. Swapna Sunder, the MD and CEO of IP Dome, (a company she founded in 2008) talked about the necessary intersection of the law, the lab and the market. She spoke about how the knowledge of the market is essential in the copyright and patent domains.

The concluding talk was given by Padma Shree Dr. V. Adimurthy, who was the Chairman of the Mars Mission study team that conceptualised India's Mars Orbiter Mission. He gave many examples of scientists and thinkers who thought ahead of their time when other people found their views to be utopian. He quoted Tagore, Tolstoy, Vikram Sarabhai and Einstein to motivate the students to innovate and think beyond what's feasible.

The speakers were felicitated with mementos by the Industry Interaction Cell and the guests left with insights and ideas about various realms of life that are worth sharing.

IPM Students Visit Media Houses in Indore

The students of IPM (2014-19) batch visited two media organisations in Indore as part of their course 'Introduction to Journalism' on May 19, 2016. The visit included a tour of the 'Naidunia Printing Press' which is a state-of-the-art facility from where many publications including Times of India and Economic Times are printed. Around 42 students witnessed the live process of printing of 'City Live' supplement of Naidunia. The students were excited to witness transformation of a computer designed page into lakhs of printed copies in a matter of minutes. The second organization visited by the students was All India Radio transmission center. The students got an opportunity to interact with the employees at both the media units and to understand the functioning of the unit at different levels. The Media visit was facilitated by Dr. Akhtar Parvez, Librarian, IIM Indore. Professor Deepti Ganapathy, Faculty, IIM Indore and the course instructor accompanied the students.

Glimpses of IRIS 2016



Glimpses of Atharv 2016



Glimpses of i5-Summit



Colloquium 2016



15. Campus Development Projects

The Project

Period: April 2016 to March 2017

Project Department

The Project Department, IIM Indore undertakes construction management of various projects required for catering to the needs of the Institute in respect of infrastructural development of the campus. The year 2016-17 witnessed the completion of number of projects, apart from the final book closure of 128.23 Crore value Group-V Project. Also, many initiatives have been undertaken such as, implementation of safety & security, facility enhancement for divyangs, additional outdoor sports facilities, maintenance & up-keep of the existing infrastructures, office space for newly inducted faculty members, and further emphasis on the green building initiatives.

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

Projects completed during the year:

- Annual Maintenance & Special repair to boundary wall, roads, renovation of buildings, wash area and other services - sanitary, water supply & drainages
Work awarded to: M/s Ank Engineers Pvt Ltd, Indore.
Cost at completion: Rs. 108.3 Lakhs.
- Work of 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
Work awarded to: M/s G.C Control Systems Pvt Ltd, Faridabad.
Cost at completion: Rs.12.15 Lakhs.
- Manufacture/Construction, supply, installation, testing & commissioning of instruments panel at existing 11KV HT panel and Renovation & preventive maintenance of HT & LT Electrical installations, Laying of U/G Cables, trench work etc.:
Work awarded to: M/s G.C. Control Systems Pvt Ltd, Faridabad.
Cost at completion: Rs. 23.95 Lakhs.
- Providing & Fixing trapezoidal Galvalume Sheet cladding on the boundary wall to close the opening of M.S Grill at IIM Indore:
Work awarded to: M/s R.K Enterprises, Indore.
Cost at completion: Rs. 22.79 Lakhs.
- Providing & fixing up of window curtain & Sun control window film in the windows of Administrative Building & New Gymnasium at IIM Indore:
Work awarded to: M/s Kamal Enterprises, Gwalior.
Cost at completion: Rs. 9.95 Lakhs.
- Providing & Fixing Road Safety apparatus such as, sign boards, guard rails, speed breakers etc. on the roads inside the campus :
Work awarded to: M/s Mycorp Technologies, Bhopal.
Provisional cost at completion: Rs. 21.75 Lakhs.
- Repair and Maintenance of the Cooling Tower of HVAC plant:
Work awarded to: M/s. Cool Tech Enterprises, Kolkata.
Cost at completion: Rs. 2.80 Lakhs.
- Providing & Fixing Metal framed wire net enclosure box to exhaust fan opening at Gymnasium /Mess 3:
Work awarded to: M/s Jain Engineer, Indore.
Cost at completion: Rs. 0.55 Lakhs.

- Providing & setting up Convocation venue – Pandal, stage and other associated facilities for the 18th Convocation at IIM Indore campus:
Work awarded to: M/s Lalaji Event Décor, Indore.
Cost at completion: Rs.47.18 Lakhs.

Projects under way:

- 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.
Awarded value of the project: Rs. 95.65 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.
Awarded value of the project: Rs. 76.40 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.
Awarded value of the project: Rs. 102.11 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.
Awarded value of the project: Rs. 21.47 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.
Awarded value of the project: Rs. 45.02 Lakhs.
- 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.
Awarded value of the project: Rs. 173.37 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.
Awarded value of the project: Rs. 182.61 Lakhs.
- 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.
Awarded value of the project: Rs. 282.87 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.
Awarded value of the project: Rs. 7.43 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.
Awarded value of the project: Rs. 2.04 Lakhs.

16. Support Services

Information Technology

During the academic year 2016-17, Information Technology (IT) Department of the Institute undertook several tasks on different fronts to keep the members of IIMI community updated with technology. The following tasks were undertaken during the period under review:

- Institute has completed campus-wide network infrastructure up-gradation project. Under this project, the existing network architecture has been upgraded from two layer to three layer design. Fiber optic backbone capacity has been upgraded from 1 GBPS to 10 GBPS. Major equipment such as, core switches, UTM, edge switches etc., were upgraded. A campus wide Wi-Fi facility was also created. Now all the hostels, buildings and blocks are covered with Wi-Fi facility.
- Institute has also renewed the volume license subscription of Microsoft products that includes MS Office 2010/2013, Microsoft Visual Studio and Microsoft Windows Server 2008 etc.
- In order to provide world class computing tools and software, Institute procured / renewed the following software during the year :
 - ✓ SAS Educational Analytical suite,
 - ✓ SAS Enterprise Miner,
 - ✓ SAS Text Miner,
 - ✓ SmartPLS 3 Enterprise,
 - ✓ Maple 2016.
- Institute has upgraded the Internet backup line capacity from 100 MBPS to 400 MBPS.
- In order to provide high end computing platform, a remote application computing server has been installed for faculty members and students.
- Desktop computers have been upgraded in all the classrooms and computer lab.
- New modules such as, Estate maintenance helpdesk and Travel booking module, were developed under TCSiON application.

Estate

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.

A brief summary of the major infrastructure of the campus is as under –

SN	Particulars	Details/Nos.	SN	Particulars	Numbers
1.	Land Area	193 acres	18	Director Bungalow	1 No.
2.	Academic Block	1 No.	19	Type-V Quarters	50 Nos.
3.	Faculty Office Cabins	81 Nos.	20	Type-V Apartments	30 flats
4.	Administration Block	1 No.	21	Visiting Faculty Apartments	18 flats
5.	Computer Laboratory	1 No.	22	Houses Type – IV	12 Nos.
6.	Class Rooms	33 Nos.	23	Houses Type – III	12 Nos.
7.	Syndicate Rooms	30 Nos.	24	Houses Type – II	12 Nos.
8.	Conference Rooms	2 Nos.	25	Auditorium-1 (with 300 seats)	1 No.
9.	Executive Residence Blocks	4 Nos.	26	Auditorium-2 (with 800 seats)	1 No.
10.	Student Residence Blocks	18 Nos.	27	Shops & outlets	10 Nos.
11.	Married Residences	1 No.	28	Students Common Rooms	20 Nos.
12.	FPM Residences	1 No.	29	Medical Center	1 No.
13.	Student Mess Blocks	5 Nos.	30	Community Center	1 No.
14.	Utility Blocks	4 Nos.	31	SRC Building	1 No.
15.	Learning Center	1 No.	32	Cricket Stadium	1 No.
16.	Sports Complex	1 No.	33	Children's Park with Pond	1 No.
17.	Security Office	1 No.	34	Watch Towers	08 Nos.

Security Services

Transport

Transport department of the Institute is the nodal point for all the transport related requirements of the community. This year one Maruti eco ambulance joined the transport fleet. Now the institute owns a transport fleet of 25 vehicles comprising of 02 Ashok Leyland staff buses, 06 Tata shuttle buses, 03 Toyota Innova, 01 Maruti van, 01 Force traveller, 01 Force & 01 Maruti eco ambulance, 01 Tata ace, 01 Toyota etios, 01 Maruti Ciaz, 03 Maruti eco, 01 Maini cart and 03 two wheelers. There are also 26 geared bicycles which are being used within the campus.

Institute vehicles travelled 5,57,219 Kms altogether in this year with nil incident/accident.

Stores

Stores and Purchase (S&P) Department is responsible for timely procurement, stocking-up and issue of stores to user departments, disposal of unserviceable assets and consumable scraps. S & P department plays a significant role in Institute building by way of value added cost effectiveness.

Items are procured strictly in accordance with the GFR 2005 and 2017, and Guidelines of Central Vigilance Commission. The Department prefers to procure materials through DGS&D, GeM, NCCF etc. and disposal of scrap through M/s MSTC Limited. Brief details of purchase activities are as below:

Particulars	2015-16
Numbers of Purchase / Work Order issued	552
Value of Purchase / Work Order	Rs.6,26,08,107/-
No. of Release Order for advertisement Issued	49
Value of advertisement	Rs.2,13,27,116/-
Total – (Purchase, Services and Advertisement materialised)	Rs.8,39,35,223/-
Total unserviceable assets disposed off	Rs.20,15,044/-
Purchase through DGS&D Rate Contract	Rs.67,58,334/-
Purchase through GeM	Rs. 43,34,821/-
Purchase through NCCF	Rs.2,67,474/-
Number of Online tenders floated	33
Number of Offline tenders floated	16
Purchase Requisition raised for number of items by user departments	2094
Number of Items issued	11342

Stores & Purchase Department implemented e-tendering (online tendering) through Central Public Procurement Portal (CPPP) for tenders with estimated value of 2 Lakh and above.

Stores & Purchase Department officials participated in GeM training conducted by DG S & D, New Delhi and successfully implemented it for online procurement of items available on GeM Portal.

Stores & Purchase Department has also implemented ERP (Tcs ioN) system for online Procurement and Inventory Management of the Institute w.e.f 01-April-2016.

Safety

Workshops Conducted

- **Kiken Yochi Training (KYT):** A workshop on Kiken Yochi Training (KYT) was conducted at IIM Indore on 6 May, 2016 by Mr. Jigar Kantharia, Officer (Safety), IIM Indore. KYT is a Japanese technique of hazard prediction for zero accident. The objective of the workshop was to create awareness about KYT among the staff members and develop critical problem solving attitude towards potential hazards. The workshop began with the introduction of KYT process and its techniques. Mr. Kantharia mentioned the four steps of KYT namely, how to identify hazards; how to assess risks; how to plan countermeasures; and how to make action plan. The participants were also exposed to Point, Repeat, Touch and Call methods to imprint positive image on the subconscious mind.
- **Electrical Safety Workshop:** With an objective to generate awareness about key electrical terms, understand precautions while using electrical equipment, and identify and eliminate electrical safety hazards, a workshop on electrical safety was conducted at IIM Indore on 22 June, 2016. Mr. Jigar Kantharia, Officer (Safety) and Mr. Ram Kumar Ayam from Electrical Department of the Institute introduced the electrical staff to the basic guidelines of electrical safety and safer working practices, so as to lessen the risks triggered by electricity vulnerabilities. The workshop covered the significance of

appropriate safety necessities for employees, kinds of electrical injuries and their precautions, first aid after electric shocks etc. Videos regarding electrical safety were also shown.

- Fire Safety Awareness Programme and Mock Drill: With an objective to create awareness about fire safety and the usage of fire extinguishing equipment, a Fire Safety Awareness Programme was conducted at IIM Indore in collaboration with the Fire Brigade Department, Indore on 20 July, 2016. The programme aimed at making employees of the Institute mindful about fire hazards and safety measures which can be taken during fire emergency.

Mr. Jigar Kantharia, Safety Officer, IIM Indore welcomed the guests and introduced the speaker, Mr. T.S. Sikarwar, Fire Officer, Fire Brigade Department, Indore. Mr. Sikarwar's talk revolved around how fire-safety is vital and what are the various kinds of safeguards which should be taken at different fire-prone areas. He discussed several types of materials which cause fire and how such fires can be ceased. Giving examples of fire emerging due to petrol and LPG, he also discussed the scientific reasons behind why some things catch fire quickly, while some items are the last to burn, like bricks. Mr. Sikarwar mentioned that fire equipment is manufactured on the basis of five types of fire which are categorized as follows:

- ✓ Type A- Caused due to wood, cloth, coal;
- ✓ Type B- Caused due to all kinds of inflammable liquids like kerosene, petrol;
- ✓ Type C- Caused due to all kinds of inflammable gases;
- ✓ Type D- Caused due to rise in temperature of various metals;
- ✓ Type E- Caused due to short-circuit in any electric equipment.

Mr. Sikarwar also discussed safety measures at home and public places. The talk was followed by a Q&A session. The Fire Brigade Department also conducted a mock drill and gave a demonstration of how fire extinguishers can be used to cease a fire caused due to petrol and diesel. The workshop was attended by the administration and security staff of IIM Indore.

- The Elevator Safety Training and Emergency Rescue Procedure was organized on 23 August, 2016 for technicians from Electrical Department and Security Guards of the Institute. It was organized in collaboration with M/s. OTIS Elevator Co. (I) Ltd.
- The Safety Department launched emergency SMS & VOICE CALLING system from 19 September, 2016. In case of emergency, Safety Department will use bulk SMS and Voice Calling system to spread awareness among IIM Indore community members.
- Mr. Jigar Kantharia, Officer (Safety) made Fire Safety Awareness Presentation and conducted Mock Drill at Mumbai Campus of the Institute on 22 February, 2017. Administrative staff, support staff and academic staff attended the programme.
- As a part of Safety Department's initiative to involve campus community in the development of safety culture in the Institute, the Safety Department has commenced Campus Safety Heroes Programme. The IIMI community members can help the Safety Department in identifying hazards and become

Campus Safety Hero. They will be honoured with an appreciation certificate based on the merits of their hazard observations. All the reported hazards are sent to concerned departments for corrective/preventive measures.

- In the backdrop of Convocation 2017 and with an objective to create awareness related to safety hazards and encouraging the IIM Indore community to stay attentive with respect to all kind of dangers, a Safety Sensitization Workshop was conducted at the Institute on 15 March, 2017 by Mr. Jigar Kantharia, Officer (Safety), IIM Indore. As a part of safety awareness activity, Mr. Kantharia created false hazards in the campus to check alertness of the staff. He sensitized the staff using these false hazards during the workshop.

Participation in Conferences/Workshops etc.

1. Kantharia, Jigar (2016). Participated in the training workshop on “Hazard Prediction Techniques for Zero Accident (KYT Training)” organized by National Safety Council of India during 21-22 April, 2016 in Mumbai.
2. Kantharia, Jigar (2016). Participated in the workshop on “E-Waste Management” organized by Madhya Pradesh Pollution Control Board on 6 June, 2016 in Indore.
3. Kantharia, Jigar (2017). Participated in the seminar on “Environment, Health & Safety” organized by Confederation of Indian Industries on 17 February, 2017 in Indore.

17. Official Language Implementation Committee

Major activities of Official Language Implementation Committee during financial year 2016-17.

- Official Language Implementation Committee of the Institute was reconstituted and meetings held for each quarter at regular intervals under the chairmanship of the Director. In these meetings, progressive usage of Official Language is reviewed and measures required to increase the use of OL for administrative works are discussed.
- One-day Hindi workshop for officers/ staff is organized every quarter in which a subject specialist is invited.
- Hindi diwas and pakhwada was observed in the month of September. During this period, various competitions were conducted. Winners of the competition were awarded prizes at the closing ceremony by Shri Kailash Chandra Pant, Director and Mantri, Madhya Pradesh Hindi Prachar Sabha & Shri Rishikesh T Krishnan, Director IIM Indore. September 2016 was filled with various Official Language activities.
- The 65th meeting of Town Official Language Committee Indore was held at the Institute under the chairmanship of Income Tax Commissioner Shri M S Pawar, Chairman TOLIC INDORE on 03 February 2017. In this meeting, 81 heads of office/ Administrative officers/ O L officers/ in charge & Nodal officers from 61 offices were present. Shri Hare Ram Vajpayee, senior literary personality of the city, was invited as special guest. The meeting commenced with Saraswati Vandana with a song written by Mrs. Mridula Sinha, The Honorable Governor of Goa. Shri Kamal K Jain, Senior Professor and Dean (Academic) presented the bouquet to Chairman TOLIC. The other guests who were present on the dias - Shri O P Meena, member Income Tax appellate authority Indore, Col K T Udupa (Retd) Chief Administrative Officer IIM Indore, Dr. Devesh Tyagi, Deputy Director (O L) & Secretary TOLIC Indore. A Presentation on IIM Indore was presented by Shri Rajesh Kumar Shrivastava, depicting the various courses offered by IIM Indore. On this occasion, the first issue of 'Gyan Shikhar', the Hindi magazine of the Institute, was released. Writers of various articles, poems & stories were awarded cash prize.
- Various activities related with the Official Language was published in leading newspapers so that maximum publicity could be ensured of the Official Language.
- Commendable efforts have been made to achieve targets of the annual program set by the Department of Official Language, Ministry of Home affairs, Government of India. The percentage of Official Language implementation in the Institute was recorded 80 %. Quarterly reports for 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.
- In the Institute, the cash prize scheme is effective for noting and drafting, and at each quarterly Hindi workshop, first, second and third prizes are given as Rs 1000/- , Rs 800/- & Rs 500/- respectively.
- Official Language rules and Acts are being complied with meticulously in the Institute. We are committed to maximize the usage of Official Language in the Institute.

18. Human Resources

Best Staff Award

Monthly birthday celebrations of staff were organized by the Personnel Office during the year in which 533 employees' birthdays were celebrated.



Additions

Faculty (1 April 2016 to 31 March 2017):		
1.	Banerjee, Sayantan	Assistant Professor
2.	Chakravarty, Urjani	Visiting Assistant Professor
3.	Gupta, Mukul	Visiting Assistant Professor
4.	Mahapatra, Gopal	Professor of Practice
5.	Maitra, Debasish	Assistant Professor
6.	Mazumder, Debojyoti	Visiting Assistant Professor
7.	Roy, Dibyadyuti	Visiting Assistant Professor
8.	Sudhir, Subin	Assistant Professor

Non-Teaching Staff (1 April 2016 to 31 March 2017)		
1.	Aggarwal, Shiv Kumar	General Duty Assistant
2.	Amrawat, Rituraj	Medical Officer
3.	Anil, Banothu	Nurse
4.	Chourey, Amita	Nurse
5.	Dalvi, Pritam Sahuraj	General Duty Assistant
6.	Dodawad, Anand	Nurse
7.	Dubey, Himanshu	Apprentice Trainee (Project)
8.	Gupta, Neha	General Duty Assistant
9.	Jain, Deepali	Apprentice Trainee (Library)
10.	Jain, Khushboo	Accounts Officer
11.	Jain, Prashant Kumar	Apprentice Trainee (Library)
12.	Jha, Alok	Medical Officer
13.	Koshti, Abhishek	General Duty Assistant

14.	Kumar, Shiv	General Duty Assistant
15.	Pamidi, Colonel Gururaj Gopinath (Retired)	Chief Administrative Officer
16.	Parmar, Bittu	General Duty Assistant
17.	Patle, Jayant	Apprentice Trainee (Project)
18.	Pawar, Anita	General Duty Assistant
19.	Sahu, Rohit	Electrical Engineer
20.	Thakur, Kapil Singh	Apprentice Trainee (Library)

RESIGNATIONS/SEPARATION:

Faculty		
1.	Ramanan, T. Radha	Assistant Professor
2.	Das, Saini	Assistant Professor
3.	Mukherjee, Sumitava	Visiting Assistant Professor

Non-Teaching Staff		
1.	Colonel Udupa, K Thammayya	Chief Administrative Officer
2.	Parvez, Akhtar	Librarian
3.	Dongre, Dilipraj	Business Development Manager
4.	Rao, N. Janardhana	Officer
5.	Sawant, Ramesh Nagesh	Officer Level-1
6.	Lilhare, Soma	General Duty Assistant
7.	Singh, Daljit	General Duty Assistant
8.	Saraf, Abhishek	General Duty Assistant
9.	Mishra, Laxmi Kant	Junior Engineer
10.	Bhanuprasad, Pandya Rahul	General Duty Assistant
11.	Mandpe, Anand	Executive Assistant
12.	Panda, Bansi Dhar	Security Supervisor
13.	Chandra, Prem	Security Supervisor
14.	Yadav, Sukhvir Singh	Security Supervisor
15.	Tripathi, Namrata	General Duty Assistant
16.	Patidar, Sona	General Duty Assistant
17.	Rathore, Richa	General Duty Assistant
18.	Shinde, Kiran Prakash	Apprentice Trainee (Library)
19.	Raja, Mohsin	Apprentice Trainee (Library)
20.	Jain, Ruchi	Apprentice Trainee (Library)
21.	Verma, Archana	Apprentice Trainee (Library)
22.	Dubey, Himanshu	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)	33	Gupta, Mukul FPM (IIM Lucknow)
3	Aggarwal Gupta, Meenakshi FPM (IIM, Ahmedabad)	34	Gupta, V.K. PhD (Agra University)
4	Banerjee, Pradip PhD (Utkal University)	35	Hariprasad, B. PhD (IIT, Madras)
5	Banerjee, Sayantan PhD (North Carolina State University), M.Stat (ISI Kolkata)	36	Jagannathan, Srinath FPM (IIM Ahmedabad)
		37	Jain, Kamal Kishore PhD (Agra University)
6	Basu, Shubhabrata FPM (IIM, Ahmedabad)	38	Jayasimha, K.R. PhD (Kuvempu University)
7	Bhatta, NMK PhD (University of Pune)	39	Joshi, Amrita Raghunath PhD (IIT Bombay)
8	Bhattacharya, Arnab FPM (IIM Calcutta)	40	Kapoor, Rohit FPM (IIM, Ahmedabad)
9	Bhattacharya, Joysankar PhD (University of Siena, Italy)	41	Kodwani, Amitabh Deo Post Doctorate (University of Warsaw, Poland)
10	Bhattacharya, U. K. PhD (IITK)	42	Krishnamurthy, Nagarajan PhD (CMI, Chennai)
11	Bhavani Shankar, Saripalli FPM (IRM, Anand)	43	Kumar, Bipul FPM (IIM Ahmedabad)
12	Billore, Aditya FPM (IIM, Indore)	44	Kumar, K. Kiran PhD (IISc Bangalore)
13	Chakravarty, Urjani PhD (IIT Roorkee)	45	Kushal, Shweta PhD (IIT, Madras)
14	Chanda, Sasanka Sekhar PGDM (IIM Lucknow), FPM (IIM Calcutta)	46	Ladkani, Radha Mukesh FPM (IIM Calcutta)
		47	Lowalekar, Harshal FPM (IIM, Ahmedabad)
15	Chandra, Saurabh FPM (IIM Lucknow)	48	Mahapatra, Gopal FPM (IIM Bangalore)
16	Chatterjee, Abha Ph.D (JNU)	49	Mahapatra, Sabita PhD (Utkal University)
17	Chattopadhyay, Subhasankar B.Tech, FPM (IIM, Calcutta)	50	Maheshwari, Yogesh PhD (Rajasthan Vidyapeeth Univ.)
		51	Maitra, Debasish Fellowship (IRM Anand)
18	Chaudhuri, Dipayan Datta PhD (Calcutta Univ.)	52	Mazumder, Debojyoti PhD (ISI Kolkata)
19	Chauhan, Gaurav Singh FPM (IIM, Indore)	53	Mishra, Abhishek FPM (IIM Lucknow)
20	Chawan, Vinaysingh J. FPM (IIM, Ahmedabad)	54	Mishra, Rajhans FPM (IIM, Lucknow)
21	Choudhari, Sanjay C. PhD SJMSOM (IIT, Bombay)	55	Mishra, Sushanta K. FPM (IIM, Ahmedabad)
22	Dash, Saumya Ranjan PhD (IIT Kharagpur)	56	Motiani, Manoj FPM (IIM Ahmedabad)
23	Dayal, Madhukar FPM (IIM, Ahmedabad)	57	Mukherjee, Kajari PhD (Tata Institute of Social Science)
24	Dayal, Surbhi PhD (JNU)	58	Mukhoti, Sujay Kumar FPM (IIM Bangalore)
25	Dey, Shubhamoy PhD (University of Leeds, UK)	59	Nambudiri, Ranjeet FPM (IIM, Ahmedabad)
26	Dutta, Koushik Fellowship (XLRI Jamshedpur)	60	Naraparaju, Karthikeya PhD (IGIDR, Mumbai)
27	Gajjar, Hasmukh K. PhD (IIT, Bombay)	61	Nargundkar, Rajendra V. PhD (Clemson University, USA)
28	Garg, Swapnil PhD (University of Florida)	62	Nayak, Akhaya Kumar PhD (IIT, Kanpur)
29	Ghosh, Sumit Kumar PhD (Pune Univ.)	63	Nidugala, Ganesh Kumar FPM (IIM, Ahmedabad)
30	Goyal, Vikas B.Tech, FPM (IIM, Calcutta)	64	Palsule-Desai, Omkar D. FPM (IIM, Ahmedabad)
31	Guhathakurta, Kousik PhD (Jadhavpur University)	65	Panigrahi, Prabin Kumar PhD (IIT, Kharagpur)
32	Gunta, Srinivas FPM (IIM Bangalore)	66	Pareek, Bhuvanesh FPM (IIM Bangalore)

67	Popli, Manish FPM (IIM, Lucknow)	81	Singh, Pawan Kumar PhD (Vikram University)
68	Raithatha, Mehul Ashok PhD (IIT Bombay)	82	Sridhar, I. PhD (Andhra University)
69	Ramana, L. V. PhD (IFMR, Chennai)	83	Sudhir, Subin FPM (IIM Kozhikode)
70	Ramanathan, Jayasankar FPM (IIM Kozhikode)	84	Sunder, D.L. PhD (IIT, Madras)
71	Ranjan, Pritam PhD (Simon Fraser University, Canada)	85	Swain, Biswanath M.Phil., PhD (IIT, Kanpur)
72	Rastogi, Siddhartha K. FPM (IIM, Ahmedabad)	86	Swatantra PhD (GLA University)
73	Ray, Sanjog FPM (IIM, Calcutta)	87	Tewari, Shruti PhD (University of Allahabad)
74	Salwan, Prashant PhD (Pune University)	88	Roy, Dibyadyuti PhD (West Virginia University, USA)
75	Selvaraj, Patturaja FPM (IIM, Ahmedabad)	89	Sadh, Ashish PhD (DAVV, Indore)
76	Sethia, Deepak FPM (IIM, Ahmedabad)	90	Thapliyal, Sneha FPM (IIM Bangalore)
77	Shah, Bhavin J. PhD (Gujarat University)	91	Thomas, Nobin FPM (IIM Ahmedabad)
78	Sharma, Ajay PhD (IGDR Mumbai)	92	Thaker, Keyur B. PhD (North Gujarat University)
79	Sharma, Kamal FPM (IIM Ahmedabad)	93	Thakurata, Indrajit FPM (IIM Ahmedabad)
80	Shrivastava, Madhusri PhD (Pune, University)	94	Venkat Raman, G. PhD (Peking University, Beijing)

Senior Officers	
Colonel Gururaj Gopinath	
Pamidi (Retired)	Chief Administrative Officer
Thomas, V. P.	Chief Engineer
Juyal, Anil Kumar	Advisor (F&A)
Sharma, Ganapathy Lakshman	Business Development Manager
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
Vaidya, S. M.	Estate Officer
Yadav, Jainath	Hindi Officer

19. Society Members (as on March 31, 2017)

Chairman

Satwalekar, Deepak M.

Venture Advisor

Nexus Venture Partners

G-2, Sarjan Plaza, 100, Dr. Annie Besant Road, Worli, Mumbai 400 018

Awasthi, Kalpana IAS

Director General

National Productivity Council

Utpadakta Bhavan

5 - 6, Institutional Area, Lodhi Road

New Delhi 110 003

Department of Higher Education

Shastri Bhavan, New Delhi – 110 115

Barman, R.B.

Former Executive Director, RBI &

Chairman, National Statistical Commission

A1/1006, Riddhi Garden Film City Road,

Malad (East), Mumbai – 400 097

Deshmukh, S.G.

Director

Indian Institute of Information Technology
and Management

Morena Link Road,

Gwalior – 474 010 Dwivedi, Maninder Kaur

Adviser (HRD Vertical)

NITI Aayog, Room No. 207, Yojana Bhavan

Sansad Marg, New Delhi – 110 001

Bhandari, Salil

Managing Partner

BGJC & Associates LLP

202 Raj Tower, 1, Alaknanda Community Centre

New Delhi – 110 019

Kattimani, T.V.

Vice Chancellor

Indira Gandhi National Tribal University

Kapil Dhara Road, Mekal Sadan, Amakantak

Dist. Anuppur, Madhya Pradesh - 484 886

Capoor, Jagdish

Former Chairman, HDFC Bank Ltd.

1601, Brooke Ville, 359, Mogul Lane

Mahim, Mumbai – 400 016

Krishnan, Rishiksha T.

Director

Indian Institute of Management Indore

Prabandh Shikhar, Rau-Pithampur Road

Indore 453 556

Chaudhuri, Dipayan Datta

Professor

Indian Institute of Management Indore

Prabandh Shikhar, Rau-Pithampur Road

Indore – 453 556

Manna, Indranil

Director

Indian Institute of Technology

Kanpur – 208 016

Dabral, Darshana Momaya

Joint Secretary & Financial Advisor (HRD)

Government of India

Ministry of Human Resource Development

Mathur, Pradeep

Director

Indian Institute of Technology Indore

Khandwa Road, Simrol, Indore – 452 020

Panneervel, P. IAS (Retd)

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

Reddy, B.R.

Chairman Cum Managing Director
South Eastern Coalfields Ltd.
SECL Bhavan, Sipat Road, Bilaspur – 495 006

Sharma, Kewal Kumar IAS

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

Singh, Harpreet

Managing Director
Central Warehousing Corporation
Warehousing Bhavan
4/1, Siri Institutional Area, August Kranti Marg,
New Delhi – 110 016

Singh, Vinod K.

Director
Indian Institute of Science Education and
Research (IISER)
Indore By-pass Road
Bhauri, Bhopal – 462030

Shrivastava, Kalpana IAS

Principal Secretary
Technical Education & Skill Development
Government of Madhya Pradesh
Room 113, First Floor, Mantralaya
Bhopal – 462 003

Shrivastava, Madhusri

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

Sridar, V

Former CMD, UCO Bank &
Board Member, ICICI Bank
303 A, HPCL Employees CHS, Plot No.NDR – 11,
Tilak Nagar, Chembur, Mumbai 400 089

20. Board of Governors (as on March 31, 2017)

Chairman

Satwalekar, Deepak M.

Venture Advisor - Nexus Venture Partners
G-2, Sarjan Plaza, 100, Dr. Annie Besant Road, Worli, Mumbai 400 018

Barman, R.B.

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

Krishnan, Rishiksha T.

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

Bhandari, Salil

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

Panneervel, P. IAS (Retd.)

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

Chaudhuri, Dipayan Datta

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

Sharma, Kewal Kumar IAS

Secretary (HE)
Government of India
Ministry of Human Resource Development
Department of Higher Education
128-C, Shastri Bhavan, New Delhi – 110 001

Capoor, Jagdish

Former Chairman, HDFC Bank Ltd.
1601, Brooke Ville, 359, Mogul Lane
Mahim, Mumbai – 400 016

Shrivastava, Madhusri

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

Deshmukh, S.G.

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

Shrivastava, Kalpana IAS

Principal Secretary
Technical Education & Skill Development,
Government of Madhya Pradesh
Room 113, First Floor
Mantralaya, Bhopal – 462 003

Dabral, Darshana Momaya

Joint Secretary & Financial Advisor (HRD)
Government of India
Ministry of Human Resource Development
Department of Higher Education
Shastri Bhavan, New Delhi - 110 001

Sridar, V.

Former CMD, UCO Bank &
Board Member, ICICI Bank
303 A, HPCL Employees CHS, Plot No.NDR – 11
Tilak Nagar, Chembur, Mumbai 400 089

21. Audit Report

Separate Audit Report of the Comptroller & Auditor General of India on the Accounts of the Indian Institute of Management, Indore for the year ended 31 March 2017.

1. We have audited the attached Balance Sheet of the Indian Institute of Management (IIM), Indore as at 31 March 2017, 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 & Auditor General's (Duties, Powers & Conditions of Service) Act, 1971. The audit has been entrusted for the period up-to 2020-21. 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 & Auditor General of India (CAG) on the accounting treatment only with regard to classification, conformity with the best accounting practices, accounting standards and disclosure norms, etc. Audit observations on financial transactions with regard to compliance with the Law, Rules & Regulations (Propriety and Regularity) and efficiency-cum-performance aspects, etc., if any, are reported through Inspection Reports/ CAG's Audit Reports separately.
3. We have conducted our audit in accordance with auditing standards generally accepted in India. These standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatements. An audit includes examining on a test basis, evidences supporting the amounts and 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. Balance Sheet

A.1 Sources of Funds

A.1.1 Current Liabilities & Provisions (Schedule-3)- Rs.62.54 crore

- A.1.1.1** This includes Rs. 186.23 lakh under Salaries being net amount payable to staff against various claims, whereas actually an amount of Rs. 189.20 lakh is payable to staff and an amount of Rs. 2.97 lakh is receivable/recoverable from staff. As per generally accepted

accounting principles, payable (Liability) and receivables/recoverable (Assets) should be shown separately in the books of account. Showing of net amount Rs. 186.23 lakh (Rs. 189.20 lakh- payable to staff minus Rs. 2.97 lakh- receivable staff) has resulted in understatement of Current Liabilities by Rs. 2.97 lakh as well as Assets (Loan, advances & deposits) by the same amount.

B. General

- B.1** As per Accounting Standard- 29, each class of contingent liabilities at the balance sheet date should be disclosed with their nature and estimate of its financial effect. The contingent liabilities does not include a sum of Rs. 2.86 crore on account of default of TDS deduction on royalty and default of TDS on remittances made for technical services to Non-resident/Foreign Companies during F.Y.s 2014-15 & 2015-16 as per Show Cause Notice issued (Feb. 2017) by the Income Tax Department. The same should have been disclosed under contingent liabilities (Schedule-24) as required under AS-29.

Effect of Audit Comments

The net effect of the above comments is that the Assets and Liabilities were understated by Rs. 2.97 lakh.

C. Grants in aid

No Grants-in-aid was received during the year and there was no upspent balances of grant-in-aid of previous year as on 31.03.2017.

D. Management Letter

Deficiencies which have not been included in the Separate Audit Report have been brought to the notice of the IIM's Management 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 Receipt and Payment Account dealt 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 the Annexure to this Audit Report give a true and fair view in conformity with accounting principles generally accepted in India:
 - a. In so far as it relates to the Balance Sheet, of the state of affairs of the Indian Institute of Management, Indore as at 31 March, 2017; 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 C&AG of India

Sd/-

Director General of Audit
(Central Receipt)

Place: New Delhi

Date: 26.10.2017

Annexure to the SAR on the accounts of IIM, Indore for the year 2016-17**1. Adequacy of Internal Audit System**

Internal audit of the IIM, Indore was conducted during the year by a Chartered Accountant firm.

2. Adequacy of Internal Control System

Internal Control System seems to be inadequate due to:

- (i) The response of the management towards compliance audit objection was not effective as 13 paras pertaining to the period from 04/2011 to 10/2016 were pending.
- (ii) Due to failure of timely communications between internal departments of IIM, Indore, an amount of interest of Rs. 0.24 lakh and Rs. 0.31 lakh was paid for late payment of Service Tax and TDS/TCS respectively.

3. System of physical Verification of Assets

Physical verification of the assets has been conducted for the year 2016-17.

4. System of physical Verification of Inventories

Physical verification of inventories has been conducted for the year 2016-17.

5. Regularity in payment of statutory dues

No irregularity was noticed in the payment of statutory dues.

Sd/-

Sr. Audit Officer (AMG-II)

22. Management Response to Separate Audit Report on the accounts of Indian Institute of Management Indore for the year ended 31 March 2017

Audit Observation

A : Balance Sheet

A.1: Source of Fund

A.1.1: Current Liabilities and Provisions (Schedule- 3)– Rs. 62.54 Crore

A.1.1.1: This includes Rs. 186.23 Lakh under salaries being net amount payable to staff against various claims, whereas actually an amount of Rs. 189.20 Lakh is payable to staff and an amount of Rs. 2.97 Lakh is receivable/recoverable from staff. As per generally accepted accounting principles, payable(Liability) and receivable/recoverable (Assets) should be shown separately in the books of account. Showing of net amount Rs. 186.23 Lakh (Rs. 189.20 Lakh-Payable to staff minus Rs. 2.97 Lakh- receivable from staff) has resulted in understatement of current Liabilities by Rs. 2.97 Lakh as well as Assets (Loans, advances & deposits) by the same amount.

B : General

B.1: As per Accounting Standard-29, each class of contingent liabilities at the balance sheet date should be disclosed with their nature and estimate of its financial effect. The contingent liabilities does not include a sum of Rs. 2.86 Crore on account of default of TDS on remittance made for technical services to Non-resident/Foreign Companies during F.Y. 2014-15 & 2015-16 as per Show Cause Notice issued (Feb.2017) by the Income Tax Department. The same should have been disclosed under contingent liabilities (Schedule-24) as required under AS-29.

Effect of Audit comments:

The net effect of the above comments is that the Assets & Liabilities were understated by Rs. 2.97 Lakh.

Institute Reply

From the financial year 2017-18 onwards, the financial statements will be prepared segregating amount payable and receivable from Faculty and Staff and classifying them as Current Liabilities and Current Assets as pointed by the Audit.

Show Cause Notice means a written notification on the determination of the reviewer/ higher level authority with the equal opportunity to the assessee to justify, explain, or prove something to the assessing officer before deciding whether or not to issue a demand notice. A show cause order is always an interim query and not the final action.

In response to the notice received from Income Tax Department, Institute has clarified regarding non applicability of TDS on payments made for technical services to Non-resident/Foreign Companies. Provision for the same or disclosure as contingent liability will be done in case of issuance of demand notice, if any, in consultation and discussion with expert advice from Consultant.

C. Annexure to the SAR on the accounts of IIM Indore for the year 2016-17 Management Letter:

2. Adequacy of Internal Control System:

Internal Control System seems to be inadequate due to

- (i) The response of the management towards compliance audit was not effective as 13 paras pertaining to the period from 04/2011 to 10/2016 were pending.

- (ii) Due to failure of timely communication between internal departments of IIM, Indore an amount of interest of Rs. 0.24 Lakh and Rs. 0.31 Lakh was paid for late payment of service tax and TDS/TCS respectively.

Hence, no disclosure for show cause notice of Rs. 2.86 Crore has been made under Contingent Liability.

We have submitted our replies related to pending 13 paras with reply of Audit Inspection Report for the year 2014-15 & 2015-16 (till October) vide letter dated April 18, 2017.

As per Memorandum of Association and Rules and Regulations duly approved by the Government of India (GOI), Board of Governors (BoG) is empowered to take decision related to administration & management of the affairs of the society. Finance Committee, Personnel Committee and Construction Committee has been constituted by the BoG to deliberate on issues, keeping in view guidelines issued by Government of India, for consideration of the Board. All policy matters and other issues are decided upon by the Board accordingly. It may be kindly noted that in all the cases of the audit paras, actions of the Institute are as per policies duly approved by the BoG. We humbly submit that we have strong internal control systems in place.

The C&AG has been requested to grant an opportunity for further submission of documents and presentation of facts to further clarify on the paras raised as per procedures laid down by C&AG.*

IIM Indore has paid an amount of Rs. 748.90 Lakhs towards TDS & Rs. 607.59/- Lakhs towards Service tax liability for the F.Y. 2016-17.

Co-ordination meeting and communication is done every month with all the departments for timely booking of Income & Expenses to ensure timely payment of Service tax & TDS liability.

The co-ordination mechanism will be strengthened further to avoid interest payment due to delay in payment of TDS and Service Tax.

*As per the latest Inspection Report of C&AG for the period 11/2016 to 11/2017, there are 7 pending paras remaining for the period from 04/2011 to 10/2016. The same will be taken up further for resolution.

Indian Institute of Management Indore

23. Financial Statements

Balance Sheet
As at 31st March 2017

(Rs. in Lakhs)

SOURCES OF FUNDS	Schedule	As at 31 st March, 2017	As at 31 st March, 2016
Corpus/Capital Fund	1	50,621.73	47,698.48
Designated/Earmarked/Endowment Funds	2	8,711.33	9,156.89
Current Liabilities & Provisions	3	6,253.51	6,640.61
Total		65,586.57	63,495.98
Application of Funds	Schedule	As at 31 st March, 2017	As at 31 st March, 2016
Fixed Assets	4		
- Tangible Assets		22,836.26	15,936.00
- Intangible Assets		301.19	255.95
- Capital Work-In-Progress		431.31	9,417.31
Investments from Earmarked/Endowment Funds	5		
- Long Term		79.75	79.75
- Short Term		-	-
Investments-Others	6	12,960.96	12,658.74
Current Assets	7	25,904.87	22,869.43
Loans, Advances & Deposits	8	3,072.23	2,278.80
Total		65,586.57	63,495.98

Significant Accounting Policies 23

Contingent Liabilities & Notes to Accounts 24

Sd/-
CA Anil K. Juyal
Advisor (F&A)

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

Sd/-
Prof. Rishiksha T. Krishnan
Director

Place : Indore
Date : 29th November, 2017

Indian Institute of Management Indore

**Income and Expenditure Account
for the Year Ended 31st March 2017**

(Rs. in Lakhs)

Particulars	Schedule	For the year 2016-17	For the year 2015-16
INCOME			
Academic Receipts	9	10,917.79	10,489.49
Grants/Subsidies	10	-	-
Income from investments	11	-	-
Interest Earned	12	1,685.43	1,627.81
Other Income	13	1,498.70	1,008.66
Prior Period Income	14	(0.53)	234.52
Total (A)		14,101.39	13,360.48
EXPENDITURE			
Staff Payments & Benefits (Establishment Expenses)	15	3,457.89	3,115.61
Academic Expenses	16	2,680.05	2,328.05
Administrative and General Expenses	17	1,836.69	1,690.28
Transportation Expenses	18	49.46	50.26
Repairs & Maintenance	19	444.44	109.56
Finance costs	20	-	-
Depreciation	4	3,168.28	2,241.87
Other Expenses	21	655.37	398.68
Prior Period Expenses	22	554.28	13.70
Total (B)		12,846.46	9,948.01
Balance being excess of Income over Expenditure (A-B)		1,254.93	3,412.47
Less: Transfer to Designated Fund			
- Infrastructure Fund		1,213.04	3,333.54
- Research Fund		41.89	78.93
Building Fund		-	-
Others			
- General Fund		-	-
Balance Being Surplus (Deficit) Carried to Capital Fund/Corpus Fund		-	-

Significant Accounting Policies 23

Contingent Liabilities & Notes to Accounts 24

Sd/-

CA Anil K. Juyal
Advisor (F&A)

Sd/-

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

Sd/-

Prof. Rishikesh T. Krishnan
Director

Place : Indore

Date : 29th November, 2017

Indian Institute of Management Indore

Schedules Forming Part of Balance Sheet as at 31st March 2017**SCHEDULE -1 CORPUS / CAPITAL FUND**

(Rs. in Lakhs)

Particulars	As at 31 st March, 2017		As at 31 st March, 2016	
Balance at the beginning of the year (A + C)		47,698.48		43,248.51
Opening balance of Capital Fund for Fixed Assets (A)	24,092.90		19,642.93	
Add : Grant in Aid (Plan-General)	-		-	
Add : Interest on Corpus Fund	1,280.52		1,108.11	
Add : Assets Created out of Earmarked Funds	1,642.73		3,341.86	
Closing balance of Capital Fund for Fixed Assets (B)	27,016.15		24,092.90	
Opening balance of Corpus Fund (C)	23,605.58		23,605.58	
Add : Excess of Income over expenditure transferred from Income & Expenditure Account	-		-	
Closing balance of Corpus Fund (D)	23,605.58		23,605.58	
Balance at the Year End (B + D)		50,621.73		47,698.48

Sd/-
CA Anil K. Juyal
Advisor (F&A)

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

Sd/-
Prof. Rishiksha T. Krishnan
Director

Place : Indore
Date : 29th November, 2017

Indian Institute of Management Indore
Schedules Forming Part of Balance Sheet as at 31st March 2017

SCHEDULE-2 DESIGNATED / EARMARKED / ENDOWMENT FUNDS

(Rs. in Lakhs)

Particulars	Fundwise Breakup			Total		
	General Fund	Research Fund	Infrastructure Fund	Endowment Funds	As at 31 st March, 2017	As at 31 st March, 2016
A.						
a) Opening balance	1,000.00	75.93	7,996.70	84.26	9,156.89	9,110.14
b) Additions during the year	-	-	-	-	-	1.99
c) Transferred from General Fund	-	-	-	-	-	-
d) Income from investments done from the funds	-	-	-	0.85	0.85	0.75
e) Accrued interest on investments/Advances	-	-	-	6.78	6.78	5.87
f) Interest on Savings Bank A/c	-	-	-	-	-	-
g) Other additions (From Income & Expenditure A/c)	-	41.89	1,213.04	-	1,254.93	3,412.47
Total (A)	1,000.00	117.82	9,209.74	91.89	10,419.45	12,531.22
B.						
Utilisation/Expenditure towards objectives of funds						
i. Capital Expenditure	-	-	1,642.73	-	1,642.73	3,341.86
ii. Revenue Expenditure	-	63.05	-	2.34	65.39	32.47
iii. Transferred to Infrastructure Fund	-	-	-	-	-	-
Total (B)	-	63.05	1,642.73	2.34	1,708.12	3,374.33
Closing Balance at the Year End (A-B)	1,000.00	54.77	7,567.01	89.55	8,711.33	9,156.89
Represented By						
Cash & Bank Balances	-	-	-	-	-	-
Investments	1,000.00	54.77	7,567.01	79.75	8,701.53	9,152.38
Interest accrued but not due	-	-	-	9.80	9.80	4.51
Total	1,000.00	54.77	7,567.01	89.55	8,711.33	9,156.89

Sd/-
CA Anil K. Juyal
Advisor (F&A)

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

Sd/-
Prof. Rishikesh T. Krishnan
Director

Place : Indore
Date : 29th November, 2017

Indian Institute of Management Indore
Schedules Forming Part of Balance Sheet as at 31st March 2017

SCHEDULE-2A ENDOWMENT FUNDS

(Rs. in Lakhs)

S. No. (1)	Name of 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	26.99	28.20	-	4.83	26.99	33.03	-	26.99	33.03	60.02
2	SBI Scholarship Fund	18.50	1.83	-	1.95	18.50	3.78	1.50	18.50	2.28	20.78
3	Eicher Scholarship Fund	5.00	-	-	0.49	5.00	0.49	0.49	5.00	-	5.00
4	Eicher Motors Gold Medal Fund	1.00	0.01	-	0.10	1.00	0.11	0.09	1.00	0.02	1.02
5	Scholarship - K.K. Alagh Gold Medal	2.73	-	-	0.26	2.73	0.26	0.26	2.73	-	2.73
	Total	54.22	30.04	-	7.63	54.22	37.67	2.34	54.22	35.33	89.55

Sd/-
CA Anil K. Juyal
Advisor (F&A)

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

Sd/-
Prof. Rishikesh T. Krishnan
Director

Place : Indore
Date : 29th November, 2017

Indian Institute of Management Indore

Schedules Forming Part of Balance Sheet as at 31st March 2017**SCHEDULE 3 - CURRENT LIABILITIES & PROVISIONS**

(Rs. in Lakhs)

Particulars	As at 31 st March, 2017		As at 31 st March, 2016	
A. CURRENT LIABILITIES				
1. Deposits from staff		-		-
2. Deposits from students		535.81		401.95
3. Sundry Creditors				
a) For Goods & Services		1,263.86		1,068.60
b) Others		-		-
4. Deposits-Others				
a) Security Deposit	118.53		110.33	
b) Retention Money	89.97		47.52	
c) Earnest Money Deposit	16.86		1.53	
d) Performance Guarantee	8.34	233.70	8.04	167.42
5. Statutory Liabilities (GPF, TDS, WC TAX, CPF, GIS, NPS):				
a) Overdue		-		-
b) Others		148.32		108.93
6. Other Current Liabilities				
a) Salaries	186.23		77.07	
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	-		38.67	
Add: Receipt during the year	127.69		305.32	
Less: Payment during the year	127.69	186.23	343.99	77.07
g) Grant for Research				
Add: Receipt during the year	18.12		-	
Less: Payment during the year	2.43	15.69	-	-
h) Other liabilities				
- CAT 2013	-		348.50	
- CAT 2014	-		1,099.38	
- Advance Fees Received	1,456.82		1,263.20	
- IIM Sambalpur	1,078.35		1,207.16	
- Other Liabilities	143.86	2,679.03	38.72	3,956.96
Total (A)		5,062.64		5,780.93

Sd/-

CA Anil K. Juyal
Advisor (F&A)

Sd/-

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

Sd/-

Prof. Rishiksha T. Krishnan
Director

Place : Indore

Date : 29th November, 2017

Indian Institute of Management Indore

Schedules Forming Part of Balance Sheet as at 31st March 2017**SCHEDULE 3 - CURRENT LIABILITIES & PROVISIONS**

(Rs. in Lakhs)

Particulars	As at 31 st March, 2017		As at 31 st March, 2016	
B. PROVISIONS				
1. For Taxation	-		-	
2. Gratuity				
a) Provision for Gratuity	419.91		331.31	
b) IIM Indore Group Gratuity Scheme A/c	<u>(354.62)</u>	65.29	<u>(272.80)</u>	58.51
3. Superannuation Pension		-		-
4. Accumulated Leave Encashment		1,018.68		775.35
5. Trade Warranties/Claims		-		-
6. Others				
a) Provision For Expenses (Non Plan)		106.90		25.82
b) Provision For Expenses (Plan)		-		-
Total (B)		1,190.87		859.68
Total (A + B)		6,253.51		6,640.61

Sd/-

CA Anil K. Juyal
Advisor (F&A)

Sd/-

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

Sd/-

Prof. Rishikesha T. Krishnan
Director

Place : Indore

Date : 29th November, 2017

Schedules Forming Part of Balance Sheet as at 31st March 2017

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	-	-	-	-	-	-	-

Sd/-
CA Anil K. Juyal
Advisor (F&A)

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

Sd/-
Prof. Rishikesh T. Krishnan
Director

Place : Indore
Date : 29th November, 2017

Schedules Forming Part of Balance Sheet as at 31st March 2017

SCHEDULE 3 (b)- SPONSORED FELLOWSHIPS AND SCHOLARSHIPS

(Rs. in Lakhs)

S.No. (1)	Name of Sponsor (2)	Opening Balance as on 01.04.2016		Transaction during the year		Closing Balance as on 31.03.2017	
		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	-	-	98.66	98.66	-	-
	- State Government	-	-	13.85	13.85	-	-
	- Institutional Bodies	-	-	15.18	15.18	-	-
	Total	-	-	127.69	127.69	-	-

Sd/-

CA Anil K. Juyal
Advisor (F&A)

Sd/-

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

Sd/-

Prof. Rishikesh T. Krishnan
Director

Place : Indore

Date : 29th November, 2017

Indian Institute of Management Indore
Schedules Forming Part of Balance Sheet as at 31st March 2017

SCHEDULE 3 (C)- UNUTILISED GRANTS FROM UGC, GOVERNMENT OF INDIA AND STATE GOVERNMENTS

(Rs. in Lakhs)

Particulars	As at 31 st March, 2017	As at 31 st March, 2016
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 Anil K. Juyal
Advisor (F&A)

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

Sd/-
Prof. Rishikesha T. Krishnan
Director

Place : Indore
Date : 29th November, 2017

Schedules Forming Part of Balance Sheet as at 31st March 2017**SCHEDULE 4 - FIXED ASSETS**

(Rs. in Lakhs)

ASSETS HEADS	GROSS BLOCK			DEPRECIATION FOR THE YEAR 2016-17				NET BLOCK		
	Op. Balance 01.04.2016	Additions	Deductions	Cl. Balance	Opening Balance	Depreciation for the year	Deductions/ Adjustments	Total Depreciation	As at 31 st March 2017	As at 31 st March 2016
A. <u>Tangible Assets</u>										
1. Land:-Freehold	50.00	-	-	50.00	-	-	-	-	50.00	50.00
2. Buildings:										
- Buildings-Administrative	20,075.38	9,023.52	-	29,098.90	8,733.03	1,987.06	(446.30)	11,166.39	17,932.51	11,342.35
- Buildings-Residential	2,035.94	-	-	2,035.94	534.62	75.06	(0.01)	609.69	1,426.26	1,501.32
- Building- (Mumbai) Leased	110.33	11.18	-	121.51	13.18	27.08	-	40.26	81.25	97.15
3. Plants, Machinery & Equipment	3,302.12	559.23	12.81	3,848.54	1,732.56	311.56	(28.15)	2,072.27	1,776.27	1,569.56
4. Vehicles	193.70	5.31	9.19	189.82	94.57	14.60	4.75	104.42	85.40	99.13
5. Furniture, Fixtures & Fittings	1,787.86	42.47	2.49	1,827.84	640.08	128.70	1.85	766.93	1,060.91	1,147.76
6. Computer & Peripherals	529.88	293.08	0.67	822.29	467.47	132.23	0.48	599.22	223.07	62.41
7. Electric Installations	39.56	161.15	-	200.71	30.48	15.93	(7.44)	53.85	146.85	9.07
8. Library books	1,267.03	8.81	-	1,275.84	1,253.37	12.18	-	1,265.55	10.29	13.66
9. Tube wells & water supply	83.16	-	-	83.16	39.56	4.36	-	43.92	39.24	43.60
10. Solar Energy System	25.37	35.08	-	60.45	25.37	16.84	(14.03)	56.24	4.21	-
Total (A)	29,500.33	10,139.83	25.16	39,615.00	13,564.29	2,725.60	(488.85)	16,778.74	22,836.26	15,936.00
11. Capital Work in Progress (B)	9,417.31	1,338.80	10,324.80	431.31	-	-	-	-	431.31	9,417.31
ASSETS HEADS	Op. Balance 01.04.2016	Additions	Deductions	Cl. Balance	Opening Balance	Amortization for the year	Deductions/ Adjustments	Total Amortization/ Adjustments	As at 31st March 2017	As at 31st March 2016
C. <u>Intangible Assets</u>										
12. Computer Software	101.78	2.16	-	103.94	57.99	27.50	-	85.49	18.45	43.80
13. Library E-Journals	212.12	485.77	-	697.89	-	415.17	-	415.17	282.72	212.12
14. Patent Rights	0.03	-	-	0.03	-	0.01	-	0.01	0.02	0.03
Total (C)	313.93	487.93	-	801.86	57.99	442.68	-	500.67	301.19	255.95
Total (A+B+C)	39,231.57	11,966.56	10,349.96	40,848.17	13,622.28	3,168.28	(488.85)	17,279.41	23,568.76	25,609.26

Sd/-

CA Anil K. Juyal
Advisor (F&A)Place : Indore
Date : 29th November, 2017

Sd/-

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

Sd/-

Prof. Rishikesh T. Krishnan
Director

Schedules Forming Part of Balance Sheet as at 31st March 2017

SCHEDULE 4A- PLAN

(Rs. in Lakhs)

ASSETS HEADS	GROSS BLOCK			DEPRECIATION FOR THE YEAR 2016-17				NET BLOCK		
	Op. Balance 01.04.2016	Additions	Deductions	Cl. Balance	Opening Balance	Depreciation for the year	Deductions/ Adjustments	Total Depreciation	As at 31 st March 2017	As at 31 st March 2016
A. <u>Tangible Assets</u>										
1. Land:-Freehold	50.00	-	-	50.00	-	-	-	-	50.00	50.00
2. Buildings:										
- Buildings-Administrative	19,988.12	7,542.44	-	27,530.56	8,725.04	1,880.55	-	10,605.59	16,924.97	11,263.08
- Buildings-Residential	2,034.69	-	-	2,034.69	534.56	75.00	(0.01)	609.57	1,425.12	1,500.14
- Building- (Mumbai) Leased	-	4.70	-	4.70	-	1.17	-	1.17	3.53	-
3. Plants, Machinery & Equipment	3,090.35	-	12.81	3,077.54	1,693.03	209.09	9.38	1,892.74	1,184.80	1,397.32
4. Vehicles	172.80	-	9.19	163.61	93.00	11.30	4.75	99.55	64.06	79.80
5. Furniture, Fixtures & Fittings	1,247.07	-	2.49	1,244.58	576.02	67.05	1.85	641.22	603.36	671.05
6. Computer & Peripherals	465.40	-	0.67	464.73	444.41	12.48	0.48	456.41	8.32	20.99
7. Electric Installations	35.38	-	-	35.38	27.78	0.91	-	28.69	6.69	7.60
8. Library books	1,249.71	-	-	1,249.71	1,246.66	1.83	-	1,248.49	1.22	3.05
9. Tube wells & water supply	75.73	-	-	75.73	38.82	3.69	-	42.51	33.22	36.91
10. Solar Energy System	25.37	-	-	25.37	25.37	-	-	25.37	0.00	0.00
Total (A)	28,434.62	7,547.14	25.16	35,956.60	13,404.69	2,263.07	16.45	15,651.32	20,305.29	15,029.93
11. Capital Work in Progress (B)	7,548.35	-	7,548.11	0.24	-	-	-	-	0.24	7,548.35
ASSETS HEADS	Op. Balance 01.04.2016	Additions	Deductions	Cl. Balance	Opening Balance	Amortization for the year	Deductions/ Adjustments	Total Amortization/ Adjustments	As at 31st March 2017	As at 31st March 2016
C. <u>Intangible Assets</u>										
12. Computer Software	39.16	-	-	39.16	37.74	0.85	-	38.59	0.57	1.42
13. Library E-Journals	1.10	-	-	1.10	-	0.67	-	0.67	0.43	1.10
14. Patent Rights	-	-	-	-	-	-	-	-	-	-
Total (C)	40.26	-	-	40.26	37.74	1.52	-	39.26	1.00	2.52
Total (A+B+C)	36,023.23	7,547.14	7,573.27	35,997.10	13,442.43	2,264.59	16.45	15,690.58	20,306.53	22,580.80

Sd/-

CA Anil K. Juyal
Advisor (F&A)

Sd/-

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

Sd/-

Prof. Rishikesh T. Krishnan
Director

Place : Indore

Date : 29th November, 2017

Schedules Forming Part of Balance Sheet as at 31st March 2017

SCHEDULE 4B - NON-PLAN

(Rs. in Lakhs)

ASSETS HEADS	GROSS BLOCK			DEPRECIATION FOR THE YEAR 2015-16				NET BLOCK		
	Op. Balance 01.04.2016	Additions	Deductions	Cl. Balance	Opening Balance	Depreciation for the year	Deductions/ Adjustments	Total Depreciation	As at 31 st March 2017	As at 31 st March 2016
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 01.04.2016	Additions	Deductions	Cl. Balance	Opening Balance	Amortization for the year	Deductions/ Adjustments	Total Amortization/ Adjustments	As at 31st March 2017	As at 31st March 2016
C. Intangible Assets										
12. Computer Software	-	-	-	-	-	-	-	-	-	-
13. Library E-Journals	-	-	-	-	-	-	-	-	-	-
14. Patent Rights	-	-	-	-	-	-	-	-	-	-
Total (C)	-	-	-	-	-	-	-	-	-	-
Total (A+B+C)	-	-	-	-	-	-	-	-	-	-

Sd/-

CA Anil K. Juyal
Advisor (F&A)

Sd/-

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

Sd/-

Prof. Rishikesh T. Krishnan
Director

Place : Indore

Date : 29th November, 2017

Schedules Forming Part of Balance Sheet as at 31st March 2017**SCHEDULE 4C- INTANGIBLE ASSETS**

(Rs. in Lakhs)

ASSETS HEADS	GROSS BLOCK			AMORTIZATION FOR THE YEAR 2016-17					NET BLOCK	
	Op. Balance 01.04.2016	Additions	Deductions	Cl. Balance	Opening Balance	Amortization for the year	Deductions/ Adjustments	Total Amortization/ Adjustments	As at 31 st March 2017	As at 31 st March 2016
C. Intangible Assets										
1. Patent & Copyrights	0.03	-	-	0.03	-	0.01	-	0.01	0.02	0.03
2. Computer Software	62.62	2.16	-	64.78	20.25	26.65	-	46.90	17.88	42.38
3. Library E-Journals	211.02	485.77	-	696.79	-	414.50	-	414.50	282.29	211.02
Total (C)	273.67	487.93	-	761.60	20.25	441.16	-	461.41	300.19	253.43

Sd/-

CA Anil K. Juyal
Advisor (F&A)

Sd/-

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

Sd/-

Prof. Rishikesh T. Krishnan
Director

Place : Indore

Date : 29th November, 2017

Schedules Forming Part of Balance Sheet as at 31st March 2017

SCHEDULE 4C (i)- INTANGIBLE ASSETS

(Rs. in Lakhs)

Particulars	Op. Balance 01.04.2016	Additions	Amortization for the year	As at 31 st March 2017	As at 31 st March 2016
A. Patents Granted - Balance as on 31.03.2017	-	-	-	-	-
Total (A)					
B. Patents Pending in respect of Patents applied for - Expenditure during 2016-17	-	-	-	-	-
Total (B)					
C. Grand Total (A+B)					

Sd/-
CA Anil K. Juyal
Advisor (F&A)

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

Sd/-
Prof. Rishikesh T. Krishnan
Director

Place : Indore
Date : 29th November, 2017

Schedules Forming Part of Balance Sheet as at 31st March 2017

SCHEDULE 4D- OTHERS

(Rs. in Lakhs)

ASSETS HEADS	GROSS BLOCK			DEPRECIATION FOR THE YEAR 2015-16				NET BLOCK		
	Op. Balance 01.04.2016	Additions	Deductions	Cl. Balance	Opening Balance	Depreciation for the year	Deductions/ Adjustments	Total Depreciation	As at 31 st March 2017	As at 31 st March 2016
A. Tangible Assets										
1. Land:-Freehold	-	-	-	-	-	-	-	-	-	-
2. Buildings:										
- Buildings-Administrative	87.26	1,481.08	-	1,568.34	7.99	106.51	(446.30)	560.80	1,007.54	79.27
- Buildings-Residential	1.25	-	-	1.25	0.06	0.06	-	0.12	1.13	1.19
- Building- (Mumbai) Leased	110.33	6.48	-	116.81	13.18	25.91	-	39.09	77.72	97.15
3. Plants, Machinery & Equipment	211.77	559.23	-	771.00	39.53	102.47	(37.53)	179.53	591.47	172.25
4. Vehicles	20.90	5.31	-	26.21	1.57	3.30	-	4.87	21.34	19.33
5. Furniture, Fixtures & Fittings	540.79	42.47	-	583.26	64.07	61.65	-	125.72	457.54	476.72
6. Computer & Peripherals	64.48	293.08	-	357.56	23.06	119.75	-	142.81	214.75	41.42
7. Electric Installations	4.18	161.15	-	165.33	2.70	15.02	(7.44)	25.16	140.17	1.47
8. Library books	17.32	8.81	-	26.13	6.70	10.35	-	17.05	9.08	10.61
9. Tube wells & water supply	7.43	-	-	7.43	0.74	0.67	-	1.41	6.02	6.69
10. Solar Energy System	-	35.08	-	35.08	-	16.84	(14.03)	30.87	4.21	-
Total (A)	1,065.71	2,592.69	-	3,658.40	159.60	462.53	(505.30)	1,127.43	2,530.97	906.10
11. Capital Work in Progress (B)	1,868.96	1,338.80	2,776.69	431.07	-	-	-	-	431.07	1,868.96
Total (A + B)	2,934.67	3,931.49	2,776.69	4,089.47	159.60	462.53	(505.30)	1,127.43	2,962.04	2,775.06

Sd/-
CA Anil K. Juyal
Advisor (F&A)

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

Sd/-
Prof. Rishikesh T. Krishnan
Director

Place : Indore
Date : 29th November, 2017

Indian Institute of Management Indore

Schedules Forming Part of Balance Sheet as at 31st March 2017**SCHEDULE 5 - INVESTMENTS FROM EARMARKED / ENDOWMENT FUNDS**

(Rs. in Lakhs)

Particulars	As at 31 st March, 2017	As at 31 st March, 2016
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/-

CA Anil K. Juyal
Advisor (F&A)

Sd/-

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

Sd/-

Prof. Rishikesh T. Krishnan
Director

Place : Indore

Date : 29th November, 2017

Indian Institute of Management Indore

Schedules Forming Part of Balance Sheet as at 31st March 2017**SCHEDULE 5 (A) - INVESTMENTS FROM EARMARKED / ENDOWMENT FUNDS**

(Rs. in Lakhs)

Sr. No.	Funds	As at 31 st March, 2017	As at 31 st March, 2016
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

Sd/-

CA Anil K. Juyal
Advisor (F&A)

Sd/-

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

Sd/-

Prof. Rishiksha T. Krishnan
Director

Place : Indore

Date : 29th November, 2017

Indian Institute of Management Indore

Schedules Forming Part of Balance Sheet as at 31st March 2017**SCHEDULE 6 - INVESTMENTS - OTHERS**

(Rs. in Lakhs)

Particulars	As at 31 st March, 2017	As at 31 st March, 2016
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	12,960.96	12,658.74
Total	12,960.96	12,658.74

Sd/-

CA Anil K. Juyal
Advisor (F&A)

Sd/-

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

Sd/-

Prof. Rishiksha T. Krishnan
Director

Place : Indore

Date : 29th November, 2017

Indian Institute of Management Indore

Schedules Forming Part of Balance Sheet as at 31st March 2017**SCHEDULE 7- CURRENT ASSETS**

(Rs. in Lakhs)

Particulars	As at 31 st March, 2017		As at 31 st March, 2016	
1. Stock:				
a) Stores & Spares	5.59		9.20	
b) Electrical Material	16.35		19.33	
c) Stationery	10.22	32.16	6.04	34.57
2. Sundry Debtors:				
a) Debts Outstanding for a period exceeding six months	16.18		0.15	
b) Others	408.15	424.33	94.04	94.19
3. Cash & Bank Balances:				
- Cash balances in hand		0.17		0.19
- Bank Balances				
a) With Scheduled Banks:				
-In Current Accounts	0.58		-	
-In term deposit Accounts				
-IIM Indore FDR	22,707.57		18,892.64	
-CAT FDR	-		311.04	
-IIM Sambalpur Investment	1,077.95	23,786.10	842.32	20,046.00
-In Savings Accounts (Incl. Auto Roll deposit)				
-IIM Indore Saving A/c	1,653.84		1,153.53	
-Accrued Interest on IIM Funds	7.88		39.27	
-CAT Saving Account	-		1,136.84	
-IIM Sambalpur Saving Account	0.39	1,662.11	364.84	2,694.48
b) With non-Scheduled Banks:				
-In Current Accounts	-		-	
-In term deposit Accounts	-		-	
-In Savings Accounts	-	-	-	-
4. Post Office- Savings Accounts		-		-
Total		25,904.87		22,869.43

Note : Annexure A shows the details of Bank Accounts

Sd/-
CA Anil K. Juyal
Advisor (F&A)

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

Sd/-
Prof. Rishiksha T. Krishnan
Director

Place : Indore
Date : 29th November, 2017

Indian Institute of Management Indore

Schedules Forming Part of Balance Sheet as at 31st March 2017**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	(15.41)	
	Auto Roll Fixed Deposit-CB Savings	71.92	56.51
2	Canara Bank- Grant A/c	1.41	
	Auto Roll Fixed Deposit-CB Grant A/c	307.65	309.06
3	ICICI Bank A/c	0.30	
	Auto Roll Fixed Deposit-ICICI Bank	1.35	1.65
4	State Bank of India (SBI)	351.53	351.53
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	ICICI BANK (BBBEP)	0.56	0.56
8	IDBI Bank Ltd.	17.33	
	Auto Roll Fixed Deposit-IDBI	378.00	395.33
9	HDFC Bank Ltd.	10.00	
	Auto Roll Fixed Deposit-HFDC Main A/c	373.95	383.95
10	HDFC Fee Collection A/c	0.35	
	Auto Roll Fixed Deposit-HDFC Fee Collection A/c	145.84	146.19
11	Axis Bank Ltd.	1.79	1.79
12	Accrued Interest on Auto Roll	7.88	7.88
13	HDFC Consultancy Income A/c	5.43	
14	HDFC EEFC A/C	1.29	6.72
CORPUS Fund Account			
15	IIM Indore- Corpus Fund A/c	0.33	0.33
16	ICICI Bank (Corpus Fund A/c)	0.20	0.20
SAVINGS ACCOUNT for IIM Sambalpur			
17	State Bank of India IIM Sambalpur New A/c	(17.17)	
	Auto Roll Fixed Deposit- SBI Sambalpur-New A/c	17.17	
	Accrued Interest Auto Roll FD- SBI Sambalpur	0.39	0.39
Total (A)			1,662.11
II.	CURRENT ACCOUNT (B)		0.58
III.	TERM DEPOSITS WITH SCHEDULE BANKS (C)		-
	GENERAL - FIXED DEPOSITS		22,707.57
	IIM Sambalpur Investment		1,077.95
Grand Total (A+B+C)			25,448.21

Sd/-
CA Anil K. Juyal
Advisor (F&A)

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

Sd/-
Prof. Rishikesha T. Krishnan
Director

Place : Indore
Date : 29th November, 2017

Indian Institute of Management Indore

Schedules Forming Part of Balance Sheet as at 31st March 2017**SCHEDULE 8- LOANS, ADVANCES & DEPOSITS**

(Rs. in Lakhs)

Particulars	As at 31 st March, 2017		As at 31 st March, 2016	
1. Advances to employees: (Non-interest bearing)				
a) Salary	-		-	
b) Festival	0.03		0.08	
c) Medical Advance	-		-	
d) Other				
- Advance for Admissions	41.73		34.65	
- Advance for Others	13.30	55.06	23.59	58.32
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				
- Advances for Subscription-Journals	4.64		4.71	
b) To suppliers	-		-	
c) Others	7.31	11.95	6.35	11.06
4. Prepaid Expenses				
a) Insurance	28.43		28.78	
b) Other expenses	35.68	64.11	31.59	60.37

Sd/-

CA Anil K. Juyal
Advisor (F&A)

Sd/-

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

Sd/-

Prof. Rishikesha T. Krishnan
Director

Place : Indore

Date : 29th November, 2017

Indian Institute of Management Indore

Schedules Forming Part of Balance Sheet as at 31st March 2017**SCHEDULE 8- LOANS, ADVANCES & DEPOSITS**

(Rs. in Lakhs)

Particulars	As at 31 st March, 2017		As at 31 st March, 2016	
5. Deposits				
a) Telephone	0.32		0.40	
b) Lease Rent	-		-	
c) Electricity	60.33		61.52	
d) AICTE	-		-	
e) Others				
- Deposit with Insurance Co.	0.86		0.86	
- Deposit with LPG	0.02		0.02	
- Deposit with Textile Commissioner	-		5.05	
- Deposit with UFO Moviez India Limited	1.00	62.53	1.00	68.85
6. Income Accrued				
a) On Investments from Earmarked/ Endowment funds	9.80		4.51	
b) On Investments-Others	2,656.13		1,677.34	
c) On Loans & Advances	-		-	
d) Others				
- Accrued Income for IPM	-		231.63	
- Accrued Income for PGP	109.53	2,775.46	92.04	2,005.52
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	74.92		51.99	
b) Others	14.38		7.45	
c) CAT Receivables	13.82	103.12	15.24	74.68
Total		3,072.23		2,278.80

Sd/-

CA Anil K. Juyal
Advisor (F&A)

Sd/-

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

Sd/-

Prof. Rishiksha T. Krishnan
Director

Place : Indore

Date : 29th November, 2017

Indian Institute of Management Indore

**Schedules Forming Part of Income and Expenditure Account
For the Year Ended 31st March 2017**

SCHEDULE 9 - ACADEMIC RECEIPTS

(Rs. in Lakhs)

Particulars	For the year 2016-17	For the year 2015-16
<u>FEES FROM STUDENTS</u>		
Academic		
1. Tuition fee		
a) PGP Fees	6,092.96	6,221.43
b) IPM Fees	868.23	988.44
c) PGP Mumbai- Fees	897.37	967.46
d) PGPMX Mumbai Fees	419.28	180.68
e) PGPMX UAE	-	28.80
g) EPGP Fees	738.00	802.74
h) FPM Industry Programme	44.30	44.71
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)	9,060.14	9,234.26

Sd/-

CA Anil K. Juyal
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Indian Institute of Management Indore

**Schedules Forming Part of Income and Expenditure Account
For The Year Ended 31st March 2017**

SCHEDULE 9 - ACADEMIC RECEIPTS

(Rs. in Lakhs)

Particulars	For the year 2016-17	For the year 2015-16
Examinations		
1. Admission test fee	-	-
2. Annual Examination fee	-	-
3. Mark sheet, certificate fee	-	-
4. Entrance examination fee	852.49	352.75
Total (B)	852.49	352.75
Other fees		
1. Identity card fee	-	-
2. Fine/Miscellaneous fee	30.14	27.95
3. Medical fee	-	-
4. Transportation fee	-	-
5. Hostel fee	721.12	687.25
Total (C)	751.26	715.20
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	128.06	98.79
b) FDP Fees	4.06	23.00
c) CCBMDO Fees Received	65.04	65.49
e) Post Graduate Certificate Programme in Finance	55.30	-
f) Industry Interface Cell	1.44	-
2. Registration fee	-	-
Total (E)	253.90	187.28
Grand Total (A + B + C + D + E)	10,917.79	10,489.49

Sd/-

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Director

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**Schedules Forming Part of Income and Expenditure Account
For the Year Ended 31st March 2017**

SCHEDULE 10 - GRANTS / SUBSIDIES (IRREVOCABLE GRANTS RECEIVED)

(Rs. in Lakhs)

Particulars	Plan			Non Plan UGC	Total for 2015-16	Total for 2016-17
	Govt. of India	UGC				
		Plan	Specific Schemes			
Balance B/F	-	-	-	-	-	-
Add: Receipts during the year	-	-	-	-	90.00	90.00
Total	-	-	-	-	90.00	
Less: Refund to UGC	-	-	-	-	-	-
Balance	-	-	-	-	90.00	90.00
Less: Utilised for Capital expenditure (A)	-	-	-	-	-	-
Balance	-	-	-	-	90.00	90.00
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 the Year Ended 31st March 2017**

SCHEDULE 11- INCOME FROM INVESTMENTS

(Rs. in Lakhs)

Particulars	Earmarked/Endowment Funds		Other Investments	
	For the year 2016-17	For the year 2015-16	For the year 2016-17	For the year 2015-16
1) Interest				
a) On Government Securities	-	-	-	-
b) Other Bonds/Debentures	-	-	-	-
2) Interest on Term Deposits	7.63	6.63	-	-
3) Income accrued but not due on Term Deposits/ Interest bearing advances to employees	-	-	-	-
4) Interest on Savings Bank Accounts	-	-	-	-
5) Others	-	-	-	-
Total	7.63	6.63	-	-
Transferred To Earmarked/Endowment Funds	7.63	6.63	-	-
Balance	-	-	-	-

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Indian Institute of Management Indore

**Schedules Forming Part of Income and Expenditure Account
For the Year Ended 31st March 2017**

SCHEDULE 12- INTEREST EARNED

(Rs. in Lakhs)

Particulars	For the year 2016-17		For the year 2015-16	
1. On Savings Accounts with Scheduled Banks		34.20		28.15
2. On Loans				
a) Employees/Staff	-		-	
b) Others	-	-	-	-
3. On Debtors and Other Receivables				
a) Interest on Mobilization Advance	-		-	
b) Interest on Secured Advance	4.32	4.32	4.16	4.16
4. Others				
a) Interest on Term Deposits		1,646.91		1,595.50
Total		1,685.43		1,627.81

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Indian Institute of Management Indore

**Schedules Forming Part of Income and Expenditure Account
For the Year Ended 31st March 2017**

SCHEDULE 13- OTHER INCOME

(Rs. in Lakhs)

Particulars	For the year 2016-17		For the year 2015-16	
A. Income from Land & Buildings				
1. Hostel Room Rent (MDC Charges)	4.43		10.26	
2. License fee	28.43		23.60	
3. Hire Charges of Auditorium/ Playground/ Convention Centre, etc	-		-	
4. Electricity charges Recovered	22.52		17.79	
5. Water charges Recovered	-	55.38	-	51.65
Total (A)		55.38		51.65
B. Sale of Institute's publications		0.25		0.53
Total (B)		0.25		0.53
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 the Year Ended 31st March 2017**

SCHEDULE 13- OTHER INCOME

(Rs. in Lakhs)

Particulars	For the year 2016-17		For the year 2015-16	
D. Others				
1. Income from consultancy		1,333.99		852.52
2. RTI fees		-		-
3. Income from Royalty		-		-
4. Sale of application form (recruitment)		-		-
5. Misc. receipts (Sale of tender form, waste paper, Transport charges etc.)		99.47		94.57
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		0.18	
b) Swimming Pool Membership Fee	5.35		4.37	
c) Old Balances Written Back	4.06	9.61	4.84	9.39
Total (D)		1,443.07		956.48
Grand Total (A+B+C+D)		1,498.70		1,008.66

Sd/-

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Indian Institute of Management Indore

**Schedules Forming Part of Income and Expenditure Account
For the Year Ended 31st March 2017**

SCHEDULE 14 - PRIOR PERIOD INCOME

(Rs. in Lakhs)

Particulars	For the year 2016-17	For the year 2015-16
1. Academic Receipts	3.81	(8.82)
2. Income from Investments	-	-
3. Interest earned	-	2.84
4. FPM Grant from MHRD	-	230.00
5. Other Income	(4.34)	10.50
Total	(0.53)	234.52

Sd/-

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Indian Institute of Management Indore

**Schedules Forming Part of Income and Expenditure Account
For the Year Ended 31st March 2017**

SCHEDULE 15 - STAFF PAYMENTS & BENEFITS (ESTABLISHMENT EXPENSES)

(Rs. in Lakhs)

Particulars	For the year 2016-17			For the year 2015-16		
	Plan	Non Plan	Total	Plan	Non Plan	Total
(A) Teaching Staff:						
(a) Salaries & Wages	-	649.32	649.32	-	571.38	571.38
(b) Allowances and Bonus	-	939.92	939.92	-	800.59	800.59
(c) Contribution to Provident Fund	-	90.45	90.45	-	83.02	83.02
(d) Contribution to Other Fund	-	-	-	-	-	-
(e) Staff Welfare Expenses	-	-	-	-	-	-
(f) Retirement and Terminal Benefits	-	284.73	284.73	-	208.58	208.58
(g) LTC facility	-	-	-	-	-	-
(h) Medical facility	-	13.74	13.74	-	11.23	11.23
(i) Children Education Allowance (Tuition Fee Reimbursement)	-	7.74	7.74	-	7.28	7.28
(j) Honorarium (Faculty Workload)	-	368.52	368.52	-	353.20	353.20
(k) Others	-	-	-	-	-	-
(b) Non Teaching Staff:						
(a) Salaries & Wages	-	404.10	404.10	-	407.47	407.47
(b) Allowances and Bonus	-	462.18	462.18	-	458.16	458.16
(c) Contribution to Provident Fund	-	53.17	53.17	-	56.43	56.43
(d) Contribution to Other Fund	-	-	-	-	-	-
(e) Staff Welfare Expenses	-	48.57	48.57	-	46.28	46.28
(f) Retirement and Terminal Benefits	-	103.46	103.46	-	82.52	82.52
(g) LTC facility	-	-	-	-	-	-
(h) Medical facility	-	17.14	17.14	-	14.89	14.89
(i) Children Education Allowance (Tuition Fee Reimbursement)	-	13.85	13.85	-	13.30	13.30
(j) Honorarium	-	1.00	1.00	-	1.28	1.28
(k) Others	-	-	-	-	-	-
Total	-	3,457.89	3,457.89	-	3,115.61	3,115.61

Sd/-
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Director

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**Schedules Forming Part of Income and Expenditure Account
For the Year Ended 31st March 2017**

SCHEDULE 15A- EMPLOYEES RETIREMENT AND TERMINAL BENEFITS

(Rs. in Lakhs)

Particulars	Pension	Gratuity	Leave Encashment	Total
Opening Balance as on 01.04.2016	-	58.51	775.35	833.86
Addition: Capitalized value of Contributions Received from other Organizations	-	-	-	-
Total (a)	-	58.51	775.35	833.86
Less : Actual Payment during the year (b)	1.63	0.92	17.83	20.38
Balance Available on 31.03.2016 c = (a-b)	(1.63)	57.59	757.52	813.48
Provision required on 31.03.2017 as per Actuarial Valuation (d)	-	65.30	1,018.68	1,083.98
Add: Investment to the Gratuity Fund (e)	-	58.83	-	58.83
Less: Recoveries/Adjustments (f)	-	-	-	-
A. Provision to be made in the Current year (d-c+e-f)	1.63	66.54	261.16	329.33
B. Contribution to New Pension Scheme	59.12	-	-	59.12
C. Medical Reimbursement to Retired Employees	-	-	-	-
D. Travel to Hometown on Retirement	-	-	-	-
E. Deposit Linked Insurance Payment	-	-	-	-
Total (A + B + C + D + E)	60.75	66.54	261.16	388.45

Sd/-
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Director

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Indian Institute of Management Indore

**Schedules Forming Part of Income and Expenditure Account
For the Year Ended 31st March 2017**

SCHEDULE 16 - ACADEMIC EXPENSES

(Rs. in Lakhs)

Particulars	For the year 2016-17			For the year 2015-16		
	Plan	Non Plan	Total	Plan	Non Plan	Total
a) Laboratory Expenses	-	-	-	-	-	-
b) Field Work/ Participation in Conferences Expenses	-	151.27	151.27	-	149.11	149.11
c) Expenses on Seminars/Workshops						
- Seminar/Conference/Workshop Exp.	-	6.73	6.73	-	6.52	6.52
- PAN IIM Conference Exp.	-	0.03	0.03	-	22.96	22.96
- CERE 2016	-	14.28	14.28	-	-	-
- AIB India 2016 Conference Exp	-	2.28	2.28	-	-	-
d) Payment to Visiting Faculty	-	3.32	3.32	-	5.30	5.30
e) Examination	-	-	-	-	-	-
f) Student Welfare Expenses	-	18.70	18.70	-	18.14	18.14
g) Admission Expenses	-	475.07	475.07	-	347.89	347.89
h) Convocation expenses	-	93.14	93.14	-	57.28	57.28
i) Publications	-	2.14	2.14	-	4.56	4.56
j) Stipend/Means cum- Merit Scholarship	-	280.26	280.26	-	372.39	372.39
k) Subscription Expenses	-	-	-	-	-	-
l) Others						
- Hostel Expenses	-	26.29	26.29	-	18.58	18.58
- PGP Expenses	-	347.38	347.38	-	293.46	293.46
- EPGP Expenses	-	225.88	225.88	-	223.11	223.11
- FPM Expenses	-	67.96	67.96	-	69.20	69.20
- FPM Industry Expenses	-	4.39	4.39	-	3.09	3.09
- IPM Expenses	-	163.97	163.97	-	161.16	161.16
- PGP Mumbai Expenses	-	480.36	480.36	-	415.46	415.46
- PGPMX Mumbai Expenses	-	139.89	139.89	-	28.30	28.30
- PGPMX RAK UAE Expenses	-	-	-	-	8.33	8.33
- PGP RAK Expenses	-	-	-	-	0.48	0.48
- MDP Expenses	-	54.38	54.38	-	57.05	57.05
- FDP Expenses	-	4.91	4.91	-	5.42	5.42
- CCBMDO/PGCPF Expenses	-	38.22	38.22	-	6.17	6.17
- Placement Expenses	-	39.69	39.69	-	44.22	44.22
- Industry Interface Cell	-	3.10	3.10	-	1.20	1.20
- Accreditation Fees	-	36.41	36.41	-	8.67	8.67
Total	-	2,680.05	2,680.05	-	2,328.05	2,328.05

Sd/-

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Indian Institute of Management Indore

**Schedules Forming Part of Income and Expenditure Account
For the Year Ended 31st March 2017**

SCHEDULE 17 - ADMINISTRATIVE AND GENERAL EXPENSES

(Rs. in Lakhs)

Particulars	For the year 2016-17		For the year 2015-16		
	Non Plan	Total	Plan	Non Plan	Total
A Infrastructure :					
a) Electricity and power	462.63	462.63	-	454.02	454.02
b) Water charges	49.19	49.19	-	49.33	49.33
c) Insurance	6.85	6.85	-	5.30	5.30
d) Rent, Rates & Taxes (including Property Tax)	-	-	-	-	-
B. Communication					
e) Postage & Stationery	1.34	1.34	-	1.05	1.05
f) Telephone, Fax and Internet Charges					
- Telephone Expenses & Others	9.31	9.31	-	7.76	7.76
- Internet Charges	15.81	15.81	-	15.02	15.02
- Software (Annual Subscription)	29.73	29.73	-	18.36	18.36
C. Others					
g) Printing and Stationary	19.23	19.23	-	18.86	18.86
h) Traveling and Conveyance Expenses	53.37	53.37	-	49.60	49.60
i) Hospitality	1.56	1.56	-	0.53	0.53
j) Auditors Remuneration	2.34	2.34	-	1.37	1.37
k) Professional & Legal Charges	24.42	24.42	-	31.42	31.42
l) Advertisement and Publicity	4.04	4.04	-	5.37	5.37
m) Magazines & Journals	8.96	8.96	-	8.56	8.56
n) Others					
- Sports Complex Expenses	13.03	13.03	-	12.07	12.07
- Events Expenses	18.07	18.07	-	20.07	20.07
- Medical Centre General Expenses	1.73	1.73	-	3.27	3.27
- Board & Committee Meeting Expenses	3.27	3.27	-	2.55	2.55
- Newspaper & Periodicals	1.07	1.07	-	0.76	0.76
- Campus Maintainance	0.55	0.55	-	0.66	0.66
- Catering Exp.	13.36	13.36	-	11.08	11.08
- Recruitment	6.61	6.61	-	4.71	4.71
- Housekeeping Services.	288.05	288.05	-	256.81	256.81
- Services & Contracts	790.99	790.99	-	701.17	701.17
- Institutional Membership	8.45	8.45	-	7.91	7.91
- Office Expenses	1.60	1.60	-	1.42	1.42
- Bank Charges	1.13	1.13	-	1.25	1.25
Total	1,836.69	1,836.69	-	1,690.28	1,690.28

Sd/-

CA Anil K. Juyal
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Director

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Indian Institute of Management Indore

**Schedules Forming Part of Income and Expenditure Account
For the Year Ended 31st March 2017**

SCHEDULE 18 - TRANSPORTATION EXPENSES

(Rs. in Lakhs)

Particulars	For the year 2016-17			For the year 2015-16		
	Plan	Non Plan	Total	Plan	Non Plan	Total
1. Vehicles (owned by institution)						
a) Running expenses	-	35.25	35.25	-	33.83	33.83
b) Repairs & maintenance	-	8.69	8.69	-	11.67	11.67
c) Insurance expenses	-	3.81	3.81	-	3.68	3.68
2. Vehicle taken on rent/ lease						
a) Rent/Lease Expenses	-	-	-	-	-	-
3. Vehicle (Taxi) Hiring Expenses	-	1.71	1.71	-	1.08	1.08
Total	-	49.46	49.46	-	50.26	50.26

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Director

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**Schedules Forming Part of Income and Expenditure Account
For the Year Ended 31st March 2017**

SCHEDULE 19 - REPAIRS & MAINTENANCE

(Rs. in Lakhs)

Particulars	For the year 2016-17			For the year 2015-16		
	Plan	Non Plan	Total	Plan	Non Plan	Total
a) Buildings	-	345.81	345.81	-	13.70	13.70
b) Furniture & Fixtures	-	0.16	0.16	-	1.59	1.59
c) Plant & Machinery	-	37.22	37.22	-	27.18	27.18
d) Office Equipment	-	-	-	-	-	-
e) Computers	-	21.50	21.50	-	21.92	21.92
f) Laboratory & Scientific Equipment	-	-	-	-	-	-
g) Audio Visual Equipment	-	-	-	-	-	-
h) Cleaning Material & Services	-	-	-	-	-	-
i) Book Binding Charges	-	0.98	0.98	-	1.00	1.00
j) Gardening	-	5.11	5.11	-	4.90	4.90
k) Estate Maintenance						
- Sewage Treatment Plant	-	20.88	20.88	-	6.46	6.46
- R&M(Central Airconditioning Plant)	-	7.79	7.79	-	19.03	19.03
- Electricals	-	4.99	4.99	-	13.78	13.78
- Hostel Building	-	-	-	-	-	-
l) Others	-	-	-	-	-	-
Total	-	444.44	444.44	-	109.56	109.56

Sd/-

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Indian Institute of Management Indore

**Schedules Forming Part of Income and Expenditure Account
For the Year Ended 31st March 2017**

SCHEDULE 20 - FINANCE COSTS

(Rs. in Lakhs)

Particulars	For the year 2016-17			For the year 2015-16		
	Plan	Non Plan	Total	Plan	Non Plan	Total
a) Bank charges	-	-	-	-	-	-
b) Others	-	-	-	-	-	-
Total	-	-	-	-	-	-

Sd/-
CA Anil K. Juyal
Advisor (F&A)

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

Sd/-
Prof. Rishiksha T. Krishnan
Director

Place : Indore
Date : 29th November, 2017

Indian Institute of Management Indore

**Schedules Forming Part of Income and Expenditure Account
For the Year Ended 31st March 2017**

SCHEDULE 21 - OTHER EXPENSES

(Rs. in Lakhs)

Particulars	For the year 2016-17			For the year 2015-16		
	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	-	0.27	0.27
c) Grants/Subsidies to other institutions/ organisations	-	-	-	-	-	-
d) Others						
- Safety Expenses	-	0.47	0.47	-	-	-
- Equalization Levy	-	0.09	0.09	-	-	-
- Interest on Service Tax	-	0.24	0.24	-	0.12	0.12
- Interest on TDS/TCS	-	0.31	0.31	-	0.66	0.66
- Miscellaneous Expenses	-	0.21	0.21	-	0.20	0.20
- Loss on Currency Fluctuations	-	0.85	0.85	-	1.23	1.23
- Loss on Sale of Assets	-	4.50	4.50	-	6.33	6.33
- Consultancy & Incompany Training	-	647.05	647.05	-	383.43	383.43
- School Adoption Programme Expenses	-	1.49	1.49	-	6.44	6.44
Total	-	655.37	655.37	-	398.68	398.68

Sd/-

CA Anil K. Juyal
Advisor (F&A)

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Chief Administrative Officer

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Prof. Rishikesha T. Krishnan
Director

Place : Indore

Date : 29th November, 2017

Indian Institute of Management Indore

**Schedules Forming Part of Income and Expenditure Account
For the Year Ended 31st March 2017**

SCHEDULE 22 - PRIOR PERIOD EXPENSES

(Rs. in Lakhs)

Particulars	For the year 2016-17			For the year 2015-16		
	Plan	Non Plan	Total	Plan	Non Plan	Total
1. Establishment Expenses	-	(1.83)	(1.83)	-	1.28	1.28
2. Academic Expenses	-	7.50	7.50	-	4.90	4.90
3. Administrative Expenses	-	10.34	10.34	-	2.39	2.39
4. Transportation Expenses	-	-	-	-	-	-
5. Repairs & Maintenance	-	31.07	31.07	-	3.33	3.33
6. Other Expenses						
- Depreciation	-	505.30	505.30	-	-	-
- Other Expenses	-	1.90	1.90	-	1.80	1.80
Total	-	554.28	554.28	-	13.70	13.70

Sd/-

CA Anil K. Juyal
Advisor (F&A)

Sd/-

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

Sd/-

Prof. Rishikesh T. Krishnan
Director

Place : Indore

Date : 29th November, 2017

Indian Institute of Management Indore

24. 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 are recognized on the basis of accrual method of accounting. However income pertaining to CAT is recognized in the year of receipt.

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 costing less than Rs. 5000/- are depreciated @95% in the year of purchase.

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 Plan grants utilized towards the capital cost of setting up the Institute is treated as Capital Fund for Fixed Assets.

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.

Indian Institute of Management Indore

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 initially has been 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

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 capital expenditure.

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. 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/-

CA Anil K. Juyal
Advisor (F&A)

Sd/-

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

Sd/-

Prof. Rishiksha T. Krishnan
Director

Place : Indore

Date : 29th November, 2017

Indian Institute of Management Indore

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 is currently in appeal at the Central Appellate Tribunal.

2. CAPITAL COMMITMENTS

Estimated value of contracts remaining to be executed on capital account and not provided for (net of advances) Rs. 394.73 Lakhs (Previous year Rs. 159.70Lakhs).

3. GOVERNMENT GRANT

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

S.No.	Particulars	Financial Year	
		2016-17	2015-16
1.	For IIM Indore		
a.	Grant-in-Aid	Nil	Nil
b.	Plan Grant - FPM grant	Nil	Rs. 230.00 Lakhs
c.	Non Plan Grant - PAN IIM Conference	Nil	Rs. 90.00 Lakhs
2.	For IIM Sambalpur		
a.	Plan Grant	Rs. 500.00 Lakhs	Rs. 1000.00 Lakhs
b.	Non Plan Grant	Nil	Nil

4. RETIREMENT BENEFITS

- a. Leave Encashment: - During the current year, a provision of Rs. 260.10 Lakhs (Previous year Rs. 180.04 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. 17.83 Lakhs (Previous year Rs. 1.02 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. 2.25 Lakhs (Previous year Rs. 2.18 Lakhs) was paid towards the Insurance premium and a provision of Rs. 65.30 Lakhs (Previous year Rs. 58.83 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.
- c. The disclosures with respect to Actuarial assumptions for Gratuity as per AS-15 are given below:

S.No.	Actuarial Assumptions	2016-17	2015-16
1	Discount Rate	7.25 %	7.80 %
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. 1213.04 Lakhs (Previous year Rs. 3333.54 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. 41.89 Lakhs (Previous year Rs. 78.93 Lakhs) has been set aside for Research & Development activities of the institute.
6. Fixed assets including Work in Progress (WIP) created out of Infrastructure fund are depicted in Schedule 4C & 4D.
7. In the opinion of the Management, the current assets, loans and advances have a value on realization in the ordinary course of business, equal at-least to the aggregate amount shown in the Balance Sheet.
8. In view of the tax exempt status of the Institute and there being no taxable income under Income Tax Act 1961, no provision for Income Tax has been considered necessary.

9. FOREIGN CURRENCY TRANSACTIONS

S.No.	Particulars	Current Year	Previous year
9.1	Earnings- Fees	Rs. 3.57 Lakhs	Rs. 15.26 Lakhs
9.2	Expenditure in foreign currency	Rs. 616.08 Lakhs	Rs. 438.25 Lakhs

10. During the current year, a provision of Rs. 1.90 Lakhs (Previous year Rs. 1.37 Lakhs) has been made towards C&AG audit fees for F.Y. 2016-17 on the basis of actual fees paid for F.Y.2015-16.
11. During the year, Scholarship of Rs. 127.69 Lakhs (Previous year Rs. 305.32 Lakhs) was received. Out of this, Scholarship of Rs. 127.69 Lakhs (Previous year Rs. 305.32 Lakhs) was paid to respective students and balance amount of Rs. Nil (Previous year Rs. Nil) is payable at the year end.
12. The fixed deposits generated & liquidated out of auto roll facility in saving bank accounts have been shown on net basis in Receipts & Payments Account.

13. The saving banks accounts having negative balance have underlying balance under autoroll fixed deposits.
14. Investments earmarked against Infrastructure Fund (Rs. 7567.01 Lakhs), Research Fund (Rs. 54.77 Lakhs) and General Fund (Rs. 1000 Lakhs) are included in the "IIM Indore FDR" balance of Rs. 22707.57 Lakhs shown under Current Assets.
15. A portion of boundary wall grouped under fixed assets having w.d.v. of Rs. 6.15 Lakhs collapsed due to heavy rainfall has been written off during F.Y. 2015-16. The Institute has filed Insurance claim with the insurance company against which an amount of Rs. 0.08 Lakhs was received on 20.12.2016 as per terms of the policy which included no claim admissibility for loss up to Rs. 5 lakhs as per the excess clause.
16. An amount of Rs. 9195.67 Lakhs lying under WIP as on 31st March, 2016 has been capitalized during the year after settlement of dispute by Disputes Redressal Committee for work carried out by M/s Rajdeep Buildcon Pvt. Ltd. under Group V Buildings comprising Hostel Blocks, Sky walk with Clock Tower, Administrative Building, Faculty Residences, Main Gate and Allied services. As part of settlement arrived at, date of completion of project has been agreed to as 16th January, 2016. Accordingly, assets lying under WIP have been capitalized and an amount of Rs. 504.86 Lakhs has been charged to Prior Period Expenses Account towards depreciation for the financial year 2015-16.
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. Figures have been rounded off in thousands and shown accordingly under respective heads.
19. Corresponding figures for the previous year have been regrouped / rearranged, wherever necessary.
20. Schedules 1 to 24 are annexed to and form an integral part of the Balance Sheet as at 31-3-2017, the Income & Expenditure Account and the Receipts & Payment Account for the year ended 31-03-2017.

Sd/-
CA Anil K. Juyal
Advisor (F&A)

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

Sd/-
Prof. Rishikesh T. Krishnan
Director

Place : Indore
Date : 29th November, 2017

Indian Institute of Management Indore
Receipts & Payments Account for the Financial Year 2016-17

(Rs. in Lakhs)

RECEIPTS		2016-17		2015-16	PAYMENTS		2016-17		2015-16
I	Opening Balances								
	a) Cash in Hand	0.19	20,046.36	18,432.78	I.	Expenditure	2.76	579.24	449.56
	b) Bank Balances	-	-	0.20		Prior Period Expenses	107.22	-	-
	i) in Current accounts	18,892.64	-	-		Establishment Expenditure	256.38	90.50	90.50
	j) in Deposits accounts	1,153.53	14,474.18	14,474.18		Academic Expenses	26.13	173.39	173.39
	ii) Savings accounts	-	3,958.40	3,958.40		Administration Expenses	41.95	20.60	20.60
						Transportation Expenses	144.80	46.18	46.18
						Repair & Maintenance	-	118.89	118.89
II.	Grants Received		500.00	1,320.00	II.	Payment against Earmarked / Endowment Fund	-	2.34	2.28
	a) From Govt. of India -	-	-	-					
	- Grant In Aid (Plan)	-	-	230.00					
	- FPM (Plan)	-	-	90.00					
	- PAN IIM Conference	-	-	1,000.00					
	- For IIM Sambalpur	500.00	-	-					
	b) State Government	-	-	-					
	c) Other Sources	-	-	-					
III.	Academic Receipts		10,540.29	10,294.03	IV.	Payments against Sponsored Fellowships and Scholarships	98.66	127.69	201.28
	Fees Income	10,540.29	-	10,294.03		Central Govt.	15.18	-	186.58
		-	-	-		Institutional Bodies	13.85	-	8.85
		-	-	-		State Govt.	-	-	5.85
IV.	Receipts against Earmarked / Endowment Fund	-	-	-	V.	Investments and Deposits made	-	1,270.40	3,752.90
		-	-	-		a) Out of Earmarked/Endowments funds	1,270.40	-	-
V.	Receipts against Sponsored Projects/Schemes	-	-	-		b) Out of own funds (Investments Others)	-	3,752.90	3,752.90
VI.	Receipts against Sponsored Fellowships and Scholarships		127.69	164.61	VI.	Term Deposits with Scheduled bank	-	-	-
	Central Govt.	98.66	-	147.91					
	Institutional Bodies	15.18	-	10.85	VII.	Expenditure on Fixed Assets and Capital Work-in-Progress	-	-	-
	State Govt.	13.85	-	5.85		a) Fixed Assets	-	-	-
		-	-	-		b) Capital Worksin-Progress	-	-	-
VII.	Income on Investments From		-	-	VIII.	Other Payments including statutory payments	-	14,156.54	14,286.02
	a) Earmarked / Endowment Fund	-	-	-		EMD / SD / Retention Money	1,322.01	-	3.88
	b) Other Investments- Corpus	-	-	-		Statutory Liability	6.39	-	1,390.24
		859.31	894.33	876.03		Provisions	8,076.11	-	0.07
		-	-	847.61		Sundry Creditors	2,367.45	-	9,309.63
VIII.	Interest Received on		-	28.42		Other Liabilities	-	-	2,399.00
	a) Bank Deposits	-	-	-					
	b) Loans and Advances	-	-	-					
	c) Saving Bank Accounts	35.03	-	-					

Indian Institute of Management Indore
Receipts & Payments Account for the Financial Year 2016-17

(Rs. in Lakhs)

RECEIPTS	2016-17	2015-16	PAYMENTS	2016-17	2015-16
IX. Investments encashed		3,752.88			
Interest on Corpus Fund	28.24	378.81	CAT Account	4.35	11.27
Fixed Deposit-Corpus Fund A/c.	1,241.65	3,374.07	IIM Sambalpur	2,380.23	1,171.93
X. Term Deposit with Scheduled Banks encashed			IX. Refund of Grants	-	-
Interest Earned	-	-	X. Deposits and Advances	133.41	275.15
	807.57	754.64	Deposit- Assets	0.01	-
			Advance to Staff	13.53	8.05
XI. Other Income	60.47	45.11	Advance Fees Received	41.02	17.50
CAT Income	321.94	17.00	Deposit From Participants	78.35	242.89
			Advance to Others	0.50	6.71
XII. Deposits and Advances	56.43	41.28	Other Payments	34.96	3.46
Advance to Staff	30.89	16.34	Other Receivable	10.05	2.52
Advance to Others	20.45	24.94	Sundry Debtors	24.91	0.94
Deposit- Assets	5.09	-			
XIII. Miscellaneous Receipts including Statutory Receipts	1,528.81	1,324.57	Closing Balances	24,362.16	20,046.36
Other Receivable	4.49	0.50	a) Cash in Hand	0.17	0.19
Fixed Assets	0.86	1.17	b) Bank Balances		
Sundry Debtors	1,523.46	1,322.90	i) In Current accounts	0.58	-
			ii) In Deposits accounts	22,707.57	18,892.64
XIV. Any Other Receipts	4,512.96	1,994.08	iii) Savings accounts (Including Auto roll deposit)	1,653.84	1,153.53
CAT Account	1,519.30	1,115.06			
IIM Sambalpur	2,117.70	326.69	TOTAL	40,666.74	39,017.01
Deposit From Participants	498.07	350.69			
Advance Fees Received	57.22	28.38			
EMD / SD / Retention Money	79.07	31.11			
Other Liabilities	157.38	32.12			
Sundry Creditors	84.22	110.03			

Sd/-

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 Advisor (F&A)

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 Chief Administrative Officer

Sd/-

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 Director

Place : Indore

Date : 29th November, 2017



MDP



Learning Centre



Sports Complex



Liabrary



सिद्धिपूर्व प्रबन्धनम्
भा. प्र. सं. इन्दौर
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