



भारतीय प्रबंध संस्थान बेंगलूर
INDIAN INSTITUTE OF MANAGEMENT
BANGALORE



POST GRADUATE PROGRAMME IN
PUBLIC POLICY & MANAGEMENT
PGPPM 2017-2018

ONE-YEAR FULL-TIME RESIDENTIAL PROGRAMME

Developing leaders in Public Policy

PLACEMENTS BROCHURE

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About IIM Bangalore

Indian Institute of Management Bangalore is a leading research-focused business school in Asia with around 100 full-time faculty members, more than 1200 students across various long duration programmes and nearly 5000 annual Executive Education participants.

IIMB's logo carries a proclamation in Sanskrit, 'तेजस्वि नावधीतमस्तु' (tejasvi navadhitamastu), which translates as 'let our study be enlightening'. IIMB's mission is to nurture leaders and entrepreneurs by imparting holistic, and innovative education which is transformative, and to create impact through thought leadership.

Located in India's high technology capital, IIMB is in close proximity to some of the leading corporate houses in the country, ranging from information technology to consumer product companies, giving us the added advantage of integrating classroom knowledge with practical experience.

IIMB's long-duration post graduate programmes comprise the the one year full-time Executive Post Graduate Programme in Management (EPGP), the Fellow Programme in Management (FPM), the Post Graduate Programme in Enterprise Management (PGPEM), the Post Graduate Programme in Management (PGP) and the Post Graduate Programme in Public Policy and Management (PGPPM). All these programmes are very highly rated and IIMB alumni occupy senior managerial and academic positions around the world.

Along with ten disciplinary areas and five centres of excellence that offer courses and conduct research on interesting questions facing various sectors of industry, IIMB has three faculty recruiting centres – the Centre for Management Communication, the Centre for Public Policy, and the N S Raghavan Centre for Entrepreneurial Learning.

IIMB has just launched an India-Japan Study Centre to promote understanding of Japan in India and India in Japan through research, teaching and policy outreach efforts.

IIMB has key partnerships and collaborations with Goldman Sachs for women entrepreneurship, with Michael & Susan Dell Foundation for incubation of non-profits, and with NITI Aayog for scaling up.

IIMB is committed to make deep social impact using technology-enabled education. Towards this end, IIMB offers Massive Open Online Courses (MOOCs) through edX, a not-for-profit online initiative of Harvard and MIT that offers online courses from the world's best universities. IIMB is the first management school in India to offer MOOCs on the edX platform. IIMB is also the coordinating institute for management education for SWAYAM, GoI's online education platform.

IIMB has taken several steps, over the years, to meet the vision set for the institute. These include hiring high quality faculty, enhancing the quality of research, emphasizing internationalization, expanding its activities in the field of entrepreneurship, in both research and mentoring, scaling up in terms of student intake in all the programmes, deepening its engagement with the alumni, improving infrastructure, and improving administration and governance.

IIMB has been accredited by the EFMD Quality Improvement System (EQUIS) for a period of five years in 2016. EQUIS is a global school

accreditation system run by the European Foundation for Management Development (EFMD) that specializes in higher education institutions of management and business administration. The five-year accreditation, highest that EQUIS confers, is a testimony to the fact that the evaluating team was confident about IIMB's ability to sustain efforts undertaken to achieve excellent standards in education, internationalization and research.

IIMB has a vibrant Student Exchange Programme with several partner universities across North America, Europe, Asia, Australia and South America.

IIMB has deep engagements with international networks, such as the Global Network for Advanced Management (GNAM), which includes 29 eminent business schools around the world and Partnership in International Management (PIM), a consortium of more than 60 leading international business schools. The GNAM is convened by Yale University and includes INSEAD, London School of Economics and Fudan University, among others.

Being an active participant in the GNAM network, IIMB hosts Global Network Weeks (GNWs) in the months of March and October every year when international students from partner schools visit IIMB. The GNWs feature sessions by eminent faculty, guest speakers from the industry coupled with company visits. Likewise, several IIMB students enrol for the Global Network Weeks conducted around the world. IIMB faculty have also offered Small Network Open Courses (SNOC) to the GNAM partner schools.

On the anvil are plans to develop a second campus and have larger batch sizes of existing programmes. IIMB is on an exciting trajectory of expansion and growth and welcomes you to be part of this journey.



Let our study be enlightening



Message from the Director

Dear Recruiter,

Our one-year fulltime residential Post Graduate Programme in Public Policy and Management is a unique blend of public policy and management, providing a transformational experience targeted at developing leaders in public policy. The unique feature of this programme is learning to apply management concepts in the domain of policymaking.

For example, policymaking needs to take cognizance of various stakeholders in a considered and analytical manner. Marketing concepts of segmentation, targeting and positioning provide excellent frameworks towards this. Concepts of Data Analytics lend greater objectivity. Human Resource Management provides perspectives of how to go beyond bureaucracy. And so on...

Our students who join this programme come with a passion for understanding both the implications of public policy and how to influence public policy. They are exposed to a variety of management subjects which are customized for the public policy domain.

Apart from learning from one another and the high calibre faculty, they also have an opportunity to interact with policymakers, both within the programme and as part of a Speaker Series and workshops. They get to choose from a wide range of electives. They have been exposed to an International Immersion with a top-rated global public policy school. The participants also do a Comprehensive Policy Project.

IIMB faculty involved with this programme have very rich experience of analysing public policy and contributing to the policymaking process. While such faculty are spread across various Areas, we also have a nodal group under a Centre for Public Policy. This Centre gives IIMB a distinctive edge, both in terms of academic capability and in engaging with the public policy ecosystem.

Our students thus come with a distinguishing capability for building a career in any domain wherein the public policy interface is significant.

Prof. G. Raghuram
Director, IIM Bangalore

Message from the Chairperson, PGPPM

Dear Recruiter,

The Post Graduate Programme in Public Policy and Management (PGPPM) is a unique programme offered by Indian Institute of Management Bangalore (IIMB). The programme was launched in 2002 and the current batch is the 16th batch of students graduating from the programme. It is a 'one-of-its-kind' programme, started with the aim of improving efficiency and leadership skills among policy-makers and administrators and exposing the participants to current issues in management. The initial mandate of the programme was mid-career training to Group A officers of the Government of India. Having made its mark with the civil services and based on the persistent demand from the market, IIMB opened the programme to non-government participants in 2008.

Since opening up the programme to the non-government participants, IIMB has been making a concerted effort to reach out to those in the non-governmental and corporate sectors keen to build a career in the public / governmental space. One of the reasons for this is that in the current environment, the private sector (both the for-profit and the not-for-profit) is increasingly actively engaged with the public sector, such as health, education, infrastructure and even utilities. It is increasingly occupying a critical share of the public system, in keeping with the global trend. Public Private Partnership Projects (PPP), Government Approvals and Clearances, Corporate Communications, Consulting, Advisory Services, Corporate Social Responsibility and a host of other similar roles require additional specific skills apart from the plain vanilla management skills. In this context, the Public Policy Programme at IIMB is extremely relevant to the organizations in positioning and targeting the relevant roles in both middle and senior management.

Your potential recruits, the PGPPM participants from the non-governmental cohort have the unique advantage of being part of the interactions between government and non-government participants in the classroom. Thus, they get to study and discuss policy issues with the bureaucrats and non-bureaucrats from close quarters.

The course has been structured as a one-year full-time on campus residential course. The topics that the participants are exposed to are a mix of Public Policy related courses as well as regular MBA courses. The first term of the course is oriented towards the Policy Module. Term II is an international immersion module – this year the students spent two weeks at the Maxwell School of Citizenship and Public Affairs, Syracuse University, USA. Terms III and IV, the students opt for policy related electives as well as electives from the other long duration programmes on campus. This helps them draw synergies from such programmes and equip themselves with core management skills, as well.



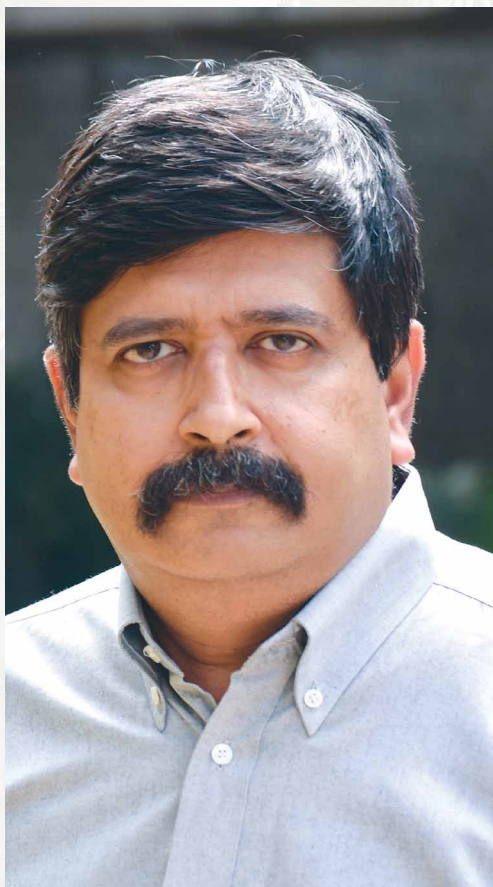
The PGPPM students are part of running the Policyspeaks@IIMB series, which exposes them to those in charge of policy-making at various levels of the governmental decision-making in India. At the end of the course, the participants are expected to bring out an informative comprehensive policy paper highlighting their learning from this course.

I strongly believe that the Post Graduate Programme in Public Policy and Management candidates are trained in a special and rigorous programme that combines IIMB's strength in management studies with the long experience it has, in training and executing projects for the public sector through its Centre for Public Policy (CPP). I am confident these PGPPM graduates will successfully undertake any suitable role in the organizations, especially those dealing in the public-private interface and having a citizen interface. The feedback that we have got from the previous batches of recruiters (Not-for-profit Foundations, State Governments, CSR Wings of Private Corporates, NGOs, etc.) reaffirms our beliefs.

The current batch of participants have at least five years of work experience in very specialized public policy related fields and have been selected through a rigorous selection process consisting of a written examination (CAT/GMAT), case analysis and in depth personal interviews. The PGPPM participants, therefore, possess a unique combination of innate capabilities and exceptional training.

I am sure that they will all be extremely successful in their future careers and wish them the best. I also take this opportunity to commend the non-governmental participants in the 16th PGPPM batch to you.

Prof. Sankarshan Basu



Message from Chairperson, Career Development Services

Dear Recruiters,

The Post Graduate Programme in Public Policy and Management (PGPPM) of Indian Institute of Management Bangalore (IIMB) is aimed at mid-career civil servants who are outside the government space but interested in the domain of public policy and management. The programme has over recent years been expanded to include many independent candidates along with the government sponsored ones. IIMB facilitates placement for only those who join PGPPM without nomination and sponsorship by the Government of India.

It is a pleasure to present to you the PGPPM batch of 2018. This batch has a unique blend of experience from the government as well as private and other non-governmental agencies and this composition creates a lot of experience-sharing opportunity in the class. These PGPPM participants have significantly benefited from the rich experiences of their classmates from both government and the non-government sectors.

These candidates have high quality prior work experience and they have taken the year-long study break at IIMB to hone their skills to take up more challenging roles. They are a valuable resource to organizations involved in public policy and social impact issues as well as corporates and consulting firms that are involved with or advise on these issues.

The PGPPM ensures that participants graduate as well-rounded professionals; both from the perspective of public policy and general management – a unique combination that is very difficult to find elsewhere. I am sure that you will find this batch of PGPPM participants suitable for your organizations' needs and look forward to your recruiting them into positions that match their calibre.

Prof Ganesh Prabhu

About the Programme

The one-year Post Graduate Programme in Public Policy Management (PGPPM) was introduced in 2002 by the Centre for Public Policy (CPP), which was established by IIMB with initial support from the Department of Personnel and Training, GoI and UNDP. PGPPM was extended to the non-government, 'open' candidates in 2008 and enables cross learning between participants from the private and public sectors.

Senior government officers and professionals from social, infrastructure and private sectors as well as future leaders find the programme useful in strengthening public policy and managerial skills in the current scenario where the boundary between the public and private sector is growing increasingly indistinct. It enables them to tackle new challenges in the context of liberalization, globalization and rapid technology change; and continuing burden of poverty, social exclusion and crisis.

Candidates from government and the non-government sectors interact, exchange and learn in one classroom, thus, deepening conceptual, technical and analytical skills for public policy making. They also get the opportunity of interactive sessions with eminent people in the Indian policy domain through the 'Policy Speaks' series. It helps in understanding the forces that shape the domestic and international environment for public policy.

The participants undertake a Comprehensive Policy Paper which helps them to specialize in the chosen area in public policy field. The participants select a topic, and conduct an intensive study on policy issues or management challenges pertaining to it, under the guidance of a faculty. They initiate the study in Term 3 and submit by the end of Term 4. This is a key takeaway for both the participants and the sponsoring organizations.

The PGPPM has helped position IIMB's CPP as an important policy think tank. Its alumni have been instrumental in initiating new policies and steering policy changes in their roles. They have also made significant academic contributions through papers and books.

PGPPM alumni occupy senior positions in different ministries of the Government, the Railway Board, regulatory authorities like SEBI, TRAI and FMC, Planning Commission, UN bodies and many other important senior decision making positions in government and beyond. They also hold leadership positions in central and state PSUs like GAIL, BSNL, BMTCL and MAHDA, JN Port Trust in Mumbai and with NGOs and as consultants and analysts in the private sector.

Centre for Public Policy

The Centre for Public Policy (CPP) at IIMB was created in 2000 through a partnership agreement between the Department of Personnel and Training (DoPT), Government of India (GoI), United Nations Development Programme (UNDP), and IIMB.

The CPP has evolved into a leading policy think tank engaged in cutting-edge research, teaching, training and capacity-building. It works on improving development outcomes across the country and has pioneered the application of management disciplines for delivery of better public services and governance.

The CPP runs the country's leading Post Graduate Programme in Public Policy and Management (PGPPM). Its strong evidence-based research has focused on government innovations, regulation, policy-making, administrative and organizational reform, public-private partnerships and IT in government. It conducts various innovative and influential executive and doctoral programmes.

The CPP has been designated as a Centre of Excellence by the Ministry of Urban Development and by the Ministry of Housing and Urban Poverty Alleviation. Its work in the area of public policy is continuously being strengthened through collaborative networks and partnerships with other policy think tanks, policy professionals and practitioners around the world.

What is IIM Bangalore's PGPPM initiative?



The Post Graduate Programme in Public Policy and Management (PGPPM) is a key long duration programme offered by IIM Bangalore. The programme is aimed at future leaders from the civil services, social, infrastructure and private sectors who want to strengthen and build on their already acquired public policy and managerial skills in the current scenario; where the boundary between the public and private sector is growing increasingly indistinct.



This unique programme helps the future leaders engaged in public policy and management to tackle new challenges in the context of liberalization, globalization and rapid technology change; and continuing burden of poverty, social exclusion and crisis.



The Policy Collective

The Policy Collective is an assortment of two, faculty guided - student led, extra-curricular initiatives that reinforce the aims and experiences of the PGPPM. The two components of the policy collective are:

Policy Speaks Series

Policy Speaks is a series of interactive sessions that are meant to deepen the conceptual, technical and analytical skills of participants of the PGPPM and/or of the attending audience in general. These interactive sessions are conducted with eminent people who have had significant impact in policy planning and/or administration and can share invaluable

insights on the Public Policy domain in India. The Policy Speaks program, this year specifically, aims to build a platform to improve the Public Policy debate in the context of India and to simulate public discussion on various issues in debate.

Policy Blog

Policy Blog is a written, multimedia (multisensory) based catalogue of public policy analysis and commentary on various issues affecting the social, economic, and political realities of a nation. The policy blog aims to document current and emerging policy perspectives that reflect contemporary issues in Indian society.

Policy Speaks – Speaker Testimonials

"The PGPPM offered by IIMB is unique in several ways. The course has been comprehensively designed so that the student gets expertise in Management, Public Policy and Research. The international academic exposure, pedagogical innovation by acclaimed faculty, incisive case analysis, and highly vibrant intellectual environment makes the course distinct. I have personally gained substantially from the above course as it sharpened my administrative, academic and social skills to a greater extent. This course is suitable for persons who are aspiring to be leaders of change in the Government, Corporate and Non-profit sector."

Dr. Sibichen K Mathew, IRS

Commissioner of Income Tax &
Former Adviser, Telecom Authority of India



"I shared my thoughts on Ethics in Public Governance with the PGPPM batch of 2017-18. Given that I plumped for complete openness and transparency as the solvent, I was struck by the group's instant connect with the subject. They asked searching questions, including seeking ways to discern an intangible act as morally repugnant and intellectually dishonest. Given their diverse peer background that enables continual learning-in-progress, coupled with variegated academic inputs, I am sure there will be plenty takeaways, which they can put to test in real-life situations and demonstrate their efficacious innovations. I wish them the very best in their career."

Sudhansu Mohanty

Former Secretary to the Government of India, Controller General of Defence Accounts (CGDA) & Financial Adviser, Defence Services (FADS), Ministry of Defence

"I really enjoyed interacting with the PGPPM students because of their keen interest in learning, their thought-provoking and challenging questions, and their insightful perspectives. Their experience and maturity enable them to apply concepts to real-world situations and to think laterally, bringing together knowledge from different domains. I am very confident that outside class, they will be well-placed for successful careers ahead."

Dr. Kalpana Gopalan, IAS,

Additional Chief Secretary to Government,
DPAR (Administrative Reforms & Training)

Past Recruiters



List of Core Courses and Electives

Core Courses

- Public Policy Analysis
- Strategy for Public Policy
- Quantitative Methods for Policy Analysis
- Marketing for Public Policy
- Microeconomics for Policy Analysis
- Macroeconomics for Policy Analysis
- Financial Accounting
- Organizational Behavior

Electives

- | | |
|--|--|
| <ul style="list-style-type: none">• Public Policy• Infrastructure Development, Public Private Partnership and Regulations• States Market and Globalization• Indian Social and Human Development• Psychological Perspectives of Public Policy• Evaluating Public Policy• Legal and Institutional Dynamics• Management of Commercial Contracts• Public Finance• Economics of Global Commons• International Negotiations• Healthcare Economics: Theory and Practice• Indian Economy Policy Matters for Business• Strategy• Corporate Strategy• Strategic Management of Technology and Innovation• Product Strategy and Management• Strategy and the Sustainable Enterprise• Learning from Corporate Failures• Strategic Thinking & Decision Making• Strategic Management of Media and Entertainment Industry• Decision Sciences• Advanced Multivariate Data Analysis• Basic Quantitative Methods• Business Analytics and Intelligence• Business Forecasting• Marketing• Social Marketing• Brand Management• Pricing Essentials for Managers• Economics• Indian Economy and Policy Issues for Business• Macroeconomic Environment• Political Economy & Welfare Economics• International Macroeconomics• Current Economic Scenario• Management Regulation• Social Sciences• Embedding Leadership Excellence• Introduction to Modern Indian History | <ul style="list-style-type: none">• Imaging Indian Society and Culture through Indian Cinema• Spirituality and Self Development for Managers• Introduction to Spanish Language• Creativity in Arts, Design and Science• Personal Values, Goals and Career Options• Finance• Capstone Course in Financial Theory, Policy and Strategy• India Unincorporated• Corporate Valuation• Financial Appraisal of Projects• Rural Banking and Financial Inclusion• Production & Operations Management• Green Business Management• Social Entrepreneurship• Designing and Managing Programs• Project Portfolio and Program Management• Human Resources Management• Leadership for Policy Managers• Personal & Interpersonal Effectiveness• Workshop: East West Synthesis• Creating High Performance Organizations• Inspired Leadership through Personal Mastery• Workshop Courses• Design Thinking• Investing in and Leveraging your Social Networks for Professional Growth• Entrepreneurship in Action• Digital Marketing• Story Telling |
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Policy Papers/Projects

Students work on policy papers/projects that have significant impact. Here is a list of Comprehensive Policy Papers by the Class of 2017:

- Sustainable pension inclusion
- Reforms in electricity sector, Electricity Amendment Bill 2014
- Inclusive finance through community institutions
- Policy framework for cultural and creative Industries
- Why is the transition to organic agriculture slow? The experiences of Vidarbha farmers
- Withholding Tax (TDS): A non-invasive tool for greater compliance and revenue mobilization
- Sustaining quality of life in the cities
- Impact of mobile number portability on telecom service providers
- Establishing the roadmap for e-governance implementation in Income-Tax department
- Suggestions for anti-corruption agency in India based on a comparative study of anti-corruption structure in Indonesia, the USA and India
- Cyber security challenges & approaches
- Revenue management of Indian Railways freight business - role of guaranteed transit time and customer perception
- Key drivers for mobile banking adoption from Indian customer perspective
- Trends and dimensions of cross-border tax dodging in the Indian context
- Effects of economic growth on income inequality in India
- Policy framework for public private partnership in India
- Application of theory of planned behaviour for understanding intention to segregate waste at home
- Future of solar energy in India: A holistic perspective
- A business model for bridging the digital divide in India
- Place of supply rules for digital services
- Feasibility and competitiveness of date farming in India



International Immersion

(Maxwell School of Citizenship and Public Affairs, Syracuse University, New York)

The class spent Term II in Maxwell School of Citizenship and Public Affairs, New York. The focus of this international component was on providing global perspective on public policy issues and learning from the growth story of the United States of America.

Lectures were delivered by a number of Maxwell faculty members as well as administrative officers and consultants directly involved with policy making in the country. The training program gave students a chance to interact with accomplished academicians and leading practitioners in the field of public policy on various topics such as American Federalism, Political Institutions and Policy Change, Poverty and Social Welfare Policy, Trends in Public Sector Reform, U.S. Healthcare System, International Trade and Labor Markets, Citizen Participation in the Work of Government, Education Policy and Recent Reform Efforts in the U.S., Innovation Management in Government, Best Practices in Using Strategic Human Capital Management in Governance, Partnership for Public Service, to name a few.



Rural Immersion:

The Rural Immersion Programme is a programme designed to give the class a chance to observe the rural economy closely, and appreciate the active cooperative, entrepreneurship and cultural movement in the villages. The PGPPM Batch of 2016 spent three days with Deshpande Foundation India at their Hubballi Sandbox, and visited areas in, and at the outskirts of Hubballi, Karnataka.

The students had extensive interactions with top executives of Deshpande Foundation (DF), Akshaya Patra Foundation, Agastya International Foundation and other NGOs engaged in resolving local issues. Visit to DF's Sandbox Startups, an incubation program and DET's (Deshpande Educational Trust) skill building program enabled the students to interact with, and know more about, entrepreneurs delving with social problems. The students witnessed live demonstration of design thinking tools at various stages of ideation, prototyping and testing.

The immersion programme was also aimed at exposing students to agricultural initiatives in villages. Students travelled to villages, namely, Navalagund and Varur, to see a sustainable farm pond cost sharing model, borewell recharge and tree-base farming.

The students also visited Akshaya Patra's facility, a centralized kitchen that prepares 1.75 lakh meals in five hours, and Agastya International's Integrated Mega Science Center, that runs one of the biggest science education programs for school children.



Faculty Testimonials

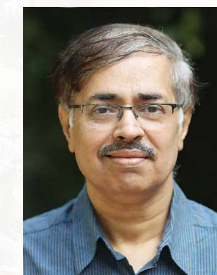
Prof Rupa Chanda, RBI Chair Professor in Economics

"The PGPPM students bring with them interesting field insights and a sensitive approach to real-world problems given their experience in the government and NGO sectors. It is always refreshing to teach them and to be challenged by their different perspectives on economic and social issues. This programme is positioned uniquely at IIMB as it contributes to public policy formulation and implementation. I wish this programme and its students much success."



Prof A Damodaran, IPR Chair Professor on IP Management (MHRD), Economics and Social Sciences

"The PGPPM stream at IIMB is a unique blend of cross-disciplinary focus coexisting with insightful praxis on key public policy issues. What adds to the capabilities of PGPPM participants is their exposure to functional management areas. In this sense, the programme offers a pool of talented public policy resources that is not easily available elsewhere."



Prof Gopal Naik, Dean Faculty, Economics and Social Sciences

"Post Graduate Programme in Public Policy and Management is an intensive course imbibing concepts and skills required to design, execute, monitor and evaluate public policy in the context of New Public Management."



N Ravi, Indian Foreign Service (Retd.) & Senior Fellow

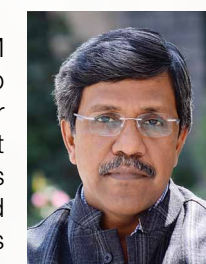
"The Post Graduate Programme in Public Policy and Management is distinctive in several respects. The design of the course is thorough, with a range and depth that enable the students, who themselves have many years of professional experience, to review what they have gathered, and look ahead with confidence on the basis of newly acquired skills. This enables them to appreciate facets of management, public policy and research, especially in the areas where they intersect and interconnect."



"The international academic exposure, the adoption of the case method for enlarging one's intellectual insight in various sectors of public policy, buttressed by the energetic educational environment, gives the PGPPM course its special character. I have personally gained from this course: it has honed my administrative, academic and analytical skills in a way that my ability to assess and evaluate a given situation has become a lot more sure-footed. All this arises from the robust pedagogical structure fashioned by acclaimed faculty across sectors. This year-long learning is a must for those aspiring to initiate change, whether in the government, the corporate or in the non-profit sector."

Prof PD Jose, Chairperson, Digital Learning, Strategy area

"I have had the privilege of interacting with the current batch of PGPPM students as a teacher. This is a highly competent and motivated group and our engagement through the strategy course aptly demonstrated their insights in the area of public policy and management. In an emerging context where public policy and private enterprise often intersect, these students bring to the table not just analytical rigour but also practical insights gleaned through year-long interactions with a peer group of bureaucrats, academics and researchers at IIM Bangalore. I believe that this group will be able to significantly contribute to the organizations which they eventually join."



Alumni Testimonials

“ The PGPPM is the perfect blend of experiential learning backed by strong theoretical frameworks. The class profile consists of a healthy mix of senior bureaucrats and social sector professionals. This unique batch composition, the only one of its kind in the country, ensures rich exchange of ground realities of successes, failures and challenges in creation and implementation of government policies, thus making the course very valuable. Having worked in multinationals and the social sector, I found the course to be of immense value. The intra-class discussions and policy-centric case study-based pedagogy are extremely enriching and the highlight of this course.

Prerna Wadikar
Consultant, Social Organization

“ I have to describe my experience at IIMB in just one word – fulfilling. When I joined the PGPPM, it seemed to offer a good mix of my personal interest and practical relevance. However, this programme has turned out to offer more than what I had expected. The programme highlights current and important issues like globalization, social inclusion, sustainable development, environmental impact, financial management and leadership. It focuses on strengthening conceptual, technical and analytical skills and knowledge required for public policy making. The use of case studies and project work allows us to envision how we would use these tools not only in our professional life but also at the personal level. What I like the best about this programme is that it offers perspectives of leading practitioners in the public policy making community.

Piyush Parag
DGM – Public Policy
Chartered Hotels Private Limited



Class Profile 2018

Senior Group ‘A’ Government Officers from different All India and Central Services and experienced candidates from private industries (Non-DoPT) form a diverse group to facilitate a unique peer learning opportunity within the classroom.

Class Profile: DoPT	
Indian Telecom Service	2
Indian Administrative Service	2
Indian Police Service	3
Indian Railway Service	1
Central Secretariat Service	1
Sashastra Seema Bal	1
Indian Defence Service of Engineers	1
Hindustan Aeronautics Limited	5
Class Profile: Non-DoPT	
Corporate Partnerships for CSR-NGO	1
Consultant (Development)	2
Corporate Law, Compliance Management	1
Education and Skill Development	1
Infrastructure and Finance	1
Total	22

Total number of students: 22

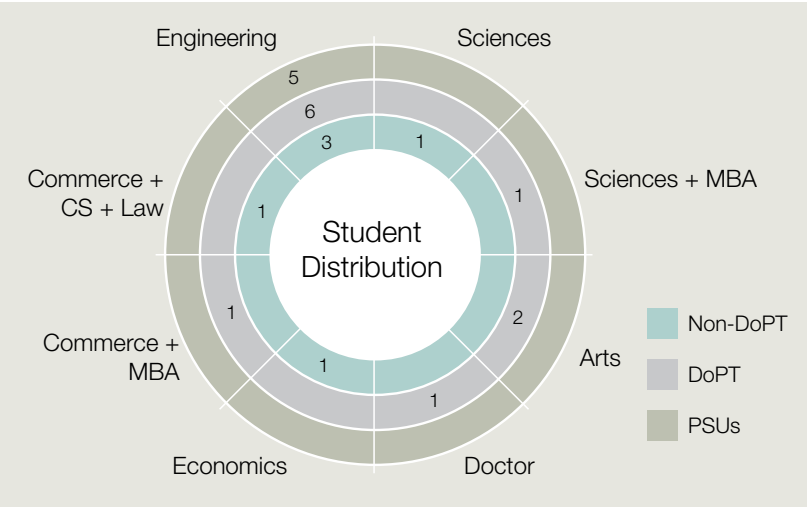
Candidates from government services: 11



Candidates from PSUs: 5



Non-DoPT candidates: 6



Faculty Profile

G Raghuram
Director, IIM Bangalore
Ph.D. (Northwestern University, USA)

CENTRE FOR MANAGEMENT COMMUNICATION

N Bringi Dev
PGDM, IIM Bangalore
Chairperson, Centre for Management Communication

CENTRE FOR PUBLIC POLICY

Rajalaxmi Kamath
Ph.D. (Michigan State University, USA)

Deepak Malghan
Ph.D. (University of Maryland, USA)

Shabana Mitra
Ph.D. (Vanderbilt University, USA)
IIMB Young Faculty Research Chair

Arnab Mukherji
Ph.D. (Pardee RAND Graduate School, USA)
Chairperson, Centre for Public Policy

G Ramesh
Fellow (IIM Ahmedabad)

M S Sriram
Fellow (IIM Bangalore)

Anil B Suraj
LLM (National Law School of India University, India)

Hema Swaminathan
Ph.D. (The Pennsylvania State University, USA)

DECISION SCIENCES AND INFORMATION SYSTEMS

Rajendra K Bandi
Ph.D. (Georgia State University, USA)
Chairperson, Admissions and Financial Aid

Arnab Basu
Ph.D. (Tata Institute of Fundamental Research, India)

Malay Bhattacharyya
Ph.D. (London School of Economics and Political Science, UK)

Shubhabrata Das
Ph.D. (University of North Carolina at Chapel Hill, USA)

Rahul Dé
Ph.D. (University of Pittsburgh, USA)
Hewlett-Packard ICT for Sustainable Economic Development
Chair Professor
Chairperson, Centre for Software & Information Technology
Management

U Dinesh Kumar
Ph.D. (IIT Bombay, India)
Chairperson, Decision Sciences and Information Systems
Chairperson, Executive Post Graduate Programme in
Management
Chairperson, Data Centre and Analytics Lab

Pulak Ghosh
Ph.D. (Oakland University, USA)

Enrico Gorgone*
Ph.D. (University of Calabria, Italy)

Ishwar Murthy
Ph.D. (Texas A & M University, USA)

Rajluxmi V Murthy
Ph.D. (Southern Methodist University, USA)
Chairperson, Committee on Disability

Rishideep Roy
Ph.D. (University of Chicago, USA)

Trilochan Sastry
Ph.D. (Massachusetts Institute of Technology, USA)

B Shekar
Ph.D. (IISc, India)

Shankar Venkatagiri
Ph.D. (Georgia Institute of Technology, USA)

ECONOMICS & SOCIAL SCIENCES

Ritwik Banerjee
Ph.D. (Aarhus University, Denmark)
IIMB Young Faculty Research Chair

Manaswini Bhalla
Ph.D. (Pennsylvania State University, USA)

Rupa Chanda
Ph.D. (Columbia University, USA)
RBI Chair Professor in Economics
Chairperson, Internal Committee

A Damodaran
Ph.D. (University of Kerala, India)
IPR Chair Professor on IP Management (MHRD)

Tirthatanmoy Das
Ph.D. (State University of New York at Binghamton, USA)
IIMB Young Faculty Research Chair

Anubha Dhasmana
Ph.D. (Johns Hopkins University, USA)

Souvik Dutta
Ph.D. (Penn State University, USA)
IIMB Young Faculty Research Chair

Subhashish Gupta
Ph.D. (University of Iowa, USA)

Vivek Moorthy
Ph.D. (University of California, USA)

Gopal Naik
Ph.D. (University of Illinois Urbana-Champaign, USA)
Dean, Faculty

Ramnath Narayanswamy
Ph.D. (EHESS, Paris)

Charan Singh
Post-doctoral (Harvard University and Stanford University, USA)

Vidhya Soundararajan
Ph.D. (Cornell University, New York)
IIMB Young Faculty Research Chair

Chetan Subramanian
Ph.D. (University of Southern California, USA)
Chairperson, Economics & Social Sciences

FINANCE & ACCOUNTING

Abhinav Anand
Ph.D. (The State University of New York at Stony Brook, USA)
IIMB Young Faculty Research Chair

V Ravi Anshuman
Ph.D. (University of Utah, USA)

S G Badrinath
Ph.D. (Purdue University, USA)
Canara Bank Chair Professor in Banking and Finance
Chairperson, Centre for Capital Markets and Risk
Management

Debarati Basu
FPM (IIM Calcutta)

Sankarshan Basu
Ph.D. (London School of Economics and Political Science, UK)
Chairperson, Post Graduate Programme in Public Policy &
Management

M Jayadev
Ph.D. (Osmania University, India)

Ana Marques
Ph.D. (University of Texas at Austin, USA)

Shashidhar Murthy
Ph.D. (Columbia University, USA)

M S Narasimhan
Ph.D. (University of Madras, India)
Chairperson, Post Graduate Programme in Management

P C Narayan
Ph.D. (IIT Madras, India)
Chairperson, ERP Implementation Committee

R Narayanaswamy
Ph.D. (University of New South Wales, Australia)

Venkatesh Panchapagesan
Ph.D. (University of Southern California, USA)
Chairperson, Real Estate Research Initiative

Srinivasan Rangan
Ph.D. (University of Pennsylvania, USA)

G Sabarinathan
Ph.D. (National Law School of India University, India)

Padmini Srinivasan
Ph.D. (National Law School of India University, India)
Chairperson, Finance and Accounting

Raghavan Srinivasan
Fellow (IIM Ahmedabad, India)

Ashok Thampy
Ph.D. (Purdue University, USA)

Anand Venkateswaran
Ph.D. (Georgia State University, USA)

MARKETING

Seema Gupta
Ph.D. (Mohanlal Sukhadia University, India)
Chairperson, Post Graduate Programme in Enterprise
Management

Sreelata Jonnalagedda
Ph.D. (The University of Texas at Austin, USA)
IIMB Chair of Excellence

Nagasimha Balakrishna Kanagal
Ph.D. (University of Texas at Dallas, USA)
Chairperson, Marketing
Chief Editor, IIMB Management Review

Ashish Kumar
Ph.D. (The State University of New York at Buffalo, USA)

Preeti Krishnan Lydem
Ph.D. (University of Manitoba, Canada)

Ashis Mishra
Ph.D. (Utkal University, India)
Chairperson, Library Committee

YLR Moorthi
Ph.D. (Bharathidasan University, India)

Prithwiraj Mukherjee
Ph.D. (ESSEC Business School, France)
IIMB Young Faculty Research Chair

Avinash G Mulky
Ph.D. (IIT Bombay, India)

Srinivas Prakhya
Ph.D. (Carnegie Mellon University, USA)

S Ramesh Kumar
Ph.D. (Madras University, India)
IIMB Chair of Excellence

G Shainesh
Fellow (IIM Bangalore, India)
Chairperson, Initiatives on Consumer Insights

NADATHUR S RAGHAVAN CENTRE FOR ENTREPRENEURIAL LEARNING (NSRCEL)

Suresh Bhagavatula
Ph.D. (Vrije Universiteit, The Netherlands)
Chairperson, Entrepreneurial Ecosystem Development,
NSRCEL

Srivardhini K Jha
Fellow (IIM Bangalore, India)
IIMB Young Faculty Research Chair

K Kumar
Fellow (IIM Bangalore, India)
Chairperson, Academic Programmes, NSRCEL

Dalhia Mani
Ph.D. (University of Minnesota, USA)
IIMB Young Faculty Research Chair

Saras D Sarasvathy
Ph.D. (Carnegie Mellon University, USA)
Jamuna Raghavan Chair Professor in Entrepreneurship,
NSRCEL

ORGANIZATIONAL BEHAVIOR & HUMAN RESOURCES MANAGEMENT

Mukta Kulkarni
Ph.D. (University of Texas at San Antonio, USA)
Chairperson, Organizational Behavior & Human Resources
Management
Mphasis Chair for Digital Accessibility & Inclusion

Pearl Malhotra
Fellow (IIM Ahmedabad, India)

Sari S.A. Mattila <i>Ph.D. (Tampere University of Technology, Finland)</i>
Kanchan Mukherjee <i>Ph.D. (INSEAD, France)</i>
Shibashis Mukherjee <i>Ph.D. (Indiana University, USA)</i> IIMB Young Faculty Research Chair
Sourav Mukherji Fellow (IIM Bangalore, India) Dean, Academic Programmes
Abhoy K Ojha <i>Ph.D. (University of Alberta, Canada)</i>
Ramya Ranganathan <i>Ph.D. (London Business School, England)</i>
R Ravi Kumar <i>Ph.D. (Andhra University, India)</i>
Vasanthi Srinivasan Fellow (IIM Bangalore, India) Chairperson – Alumni Relations Chairperson, Ethics and Code of Conduct
Ritu Tripathi <i>Ph.D. (University of Illinois at Chicago, USA)</i> Chairperson, Behavioural Sciences Lab
Jayaram S Uparna <i>Ph.D. (Northwestern University, USA)</i> IIMB Young Faculty Research Chair

PRODUCTION & OPERATIONS MANAGEMENT

Jishnu Hazra <i>Ph.D. (University of Rochester, USA)</i> Chairperson, Research & Publications & C-DOCTA
D Krishna Sundar <i>Ph.D. (IIT Kharagpur, India)</i> Chairperson, Production & Operations Management Chairperson, Centre for Enterprise Resource Planning Chairperson, India-Japan Study Centre
B Mahadevan <i>Ph.D. (IIT Madras, India)</i>
Siddharth Mahajan <i>Ph.D. (University of Pennsylvania, USA)</i>
L S Murty Fellow (IIM Ahmedabad, India)
Amar Sapra <i>Ph.D. (University of Cornell, USA)</i> Chairperson, Supply Chain Management Centre IIMB Chair of Excellence
Haritha Saranga <i>Ph.D. (University of Exeter, UK)</i>
Rajeev R Tripathi <i>Ph.D. (IIT Madras, India)</i> IIMB Young Faculty Research Chair
Anshuman Tripathy <i>Ph.D. (Massachusetts Institute of Technology, USA)</i> IIMB Chair of Excellence
Nishant Kumar Verma Fellow (IIM Calcutta, india) IIMB Young Faculty Research Chair

STRATEGY

Pranav Garg <i>Ph.D. (University of Michigan, USA)</i>
PD Jose Fellow (IIM Ahmedabad, India) Chairperson, Digital Learning
Rishikesh T Krishnan Fellow (IIM Ahmedabad, India)
Rejie George Pallathitta <i>Ph.D. (Tilburg University, The Netherlands)</i> IIMB Chair of Excellence Chairperson, Fellow Programme in Management Chairperson, Centre for Corporate Governance & Citizenship
Murali Patibandla <i>Ph.D. (Jawaharlal Nehru University, India)</i>
Ganesh N Prabhu Fellow (IIM Ahmedabad, India) Chairperson, Career Development Services
S Raghunath <i>PDF (Graduate School of Business, Stanford University, USA)</i>
J Ramachandran Fellow (IIM Ahmedabad, India) IIMB Chair of Excellence
Deepak Kumar Sinha <i>Ph.D. (Massachusetts Institute of Technology, USA)</i>
R Srinivasan Fellow (IIM Ahmedabad, India) Chairperson, Executive Education Programmes
Sai Yayavaram <i>Ph.D. (The University of Texas at Austin, USA)</i> IIMB Chair of Excellence Chairperson, Strategy

* visiting faculty



Placement Procedure for Non-DoPT Students



Pre-Placement Interaction:
This is a platform for interaction between the students and the company representatives where details regarding profile of the company, key aspects of its business, work environment and opportunities are made available to the students. This is followed by a question-answer session. Companies can also share information over e-mails if they are unable to come for the PPTs.



Application:
Interested students apply to the company through the Career Development Services (CDS) Office. A detailed resume is submitted by the student as part of the application process. The PGPPM placement representative coordinates corporate interaction.



Placement Interviews:
The final placement process and the interviews are conducted over an extended period of time. This gives the companies ample time for any customized selection process that may be required. The interviews are facilitated through remote means (video conferencing – skype, etc.) in case the company is unable to interview students on the campus. The final placement interview gives the company and the student, an opportunity to discuss the role in detail and make the right choice.



Offers and Acceptance:
The company can make an offer to the student after the final interview. The offer should include details of role, location, remuneration and other relevant terms and conditions required by the candidate to make the decision. The offer is communicated by the company to the CDS Office which in turn communicates the detail to the selected student. The acceptance of an offer is governed by placement rules of PGPPM which are framed at the beginning of the academic year and may vary from year to year.



Important Dates:
The recruitment process is on a rolling basis, beginning last week of November 2017.



Contact			
Career Development Services			
Professor Ganesh N Prabhu	Chairperson, CDS	+91 8026993047	
Sapna Agarwal	Head, CDS	+91 80 26993357	
Utanka Sarma	Senior Manager, CDS	+91 9880337650	utanka.sarma@iimb.ac.in

PGPPM Placement Representative

Ayushi Abhay	+91 9538943277	ayushi.abhay17@iimb.ac.in	pgppmp@iimb.ac.in
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Amrit Raj

Name Amrit Raj

Education Bachelor of Engineering (Production), Birla Institute of Technology, Ranchi

Past Employers

- Teach for India - Delhi
- Xperia Technologies Pvt. Ltd. - Delhi
- Caterpillar India Pvt. Ltd.- Chennai and Bangalore

Experience 4.5 years
Broad experience in Strategy, Project Management, Project Implementation, Training and Research in the Development space particularly in Education. Exposure to working and consulting in an entrepreneurial set up collaborating with multiple stakeholders. Leadership and professional experience in Supply Chain and Logistics.

Leadership Experience

- Was recruited for a program called LPDP (Logistics Professional Development Program)-a cross functional leadership program in Supply chain and Logistics.
- Was selected for the i-policy for development leaders program of Centre for Civil Society
- Was leading the Inventory module of the Manufacturing Logistics Engineering team in Caterpillar Hosur.
- Was part of the CSR project of AMDOCS and NIIT which established a computer lab and a science lab in a low income school.
- Was a Learning and Development Consultant for the training division of Xperia and was responsible for developing partnerships with companies and organizations for training and placing interns.

Projects

Teach For India

- Implemented an independent project called ‘Slam Out Loud’ which is now a registered NPO called Arts for Social Change India and has worked with around 3000 children.
- Implemented a yearlong city wide project called ‘Udyami” which worked on 30 selected govt. school kids to impart entrepreneurship skills in them .The effort was featured on CNBC Young Turks and TEDx Tughlaqabad.
- Executed a pilot project for secondary schools called ‘Prayogshala’ which is now a registered for profit Ed tech start up called ‘Pen2Plier’ and is working with 8 schools in the National Capital Region.(NCR).

Xperia

- Developed and implemented a new half yearly plan for training interns incorporating partner organizations and technical coaches for ‘Xpert’ the training division of Xperia.

Caterpillar

- Was part of the facility level logistics transformation project involving technology upgrade (barcode implementation) and infrastructure upgrade.
- Was leading the small part (H2K) warehouse transformation project for improving inventory accuracy levels.

Achievements and Awards

- Was awarded for leading the inventory team in Caterpillar
- Was AIR 754 in National Science Olympiad and AIR 186 in National Cyber Olympiad
- Qualified Kishore Vaigyanik Protshan Yojna (KVPY) (05-06).
- Was a NCC Sahara Scholarship holder in college.
- Was part of the team which fabricated an All Terrain Vehicle for BAJA SAE ASIA-2010



Archana Digumarti

Name Archana Digumarti

Education

- Masters of Science specializing in Clinical research design and methodologies, Cranfield University
- Bachelor of Science in Biotechnology, Bangalore University

Past Employers

- Agastya International Foundation - Government and Corporate CSR Projects
- LV Prasad Eye Institute - Project implementation unit for UNESCO

Experience 6.3 years
Broad experience in development sector from integrated strategic planning to project management; developing and implementing corporate social responsibility efforts; employee and stakeholder engagement, supply chain and facilities. Exposure to collaborative functioning with multiple stakeholders to identify opportunities and develop solutions across various policy frameworks.

Leadership and Project Management

- Effectively led, managed teams and implemented continuous improvement practices
- Financial Management through preparation of budgets and allocation of funds based on studies of cost, review of departmental budget estimates, familiarity with operating procedures, and discussions.
- Demonstrated expertise in developing and implementing promotion plans and handling communication.
- Project planning, capacity building, monitoring and evaluations, compliances as per government
- along with actual implementation of proposals and fund utilisation for projects funded by State Governments through SSA (Sarva Shiksha Abhiyan), Government of India.
- Initiated and actively involved in grants and awards applications which resulted in winning of the prestigious Google Impact Awards and a nomination for WISE Awards.
- Created a network for the dissemination of research findings to rehabilitation specialists, clinicians, and technology developers. Helped in establishing the means and avenues for adapting research for use in clinical and rehabilitation settings.
- Helped in building an infrastructure for developing future generations of researchers, multidisciplinary collaborations and training of researchers from other areas about issues pertinent to eye healthcare

Corporate Social Responsibility and Employee Engagement

- Facilitated sustainability and CSR strategic planning for PSU’s, national and international companies
- Consulted with World Bank on their educational strategies for the North-eastern regions of India
- Managed program reporting and data collection for over 70 projects spanned across 16 states of India
- Strategized and Project managed global giving initiatives for corporates and foundations
- Developed, tracked, and documented “best practices” for Public Private Partnership (PPP) models
- Embedded sustainability and CSR into the cultures of pharmaceutical to financial services firms.

Fundraising

- Managed portfolio of over 30 corporate accounts, and exceeded revenue projections by 40%.
- Established monthly fund mobilisation goals for team and coached and motivated employees to reach team goals



Ayushi Abhay



Name Ayushi Abhay

- Education**
- Company Secretary, Institute of Company Secretaries of India;
 - L.LB, University of Lucknow;
 - B.Com (Hons.), Institute of Management Sciences, University of Lucknow

- Past Employers**
- Indus Tree Crafts Private Limited, Future Group, Bangalore
 - Entrepreneurial Venture: Ayushi Abhay & Associates, Mumbai
 - Resource Management and Consulting, Mumbai
 - UP State Bridge Corporation Ltd, Lucknow

Experience 5.5 years

- Leadership and Professional Expertise**
- Rich experience in negotiating, drafting and managing various Domestic and International agreements, contracts and other legal documents.
 - Coordinating with cross-functional teams in preparation of Annual Reports and Financial statements of the company. Advising on business policy, strategy and planning.
 - Responsible for ensuring compliance with Corporate Laws, Corporate Governance and Ethics.
 - Managing Private Equity reporting process and responsiveness to investors.
 - As Company Secretary, advise the Board of Directors to meet the demands of multiple stakeholders of the company at various levels. Setting up of Statutory Committees as per the Companies Act, 2013.
 - Instrumental in the preparation of the Annual business plan and budget of the organisation. Advising on sustainability reporting.

- People Management**
- Led the core legal and secretarial team as well as teams from other functional departments for rebuilding the company's and its subsidiary's past records and ensuring that all the compliances are 100% met.
 - Correspondence with regulatory authorities/ auditors/ lawyers/ banks/ customers on various matters.
 - Facilitating relevant information and advice to inter-departments and at Corporate level as and when they required.

- Entrepreneurship and Solution Designing**
- Started a Corporate Law Consultancy Firm, providing services to the client companies ranging from different sectors related to Corporate Laws, Incorporation of Companies/Firms, Annual/ Quarterly Compliances, E-filing on MCA, DIN, etc, Liasoning with Banks, RBI, MCA and other Regulatory bodies, Compliance Management.
 - Corporate restructuring- Mergers and Acquisitions, assessing the regulatory implications and compliance requirements, obtaining requisite approvals, etc.
 - Extensive experience in Due diligence and customizing solutions for the client companies from different sectors. Managing Intellectual property rights of the company

- Other Achievements**
- Team member of the Investor Awareness Program initiated by BSE (Bombay stock Exchange) in partnership with ICSI.
 - Cleared all modules of Company Secretary course in the First Attempt.

Medha Krishnan



Name Medha Krishnan

- Education**
- B.E. (Civil), 2010 - Shri Govindram Seksaria Institute of Technology and Science

- Past Employers**
- Leap Skills, New Delhi
 - World Federation of United Nations Association (WFUNA), New York
 - Mantra Social Services, Bangalore
 - INK talks, Bangalore
 - Teach for India, Pune

- Consultations**
- McKinsey Social Initiative – Generation, Global Offices
 - Gray Matters Capital, Bangalore
 - Nodes, Pune
 - Saunvardhan Pratishthan, Mumbai

Experience 7 years

- Leadership Experience**
- Led Operations for Leap Skills (start-up) across 5 states for over 3000 youth in 3 months
 - Supervised the design of learning and monitoring tools to help first generation workforce become employment ready in the global economy and for Government of India's Recognition of Prior Learning
 - Revamped Saunvardhan Pratishthan's programs to increase outreach by 5x and created an organisation blue print to help track success on organisation objectives
 - Led WFUNA's New Delhi office and successfully launched its Global Citizenship Education project – Mission Possible, across 3 states with 100 students
 - Designed WFUNA's Global Citizenship Education curriculum drawing on Project Management and other 21st century skills, specifically for high school students across developing countries
 - Conducted workshops on Global Citizenship Education through Project Management at the United Nations Head-Quarters in New York and Armenia
 - Created ICT modules for McKinsey Social Initiative's program Generation – to promote skill development in entry level roles across Nursing and Hospitality, across USA and India
 - Implemented Mantra's School Transformation and Empowerment Project (STEP) across 8 locations in urban Bangalore, through liaising with Block Education Officer, Principals, Teachers and multiple community members
 - Created a first-generation internet user eco-system involving 2000 people across 5 semi- urban settlements, for INK talks' collaborative research with Google, India – Next Billion Online
 - Designed an Internet awareness curriculum toolkit for Next Billion Online, with hit rate of 70% - tested across multiple locations with 25 partner organizations
 - Created Google Educator Group India, an online community with 700+ members and 100,000+ subscription within 3 months
 - Achieved student growth of 2 Grade levels in Comprehension and Math: 43% on G1 to 65% on G3 as Teach for India Fellow
 - Devised a Data Based Assessment Tracking Mechanism and trained 80 teachers on data utilization to impact 2000 students
 - Set-up a Community Centre in Janwadi, Pune with about 1000 books, a computer lab and a games room in collaboration with Door Step School, a Pune based NGO

- Honors and Awards**
- INK Salon Speaker on Community Impact and Innovation at Deshpande Foundation – Hubli Sandbox
 - Gold Medallist, Shri Govindram Seksaria Institute of Technology and Science, Indore

Richa Valechha

Name Richa Valechha

Education

- B.A. Honours (Economics), Shri Ram College of Commerce, Delhi University, India

Past Employers

- MicroSave (3.5 years)
- Evalueserve (2 years)
- Financial inclusion professional with over five years of consulting and market research experience in microfinance, agent banking, mobile financial services and payment services.
- Experience working with private sector and governments aid agencies in least developed and developing market economies, such as Bangladesh, India and Kenya.

Professional Experience

MICROSAVE, India | Manager (Full Time) (Financial Inclusion Consulting Firm)

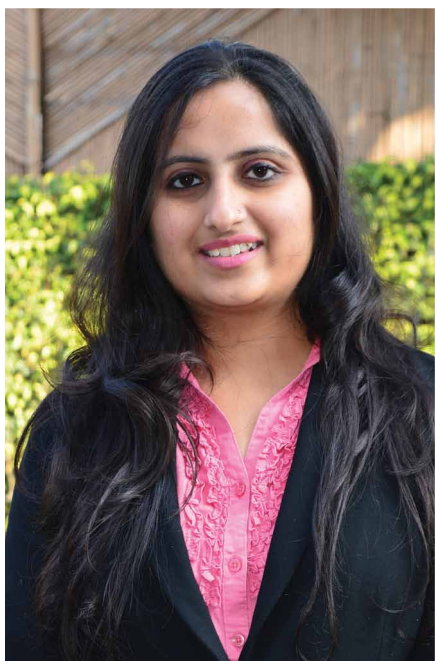
- Implemented multiple financial inclusion projects as part of one of the largest multi-stakeholder US\$12 million digital financial inclusion program in India funded by Bill & Melinda Gates Foundation.
- Assisted one of the largest bank in East Africa in implementing “Cashless” project (creating digital financial services ecosystem).
- Created a strategic digital roadmap to pilot test digitisation of ecosystem in two villages in India.
- Handled government relations to disseminate innovative digital financial literacy assets and educated over 2 lakh customers and trained over 40,000 bank mitras and bank officials on Pradhan Mantri Jan Dhan Yojana (PMJDY) and related products.
- Assisted government of India in transitioning DBT (direct benefit transfer – distribution of subsidy in bank accounts) program from India Post to commercial banks in selected districts.
- Led research to develop a user-friendly technology and an intuitive design to provide oral (illiterate and semi-literate) market segment a better customer experience of digital wallet solution.
- Led research for College of Agricultural Banking (CAB) to assess effect of new microfinance regulation in India on different stakeholders.
- Conducted demand research on digital financial services for one of the largest microfinance institutions of Bangladesh.

EVALUESERVE, Indial Business Analyst (Full Time) (Research & Data Analytics Firm)

- Managed a team of Junior Analysts on MasterCard Global project to help the client tap the underserved segment in 39 countries through various channels such as M-Wallets and prepaid cards.
- Managed multiple projects on marketing analytics to assess the global market scenario of various customer segments of MasterCard.
- Assisted the Customer Intelligence & Planning team of MasterCard Russia to identify potential target segments and develop customised payments products for the same.

Other Highlights

- Represented university, province and India at national and international lawn tennis tournaments.
- Was ranked 9th in All-India Junior Tennis category.



Udit Sharma

Name Udit Sharma

Education and Major Project

- Bachelor of Engineering (B.E.)-Manufacturing Process and Automation Engineering, Netaji Subhas Institute of Technology (NSIT) - Delhi University.
- Led a team of 6 to represent NSIT at ‘The Great Moon Buggy Race’ organized by NASA at Marshall Space and Rocket Center, Huntsville, Alabama (USA).

Employment

- CBRE South Asia, New Delhi – Thought Leadership and Consulting
- Gartner Inc., Gurgaon – Syndicated Reports on Technology
- Euromonitor International, Bangalore – Industry Analysis, Market Entry Strategy
- Evalueserve, Gurgaon – Business Research (Consumer Goods, Industrial Goods & Procurement)

Experience: 6 years

Management Professional with 6 years of experience in Business Research and Consulting with CBRE, Gartner and Evalueserve. Extensive experience of covering real estate sector, infrastructure domain, IT, outsourcing, procurement and facility management (document management services, supply chain etc.).

Problem Structuring

- Structuring and segmentation of the business problem and converting it into a proposal for clients. Draft proposals including documentation of project scope, tentative project execution schedule, budget etc.
- Project execution planning to ensure timely delivery, meet and manage Client expectations.
- Conducting MS-Excel based analysis and preparing predictive market sizing and scenario assessment models.
- Delivering final results of the projects over web meetings and onsite presentations.

Client Engagements

- **Japan Government:** Evaluation of Business Opportunities in India. Further refining Indo-Japan bilateral agreements on Japan Industrial Townships (JITs), Infrastructure projects, Smart Cities, Mass-rapid transport, Power Generation, Grid Stabilization, Waste Management, Payment Settlement Systems in Banking and Manufacturing.
- **India Outlook Report 2017:** CBRE Flagship Document on policies and initiatives taken by the government in the past year such as Demonetization, RERA, FDI relaxation, Introduction of REITs, etc.
- **Confederation of Indian Industries (CII):** Research note – ‘Realty 2016’ for CII published in August 2016 on Urbanization bottlenecks, scope of alternative financing opportunities, impact of RERA (Real Estate Regulation and Development Act)
- **Gartner Analyst:** Supply Chain Top 25 (for Healthcare, Automotive and Heavy Equipment industries) and Country Reports evaluating the outsourcing potential of various destinations including China, Poland, New Zealand, Russia, Singapore, Taiwan, Hong Kong, etc.
- **US based Consulting Client:** Executing consulting assignments and syndicated reports on Building Insulation Materials in US and Canada. The report covered segments such as Insulation Products Overview, Market Review, Distribution Channel Review and Business Assessment.
- **Investment Bank:** Competitive Benchmarking of major players - comparing the financials, sales velocity, product positioning and pricing, quality and overall perception in the market.
- **Coca-Cola:** Analyze the market potential of alternate Beverages in select countries. Identification of major distributors based on the current distribution approach and its effectiveness





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